

# WORKSHOPS

## SESSION 1, THURSDAY 11:00 A.M.-12:15 P.M.

### FUTURE-PROOFING YOUR BUSINESS AND LIFE

*David Kohl, Ph.D - Keynote Speaker, Agricultural Economist*

Given the current environment, what are some steps to future-proof your business and life? What is the role of working capital? Can an advisory team assist in future-proofing your business? These are just a few of the questions that can be answered in this session.

### WHAT'S IN THE (VETERINARY) MEDICINE CABINET?

*Jesse Fulton- Extension Educator, University of Nebraska-Lincoln*

*Lindsay Waechter-Mead, DVM - Extension Educator, University of Nebraska-Lincoln*

*Alfredo DiCostanzo, Ph.D - Extension Educator, University of Nebraska-Lincoln*

A high-energy, hands-on 75-minute program with the single goal of this workshop of enhancing the proficiency of cattle ranch, grow yard or feedlot owners, managers or employees in veterinary medicine and equipment identification and utilization. We will deepen the understanding of basic veterinary applications of drugs, vaccines, growth-promotion implants, feed additives, supportive therapy and veterinary equipment use so that each participants' confidence when conversing with their veterinarian, reviewing health directives, or procuring veterinary medicines and drugs is increased.

### AMBIGUOUS LOSS AND AGRICULTURE

*Michelle Krehbiel, Ph.D. - Extension Specialist, University of Nebraska-Lincoln*

It is often said that life is a journey. Good-byes, disappointments, and losses are a part of life's journey. Some losses, like the death of a loved one, are well defined while others are a bit more ambiguous like the loss that comes with divorce, addictions, loss of the family farm, or destruction from a disaster. In this workshop, Ambiguous Loss and Agriculture, we will examine Ambiguous Loss in Agriculture and how to build resiliency. Topics such as family stress, resilience, communication, and utilizing resources will be also be covered during the workshop.

### ADVOCATING FOR AGRICULTURE- A PANEL DISCUSSION

*Moderated by Sarah Treffer, Nebraska Women in Agriculture Intern*

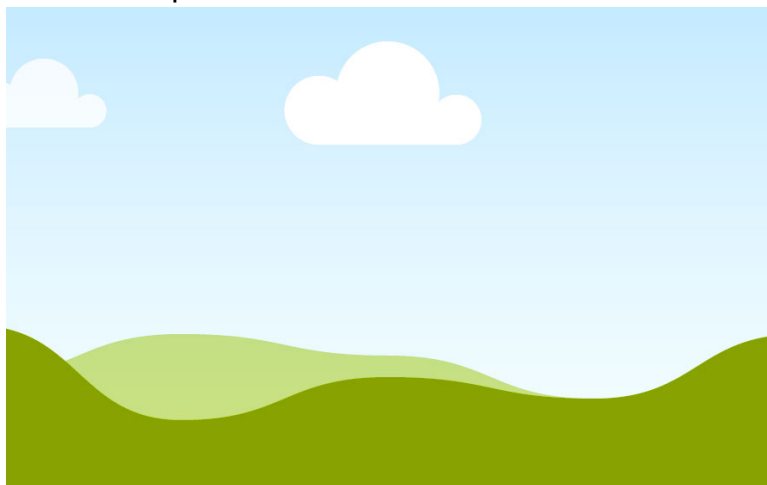
*Featuring: Courtney Shreve, Nebraska Farm Bureau Foundation, Rebel Sjeklocha, Miss Rodeo Nebraska, Amanda Hallock, Miss Nebraska Agriculture*

Our future depends on agriculture. Not only does agriculture provide our world with food, but it is one of the world's largest industries, employing billions of people. Agriculture is the backbone of America, and we simply cannot survive without it. So how can we help others better understand this?

### LAND ACCESS AND TRANSITION

*Brittney Holley, J.D. – Attorney, Cline Williams Wright Johnson & Oldfather, LLP*

Give yourself and your family the gift of peace-of-mind with this workshop! Learn applicable steps you need to take to make farm or ranch transition a smooth process for your family. We will hear from an attorney on the technical items that need to be taken care of, as well as simple ways to guide you in the process.



## **SESSION 2, THURSDAY 1:30 P.M.-2:45 P.M.**

### **FUNDING OPPORTUNITIES FOR FARMERS & RANCHERS THROUGH THE SARE PROGRAM: LEARN HOW TO TURN YOUR IDEAS INTO A FUNDABLE PROJECT**

*Katja Koehler-Cole - Extension Educator, University of Nebraska-Lincoln*

Do you have an idea for an innovative practice on your farm or ranch, want to learn new skills, or reduce off-farm inputs? SARE (Sustainable Agriculture Research and Education) programs offer farmer-driven, grassroots grants and education resources. In this session, we will demonstrate how to turn your idea into a proposal for a SARE grant. We will navigate our way through the SARE website, research previous projects, explore which funding opportunity is the right one, identify key requirements and budget for expenses. To get the most out of this session, please bring a device with internet connection.

### **WEATHER READY FARMS- PREPARING FOR THE EXTREMES**

*Eric Hunt - Extension Educator, University of Nebraska-Lincoln*

Disasters are hurting agricultural operations with increasing frequency. Weather Ready Farms is a resilience centered, climate smart education program that offers farmers strategies to prepare for and recover from extreme weather events, climate change effects and other stressors.

### **LAND ACCESS AND TRANSITION**

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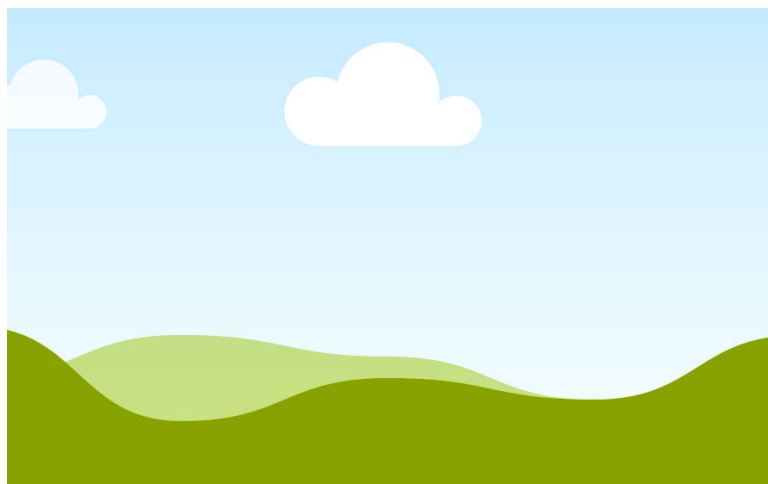
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### **UNDERSTANDING CATTLE IMPLANT TECHNOLOGY- A HANDS ON EXPERIENCE**

*Jessica Sperber, Ph.D. - Extension Specialist, University of Nebraska-Lincoln*



Learn about the proper use, administration, and performance benefits of growth enhancing cattle implant technology. Discussion will incorporate implants utilized in all phases of beef production, including suckling calves, pasture and stocker calves, and feedlot cattle. A hands-on demonstration and learning opportunity for loading implant guns, cleaning the gun, and administering an implant will follow the discussion.



### **MAKING TOUGH DECISIONS IN TENSE COMMODITY MARKETS**

*Elaine Kub- CFA, author of Mastering the Grain Markets*

Elaine Kub, internationally recognized expert in the economics of commodity markets, will share insights on what to consider when faced with tough decisions in tense markets throughout each season, and answer your questions about the mechanics of trading grain, livestock, or their associated futures and options.

## **MINI WORKSHOP SESSIONS A & B**

New this year, we will be hosting 45-minute mini-workshop sessions on Thursday afternoon. The following five workshops will repeat. Session A will take place from 3:15-4:00 p.m. and Session B will take place from 4:05-4:50 p.m. Please help us keep on time during these shorter sessions!

### **REDUCING EASTERN RED CEDAR INVASION IN NEBRASKA'S GRASSLANDS**

*Dillon Fogarty, Ph.D. - Research Assistant Professor, University of Nebraska-Lincoln*



Did you know that Nebraska's rangelands lose over 419,000 tons of forage production every year due to woody plant encroachment? Encroachment by species like eastern redcedar displaces grasses and forbs and can reduce forage production by up to 75% in rangelands. New monitoring data shows that encroachment is occurring in Nebraska counties with no prior history of woody encroachment, signaling unprecedented impacts in much of Nebraska's grazing lands. In this presentation, we will discuss new, science-based guidance for reducing eastern redcedar encroachment. New guidance has been adopted by local, state, and national conservation initiatives like the Great Plains Grassland Initiative. In Nebraska, conservation practitioners estimate new guidance to save between \$25-500 per acre compared to past guidance for brush management.

### **IS THE NEBRASKA LAND LINK WHAT YOU HAVE BEEN LOOKING FOR?**

*Jessica Groskopf - Extension Educator, University of Nebraska-Lincoln*



Land access is one of the biggest challenges facing beginning farmers and ranchers. Simultaneously, some landowners do not have the next generation available to take over their operations. The Nebraska Land Link program works to bridge this gap by connecting beginning farmers and ranchers with retiring landowners. This workshop will highlight how to become involved in this exciting program.

### **WET YOUR WHISTLE, NOT YOUR WORRY**

*Katie Pekarek - Extension Educator, University of Nebraska-Lincoln*

*Laura Nanengast - Extension Educator, University of Nebraska-Lincoln*

This session will discuss what is in our drinking water, highlight how it can impact the health of a household, and arm the audience with things they can do to protect themselves and their family.

### **CULTIVATE YOUR LEGACY**

*Samantha Smith- Nebraska Department of Agriculture, Program Administrator*

The beginning farmer tax credit (NextGen) is a program offered to producers in the state who rent an agricultural asset to an eligible beginning farmer/rancher. The farm mediation program (Negotiations) is certified under USDA FSA and grants us the ability to mediate agricultural issues (debt/neighbor issues/family succession/USDA program adverse decisions) at a low cost. Attendees will learn more about these programs.

### **WHAT FEED DOES MY COW NEED? - FUNDAMENTALS OF NUTRITION FOR COWS AND CALVES**

*Aaron Berger - Extension Educator, University of Nebraska-Lincoln*



A cow's nutrition requirements change dramatically throughout the year based on where she is in the production cycle. Understanding those needs and ways to evaluate the most cost effective way to meet them will be discussed.

## **OPTIONAL SESSION, THURSDAY 7:15 P.M.-8:30 P.M.**

### **PAINTING WITH THE RUSTIC PATCH**

Join Sonya from Kearney's "The Rustic Patch" for a relaxing evening painting your own Country Door Charm. This workshop has an additional fee of \$30.

## **SESSION 4, FRIDAY 9:00 A.M.-10:15 A.M.**

### **WORKING WITH FARM SERVICE AGENCY TO FINANCE YOUR AGRICULTURE GOALS**

*Kim Buchheit - Farm Loan Specialist, Nebraska USDA Farm Service Agency*



USDA Farm Service Agency (FSA) is often known as a lender of first opportunity. Through its direct and guaranteed loan programs, FSA can make loans to finance projects that some commercial lenders may not be able to make. In fact, FSA targets a portion of its funding specifically to aid underserved producers, which includes women farmers and ranchers. Attend this session to learn about how to finance your farming or ranching goals with FSA.

### **MASTERING EFFECTIVE COMMUNICATION**



*Lisa Kaslon- Professional Development Coordinator, University of Nebraska- Lincoln*

Embark on a transformative journey to enhance your communication skills with a session designed for those seeking to communicate more effectively. In today's dynamic and interconnected world, the ability to express yourself clearly, listen actively, and navigate diverse communication styles is a key component of personal and professional success. This session is dedicated to empowering you with the tools and insights needed to thrive in personal and professional interactions. Join us and unlock the potential within yourself to communicate confidently, connect authentically, and succeed in every facet of your life.

### **THE CATTLE MARKET, YOUR BOTTOM LINE AND PROFITABILITY IN 2024**

*ShayLe Stewart- Livestock Market Analyst DTN/Progressive Farmer*

In today's fast paced and ever-changing market environment, it's not enough to understand seasonalities and hope that the market performs as expected. To truly be profitable and weather the test of time, cattlemen today must be diligent in actively tracking the market and be able to discern where their ranches excel, and where their blind spots lay. Stewart will present a 2024 market outlook, as well as highlight opportunities that could lie ahead in the marketplace, as well as hurdles that could arise.

### **CALCULATING CATTLE COSTS AND MORE!**

*Glennis McClure- Extension Educator, University of Nebraska-Lincoln*

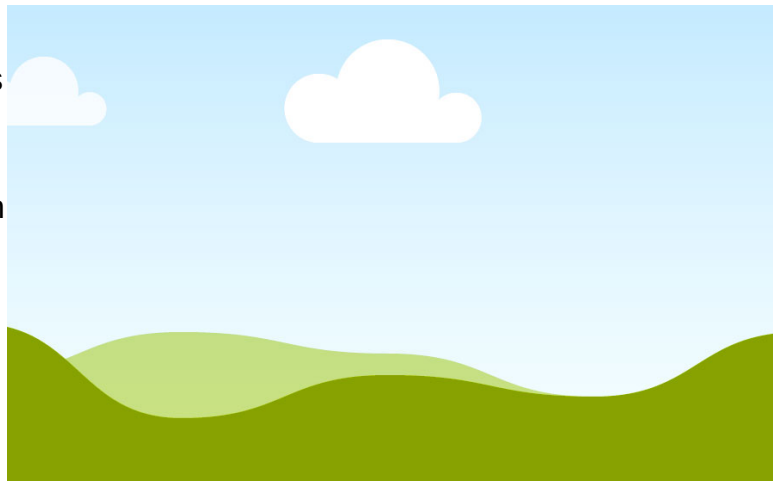
*Shannon Sand- Extension Educator, University of Nebraska-Lincoln*

We've been waiting for the livestock segments in the Ag Budget Calculator (ABC) Program. It's here for you to access and use! You can be one of the initial users and testers. Projecting enterprise cost of production can assist in making important management decisions. Now with both crop and livestock modules available in the ABC program and with the use of the Whole Farm segment, we can get a better handle on estimated profitability. During this session we'll walk through the program features and provide instruction on getting started in using the livestock module.

### **BUILDING YOUR MENTAL HEALTH TOOLBOX**

*Ashley Machado, Keynote Speaker*

In the agriculture industry we use different tools and machines everyday to make our businesses run effectively; and they are essential. Some other essential tools for our lives and businesses are mental health tools. In this keynote I talk about and demonstrate how our brain works and why mental health tools are necessary. The attendees learn different tools for stress, overwhelm, sadness, anxiety, happiness, and connection and find out which ones work for them specifically.



## **SESSION 5, FRIDAY 10:45 A.M.-12:00 P.M.**

### **FARM BILL DECISIONS AND DIRECTIONS**

*Bradley Lubben, Ph.D. - Extension Specialist, University of Nebraska- Lincoln*

While a new farm bill was put off for another year with a simple extension of existing programs, producers still face a new enrollment decision in 2024. The ARC and PLC will look familiar, but changing support levels in the programs and a changing market outlook could mean changes for producer decisions. The presentation will cover program details, economic analysis, and insights for producer decisions now and in the coming years.

### **LEASED PRICES & PRACTICES**

*Anastasia Meyer- Extension Instructor, University of Nebraska-Lincoln*

This session will cover the frequently asked question of "What is the going rate for land in my area" using the 2023 Nebraska Cash Rental Rates as well as cover important lease provisions that should be in a lease agreement. Topics include factors influencing rates, renting corn stalks, hunting rights, and noxious weed control.

### **DIRECT TO CONSUMER MARKETING**

*Shannon Sand- Extension Educator, University of Nebraska-Lincoln*

Direct marketing in essence allows producers the option to skip the middleman and sell direct to consumers. This workshop will cover questions to ask yourself before you start and include a discussion on a basic online/social media marketing campaign (as well as different software offerings for scheduling), and how to collect payment (i.e., cash only, square, PayPal, toast, etc.).

### **YOU CAN NEVER CHOOSE AN ALTERNATIVE YOU HAVE NOT CONSIDERED: HOW TO CHALLENGE CONSTRAINTS & OVERCOME THE GOOD ENOUGH SYNDROME**

*Jay Parsons, Ph.D.- Extension Specialist, University of Nebraska-Lincoln*

We make thousands of decisions every day. Not all require significant work to figure out what we should do. However, it is essential we find the best possible alternatives to choose from when we are making the most important decisions. Too often we are guilty of boxing ourselves in with a small set of alternatives when better solutions are out there. In this workshop, we will explore reasons this tends to happen to all of us. We will practice techniques for recognizing when it is happening and gain experience learning how to overcome it.

### **A WILL DOES NOT A TRANSITION PLAN MAKE**

*Lisa Quist- Central Regional Vice President, Land As Your Legacy, Nationwide*

You have gone to your attorney and had your will written. You also have a trust in place. But do you really have everything that's needed to successfully transition your operation to the next generation? Over the next 20 years, 70 percent of farmland will transfer to the next generation. It is estimated only 30 percent will stay as family farms. Ensuring that farming and ranching operations can continue to the next generation has become of paramount importance in rural America. The stakes are high - especially for the incoming generation.

In this session, Lisa Quist will talk about the difference between an estate plan and a transition plan and show you actions you can take today to protect the future of your operation.



**NEBRASKA FARM BUREAU**  
The trusted voice for farm and ranch families.

**NEBRASKA FARM BUREAU FOUNDATION**  
Making the Connection.  
**Strong Agriculture.  
Strong Nebraska.**

Stop by our booth or learn more at [www.nefb.org](http://www.nefb.org).