

Who Should Attend?

Farm Operators, Farm Owners, Ag Lenders,
Agribusiness Professionals

Registration

Please register at the website:

<http://www.farmdoc.uiuc.edu>

Or

Please complete the attached registration form and return it with check payable to *University of Illinois* by December 2, 2005 to Sue Esposito, University of Illinois, 1301 W. Gregory Drive, 326 Mumford Hall, Urbana, IL 61801. For information or questions call: 217/333-5506.

Registration Fee

The registration fee for each workshop is \$40 per person. This fee includes all workshop materials, breaks, and lunch. Registration at the door will be \$45 as space permits.

Locations

- | | |
|--------------------|--|
| December 8, 2005: | Crowne Plaza
3000 S. Dirksen Pkwy
Springfield, IL 62703
Phone: 800/589-2769 |
| December 13, 2005: | Hickory Grove Banquet &
Conference Center
1127 N 7 th Street
Rochelle, IL 61068
Phone: 815/562-5668 |
| December 14, 2005 | Holiday Inn – Airport
6902 27 th Street
Moline, IL 61265
Phone: 309/762-8811 |
| December 19, 2005: | Holiday Inn
1001 W. Killarney
(Exit 183, I-74)
Urbana, IL 61801
Phone: 217/328-7900 |
| December 20, 2005: | Holiday Inn
Exit 95, I-57
Mt. Vernon, IL 62864
Phone: 800/243-7171 |

Participants are responsible for lodging.

Farm Income 2006:

***A Workshop Addressing
Decision-Making Challenges in a
Risky Environment***



THURSDAY, DECEMBER 8, 2005

**CROWNE PLAZA
SPRINGFIELD, ILLINOIS**

TUESDAY, DECEMBER 13, 2005

**HICKORY GROVE BANQUET & CONFERENCE CENTER
ROCHELLE, ILLINOIS**

WEDNESDAY, DECEMBER 14, 2005

**HOLIDAY INN – AIRPORT
MOLINE, ILLINOIS**

MONDAY, DECEMBER 19, 2005

**HOLIDAY INN
URBANA, ILLINOIS**

TUESDAY, DECEMBER 20, 2005

**HOLIDAY INN
MT. VERNON, ILLINOIS**

Sponsored by:

*University of Illinois Extension
Department of Agricultural and Consumer Economics
Illinois Farm Business Farm Management Association
USDA Risk Management Agency*



Farm Income 2006:

**A Workshop Addressing
Decision-Making Challenges in a
Risky Environment**



<http://www.farmdoc.uiuc.edu>

OVERVIEW

Volatile crop yields and commodity prices, the changing legal environment, escalating input costs, and a changing policy environment provide significant challenges for farm operators and owners, agricultural lenders, and managers of farm related businesses.

The University of Illinois Extension and the Department of Agricultural and Consumer Economics will be conducting the sixth annual Farm Income workshops in December 2005 to address some of these challenges for the year ahead. The workshops will include four general sessions – “*Outlook for Commodity Prices*”, “*Illinois Farm Income Outlook*”, “*Run-Up to the Next Farm Bill*”, and “*Rising Input Costs: Implications for Crop Rotations and Cash Rent Values*”, and four breakout sessions:

- “*The Nitty-Gritty of Calculating Your Production Costs*” will address how to calculate and interpret costs of producing crops and livestock and demonstrate in a hands-on computer setting a FAST tool available for completing this exercise.

- “*Financial Planning and Cash Flow Budgeting for 2006*” is a hands-on computer session that will introduce participants to FAST tools that allow participants to project alternative scenarios for 2006.

- “*Illinois’ Big-10 Issues in Agricultural Law and Taxation*” will address year-end tax planning, new legislation and court cases, and other hot topics including a government’s power to take private property.

- “*Should Technical Analysis Be Part of Your Crop Marketing Program?*” will review different technical price analysis tools and present evidence on the likely success of using technical indicators in crop marketing.

SPEAKERS

Paul Ellinger, Associate Professor, *University of Illinois*

Bryan Endres, Assistant Professor, *University of Illinois*

Darrel Good, Professor, *University of Illinois*

Gary Hoff, Extension Tax Specialist, *University of Illinois*

Scott Irwin, Professor, *University of Illinois*

Dale Lattz, Extension Economist, *University of Illinois*

Gary Schnitkey, Professor, *University of Illinois*

Bruce Sherrick, Professor, *University of Illinois*

Robert Thompson, Professor, *University of Illinois*

Donald Uchtman, Professor, *University of Illinois*

Farm Income 2006

A Workshop Addressing Decision-Making
Challenges in a Risky Environment

- 8:30 a.m. Registration - Coffee and Rolls
9:00 Outlook for Commodity Prices
- Darrel Good
9:30 Illinois Farm Income Outlook
- Dale Lattz
10:00 Run-Up to the Next Farm Bill
- Robert Thompson
10:30 Breakout Sessions
12:15 p.m. Lunch
1:15 Breakout Sessions Repeated
3:00 Rising Input Costs: Implications for
Crop Rotations and Cash Rent Values
- Gary Schnitkey
3:45 Adjourn

Participants may choose to attend two of the
four Breakout Sessions

- SESSION 1:** *The Nitty-Gritty of Calculating Your Production Costs (Hands on Computer Session)*
- Dale Lattz and Gary Schnitkey
- SESSION 2:** *Financial Planning and Cash Flow Budgeting for 2006 (Hands on Computer Session)*
- Paul Ellinger and Bruce Sherrick
- SESSION 3:** *Illinois’ Big-10 Issues in Agricultural Law and Taxation*
- Don Uchtman, Bryan Endres and Gary Hoff
- SESSION 4:** *Should Technical Analysis Be Part of Your Crop Marketing Program?*
- Scott Irwin and Darrel Good

REGISTRATION FORM Farm Income 2006

(See back for website registration)

I (we) will attend the workshop on:

- _____ Thursday, December 8, 2005 in
Springfield, Illinois
_____ Tuesday, December 13, 2005 in
Rochelle, Illinois
_____ Wednesday, December 14, 2005 in
Moline, Illinois
_____ Monday, December 19, 2005 in
Urbana, Illinois
_____ Tuesday, December 20, 2005 in
Mt. Vernon, Illinois

Names: (Please print clearly)

Mail Address:

Telephone: (____) _____

I will pay the \$40/person registration fee:

- _____ with a check payable to the University of
Illinois (please enclose). If needed, the
U of I Federal Employer Identification
Number (FEIN) is 37-6000511
_____ with a credit card
 Visa
 MasterCard
 Discover
 American Express

Card #: _____

Expiration: Month _____ Year _____

Signature: _____

Please return this form with payment of \$40
per person by December 2, 2005, to:

Sue Esposito, University of Illinois
1301 W. Gregory Drive; 326 Mumford Hall
Urbana, IL 61801 or fax to: 217/333-2312