



DEAL Or No DEAL

Managing thru the
Mayhem

A program on farm
financial risk during
difficult times



This meeting is brought to you by:

**UW Cooperative Extension Farm and Risk
Management (FARM) Team**



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Agriculture, and Wisconsin counties cooperating.
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Please contact Heidi at 920-647-7295
for special assistance regarding our
programs. Requests are confidential.

**Walworth County
Government Center
100 W Walworth Street
Room 114
Elkhorn, WI 53121**

November 6th, 2009

Registration Form:

Name: _____

Name: _____

Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

E-Mail: _____

Cost Per Person:	Total Attending	Total Cost
Early Registration (<i>postmarked on or before November 5</i>): \$15		
Late Registration (<i>at the door</i>): \$25		
Total Enclosed		

Mail registration and check payable to:

University of Wisconsin Extension

Jefferson County

Deal or No Deal Program

864 Collins Road

Jefferson, WI 53549-1976

Registration FYI: Please keep this brochure as confirmation of registration.

Questions:

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Jefferson County Agriculture Educator

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A SEMINAR FOR

- ◆ Dairy and Crop Producers
- ◆ Ag Professionals
- ◆ Educators



Program Agenda Friday, November 6th, 2009

Registration Starts 9:30 a.m.

10:00 a.m.

Managing the Market—Impact of Volatile Prices and Costs, Part I.

This presentation will be very interactive and focus on price volatility using a marketing game compiled by Dr. Kevin Bernhardt, Farm and Risk Management Specialist, UW-Extension/Center for Dairy Profitability. This presentation will sharpen our saw on the volatility we face in output and input markets, how that volatility is changing, and what it means for managing the farm business. Bernhardt will show how our marketing challenge is much more than just a "good" milk price, rather how profits are at the margin, a margin that has become much more volatile.

11:00 a.m.

Cost of Production I: What is Your Cost per Bushel?

The cost of production (COP) is the costs associated with production divided by the number of units produced. The most difficult task in calculating the cost of production is usually thought to be assembling all cost associated with production.

This first presentation on COP will introduce you to how to determine your cost of production for crops. This will be an interactive, activity showing a relatively quick and easy way to determine your costs. Estimates of cost of production are useful for setting target prices for crop marketing.

11:45 a.m. Lunch (Provided)

12:30 p.m.

Cost of Production II: What Does Your Mailbox Price Really Cover?

This second presentation on COP will demonstrate how to calculate your dairy costs of production from your Schedule F and other financial records.

1:30 p.m.

Managing the Market—Impact of Volatile Prices and Costs, Part II.

Now that you have seen the impact of volatile prices and costs, how does this affect your management time and how can it make a difference? Let's look forward.