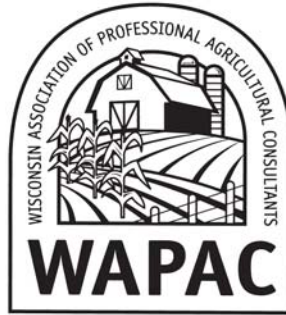




Wisconsin Association of
Professional Ag Consultants
7310 Farmington Way
Madison, WI 53717

Spring Seminar & Annual Meeting
March 6, 2008. Pre-register now!



21st Annual WAPAC Spring Seminar and Annual Meeting

The New Economic Paradigm: Managing Risk in a Bio-Economy

Wisconsin Association of
Professional Agricultural
Consultants

Thursday, March 6, 2008

Arlington Agricultural
Research Station
Public Events Building
N695 Hopkins Road
Arlington, Wisconsin
608-846-3761

The 2008 WAPAC Spring Seminar The New Economic Paradigm: Managing Risk in a Bio-Economy

With crop prices and input costs at record highs, ag consultants are seeking strategies to assist their clients in squeezing yield and dollars out of their production investments. The 2008 agricultural economy is influenced by multiple drivers, including rising fuel and fertilizer costs, biofuel production and its ripple effects on ag markets, and continuing advances in biotechnology. As the world shifts to a "bio-economy," there is uncertainty and volatility in ag markets. The "old rules" don't apply.

The WAPAC Spring Seminar will focus on the current economic paradigm with presentations that will provide background knowledge, strategies and tools for managing risk in the new bio-economy. Presenters will speak to both crop and livestock portions of the economic equation. Sharpen your pencils; bring your questions; be ready to learn and participate.

CCA and ARPAS continuing education credits have been requested for the seminar. Those who are not members of WAPAC are invited to attend. Please pre-register.

Seminar Schedule Thursday, March 6, 2008

8:30 – 9:00 a.m. Registration - Coffee and rolls will be served.

9:00 – 9:10 a.m. Welcome
• *President Steve Hoffman, CPAg*

9:10 - 10:00 a.m. The New Economics of Crop Production in Wisconsin
• *Professor Paul Mitchell, UW-Madison, Department of Ag & Applied Economics*

Crop input costs and commodity prices are on the rise. How can consultants help clients to squeeze the buck and make their operations profitable in a changing farm economy?

(continued, next page)

March 6 Seminar Schedule, continued...

10:00 – 10:15 a.m. Break

10:20 – 11:10 a.m. Managing the Profit Margin: From Concept to Practice

•Professor Kevin Bernhardt, UW-Platteville School of Agriculture and UW-Extension Farm Management Specialist

Dr. Bernhardt will look at the changing risk to the farmer's profit margin and strategies and tools that can be used to address the risk of changing prices. While generally applicable, specific attention will focus on milk pricing and profit margins.

11:15 a.m. – 12:00 Noon. The Farm Bill and Tomorrow

•Ben Brancel, State Executive Director, USDA-Wisconsin Farm Service Agency, Madison.

Mr. Brancel will get us up-to-speed on the current Farm Bill making its way through Congress. This bill will provide the broad outline and spending authority for the Department of Agriculture for the next five years.

12:00 noon – 1:00 p.m. Lunch

1:00 – 1:50 p.m. Producer Panel: Operating in a New Paradigm

Producers will participate in a panel discussion about economic pressures that influence both day-to-day operations and future planning. Learn how producers are coping with rising input costs and keeping up with the rapidly changing agricultural landscape.

Moderator:

•Bill Schaumberg, CCA, Polenske Agronomic Consulting, Appleton

Invited Panelists:

•Dean Strauss, Majestic Meadows Dairy, Sheboygan Falls, WI

•Tony Farley, Sleepy Hollow Farm, Black Creek, WI

•Jeff Opitz, Opitz Dairy, Saukville, WI

1:50 – 2:00 p.m. Break

2:00 – 2:50 p.m. Market Prognostications

•Professor T. Randall Fortenbery, UW-Madison, Department of Ag & Applied Economics.

Grain market expert Randy Fortenbery will describe the current market environment and look at how commodity prices may change the ag landscape in the next 5-10 years.

3:00 – 3:30 p.m. WAPAC Annual Meeting and Election

3:30 p.m. Adjournment

Seminar Location

The Arlington Ag Research Station is located approximately 20 miles north of Madison at N695 Hopkins Rd., Arlington, WI. From Hwy. 51, go west on Badger Lane until it intersects Hopkins Road. The Research Station is at this intersection. We will meet in the Public Events Building.

Lodging Options

Comfort Inn & Suites, 5025 Cty. Hwy. V, De Forest, WI. Ph. 608-846-9100, (I-90/94 Exit 126, go west 1/4 mile on Hwy. V.)

Holiday Inn Express, 7184 Morrisonville Rd., De Forest, WI. Ph. 608-846-8686. (At Hwy V and I-90/94 Exit 126.)

Best Western Countryside Inn, W9250 Prospect Drive, Lodi, WI. Ph. 608-592-1450. (Off I-90/94 at Exit 119, Lodi.)

**Registration Form
WAPAC Spring Seminar
March 6, 2008**

Register in Advance!

A late fee will be charged on those registrations postmarked after Fri., Feb. 29.

Meals & handout materials are not guaranteed for late registrants.

Registration Fee: (includes lunch & breaks)

Members registering by Feb. 29 \$60

Non-Members registering by Feb. 29 \$100

(Non-Members applying for WAPAC membership may register for this meeting at the member rate. Member application forms available at www.wapac.info.)

Late registration - add to fee \$10
(at the door or postmarked after Feb. 29)

Name _____

Company _____

Address _____

Phone _____

E-mail _____

Amount Enclosed: \$ _____

Make check payable to WAPAC and mail registration form by February 29 to:

**WAPAC
7310 Farmington Way
Madison, WI 53717**

Questions?

Call WAPAC Executive Secretary
Judy Brannstrom at (608) 833-7989.
Fax (608) 833-1965. wapac@itis.com