

# MINNESOTA CROP INSURANCE CONFERENCE



UNIVERSITY OF MINNESOTA | EXTENSION



Center for Farm Financial Management

## Continuing Education Workshop for Crop Insurance Providers

September 14 & 15, 2016

Verizon Wireless Center

One Civic Center Plaza

Mankato, MN 56001

*Interact with over 600 agents and hear from distinguished industry speakers at one of the largest gatherings of crop insurance professionals in the Midwest.*

### Continuing Education

**6.0 general** credits and **NEW** this year, **2.0 ethics** credits have been approved for IA, MN, ND, and WI. **4.0 crop** credits have been approved for SD.

Agents must attend the entire conference to receive credit.

### How To Register

Save \$10 by registering online, or send a completed registration form by mail, email, or fax as outlined below. Pre-registration is required. Early registration rates expire September 2.

### Registration Confirmation

You should receive a confirmation within two weeks of registering. If you do not receive a confirmation, email [cffm@umn.edu](mailto:cffm@umn.edu).

Kim Bergeson  
ARMtech Insurance Services  
Dennis Biewer  
Great American Insurance Company

Bob Bird  
Rain and Hail LLC  
Tor Boen  
CGB Diversified Services, Inc.

Dave Cain  
NAU Country Insurance Co.  
Robert Craven  
Center for Farm Financial Management, U of MN  
Jim Hanson  
Farmers Mutual Hail Insurance Company of Iowa

### Conference Planning Committee

Travis Keister  
Crop Insurance Professionals Association (CIPA)  
Kevin Klair  
Center for Farm Financial Management, U of MN

Matt Klein  
International Ag Insurance Solutions LLC  
Jamie Larson  
MN Independent Insurance Agents (MIIA)  
Rod Nelson  
Rural Community Insurance Services (RCIS)

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Eric Rader  
AgriLogic  
Ross Retzlaff  
ADM Crop Risk Services  
Gregory Sather  
Professional Insurance Agents (PIA) of MN

Connie Schuver  
Hudson Crop Insurance  
Heidi Spurlin  
ProAg  
Tom Van Hooser  
Heartland Crop Insurance

### More Information

Center for Farm Financial Management  
800-234-1111 or 612-625-1964  
[cffm@umn.edu](mailto:cffm@umn.edu) · [www.cffm.umn.edu](http://www.cffm.umn.edu)

### Ways to Register

**Online:** Save \$10 at [www.cffm.umn.edu/events/CropInsConf.aspx](http://www.cffm.umn.edu/events/CropInsConf.aspx)

*Or fill out the attached registration form and send to:*

**Email:** [cffm@umn.edu](mailto:cffm@umn.edu)

**Mail:** Center for Farm Financial Management  
1994 Buford Ave, 130 Ruttan Hall  
St. Paul, MN 55108

**Fax:** 612-625-3105

[www.cffm.umn.edu](http://www.cffm.umn.edu)



Wednesday, September 14, 2016

1:00 p.m. **Welcome**

1:10 p.m. **Positioning for Success in the Economic Reset** · David Kohl, Professor Emeritus, Department of Agricultural and Applied Economics, Virginia Tech

2:25 p.m. **The Current Situation in Grain Markets** · Ed Usset, Grain Marketing Specialist and Extension Economist, Center for Farm Financial Management, University of Minnesota

2:50 p.m. **Break**

3:30 p.m. **Weather Risk in Agriculture: A Management Strategy** · Eric Snodgrass, Director of Undergraduate Studies, Department of Atmospheric Science, University of Illinois

4:10 p.m. **Washington Agricultural Update** · Jeff Harrison, Counsel, Combest Sell & Associates

5:00 to 8:00 p.m. **Reception** · Sponsored by Crop Insurance Companies and Associates

Thursday, September 15, 2016

8:00 a.m. **Welcome**

8:10 a.m. **Crop Insurance Update 2016** · Brandon Willis, Administrator, USDA Risk Management Agency

9:00 a.m. **Precision Farming - Standards and Interoperability** · Dennis Daggett, Senior Vice President of Strategic Initiatives, ProAg

9:25 a.m. **Financial Risks for Minnesota Producers: Income Trends and Production Costs** · Dale Nordquist, Associate Director and Extension Economist, Center for Farm Financial Management, University of Minnesota

9:50 a.m. **Break**

**\*NEW\* 2.0 ethics credits**

10:20 a.m. **How to Avoid Ethical Minefields** · Marianne Jennings, Professor Emeritus, Arizona State University

12:00 p.m. **Adjourn**

### Hotel Registration

The conference will be held at the newly-renovated Verizon Wireless Center in Mankato, MN. Both the Mankato City Center Hotel (\$85 a night) and Hilton Garden Inn (\$99 a night) are connected to the Center by skyway. Best Western\* (\$77.99 a night) is located 1.5 miles away in North Mankato, AmericInn Hotel (\$119.99 a night) is 2 miles away, and Courtyard Mankato - Marriott\* (\$129 a night) is approximately 4 miles away from the Verizon Wireless Center. A block of rooms has been reserved at each hotel under the name "MN Crop Insurance." Reserve your room by **August 14** to receive the rates listed above (not including tax). After that date, reservations will be on a space and rate available basis.

#### To make your reservations, call:

- Mankato City Center Hotel at 507-345-1234
- Hilton Garden Inn at 507-344-1111
- Best Western at 507-625-9333
- AmericInn Hotel at 507-345-8011
- Courtyard Mankato - Marriott at 507-388-1234

**\*NEW** Visit Mankato will be providing shuttle service to and from Best Western and Courtyard Mankato - Marriott and the conference on Wednesday at 11:30 a.m., 12:30 p.m., and hourly between 7 and 9 p.m., and on Thursday at 7 and 7:30 a.m., with a return trip at 12:15 p.m. Shuttle service will be available on a first-come, first-served basis.

**Cancellations will only be refunded up to September 2 and are subject to a \$25 handling fee.**

The University of Minnesota Extension is committed to the policy that all persons shall have equal access to its programs, facilities, and employment without regard to race, color, creed, religion, national origin, sex, age, marital status, disability, public assistance status, veteran status, or sexual orientation.

### MN Crop Insurance Conference

Registration Form

(online registration available at [www.cffm.umn.edu/events/CropInsConf.aspx](http://www.cffm.umn.edu/events/CropInsConf.aspx))

Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Applying for Continuing Education Credit?

Yes ( MN  ND  SD  IA  WI )

No

If you are applying for credits, you must list your insurance license number: \_\_\_\_\_

### Registration Fees

#### For registrations received by September 2:

Online registration for full conference: **\$150 per person**

Conference registration by email, mail, fax: **\$170 per person**

#### For registrations received after September 2:

Online registration for full conference: **\$210 per person**

Conference registration by email, mail, fax, or in-person: **\$270 per person**

#### Method of Payment:

**Check enclosed**

(payable to Center for Farm Financial Management)

**Registrations paid by credit card can be made**

**online at:**

<http://www.cffm.umn.edu/events/CropInsConf.aspx>