

South Central College Hosts 2nd Annual Ag Symposium

North Mankato, Minnesota

Today's agricultural producers are adapting to a landscape that shifts nearly as fast as any in business today. They are expected to be economists, commodity specialists, financiers, brokers, mechanics, transportation logisticians, managers, and more. They take their cues from their business executive peers. One way top-flight producers keep abreast of the changing rules is to attend national conferences where the greatest minds in 21st century agriculture share their wisdom and insight.

South Central College (SCC) in North Mankato is home to one of Minnesota's most respected agriculture programs. Long recognized as leaders in Agribusiness, Ag Management and Ag Service, SCC's ag programs have been preparing men and women to be the best in their respective discipline since the early 1960s. Indeed, statistical data collected by the college's Farm Business Management program is often cited by ag authorities across the state, and national researchers. So, how best to leverage this reputation and expertise for non-students?

We are proud to announce the return of "**New Tools for New Rules**": **An Agricultural Symposium**. Billed as a regional professional development opportunity for *all* agricultural producers, *New Tools* brings world-class speakers to the campus of South Central College for a day of cutting-edge presentations and discussion. The event is scheduled for Tuesday, March 23rd, 2010 and commences with check-in at 8:00 a.m. and the actual program to follow at 9:00 a.m. South Central College, located at 1920 Lee Boulevard in North Mankato, MN will host all activities in its John Votca Conference Center.

Scheduled to appear are Dr. David Kohl from Virginia Tech, a perennial favorite, and new to the platform this year, Dr. Danny Klinefelter from Texas A&M University. Expert in their respective field, they will introduce conference attendees to the "new rules" facing 21st century ag producers. They will also provide attendees with "new tools" to address these challenges, making them more productive and profitable farm managers. A brief bio of each speaker follows.

Again this year, the Presenting Sponsor for "New Tools" is **LarsonAllen, LLP**. LarsonAllen is introducing Mr. Joe Kluender, who will speak on transition planning, a topic that is front-and-center with today's farm operator. Returning as a Founding Sponsor is **Gislason and Hunter, LLP**.

New sponsors include Watonwan Farm Service, Crystal Valley Co-op, Arnold's Of Mankato, Minnesota Pork Producers, Minnesota Corn Growers, Ziegler Caterpillar, AgQuest, 21st Century Ag/Agro Resources/Crop Services, and C&B Operations.

Cost for the one-day symposium is \$99. All proceeds from New Tools for New Rules support ag scholarships, faculty development, program advancement and general Foundation needs at South Central College, North Mankato Campus.

Lunch is included in ticket price. For more information, contact Greg Bednar at 507-389-7342. For tickets, visit www.southcentral.edu/foundation/mankato/ and click on the **New Tools** link or call 507-332-5838 or 1-800-422-0391.



Speaker Bios

Dr. David Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from

Cornell University. Dr. Kohl has traveled over 7 million miles throughout his professional career. He has conducted more than 5,000 workshops and seminars for agricultural groups such as bankers, Farm Credit, FSA, and regulators, as well as producer and agribusiness groups.

He has published four books and over 500 articles on financial and business-related topics in journals, extension, and other popular publications. Kohl regularly writes for Farm Journal, Top Producer, Ag Lender, and Soybean Digest.



Dr. Danny Klinefelter is a Professor and Extension Economist with Texas AgriLife Extension, specializing in agricultural finance and management development. He is the director of The Executive Program for Agricultural Producers (TEPAP) and co-director of the Texas A&M Family and Owner-Managed Business. In addition, he serves as the Executive Secretary for the Association of Agricultural Production Executives (AAPEX). He is also coordinator of the Planning the Return to the Farm/Ranch Program. He is a member of the board of Ag Texas Farm Credit Services and President of his family's Illinois farm corporation.

Danny received his M.S. from the University of Illinois in 1971 and a Ph.D. in Agricultural Economics from the University of Illinois in 1979, where he was a National Science Foundation Research Fellow. Prior to his graduate work, he spent five years in commercial lending, credit analysis, and farm management with the Marine Bank of Springfield, Illinois.

In 2009, the 25th anniversary issue of Top Producer magazine named him one of the 25 people in the world who would have the most influence on the future of American agriculture. In addition to his academic and banking experience, Danny has authored or co-authored numerous professional articles and publications. He is also co-author of seven books.



Mr. Joe Kluender is a Certified Agricultural Consultant (CAC) with LarsonAllen LLP. Joe has a Certificate in Family Business Advising and specializes in family farm transition and farm family dynamics.

Joe crop farmed and raised hogs for 23 years in Waseca County. Prior to coming to LarsonAllen he worked for three years as the Director of Business Development for the South Central Management Services in Wells, Minnesota.

Recently Joe was a speaker at the Top Producer "Young Farmer" conference in Chicago, where he spoke on his experiences of what works and what doesn't work in farm family transitions.

Joe lives in Mankato and works with farm clients throughout southern Minnesota, northern Iowa, and western Wisconsin.