

## 2022 Nebraska Women in Agriculture Conference Session Descriptions

### Welcome and Kickoff Speaker – 10:00 – 10:55 a.m.

*Katie Dilse, Better Together*

Most everyone is seeking the same gut feeling: fulfillment. Contributing to the greater good. The satisfaction of connection. A simple interaction with meaning, where two lives become greater. In our business and home, feel the impact of simple exchanges becoming shared moments to deepen relationships, foster goodness. To benefit the greater good. And pursue lifelong satisfaction.

### Workshop Session 1 – 11:00 am – 12:15 p.m.

**Estate Planning Basics Part 1 with Tom Fehringer, Fehringer & Mielak, LLP, Attorney**

***NOTE: This workshop is 2 parts from 11am – 12:15pm and 1:30 – 2:45pm. If you select this option for workshop session 1, you will need to select Estate Planning Basics Part 2 for workshop session 2.***

Mom and Dad are confused about the topic of Estate Planning. They eventually muster enough courage and confidence to consult with an Attorney for advice. Mom and Dad leave the consultation with Attorney more confused than when they first walked in. And then they receive an Invoice for the confusion!!!

Learn Estate Planning basics, in English, from an Attorney who is a former teacher and good communicator. Practical and simple information Mom and Dad can use when planning their Estate.

**Futures, Basis, Bid Sheets...I'm Confused with Britany Wondercheck, Farm Girl Next Door Founder**

Have you ever thought to yourself: "Grain marketing is just so over my head. I don't even know where to start to get a handle on what all this terminology means." Look no further! This is where you start. In this session, Britany, the Farm Girl Next Door, will break down the basics of grain marketing. In this interactive session, you'll learn the definition of common grain marketing terms and the 3 things you can do today to become a better grain marketer! At the end, you'll walk out feeling much more comfortable and confident with your understanding of grain marketing.

**Lessons Learned from Farm Families Over the Last 43 Years with Allan Vynhalek, UNL, Extension Educator**

This presentation will focus on both the variety lessons learned from working with farm and ranch families as they work on their succession and transition plans.

Allan will review good communications needed for families to successfully transfer their operations. He will also review assumptions (correct and incorrect) and look at other lessons that can be transferred to anyone that will be ending or succeeding their farming or ranching career.

**Nutritional Management for the Disadvantaged Newborn Calf with Karla Wilke, UNL, Associate Professor & Hannah Greenwell, UNL, Assistant Extension Educator**

No calving season is complete without a calf or two doing time in the house or becoming the ranch mom's new sidekick. While adequate colostrum in the first 24 hours of life is certainly a cornerstone for success, the disadvantaged newborn requires nutrition and management beyond Day 1. To learn more about successful starts after separation and managing the bottle calf for the best outcome, plan to attend Nutritional Management for the Disadvantaged Newborn.

**Profits & Risk: Nebraska Cash Rental Rates & Flex Leases for 2022 with Jim Jansen, UNL, Agricultural Economist**

How has COVID-19 and volatility in market prices reshaped the Nebraska land markets? Many landlords and tenants face uncertainty and risk from price volatility and rising input expenses. Given these circumstances, how do landlords and tenants arrive at an equitable cash rental in 2022?

This presentation covers current trends in cash rental rates across Nebraska and methods for setting equitable cash rental rates using flex leases on crop and grazing land. Understanding these trends remains even more critical given the current financial circumstances faced by many operators across the state. Trends and strategies discussed provide the skills and insight necessary for implementing cash rental rates that account for the needs of landlords and tenants.

**Workshop Session 2 – 1:30 – 2:45 p.m.**

**Estate Planning Basics Part 2 with Tom Fehringer, Fehringer & Mielak, LLP, Attorney**

***NOTE: You must select Estate Planning Basics Part 1 in workshop session 1 to attend this session.***

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**Navigating Grain Marketing for 2022 and 2023 with Naomi Blohm, Total Farm Marketing, Senior Market Advisor**

***NOTE: This session will be repeated during workshop session 3.***

With nine grain and oilseed commodities that have tight ending stocks, the price volatility for 2022 will likely be intense. Join Naomi as she explains current grain supply and demand fundamentals and provides marketing strategies you can take home to implement immediately on your farm.

Not only will she provide insight for the 2022 crop year but will also incorporate ideas for 2023 grain marketing.

**Perception, Feeling and Action with Terrin Williams, Central Mediation Center, Executive Director**

We all are of two minds about conflict. We say that conflict is natural, inevitable, necessary, and normal, and that the problem is not the existence of conflict but how we handle it. Conflicts may be thought of as having three dimensions: perception, feeling and action. Perception of one person's needs, or values, being incompatible with those of another person; feelings, such as anger, sadness or fear; and the actions we take to express our feelings and articulate our perceptions.

In this workshop, you will learn how mediation has become an effective means of dispute resolution. Mediators affect the resolution process by supplying skills, values, procedures, energy and a sense of optimism, while allowing the parties to determine what is important to them. Come join us to learn more about how we, as individuals, perceive conflict and the best way to facilitate collaborative problem solving amongst your family.

**When the Scale Tips...with Katie Dilse, Keynote Speaker**

A calendar has a big personality. Clocks don't lie. And keeping everything balanced seems impossible. It's hard to manage it all and just when you come up with a plan, life can take a crazy twist. The scale to balance farm, family, and business is rarely perfect. Learn to create opportunities to change your view on the balance of life.

**Who Should Consider Agritourism as an Income Option? You'll be Surprised. – panel discussion**

Have you ever considered agritourism as an option for additional income, but decided it wasn't for you? So many of us think of agritourism as hayrides and baked goods and quickly dismiss it. Join us for this panel discussion to learn how our panelists are exploring alternative agritourism offerings and seeing strong returns with little investment.

Lead by John Hansen, former Director of Ranch Operations at Turner Enterprises, Inc., and current Head of Landowner Profitability Programs at LandTrust, along with several fellow ranchers, this conversation is sure to be enlightening and enjoyable.

## **Workshop Session 3 – 3:15 – 4:30 p.m.**

### **Creating a Crop Enterprise Budget is as Easy as ABC! with Glennis McClure, UNL, Extension Educator**

Knowing the cost of production for our agricultural enterprises is even more critical now with volatility in input and commodity prices. Knowing your estimated cost of production can assist in making important management decisions now and throughout the production and marketing year.

Creating your crop budgets now is as easy as ABC! During this session we'll walk through the program features and provide instruction on getting started in using the new Agricultural Budget Calculator (ABC).

### **Food in the Field with Hannah Guenther, UNL, Extension Educator**

With 18+ hour work days, stress of the weather, dealing with markets and policies, and limited nutritious, one handed dining options, it is easy to put healthy eating on the back burner during the busy seasons of harvest and planting. Food in the Field is an online nutrition program seeking to nutritiously feed those who feed us in the field and everywhere in between. This breakout session will cover valuable tools to help you plan ahead to make healthy eating choices for the busy seasons of harvest and planting.

### **Navigating Grain Marketing for 2022 and 2023 with Naomi Blohm, Total Farm Marketing, Senior Market Advisor**

***NOTE: This is a repeat session from workshop session 2.***

With nine grain and oilseed commodities that have tight ending stocks, the price volatility for 2022 will likely be intense. Join Naomi as she explains current grain supply and demand fundamentals and provides marketing strategies you can take home to implement immediately on your farm.

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### **Nitrate+ and Public Health with Amy Timmerman, UNL, Extension Educator**

Exploring the public health impacts of nitrate+ in groundwater.

### **What's Your Type? An Enneagram Workshop with Terryn Drieling, Faith Family Beef**

Discover your Enneagram type and how the Enneagram can benefit you, your relationships with others, and your operation.

## **Dinner and Keynote – 5:30 – 7:10 p.m.**

*Carey Portell*

Carey Portell will discuss using the right attitude, granting grace and finding the grit to overpower adversity in the agriculture community.

## **Optional Evening Sessions – 7:15 – 8:30 p.m.**

### **Calving College 101: Tips & Tricks to Ensure Your Calving Season is Successful with Becky Funk, DVM & Lindsay Waechter-Mead, DVM, UNL**

During this session, colostrum management, stages of parturition and how to handle different calf presentation postures will be discussed. Attendees will also have the opportunity to participate in hands-on demonstrations using life sized calving model.

### **Let's Practice Using ABC! A Hand's On Session with Glennis McClure, UNL, Extension Educator**

Join us for this hands-on workshop to dive deeper into the Ag Budget Calculator (ABC) program to assist you in creating crop enterprise budgets for your operation. We'll have a mobile computer lab set-up (10 laptops will be available in the room for ten participants or up to 20 if you partner up), or you can bring your own laptop computer or internet accessible tablet to use during the session for some hands-on learning!

Here's what we'll work on together –

- Creating an ABC User's Account (if you haven't already) logged on at [agbudget.unl.edu/](http://agbudget.unl.edu/)
- Downloading a UNL crop budget to start modifying as your own OR
- Where to begin to create your own budgets from scratch
- Begin entering field operations and corresponding material inputs with those operations
- Adding in other direct crop expenses
- Entering projected revenue
- Viewing enterprise reports that are created from your entries
- Entering an example into the risk module
- Use the Whole Farm tab features in reconciling expenses and allocating overhead

### **Mental Health Training Workshop: QPR for Farmers & Farm Families with Carey Portell, Keynote Speaker & Linda Emanuel, AgriSafe**

Truth be told...Life in Farm and ranch country is both fulfilling and stressful. Over the last decade, farmers and farm families have experienced increasing pressures, resulting in high levels of stress, mental health issues and suicide. QPR training teaches laypeople and professionals to recognize and respond to mental health crises using the approach of Question, Persuade and Refer. QPR for Farmers and Farm Families is a special curriculum that addresses QPR through an agricultural lens with personal farmer stories and opportunity to explore QPR approaches in hypothetical conversations with agriculture populations in crisis. Participants completing the training will be provided QPR certification documentation and many QPR resources for their use electronically.

## **Morning Update and Keynote Speaker – 8:15 – 8:50 a.m.**

*Maggie Holub, Do Not Settle in Your Comfort Zone*

Always be pushing to be more, do more, and accomplish greater things in all aspects of life.

## **Workshop Session 4 – 9:00 – 10:15 a.m.**

### **Cost of Production, Why it Matters Part 1 with Tara Janda, Cassidy Thompson, Melissa Elstermeier, Farm Credit Services of America**

***NOTE: This workshop is 2 parts from 9am – 10:15am and 10:45am – 12:00pm. If you select this option for workshop session 4, you will need to select Cost of Production, Why it Matters Part 2 for workshop session 5.***

Does the title strike you as boring? Keep reading and join us in this super session for an interactive overview of cash flows, breakevens and insurance. Learn how they all work together to help you make informed management decisions in your operation. With these presenters you're going to get a mix of fact and fun!

### **Facing Life Head On with Carey Portell, Keynote Speaker**

Have you ever wanted to start something that is big or out of your comfort zone? Do you then say, "I don't know if I can do that or I can't do something like that?" Let's work on facing those challenges head on. Find your "why" and create an action plan today!

### **Intergenerational Communication & Family Business Meetings with Wes Tucker, University of Missouri Extension, Field Specialist in Agricultural Business & Policy**

Family Communication – Let's face it. Operating a business with family members is hard. You'll always feel at least some friction between family roles and business roles. Issues arise such as sibling rivalries, dad's reluctance to let go of anything, conflict between on-farm and off-farm heirs, and we haven't even mentioned how to manage relationships with us dreaded in-laws/outlaws. Mom is usually caught in the middle and forced to be messenger, therapist, peacemaker, etc. Good communication is the key to making a family business work. But most of us struggle to communicate effectively.

This session will discuss strategies you can use to deal with many challenging business-family relationships and protect family harmony. For example, by hosting farm business meetings, you can develop a culture of group decision-making in the family business, and when you hold family council meetings, you can facilitate open communication with the entire extended family including off-farm heirs. If you want your family business to flourish and your legacy to extend beyond your life, then it's important to develop a system of intentional, structured communication.

### **Staying Relevant in Agriculture through Diversity – Panel Discussion**

This panel discussion will talk about why and how these family farms diversified their operations with livestock. With panelists from poultry, pork, and beef sectors this panel will offer a wide view of the opportunities in different livestock industries. The discussion will be sure to spark ideas and offer applicable tools to take back to your family farm.

**More than Milk, Strong Bones and Injury Prevention for Aging Women in Ag with Linda Emanuel, Agrisafe Network, Community Health Director**

Do Farmers or Ranchers really retire? Generational family operations frequently include the aging parents, the living legends of agriculture. Farmers and ranchers self-identify good health with the ability to work. The normal aging process slows down one's ability to engage in meaningful activities physically and mentally, essentially to continue working. Swirl in the postmenopausal issues incurred by the female farmer and a myriad of health hazards arise.

Unlike men, who experience a gradual loss of bone mass as they age, women will lose over 30% of their bone mass in the first five years after menopause. Agriculture is a hazardous and uncertain profession. Women are working well past the age of menopause. Training measures should focus on avoiding common risk factors as well as preventative actions to decrease the likelihood of an injury. Workplace and home safety are achievable. We will also address other age-related changes such as vision, hearing, and sleep disturbance. Opportunities will be available to discuss the issues. Every member of the family operation will benefit from learning creative strategies and solutions to help the aging in place seniors achieve wellness and self-fulfillment.

Do what you do well and get assistance for everything else that keeps you independent—a key to living one's best life in the country.

**Workshop Session 5 – 10:45 – 12:00 p.m.**

**Cost of Production, Why it Matters Part 2 with Tara Janda, Cassidy Thompson, Melissa Elstermeier, Farm Credit Services of America**

***NOTE: You must select Cost of Production, Why it Matters Part 1 in workshop session 4 to attend this session.***

Does the title strike you as boring? Keep reading and join us in this super session for an interactive overview of cash flows, breakevens and insurance. Learn how they all work together to help you make informed management decisions in your operation. With these presenters you're going to get a mix of fact and fun!

**Communicating with Farmers Under Stress with Susan Harris & Brandy VanDeWalle, UNL, Extension Educators**

Nebraska Extension, in partnership with Michigan State University Extension, offers, "Communicating With Farmers Under Stress.". This workshop is beneficial for individuals who work with farmers and ranchers on a regular basis, such as bank lenders, ag suppliers, educators and consultants, healthcare professionals, and anyone involved with the lives of farmers and ranchers. In addition to being helpful for working with farmers and ranchers, the workshop educates participants about managing stress in their own lives and teaches how stressors can affect physical health and relationships with family or coworkers.

**Managing Risk on the High Plains Ranch with Jay Parsons, UNL, Associate Professor**

Play along in a friendly competition to managing risk on the High Plains Ranch. We will explore risk management tools and concepts along the way as management teams compete against one another throughout the room to see who can make the most money on the High Plains Ranch. Be prepared for spirited conversations, lots of good questions and a lot of fun.

**Manure Happens. Take Credit with Leslie Johnson, Melissa Bartels & Sarah Sivits, UNL, Extension Educators**

With soaring fertilizer prices and high market volatility, why not use a local resource that's readily available in Nebraska? Maybe you're already using manure, but are you offsetting your fertilizer recommendations for those manure nutrients? During this session, participants will learn about soil sampling techniques, reading soil tests, and knowing how much nutrients have been applied to save money on fertilizer costs. Hands-on activities will provide tools to take back and utilize on your own operation.

**Retirement Options Besides Selling the Farm with Doug Nelson, UNL, Adjunct Professor, Family Financial Planning**

Land rich and cash poor is a frequently heard lament among farmers and ranchers when reviewing their "retirement plan" options and Social Security statements. This presentation will explore alternative retirement plan strategies for building wealth and increasing Social Security benefits as alternatives to selling the farm or ranch.