

## PROGRAM SCHEDULE

- 8:30 AM Registration
- 9:00 AM Overview of the Farm Financial Situation
- 9:45 AM 1.) Maintaining Working Capital  
2.) Restructuring Debt
- 10:30 AM Break
- 10:45 AM 3.) How Long Can I Afford to Lose Money on Rented Ground?  
4.) Opportunities to Save on Cost of Production  
5.) Getting Creative with Enterprise Diversification
- 12:10 PM Lunch
- 1:00 PM 6.) Managing Machinery Expenses  
7.) Safety Nets (Marketing, Insurance, Gov. Payments)  
8.) Income Tax Management
- 2:30 PM Break
- 2:40 PM 9.) Is it Time to Retire? What About the Next Generation?  
10.) Family Living Expenses
- 3:20 PM Wrap-up: K-State Resources for Assistance
- 3:30 PM Adjourn

## Speakers



**Dr. Allen Featherstone** is Professor and Head of the Department of Agricultural Economics and Director of Masters of Agribusiness at Kansas State University. Professor Featherstone is recognized as a leading scholar in agricultural finance. His work has resulted in teaching and research awards and quotation in the Wall Street Journal, the Economist, and other publications. He has more than 120 articles published in a variety of journals.

**Dr. Mykel Taylor** is an Assistant Professor in the Department of Agricultural Economics. Her research and extension programs are focused in the areas of crop marketing and farm management. Some of her current research areas include measuring basis risk for commodity grains, understanding the implications of food safety and country of origin labeling on meat demand, and estimating land values in Kansas.



**Dr. Art Barnaby** is a Professor and State Extension Leader for the Department of Agricultural Economics. Art conducts national extension education programs on market risk, government commodity programs, crop insurance and public policy. In 2016, Art was named one of Farm Credit's Fresh Perspectives Top 100 Honorees. His research work with the private sector was the basis for the first revenue insurance contract.

**Dr. Gregg Hadley** is the assistant director of extension agriculture, natural resources, and community development for K-State Research and Extension. His professional focus has been in farm financial performance, capital investment analysis, farm management, strategic management, farm business planning and human resource management. Areas of emphasis also have included team management, farm succession, international producer education and manure management economics.



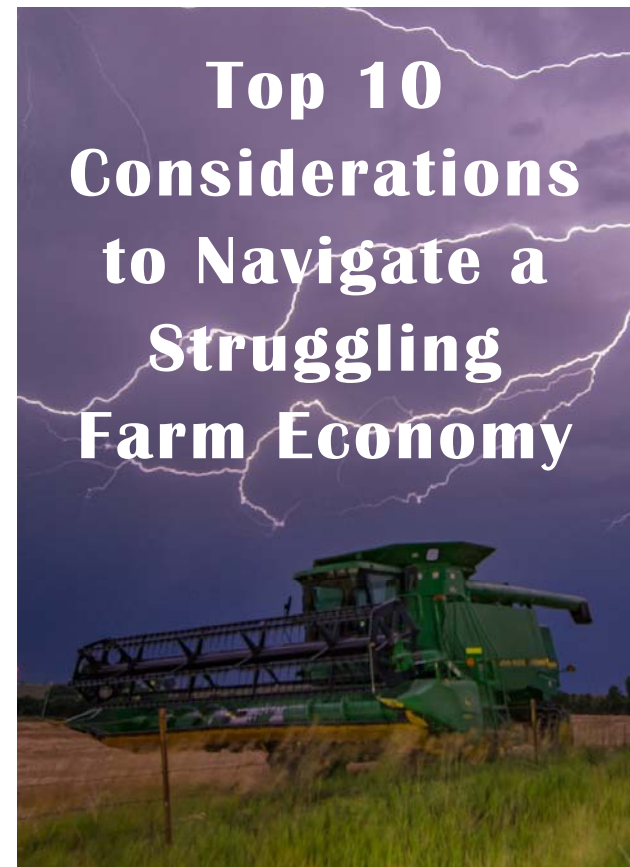
### Other speakers may include:

Dr. Gregg Ibandahl, K-State Department of Agricultural Economics  
Dr. Terry Griffin, K-State Department of Agricultural Economics  
Dr. A. Ray Asebedo, K-State Department of Agronomy  
Dr. Beth Yeager, K-State Department of Agricultural Economics  
Dr. Rich Llewellyn, K-State Department of Agricultural Economics  
Dr. Dustin Pendell, K-State Department of Agricultural Economics  
Dr. Monte Vandever, K-State Department of Agricultural Economics  
Robert White, Farm Loan Chief, Farm Service Agency  
Robin Reid, K-State Department of Agricultural Economics  
Kansas Farm Management Association Economists

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# Top 10 Considerations to Navigate a Struggling Farm Economy

**Dec. 7th - Olathe**  
**Dec. 15th - Parsons**  
**Jan. 18th - Salina**  
**Jan. 19th - Topeka**  
**Feb. 6th - Hays**  
**Feb. 7th - Dodge City**  
**Feb. 8th - Colby**  
**Feb. 15th - El Dorado**

**KANSAS STATE UNIVERSITY** | Department of Agricultural Economics  
**K-STATE**  
Research and Extension

## Program Description:

Farmers and ranchers are currently experiencing one of the biggest downturns in history with many parallels to the 1980's. Kansas Farm Management Association farms recorded a substantial drop in accrual net farm income for 2015 with the average net income at \$4,568, *down more than 95%* from the net income level of \$128,731 in 2014 and down from a five-year average of nearly \$120,000. Commodity outlooks remain pessimistic, indicating tight financial conditions for farmers into the future.

This program will focus on a host of different topics to start thinking critically about how the farm operation might withstand these hard times. Each topic will provide the decision framework of how to evaluate what viable options or opportunities exist to become more efficient and to strengthen the farm business.

K-State Research and Extension specialists and agents are here to help! Feel free to contact your local extension office or the Agricultural Economics Department for more information and assistance.

### General Questions?

Rich Llewelyn

rvi@k-state.edu or 785.532.1504



## Locations and Registration Information:

### December 7th– Olathe, KS

K-State Olathe Campus  
22201 W. Innovation Dr.  
Olathe, KS 66061

For registration contact:  
Marais des Cygnes Extension District  
913-294-4306

### December 15th– Parsons, KS

Southeast Research and Extension Center  
25092 Ness Rd.  
Parsons, KS 67357

For registration contact:  
Wildcat Extension District  
620-724-8233

### January 18th– Salina, KS

Ambassador Hotel  
1616 West Crawford  
Salina, KS 67401

For registration contact:  
Central Kansas Extension District  
785-392-2147

### January 19th– Topeka, KS

Shawnee County Farm Bureau Office  
3801 SW Wanamaker  
Topeka, KS 66610

For registration contact:  
Shawnee County Extension Office  
785-232-0062

### February 6th– Hays, KS

Agricultural Research Center  
1232 240th Avenue  
Hays, KS 67601

For registration contact:  
Ellis County Extension  
785-628-9430

### February 7th– Dodge City, KS

Knights of Columbus Hall  
800 Frontview  
Dodge City, KS 67801

For registration contact:  
Ford County Extension  
620-227-4542

### February 8th– Colby, KS

City Limits Convention Center  
2227 South Range  
Colby, KS 67701

For registration contact:  
Thomas County Extension  
785-460-4582

### February 15th– El Dorado, KS

Butler County Community (4-H) Building  
206 N Griffith  
El Dorado, KS

For registration contact:  
Butler County Extension  
316-321-9660

*\*\*Please register with the respective location 8 days prior to the meeting date. Registration fee will vary by location.*