

# CONFERENCE MATERIALS:

## 2015 EXTENSION RISK MANAGEMENT EDUCATION NATIONAL CONFERENCE

### [‘Shifting Gears’ workshops Help Farmers Plan for Their Later Years](#)

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### [A Networking Approach using Extension Agents, Subject Matter Specialist, USDA and State departments of Agricultural Personnel have Successfully Assisted Immigrant and Other Minority Farmer in Delaw](#)

Andy Wetherill

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### [A Problem Solving Approach to Managing Change](#)

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### [Ag Lender’s Seminar](#)

Karisha Devlin

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### [Agricultural Alternatives](#)

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### [Alabama Women-In-Agriculture](#)

Elicia Chaverest

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### [AppSilo.co](#)

Curtis Mahnken

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### [Assessment of Food Defense and Risk Mitigation Workshops for Food Producers and Processors](#)

J. Byron Williams

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### [Become a Power Twitter User](#)

Jeff Reisdorfer

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### [Bovine Respiratory Disease Risk Reduction from Bloodlines to Fencelines](#)

Susan Kerr

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### [Building Viable Agritourism and Farm-Based Education Operations through Risk-Management Education – Strategies for Sustained Adult Learning](#)

Doolarie Singh-Knights

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### [Business Planning as a Risk Management Tool for Urban Gardeners in Alabama](#)

Duncan M. Chembezi

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### [Can Local Corn Price Variation be used to Enhance Marketing Returns?: A five year study of spatial corn price variance](#)



**Dates:** April 29 - 30, 2015  
**Location:** Minneapolis, MN

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### **Commodity Challenge - \*NEW\* Buyer's Game**

Edward Usset



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### **Commodity Price Benchmarks**

Cory Walters



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### **Cropping and Nutrition Strategies for Improved Milk Margins**

Heather Weeks



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### **Dairy Farm Safety - OSHA Preparedness Workshops**

Chuck Schwartau



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### **Demystifying the use of market intelligence**

Amy Durand



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### **Design Your Succession Plan**

Lori Scharmer



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### **Developing Personal Risk Management Plans for Socially Disadvantaged Producers in North Carolina StrikeForce Counties**

Laurence Crane



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### **Educating Female Farmers and Forest Landowners on Farm Safety**

Frances Gibson



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### **Effectiveness and Impact of Nevada Herds & Harvest: Nevada Beginning Farmer and Rancher Project**

Staci Emm



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### **Effectiveness of Dinner Meeting Format on Risk Management Educational Program Delivery**

Jodi Richmond



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### **Encouraging Holistic Risk-Mitigation Adoption among WV Annie's Project Participants – The 5-Page Business Plan for Whole-Farm Planning**

Doolarie Singh-Knights



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### **Extension Labor Management Programming: Evaluative Outcomes and Impacts**

C. Robert Holcomb



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### **Farm and Food Business Risk Management Education for Next Generation Latino Producers in Pennsylvania**

Winifred McGee



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### **Farm and Food Tourism: Exploring Opportunities in the West**

Kynda Curtis



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### **Farm Food Safety: Training an Angry Mob**

Robert Hadad



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### **Financing Cow-calf Operations for Beginning Ranchers**



Roger Sahs

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## [Grain Marketing Education via Distance Learning Technology](#)

Chris Bruynis



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## [How much computer training farmers and ranchers need to reduce farm management risk?](#)

Alexandra Gregory



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## [Implementing Effective Sustainable Agriculture Risk Management Programs - Lessons from the WV Sustainable Agriculture Needs Assessment Survey](#)

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## [Inspired Questions-For Farmers.....there´s an app for that!](#)

David Specht



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## [Interpersonal Barriers to Farm Transition Planning](#)

Kristine Ranger



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## [Leadership Voices from the Farm](#)

Beth Osmund



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## [Leafy Green Crops Help Growers Manage Production Risk](#)

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## [Lease Workshops Utilizing Technology and Teams](#)

Mary Sobba



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## [Lessons Learned from Estate and Transition Planning Workshops](#)

Jason Johnson



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## [Long-Term Health Care Planning: A Subset of Farm Transition Programming](#)

Gary Hachfeld



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## [Making Financial Literacy Accessible to youth and other underserved audiences](#)

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## [Managing the Inherent Financial Risks of Income Tax Depreciation for Small Vineyards in Oregon and California](#)

Kent FLEMING



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## [MidAtlantic Women in Agriculture: How to Stay “Connected”](#)

Shannon Dill



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## [Produce Safety Trainings: Lessons from Nevada](#)

Seth Urbanowitz



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## [Production to Market-Ready Products: Developing the Training to Equip Female Farmers, Processors, and Retailers with the Skills Needed To](#)



## Reduce Risk and Maximize Profitability

Sarah Blacklin

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## Providing Statewide Risk Management Training to New Farmers Across Alaska using Distance-Delivery

Heidi Rader



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## Qualifying your Risk Management Education for USDA Borrower Training

Carrie Novak



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## Reducing Farm Financial Risk with Solar-Electric Generation

Chris Bruynis



**Organization:** Ohio State University Extension

**Co-Presenters:** Eric Romich, OSU Extension, Bruce Clevenger, OSU Extension,

According to the U.S. Energy Information Administration 2013 Annual Energy Outlook Report, the national average cost for electricity in the industrial sector, which includes agricultural and irrigation, is projected to increase from 6.4 cents per kWh in 2013 to 12.8 cents per kWh in 2040. An increase in energy costs will generally raise the prices of agricultural products and reduce farm income, limiting the potential for growth. Energy inputs are important to agriculture, with direct and indirect energy-related expenses representing an average of more than 13 percent of total farm production expenses in 2005–2008. To stabilize energy costs and maximize farm profitability, many agricultural producers are now considering investments in energy efficiency and on-farm solar electric generation. Advances in technology and policy mandates requiring solar development have contributed to system costs reductions. According to a U.S. Department of Energy SunShot Initiative, the average price per kWh of a large-scale solar electric project has dropped from \$0.21 c/kWh in 2010 to \$0.11 c/kWh in 2013. Extension professionals in Ohio have developed outreach and education programs to educate farmers, and agricultural lenders on solar energy. Educational efforts have focused on distributed generation, net metering, and the financial considerations for solar energy development. Programs were delivered through workshops, demonstrations, factsheets, and podcasts about solar energy. These programs were designed to increase participants' knowledge of solar energy development, the potential financial risk reduction to the farm business, and the ability to promote informed decision-making with future investments.

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- [Reducing Farm Financial Risk with Solar-Electric Generation](#)

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## Retail Ready for Local Foods

S. Gary Bullen



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## Returning to the Farm in Wisconsin - Ten years of reaching farm businesses with succession planning

Joy Kirkpatrick



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## Returning to the Farm: Lessons from 20 years of seminars

John Baker



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## Risk Management Through Farm Diversification and Marketing to Assist Diverse Audiences

Marion Simon



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## RISK SCENARIO PLANNING

John Hewlett



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## Risk-Mitigation in Agritourism Operations - GIS and Potential-Assessment Tools for Stimulating Micro-Cluster Development

Doolarie Singh-Knights



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**Sharing the Risk: Risk Communication in Community-Supported Agriculture Programs**

Mayhah Suri

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**Starting and Sustaining a Women’s Marketing Club**

Kelvin Leibold

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**Strengthening Community Agrosecurity Planning**

Andrea Higdon

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**The Optimal Cow Size for Intermountain Cow-Calf Operations: The Impact of Public Grazing Fees on the Optimal Cow Size**

Jesse Russell

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**Understanding The Diverse Needs of the Maryland Agriculture Community**

Ashley Newhall

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**Understanding the unique legal landscape of Native American producers**

Cris Stainbrook

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**Using FairRent for the Web in Educational Programming**

Dale Nordquist

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**Using Web-based and Social Media Marketing of Agriculture Risk Management Programming**

Sara Siems

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**Utilizing Videos to Enhance Face-to-Face Crop Risk Management Education**

Steven Johnson

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**Wisteria Alliance**

Dawn Mellion - Patin

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**Women Producers Coping Through Small Support Groups**

Helen Brown

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