

Ohio Farm Bureau Federation  
 PO Box 182383  
 Columbus, OH 43218-2383  
 www.ofbf.org



# TOGETHER WITH FARMERS



## 2018 YOUNG AG PROFESSIONALS LEADERSHIP EXPERIENCE

February 2-3, 2018 | Columbus, Ohio



# WHAT IS IT?



### THE YOUNG AG PROFESSIONALS LEADERSHIP EXPERIENCE

It's an opportunity for leadership experience, building personal and professional skills, networking with agricultural leaders, and making a difference in our communities, Farm Bureau and agriculture. Join us for a time of personal and professional development, meeting other young professionals from around Ohio, fun, food and fellowship!

**DATE:** February 2-3, 2018  
**LOCATION:** Hyatt Regency  
 350 North High Street · Columbus, Ohio, 43215 · (614) 463-1234  
**COST:** \$100 a person WITH NO HOTEL ROOM  
 \$180 a person WITH HOTEL ROOM  
 \$225 for two people SHARING A HOTEL ROOM  
*Many county Farm Bureaus offer full or partial scholarships for this conference.*

**REGISTRATION DEADLINE:**  
 All reservations must be submitted to Ohio Farm Bureau by  
**Friday, December 15, 2017**

**KEYNOTE SPEAKER:**  

**Kelly Barnes:**  
 Professional Speaker/Leadership Coach  
 Kelly will make you laugh, make you think, and most importantly make you realize the power of the things we do on a daily basis to make great moments more often!

**ENTERTAINMENT**  
**The Big Bang Duelling Pianos**  
 Join us for fun filled evening singing along with best duelling pianos Columbus has to offer. Fun games, contests and prizes will also be available!



# AGENDA

## FRIDAY, FEBRUARY 2

- 5 P.M. Registration Opens  
Tradeshow
  - 5:45 P.M. Commodity Networking Sessions - Food Available
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- 7 P.M. Opening Session
  - 8 P.M. Discussion Meet Finals
  - 9 P.M. ENTERTAINMENT - Big Bang Duelling Pianos and Games. Brought to you by Heartland Bank
  - 10:30 P.M. Social Hour

## SATURDAY, FEBRUARY 3

- 8 A.M. Breakfast and Hotel Check Out
- 8:15 A.M. GENERAL SESSION - Keynote Speaker: Kelly Barnes, *Great Moments More Often*
- 9:30 A.M. ROUND 1 WORKSHOPS
- 10:45 A.M. ROUND 2 WORKSHOPS
- 11:45 A.M. Lunch
- 1:15 P.M. ROUND 3 WORKSHOPS
- 2:30 P.M. ROUND 4 WORKSHOPS
- 3:45 P.M. CLOSING SESSION - Remarks from YAP Chairs  
Door Prizes
- 4:30 P.M. Adjourn

# TOGETHER WITH FARMERS







**Registration Deadline  
DECEMBER 15, 2017**

To register online go to  
**WWW.EXPERIENCEYAP.COM**

You must register and be a Farm Bureau member to attend.  
To join, contact your county Farm Bureau office,  
or visit us at [www.growwithfb.org](http://www.growwithfb.org).

**REGISTRATION TYPE:**

- \$100 a person with no hotel room
- \$180 a person with hotel room
- \$225 for two people sharing a hotel room

Ask a friend to join you to get the better registration rate.

Room Type:  King  Two Double Beds

**REGISTRATION #1**

Male  Female

Full name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Preferred e-mail: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Date of Birth: \_\_\_/\_\_\_/\_\_\_  
 Emergency contact name: \_\_\_\_\_  
 Emergency contact phone: \_\_\_\_\_

**REGISTRATION #2** (if applicable)

Male  Female

Full name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Preferred e-mail: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Date of Birth: \_\_\_/\_\_\_/\_\_\_  
 Emergency contact name: \_\_\_\_\_  
 Emergency contact phone: \_\_\_\_\_

**SPECIAL NEEDS:** (food allergies, etc.) \_\_\_\_\_

**ROUND 1 WORKSHOPS**

**EDUCATING THE CONFUSED CONSUMER USING WORDS WE ALL UNDERSTAND**

**Dr. Paige Pratt, Kansas Farm Bureau**  
 GMO, Organic, Grass-Fed. The list of words used to describe food is endless and hard to interpret. Learn about the science of our food and how to describe practices and processing to consumers in layman's terms so trust is built.

**WHAT YOU NEED TO KNOW ABOUT INSURING YOUR OPERATION AND GRAIN INSURANCE**

**Paul Hall, Hall Nationwide Agency and Jeremy Etzler, ProAg Crop Insurance.**  
 Does just hearing the word insurance confuse you? Visit with two pros to learn more about properly insuring your operation and grain commodities.

**CANNING AND PRESERVING YOUR BACKYARD GARDEN**

**Derek Schmitt, Schmitt Farms**  
 Canning can be more than basic green beans and tomato sauce! Learn the basics and gain the courage to can the food you grow for your family to enjoy all year long.

**SMALL BUSINESS PLANNING**

**Jonathan Carter and Victoria Popp, Farm Credit Mid-America**  
 Business plans are essential to growing your operation. Learn the simple steps to create a business plan to take your operation to the next level and maximize your lending opportunities.

**EMERGING AG CAREERS-PANEL**

**Chris Henney, Ohio AgriBusiness Association; Andrew Gladden, Luckey Farmers, Inc; and Logan Haake, Legacy Farmers Co-op**  
 The agriculture industry is exploding with new careers. Learn about emerging careers in the agricultural industry, focusing on ag precision and technology.

**ROUND 2 WORKSHOPS**

**MEET OHIO FARM BUREAU'S LEADERSHIP**

**Adam Sharp, EVP and Frank Burkett, OFBF president**  
 2017-2018 has been full of change for Ohio Farm Bureau leadership. Get to know Ohio Farm Bureau's Executive Vice President, Adam Sharp and President, Frank Burkett and hear about their vision for the organization's future.

**GOOD, BAD AND IN LAWS - FARM TRANSITION PLANNING**

**Dr. Paige Pratt, Kansas Farm Bureau**  
 Farm family transitions can be filled with challenges and rewards. Tips for a smooth transition will be discussed as well as the personal farm transition experiences that the presenter had during her farm family transition.

**USING LOCAL FOOD FOR QUICK MEAL PREP**

**Lyndsey Murphy, The Hive**  
 Learn how to turn local ingredients into easy and delicious meals for your farm family or farm field crew! See quick and delicious recipes, along with a few tips and tricks to keep things in the kitchen fun!

**AGRICULTURAL GRANT OPPORTUNITIES-HOW TO GROW YOUR FARM VIA GRANTS-**

**Ivory Harlow, OSU Extension**  
 Federal, state and private grant funds support local and regional food systems and benefit farm operations- But how do farmers find grants, determine eligibility and apply for funds? You'll hear success stories from farmers who have utilized federal, state and private grant programs to grow their agribusinesses, better manage pasture and croplands, accomplish on-farm research, transition to organic and add on-farm energy, high-tunnels or honeybees to their farms.

**WHAT DID WE LEARN FROM THE '80S-HOW TO SURVIVE A DOWN AG ECONOMY-PANEL**

**Fred Yoder, Yoder Ag Service; Warren Graeff, PNC; Andrea Flower, Cargill; and David Shoup, Shoup Brothers Farms**  
 The horror stories of farming in the '80s are a topic of conversation with the current ag economy. Hear from a panel of agriculturists who lived through it.

**ROUND 3 WORKSHOPS**

**MANAGING THE PROCESS OF CONFLICT**

**Lindsay Calvert, American Farm Bureau**  
 The key to conflict is not to avoid it, but to learn how to identify and use conflict to achieve successful outcomes that everyone can live with. Come learn how personal conflict styles work and how to choose the appropriate style for any situation.

**FARM LABOR: LAWS, PROGRAMS AND MORE- PANEL**

**Leah Curtis, Ohio Farm Bureau; Scott Witten, Witten Farms; and Chris Weaver, Bridgewater Dairy**  
 Finding labor that meets the demands of the farm is one of the biggest issues farmers face. Join this session to hear from Leah Curtis to learn about laws, regulations and guest worker programs available to the ag industry. Then hear from two very different farmers and how they address farm labor issues on their farms.

**3...2...1... ACTION! CREATING FARM VIDEOS**

**Renee McCauley, AFBF Promotion and Education Committee**  
 Explore how you could advocate through video marketing. Have you ever thought how you could incorporate videos into your farm messaging? Learn methods to develop video messaging to incorporate into your social media toolset.

**KEY GRAZING PRINCIPLES FOR SUCCESS**

**Roy Lewandowski, OSU Extension**  
 "The best way to control livestock is to give them a green pasture." Learn how to start and manage a grazing program for livestock.

**UNDERSTANDING YOUR CREDIT SCORE**

**Bennett Musselman and Seth Middleton, Heartland Bank**  
 Credit scores! We hear that term so often but what does it mean? Discover the basics of a credit score: what it is, why it is important, how to improve it and make it work for you.

**ROUND 4 WORKSHOPS**

**THE UNTAPPED TALENT POOL: FEMALE LEADERS**

**Lindsay Calvert, American Farm Bureau**  
 Ninety-two percent of of the respondents in the 2015 American Farm Women in Ag Survey agree: "There should be more women in leadership roles in the ag industry". However, only 66 percent agree that they "have the opportunity to lead" in organizations. This session will explore what the research says about why there aren't more female leaders and other specific implications.

**TRAITS OF AN EFFECTIVE FARMER**

**Panel (Hosted by Ag Credit) Nate and Mariah Schroeder, Stephen Hirzel, Ryan and Nikki McClure, and Tom Marquart**  
 You may be familiar with Stephen Covey's 7 Habits of Highly Effective People. This session will focus on the habits and traits successful, productive and efficient family farmers and agribusinesses have developed, adopted and implemented.

**HOW TO MAKE YOUR OWN SOAP**

**Shannon Hillard, Oregonia Soap Works**  
 Learn the tricks of the soap making trade from the expert, Shannon. Explore the wonderful science to crafting your own soap at home for personal use or for future sales.

**USING SOCIAL MEDIA STRATEGICALLY**

**Dr. Emily Buck, Ohio State University**  
 We all know what we can do with social media in our personal lives, but how can we strategically use it for our farms? Buck will go over some tips and best practices to using social media accounts to engage others in discussions about agriculture.

**TIPS AND TRICKS FOR STARTING YOUR OWN BUSINESS**

**Rodney Creech, Lawn Plus & 1808 Cafe**  
 Want to be your own boss but don't think that you can make that reality? Join Rodney as he discusses how to be successful starting your own business based off his experience.

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