

Farm Services Agency Borrow Training

Schedule of Presentations – January 18 through February 22, 2011

Date	Topic	Instructor
Tuesday 01/18/2011 10 a.m. to 12 noon	Crop and Livestock Marketing This session will examine the use of options and futures markets and consider several marketing strategies.	Gary Brester, MSU
Tuesday 01/18/2011 1 to 3 p.m.	Introduction to Quicken This session will cover how to structure a chart of accounts in Quicken to keep records for farm and ranch operations that tracks records for tax purposes but can also provide a good set of management records. A quick overview of basic reports (cash flow and profit and loss) will be presented with emphasis on getting the information you need from the reports available.	Duane Griffith, MSU
Monday 01/24/2011 10 a.m. to 12 noon	Crop Production This session will cover important crop production considerations for Montana producers.	Kent McVay, MSU
Monday 01/24/2011 1 to 3 p.m.	Communicating about Estate Planning This session will address property titles; dying without a will, who gets your property; wills; avoiding probate with POD designations; TOD registrations; and, beneficiary deeds.	Marsha Goetting, MSU
Monday 01/31/2011 10 a.m. to 12 noon	Taxation Issues This session will introduce producers to important income tax considerations and tax planning	Ruby Ward, Utah State University Extension
Monday 01/31/2011 1 to 3 p.m.	Tools Estate Planning This session will focus on federal estate and gift taxes (how to minimize), revocable living trusts, power of attorney and living wills.	Marsha Goetting, MSU
Monday 02/07/2011 10 a.m. to noon.	Livestock and Crop Production This presentation will discuss livestock and crop production practices.	John Paterson, MSU (date may change)
Monday 02/07/2011 1 to 3 p.m.	Advanced Quicken The advanced workshop will focus on using Quicken to go beyond simple cash flow and income and expense record keeping. A more complete chart of accounts will be covered that includes asset and liability	Duane Griffith, MSU

	accounts.	
Monday 02/14/2011 10 a.m. to noon.	Financial Analysis I This presentation will focus on financial ratio analysis, enterprise budgeting and decision making tools.	Duane Griffith, MSU George Haynes, MSU
Monday 02/14/2011 1 to 3 p.m.	Financial analysis and Risk Management This session will examine crop and livestock insurance, CRC, LRP, ACRE and SURE programs.	George Haynes, MSU Duane Griffith, MSU
Monday 02/21/2011 10 a.m. to 12 noon	Retirement Planning This session will examine your personal retirement concerns, especially social security, individual savings accounts, use of land and other farm assets, and work during retirement.	Joel Schumacher, MSU
Tuesday 02/22/2011 1 to 3 p.m.	Family Business Issues/Goals and Assessments This presentation will examine the interface between the family and business, especially the competition between the family and business, family business culture, commitment of family members, family roles and relationships, outside management assistance, and process of leadership succession.	George Haynes, MSU

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