

AgProfit Strategies

**National
Farmers**

Beginning Farmer Workshop

Farming Less Than 10 Years?
You Can Receive a \$250 Farm
Travel & Expense Allowance.
Seminar is Free!



Offering today's marketing
and farm management tools
to improve your profits.

July 27
Cortland, New York
9 a.m. - 2 p.m.
New York State Grange
100 Grange Place,
Cortland, N.Y.

9:00 a.m. *Registration and Pre-Program Survey*

9:15 a.m. *Welcome and Attendee Introductions — Katlin Miller, host*

9:20 a.m. *Dairy Marketing and the Federal Milk Orders— Katlin Miller, National Farmers*

10:00 a.m. *The Importance of Crop Insurance— A Fay Benson, Cornell Extension*

10:30 a.m. *Break*

10:40 a.m. *Myths and Facts About Farm Profitability ---- Curtis Mahnken, Extension Economist, University of Minnesota Center for Farm Financial Management*

11:30 a.m. *Farm Cooperative Marketing Through the Years — Dan Casler, National Farmers*

12:00 p.m. *Lunch*

12:30 p.m. *The FARM Program—Shelby Biasini, National Farmers Dairy Field Representative*

1:10 p.m. *The Ins and Outs of Securing Your Next Farm Loan— Aaron Masters, Farm Loan Officer, Cortland FSA*

1:30 p.m. *Profit More With Cattle Risk Management - — Jeff Rose, Cattle Contracting Manager, National Farmers*

1:50 p.m. *Program Survey*

2:00 p.m. *Adjourn*

A free lunch will be provided.

Program sponsored in part by:



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**National
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Questions? Contact Austin Geist, ageist@nfo.org or

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