
What is Annie's Project?

Annie's Project is an opportunity for farm women to learn about farm management skills and strategies in a comfortable setting.

- Provides resources and information to improve your farming operation
- Classes are small
- Participants are other farm women from your county/area
- Opportunities to network with other farm women in similar situations



Special thanks to the following farm women who gave their time and shared their thoughts. The workshops offered reflect their input and suggestions.

Mary Mills, Mills Grain Farm, Kansasville, WI

Dawn Noble, Noble Farms, Burlington, WI

Sally Rowley, Delavan, WI

University of Wisconsin-Extension, U.S. Department of Agriculture, and Wisconsin counties cooperating.
UW-Extension provides equal opportunities in employment and programming, including Title IX and ADA.

Sponsors

Kenosha, Racine & Walworth
County UW-Extension
UW-Extension *Heart of the Farm*
UW Center for Dairy Profitability
USDA Farm Service Agency



For more information contact:

Peg Reedy at 262-741-4951
peg.reedy@ces.uwex.edu

Rose Skora at 262-857-1945
rose.skora@ces.uwex.edu



Advise us at least 10 days before event if you are handicapped and desire special accommodations. Requests will be kept confidential.



Annie's Project

A program for farm women



January 9th & 31st
February 7th & 20th
March 20th & 27th

9:00 a.m.—noon

Gateway Technical College
Burlington Center
496 McCanna Parkway
Burlington, WI

Annie's Project Agenda

Registration Page

Friday, January 9, 2009

9:00 a.m.—noon

Farm Accounting Principles

Jim Stowell from H and R Block will focus on general agricultural accounting principles as well as have a specific focus on farm tax laws and deductions. Additionally, Jenny Vanderlin with the Center for Dairy Profitability will talk about software options available for farm businesses.

Saturday, January 31, 2009

9:00 a.m.—noon

Evaluating the Financial Stability of Your Business

Gregg Hadley, UW-River Falls, will provide hands on instruction to evaluate your business's financial status and how to determine where changes in the business can improve the financial bottom line of the operation.

Saturday, February 7, 2009

9:00 a.m.—noon

How to Do Market Research

Bill Pinkovitz with the UW Center for Economic and Community Development will teach you how to do market research. In addition, he will discuss how knowing who your customer is will improve both customer service and your business's profit.

Friday, February 20, 2009

9:00 a.m.—noon

Promoting Your Small Business

How do you get the word out about your business to customers/clients? Small business owner Carol Roth from the Roth House will share her experiences running a Bed and Breakfast and offer tips on promoting any small business. Kim Iczkowski from FSA (Farm Service Agency) will also talk about running for the Farm Service Agency County Committee and the value of this committee for your business.

Friday, March 20th, 2009

9:00 a.m.—noon

Grain Marketing Basics

Alan Linnebur, Washington County UW Extension Agriculture Educator, will lead discuss the basic definitions and concepts of grain marketing and will also provide basic marketing strategies that new marketers can understand and implement. Kim Iczkowski from Farm Service Agency will also discuss FSA Commodity Loans.

Friday, March 27, 2009

9:00 a.m.—noon

Human Resources 101

Todd Pfeil, *Pfeil & Millonzi, LLC*, will give you a sound basis for hiring and managing agricultural employees. Issues include: Interviewing, applications, overtime, wage payment requirements, child labor & minimum wage, unemployment & workers compensation.

Name _____

Address _____

City/State/Zip code _____

Phone _____

E-mail _____

Participants can attend any or all classes. Registration is \$50/person for all 6 classes or \$10/person for individual classes. Please try to register at least one week before the class(es) you'd like to attend.

Mail registration and payment to:

Walworth County UW Extension
Attn: Annie's Project
100 W. Walworth St, P.O. Box 1001
Elkhorn, WI 53121

Please make check out to: Walworth County UWEX

I'd like to attend...

- All 6 classes (\$50)
 Farm Accounting Principles (\$10)
 Evaluating the Financial Stability of Your Farm Business (\$10)
 How to Do Market Research (\$10)
 Promoting Your Small Business (\$10)
 Human Resources 101 (\$10)
 Grain Marketing Basics (\$10)
 TOTAL ENCLOSED