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Winter farm management programs

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Iowa State University Extension farm management specialists provide several different programs over the winter months. Descriptions are listed here for a few of these programs. Dates, contact information, and Web site addresses for these programs also are listed on the ISU Extension calendar: www.extension.iastate.edu/calendar/. A link to this calendar is available from the Ag Decision Maker home page.

Agricultural Management e-School
The mission of the Agricultural Management e-School (AMES) is to extend management education to agricultural producers, educators and service providers. AMES is a series of in-depth self-study courses and resource centers that complement traditional meetings, bulletins and newsletters.

Courses currently available:
- Advanced Grain Marketing
- Financial Decision Making
- Farm Leasing Arrangements
- Farm Land Ownership
- Farm Machinery Economics
- Lean Hog Marketing
- Quality Management Systems
- Strategic Management for Farm Families

AMES courses are available at any time of day all year round. Specific course information and on-line registration is available at: www.extension.iastate.edu/ames/, or contact Tim Eggers at teggers@iastate.edu.

Annie’s Project
Annie’s Project was created to empower farm women to be better business partners through networks and by managing and organizing critical information. The program includes a series of six sessions that cover various farm management topics ranging from human resources and time management to retirement planning. The final meeting topic is determined by the class.

Annie’s Project instructors have been trained in many states. States that currently have Annie’s Project sites in planning stages are Iowa, Illinois, Missouri, Nebraska, Indiana, Wisconsin, Minnesota, Ohio and North Dakota. If there is not a site near you, ask the contact person for your state to add you to their list of interested clients. In Iowa, several locations are available over the winter months. To find out if Annie’s Project meetings are being held near you, visit: www.extension.iastate.edu/annie/, or contact Tim Eggers at teggers@iastate.edu.

Cow-Calf Risk Strategies
This program features how cow-calf and stocker operators can manage risk associated with marketing. Learn how to develop a marketing plan for feeder cattle and cows; understand price patterns and forecasts; and how to use futures, options and revenue protection.

A state-wide web cast is planned for January 9th and two-day workshops around Iowa begin shortly after. Specific dates, contact information, and registration forms for the workshops are available on the Web site: www.iowabeefcenter.org/content/CowCalfRiskStrategiesRMA.htm.

Winning the Game
The ISU farm management specialists in cooperation with Farm Bureau’s education department conduct “Winning the Game” Marketing Workshops throughout the state. Pre-harvest cash grain marketing strategies were the main features of these workshops in 2004. There are three different options for the coming season. These include Post-harvest Marketing, Dairy Marketing, and Launching a Marketing Plan. Local lenders and grain elevators assist with financial support for these meetings.
The key elements of this meeting include:
- An in-depth examination of crop revenue insurance
- Laying out a marketing plan
- An interactive market simulation program

Session locations and dates are available from Iowa Farm Bureau at: [www.iowafarmbureau.com/programs/commodity/farmmanagement/education.aspx](http://www.iowafarmbureau.com/programs/commodity/farmmanagement/education.aspx). Register through county Farm Bureau offices or contact Ed Kordick at ekordick@ifbf.org.

**Women in Denim**
This conference will target women who are involved in agriculture, whether it be managing their own farming operation, as business partners, impacted by the farm economy, or just wanting to learn more about this industry of agriculture.

This conference is dedicated to:
- Providing an opportunity for women to learn about agricultural opportunities
- Providing an opportunity for learning about agricultural financial management
- Providing opportunities for networking with others
- Providing opportunities for “Fun and Enthusiasm for Agriculture”

The second annual conference will be held on Jan. 20-21, 2006 at Buena Vista University in Storm Lake, Iowa. Last year there were more than 220 participants. For 2006, there is room for 300, with 35 workshops available to choose from. An early-bird registration fee of $25 is available until December 15, after that the fee is $40. To sign up for available vendor space or other information, contact Rhonda Christensen at rchris@iastate.edu. Registration forms and more information can be found on-line at: [www.womenindenim.com/](http://www.womenindenim.com/).

**Updates, continued from page 1**

**Internet updates**
The following updates have been added to [www.extension.iastate.edu/agdm](http://www.extension.iastate.edu/agdm).

**The Dos and Don’ts of Sealed Bid Auctions** – C2-81 (2 pages)

**Decision Tools**

**Delayed Planting Evaluator** – Use this decision tool to evaluate delayed planting, replanting and prevented planting alternatives.

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