

# Young Farmer Leaders' Conference: Workshop Descriptions

## February 26-28, 2010

*Sponsored by Michigan Farm Bureau and GreenStone FCS*

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### Friday 2:45-4:00 Workshops: Having a Plan

*Putting the resources together to build the roadmap for your business*

- **Generating a Long Term Plan - Barbara Dartt, Lookout Ridge Consulting**

Have you already started a business plan or have business ideas for your farm but do not know how to formulate those ideas into a plan? During this session, participants will hear how a formal plan should be organized, what type of information goes into a business/farm plan and how to use that plan to summarize business resources for day to day decisions and future planning.

*Session is intended for those who have started a farm business plan or who want more information about formulating a business plan.*

- **Working Toward a Goal – Scott Piggott, Michigan Farm Bureau**

This session will focus on things you need to take action on now to achieve family, farm and career goals in the future. This session will make you think about steps you need to take now to turn the “some day’s” into reality. Hear how you can work through unexpected events such as family changes, regulatory changes and everyday challenges as they happen by having clear goals and a focus on what is most important.

*Session is intended for those who want to turn general ideas into realistic and specific goals.*

- **Pulling Together the Team – Ian McGonigal, GreenStone Farm Credit Services**

As our farm businesses grow, management requires a team approach, involving many advisors and specialists who help keep us on the path to achieving our goals. Your lender is often a key member in putting this team together and during this session, you'll hear who can be an asset to your business and how to engage them in fueling your success.

*Session is intended for those who want more information on how to best work with resource people.*

- **Discovering Why: Your Behavior and Others' - Dan Durheim, American Farm Bureau Federation**

This session will cover individual strengths & weaknesses of you and those you work with. This highly interactive program based on the DiSC Personal Profile System, will help identify work behaviors that define how we act at work. This session will explore how those behaviors are like and unlike others in the workplace. Participants are challenged to consider the thoughts and behaviors that lead to a better working relationship with others.

### Saturday 10:45 – 12:00 Workshops: Balanced Leadership

*Being involved takes time and energy. Discover how to lead without losing your balance*

- **Farm Family Balance – MFB Board Members Jennifer Lewis & Merisa Campbell**

As the pace of life quickens, keeping life's issues in perspective becomes one of our greatest challenges. Hear from Michigan Farm Bureau Board Members as they each share how they maintain balance while owning very involved family farm businesses.

- **Community Involvement: For the Love of it – Dan Durham, American Farm Bureau Federation**

How do you stay involved with community activities without burning out? Do you often question the importance of serving on local committees or boards? This session will cover how we all have the ability to love what we do through following our interests, making a contribution to those around us and expressing gratitude. Attend this session to hear what motivates people and how to love what you do.

- **Leadership Development: Will you answer the call? – Matt Smego, Michigan Farm Bureau**

As a young professional in the agriculture industry, the world of possibilities stands before you. How will you use your talent to make a difference in your community, state and nation? In this session you will learn about engaging in today's top issues and how you can make a difference to help ensure agriculture's voice is heard. Will you answer the call?

- **Conservation and Cost Share – Carrie Vollmer-Sanders, Michigan Farm Bureau & Steven Law, NRCS**

Attend this session to hear how to make the most of the USDA's conservation programs. Are you planning to make improvements to your farm? Do you know if you qualify for Beginning Farmer financial assistance? This session will provide information about the programs in Michigan, who is eligible to apply and where to go for help in preparing a conservation plan. NRCS programs provide financial assistance up to 90% to help improve the conservation on your land.

### **Saturday 3:45 – 5:00 Workshops: Opportunities & Threats to your Business**

*Knowing the opportunities and threats to your business will help you prepare to manage them. This session will explore some of the areas likely to impact agriculture over the next few years*

- **Food Safety and the Food Processing Industry - Fred Hayes, Hayes and Associates**

What do you think of when you hear the term food safety? Fred Hayes has been involved in many aspects of industrial troubleshooting, including working with food processors and issues such as the recent peanut butter recall. Hear how the industrial processing portion of our food industry manages food safety risk and what changes are made to preserve our safe food supply.

- **Farming in the U.S. Today - Trent Loos**

"It's hard for any farmer to keep the big picture in focus when we've got our daily chores to take care of," says Trent. "From special interest groups to bioterrorism, there are many factors affecting the future of food production as we know it. It is vital that we keep up on what is going on in the world in order to ensure the safety and longevity of our industry."

- **Animal Care and Your Local Community - Ernie Baker, Branch County Animal Control**

There is much variation in how local communities deal with animal control including farm animals. Ernie Baker is an Animal Control Officer in an agricultural area who also has to manage the concerns of the non ag citizenry. He brings a unique method and insight to the animal care issue using a common sense approach to balance the limitations of production practices with the demands of the general public.

- **Outside Events and Governmental Policy: Impacts on Markets for 2010 and Beyond- Barb Kunkle, ADM Grain**

Achieving Your Goals through Leadership, Planning and Action. Let's be honest you're asking yourself... "why a grain marketing professional and what can they possibly offer on this topic"? Barb Kunkle from ADM Grain will lead the group through a discussion of current events and Hot Political Topics. In her blunt, straightforward style she will discuss not only their relevance to the grain market but ultimately their effect on your farm's bottom line and possibly long term survival.