



2024

Ag CHIPPEWA VALLEY CONFERENCE

presented by **sfb** & **CVTC**

FEBRUARY 22, 2024

9:30AM - 3:30PM

FLORIAN GARDENS | 2340 LORCH AVE | EAU CLAIRE, WI

sfb

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Join us for our fourth annual Chippewa Valley Ag Conference featuring two keynote addresses and a variety of breakout sessions featuring strategies specifically designed for our local ag producers. This conference will provide many different tips, tools, and advice for ag producers to help them grow their bottom line in the new year.

Throughout the day, attendees will have the opportunity to attend two keynote speaker sessions and three separate breakout sessions.

Topics include:

- Know Your Numbers
- Corn and Soybean Market Situation and Outlook
- Dairy Dynamics
- How to Pass Your Farm Legacy: Succession Planning
- Plan for a Better Tomorrow
- And many more!

See the details about available sessions within.
The conference also includes a networking lunch.

OUR PROUD SPONSORS:



KEYNOTE SESSION:

Welcome and Opening

It's Time to Speak Up! - Kim Bremmer, Ag Inspirations

Kim Bremmer will kick off the conference with her keynote presentation, “**It’s Time to Speak Up!**” Farmers represent the mere one percent of our population that’s providing food, fiber, fuel, and pharmaceuticals for the rest of us. Their tenacity and hard work every day is truly something to be proud of and their message of sustainability and continual improvements over time is something to celebrate.

Kim will speak to why being transparent and having conversations about how food is raised is more important than ever, with misinformation continually surrounding our consumers. It’s time to speak up and it’s time for our voices to be heard!

Kim is a nationally recognized speaker who started Ag Inspirations with a mission to inspire farmers to tell their stories, connect people to where their food comes from, and represent the great success of American agriculture today. She grew up on a dairy farm in north central Wisconsin. She is a mother of two, graduate of UW-Madison, and was a dairy nutritionist for 15 years. Kim also is the executive director of Venture Dairy Cooperative, a new third-party milk verification co-op, qualified through USDA, where she advocates on policy to help protect farmers and promote the future of dairy in Wisconsin. She serves on the Executive Advisory Council for the American Dairy Coalition and the Advisory Board for Dairy Discovery at Swisslane Farms in Alto, Michigan. Kim is the president of Wisconsin Women for Agriculture, vice president of American Agri-Women, and a regular contributor on Rural Route Radio. She is on the Wisconsin Farm Bureau state board and serves as the local affairs chair for her county Farm Bureau. Kim specializes in communication and connecting with everyday consumers AND is a vocal champion of agriculture everywhere she goes...from the grocery store to the airport.



KEYNOTE SESSION:

Lunch and Conversation

Geopolitics of Agriculture in a Multipolar World Jacob Shapiro, Cognitive Investments

The world is becoming a more violent and competitive arena as globalization fades into history and an era of rising and falling great powers replaces it. Doom and gloom seems to pervade the media – but there are many disruptions in technology and energy that could make this era a more productive and prosperous one than conventional wisdom suggests. By placing today’s world in context and identifying how geopolitical developments are affecting the global economy, we will be able to identify both risks and opportunities for agriculture in the tumultuous years ahead.

Jacob Shapiro is a speaker, consultant, author, and researcher covering global politics and affairs, economics, markets, technology, history, and culture. He speaks to audiences of all sizes around the world, helps global multinationals make strategic decisions about political risks and opportunities, and works directly with investors to grow and protect their assets in today’s volatile global environment. He is a partner and the director of geopolitical analysis at Cognitive Investments, a registered investment adviser offering wealth management services to individuals, family offices, and institutional investors.

Jacob hosts the podcast series “Cognitive Dissidents,” which features interviews with subject matter experts in geopolitics, technology, markets, agriculture, economics, and other fields.



BREAKOUT SESSIONS

Attendees will have the opportunity to attend a variety of breakout sessions.

Know Your Numbers

*by Cathy Asher,
Security Financial Bank*

During this session, we'll explore what lenders look for in your financial statements. We'll discuss what "good" numbers are according to the ratios developed by Dr. David Kohl and the Farm Financial Standards Council.

Finally, we'll provide tips on how you can work with your lender to positively impact your financial position.

Seminar presenter Cathy Asher has worked in the field of agriculture for more than 20 years. Her background includes ag finance, federal farm programs, and agricultural education. She serves as a relationship manager for Security Financial Bank.



Corn and Soybean Market Situation and Outlook

*by Brenda Boetel,
University of Wisconsin-River Falls*

During this breakout session, seminar presenter Brenda Boetel will review the factors affecting the corn and soybean markets. Forecasts for the current and upcoming market year also will be explained.

Boetel is an extension agricultural marketing specialist for the University of Wisconsin. Her teaching program and extension research provides leadership in educational programming for problems facing the livestock/meat and corn/soybean industries. She teaches classes at UW-River Falls on price risk management, has authored articles on livestock issues, and has been interviewed by high impact outlets, including the US Farm Report.



Factors that Impact Beef Cow/Calf Economics in the Next Year

*by Dr. Amy Radunz,
Purina & Synergy Cooperative*

This session will discuss current cow/calf enterprise economics and benchmarks as well as major management strategies that impact profitability. Additionally, the presentation will include strategies to increase the value of calf crop with 23-24 market conditions.

Dr. Amy Radunz is a beef technical specialist for Purina Mills, LLC and has been an associate professor in Beef Cattle Production at UW-River Falls since 2012. She is also currently serving as president of the Wisconsin Beef Council and also acts as the Federation of State Beef Councils director on behalf of Wisconsin.

Amy comes to Wisconsin from The Ohio State University, where she served as an extension specialist in livestock youth programs and meat science while earning a Ph.D. in ruminant nutrition and meat science.



Dairy Dynamics: Navigating Markets and Policies for Present and Future

*by Leonard Polzin,
University of Wisconsin-Madison*

Join us for a session that delves into the riveting world of dairy economics. This session will provide attendees with a compressive update on the dairy commodity markets and explore prevailing dairy policies.

Armed with charts, graphs, and perhaps even some pictures, Leonard will share recent research and perspectives on pivotal factors shaping the present and future of the industry.

Leonard Polzin grew up on a century-old Wisconsin dairy farm and received bachelor's degrees in dairy science and agricultural business from UW-River Falls. He completed his graduate work in agriculture and resource economics from Michigan State University. He brings extensive experience as an educator and analyst to the position, having developed and provided programing on topics including market analysis, outlook and market expectations, risk management, and policy analysis.



BREAKOUT SESSIONS

Attendees will have the opportunity to attend a variety of breakout sessions.

How to Pass Your Farm Legacy: Succession Planning Strategies and Tools

by Mykayla Dado and Linda Danielson Ruder Ware

Explore the various methods of transferring your farm’s real estate, both during and after one’s lifetime. Compare the advantages and disadvantages of each method and gain insights on how to plan for a seamless transition.

Raised on a seventh-generation dairy farm, Mykayla knew she wanted to work in the agriculture industry, leading her to a degree in agricultural business at Iowa State. At Ruder Ware, she assists in the transition of ownership and management of family farms.



Linda specializes in estate planning and understands that no two estate plans are alike. She has expertise in transferring ownership of a farm so that both the business and family thrive. She earned a bachelor’s degree from UW-Stevens Point and a law degree from UW-Madison.



Plan for a Better Tomorrow

by Jan Schaffner, Schaffner Tax Solutions LLC

It’s more than taxes and accounting. It’s about finding the right solutions that fit you best. Planning happens at every stage of business. We will look at ways to manage your taxes at three separate stages: beginning or formation, operating with the big picture in mind, and during the season of transition.

Jan Schaffner is owner of Schaffner Tax Solutions. Growing up on a farm in Melrose, she discovered what the Midwest work ethic is all about. After stumbling upon the tax world by accident and loving it in 2008, that work ethic is a part of how she helps clients put the pieces of the tax puzzle together to find solutions for their business.



Jan offers the experience of someone who has worked in both big firms and those small town firms built on hand shakes and hard work. You don’t have to know anything about tax planning or tax management. Jan will make it clear by showing you how the right approach can positively impact your livelihood.

Application Drones: Where to Start and Is It Right for My Operation?

by Joe Anderson of Johnson Tractor and Jeramy Williams of American Drone

This session will look at the benefits of application drones and how you can tie them into your farming operation. You will learn the steps needed to purchase your first drone and what steps are needed to obtain your licensing and insurance. Attendees also will learn what application technologies are available and how to best harness the technology available.

Joining Johnson Tractor in 2023, Joe Anderson comes from a dairy farm in central Wisconsin. Joe specializes in helping customers decide what technology is best suited for their operation while making dollars and sense.



Jeramy Williams is the founder and owner of American Drone, a Wisconsin-based LLC. Raised in Central Wisconsin, he worked on the family dairy farm until graduating high school and moving to Milwaukee to pursue a career in engineering.



BREAKOUT SESSIONS

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Manure Handling and Implementation When Working with Bio-Energy Companies on Digester Projects

by Matt Komro,
Komro Sales & Service, Inc.

This breakout session will provide an industry update on what's new with digestors and dairy farms. We'll learn more about stall bedding trends, different types of manure processing, and handling equipment, and we will discuss nutrient concentration systems used in the dairy world.

Seminar presenter Matt Komro is an agricultural project engineer with Komro Sales and Service, Inc, which is a family-operated dairy ag contractor and engineering company started in 1960.

Matt has worked with a variety of different dairymen and women across the country, on farms of all sizes, to design and build safe, state-of-the-art, cost-effective solutions for whatever applications are needed.

Business Planning Basics – It Takes More than Just Financials!

by Mark Denk,
Chippewa Valley Technical College

During this breakout session, we will go through the basics of what should be included in a business plan to help your operation plan for the future and to provide to your lender. Financials are important, but what else do we need to spend some time on to make sure the new business is set up for success or an existing business is headed in the right direction?

Mark Denk is an adult farm business instructor for CVTC. Mark earned both his bachelor's and master's degrees in agricultural education from UW-River Falls. He actively works with farms in Wisconsin and Minnesota helping with a variety of needs but specializes in financial planning, farm financial analysis, and nutrient management planning. He holds peer group meeting throughout the year with dairy producers and works actively with beef and crop producers holding training activities in various locations. Mark also operates a 170 cow/calf operation, 500 head feedlot, and 800 acres of crops.



Register Now!

Join us for our annual Chippewa Valley Ag Conference. Learn a variety of strategies and ideas specifically designed for ag producers to help them grow their bottom line in the new year.

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Cost is only \$25/person and includes lunch. To register please visit:
<https://cvagconference2024.eventbrite.com>



Or you can
Scan Here!

LUNCH

During a provided casual lunch, attendees will have the opportunity to network with other ag producers in the area. Lunch is included in the registration fee.

Attendees also can use this time to meet with sponsors at their exhibit booths.

EXHIBITOR BINGO

Complete the exhibitor bingo card for the chance to win prizes!

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See You There!



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