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UNIVERSITY OF
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Lincoln | INSTITUTE OF AGRICULTURE
AND NATURAL RESOURCES

Department of Animal Science
P.O. Box 830908
Lincoln, NE 68583-0908



RISK ASSESSMENT WORKSHOP

*For Dairy Owners, Managers,
and Financial Personnel*

December 8 & 9, 2016

9:00 a.m. - 3:30 p.m.

Mussehl Hall

University of Nebraska-Lincoln (East Campus)



TOPICS

1. Developing Dairy Business Strategic Plans
2. Importance and Analysis of Balance Sheets
3. Cash-flow and Budgeting in the Dairy Enterprise
4. Break-even Cost and Sensitivity
5. Transition Planning
6. Importance of Key Financial Indicators in the Dairy Business
7. Analysis of Investments
8. Analysis of Different Production Systems:
 - a. Confinement vs. Grazing
 - b. Conventional vs. Organic
9. Analysis of Investment for Purchasing Milk Commission Base
10. Analysis of the Expansion Process

WORKSHOP FORMAT

- From 9:00 a.m. – 3:30 p.m. each day
- Introductory presentations on different subjects
- Hands-on analysis and real-time decision making exercises
- Peer-farmers group discussions
- Presentations of resulting decisions



Dr. Gonzalo Ferreira is a Dairy Management Extension Specialist in the Department of Dairy at Virginia Tech. After his graduate studies in dairy nutrition at the University of Wisconsin and the Ohio State University, Dr. Ferreira worked in the dairy industry as a consultant.

The Dairy Management Extension Program focuses on developing educational tools to help farmers make better decisions in their businesses.

Please note:

- You are encouraged to bring your own laptop, but one can be provided for your use.
- Limited to 30 participants
- **Pre-registration is required by Dec. 4**
- A \$50 registration fee per person will be required for the workshop
- Refreshments, meals and materials provided.
 - Evening meals and hotel arrangements on your own.
 - Parking passes provided first day of workshop



To RSVP,
fill this form out and mail along
with your registration fee

Attn: **Kim Clark**
Dairy Extension Educator
University of Nebraska–Lincoln
P.O. Box 830908
C221 Animal Science
Lincoln, NE 68583-0908

Deadline to register is Dec. 4

Names:

Address:

Phone:

Email:

Check here if you need a laptop

**Registration fee is \$50/person
x ___ people= ___ (total due)**

For more information contact Kim
Clark at 402-472-6065 or email
kimclark@unl.edu