Money Flows Rule
Dennis Alkire, Alkire Advisory Group
While we are long term bullish Agriculture, producers are challenged every production cycle to make money farming. Consistent profits provide equity needed to make investments in new technologies and Ag-related assets that help to sustain and improve future profit opportunities. Day-to-day price discovery has changed a great deal over the last five years.

The Quest for High Soybean Yields, Where do we Start?
Vince Davis, University of Illinois Agronomist
Soybean yields have appeared, to many growers, to have made little yield progress while corn seems to have flourished in the last couple of decades as newer hybrids and technologies have entered the marketplace. Some growers have been increasing corn acres, while others know there is tremendous value for having soybean in the rotation. However, nearly all growers have a desire to increase soybean yields.

Results of Land Value Survey
Craig Dobbins, Purdue Ag Economist
Following the double-digit increases of recent years, what do recent surveys in Indiana and other states show for many farmers’ biggest asset? How has the financial crisis changed what drives this market?

Practicality and Economics of Corn Cob Harvest on Midwest Farms
Matt Erickson, Purdue Agricultural Economics Graduate Research Assistant
Cellulosic ethanol production will depend on a relatively plentiful and dependable source of biomass for its success. For his Master’s thesis, Matt examined how cob collection impacted the operational efficiency of 55 example Midwest farms.

The Sprayer Consistency Problem, Solved!
Brian Finstrom, Capstan Ag Systems
Love the idea of a bigger boom, bigger sprayer tank, and variable rate? The benefits come with drawbacks, as conventional spraying relies on the physics of liquid plumbing to maintain uniformity. The makers of AIM Command are changing agricultural spraying by using PWM (Pulse Width Modulation) technology to give the operator more control of their application. Inside, Brian will talk about using this technology for VRT application of water-applied pesticides, NH3, and liquid fertilizer. Also, don’t miss out seeing things in action in the MCV (Mobile Classroom Vehicle)!

Price Spike Cycles. What Comes Next?
Chris Hurt, Purdue Agricultural Economist
History has a rich pool of price spikes as experienced in 2007 and 2008. But now we are in the post-spike period. What lessons does history hold for the overall direction of crop and input prices in coming years and what will be the driving forces to watch?

Perspectives on Equipment Sharing—Why it Works, Why it Doesn’t
Bryce Knorr, Farm Futures Magazine & Mathias Kluth, Institute of Food and Resource Economics University of Bonn, Germany
Many farmers in other parts of the world utilize equipment sharing relationships to reduce machinery and labor costs and to help them keep pace with technological innovation. U.S. farmers have a long history of collaboration—recall the threshing crews and the cotton gin. What factors are influencing the equipment sharing arrangements of U.S. farmers?
Use Your Marketing Skills for Input Buying  
Bryce Knorr  
Seasonal trends are a marketing staple for farmers selling grain. But some of the same techniques farmers use on the sell side can be used to gain price protection over volatile input prices. Right now is the time to be looking at many of these strategies, from fertilizer and fuel oil to propane and interest rates.

The Evolution of Tools on Your Work-Belt… Pliers, Mobile Phone, What’s Next?  
Pat Kroese, GrainBridge, Waterloo, Nebraska  
Look at an application helping producers across the country manage their day-to-day grain business from their home office or out in the field with mobile access. Understand the simplicity of creating a marketing plan incorporating crop insurance, managing your cash sales, futures & options with live market updates and being in the know when your local grain buyer is looking for grain.

Bt Corn: Factors that may Influence Insecticide Trait Expression  
Christian Krupke  
Bt hybrids are revolutionizing insect pest management in corn. However, the mechanisms behind the expression of the insecticidal toxins in production fields are not fully understood. Dr. Krupke will outline research that is attempting to identify the factors that influence toxin expression and subsequent insect control.

Being Smart with Corn Foliar Fungicide Applications  
Jeff Nagel, Ceres Solutions Agronomist, and Indiana Farmer  
When corn was $7/bu in 2008 it was a lot easier to justify fungicide expenditures. What factors now should guide your decisions—hybrid, scouting results, weather, crop history,

GPS Boosted by Cellular Technology  
Ryan Oehler, Ag Leader Technology  
The rapidly changing world of guidance technologies keeps adding to its utility but is necessitating a continual learning curve for producers. GPS enhanced by tapping into cellular equipment is a large part of today’s innovation. Ryan will discuss how RTK by cell, remote service, and better connectivity in your tractor or combine cab will continue to change the way you farm.

Risk Attitudes and Decision Making  
Nicole Olynk, Purdue Agricultural Economist  
Attend an interactive session using audience response system technology to allow instantaneous and individually anonymous feedback from the group. The risk preferences of individuals are implicitly involved in nearly all decision making. Participate in the discussion surrounding individual’s risk preferences and how they impact decision making on the farm – and – in everyday life!

Banquet Speaker  
John Phipps, Illinois farmer, and host of U.S. Farm Report

New Cover Crops that may Interest You  
Jamie Scott, Indiana farmer Pierceton, Indiana  
Not everyone wants to go to the next level of management or the hassles that may come with cover crops. But what is the value of breaking up soil compaction, producing and capturing nitrogen, limiting soil loss, and increasing soil biological activity? Jamie will tell you how he uses annual ryegrass, oilseed radishes, crimson clover, and other cover crops to not only back off from crop inputs, but increase yields as well.

Twenty One Years Without a Major Drought; Are We Safe?  
Elwynn Taylor, Iowa State University Agricultural Meteorologist  
The last major drought in the US Corn belt was 1988. Several limited areas have experienced severe drought since then, but the US yield has not plummeted to below 90% of the yield trend, the “legal” drought value, during the intervening years. Average annual precipitation has generally increased in the Midwest during the period, drought tolerance of the crop has increased, and farm management has progressed. After several “cool” summers; is drought risk important enough to be a consideration in my “Risk Management” plans? History would say the risk remains significant and Climate Change analysis gives a mixed picture.

Top Farmer Crop Workshop 2010
Why Profit Margin Rather than Flat Price Will be the Key to Marketing for the 21st Century
Bob Utterback, Farm Journal Economist, and President/CEO of Utterback Marketing Services, Inc.
For most of my 29-year marketing career the conversation has always been, what’s the price going to be? It is my expectation in the next couple of marketing seasons that controlling input costs will be as critical to the bottom line as the selling price. Only by controlling both sides of the ledger will the producer achieve profitable returns on the farm. My talk will outline the macro fundamentals affecting commodities and then give specific strategy/recommendations controlling input costs and some firm guidelines for pricing production.

Talking the Business of Wind Energy on Your Farm
Joan Wealing, Indiana farmer, and past President, Benton County, Indiana Plan Commission
While wind energy is firmly in place in many areas, it continues to expand. Most would say it’s a no-brainer decision when a landowner considers wind turbine leasing rights. But that doesn’t mean there aren’t issues on the table. Joan will help you think these through so you’ll be ready when the energy company comes knocking.