The University of Delaware Cooperative Extension
in collaboration with the Cooperative Extension Services of:
Delaware State University
University of Maryland
and Rutgers, the State University of New Jersey
Present the
9th Annual Women in Agriculture Conference

February 16 - 17, 2010
Dover Downs Hotel & Casino
Dover, Delaware

Keynote Address

Anirban Basu
Chairman & CEO of Sage Policy Group
"The Amazing Race: What the Data Says about America's Economic Recovery"

Luncheon Address

Andrea Lohr
New Directions Communications
“The Gift that Keeps on Giving”
Workshop Descriptions

Workshop Session #1  10:00 - 11:15 AM  Tuesday, February 16

From Both Sides of the Desk -  As a reporter and Delaware correspondent for the Delmarva Farmer newspaper from 1978 to 2005, Sharon Morgan wrote hundreds of articles about agriculture in the first state. Along the way she was interviewed by both print and broadcast media about how she handled her career as a blind journalist. Now, Sharon will offer some tips for talking to the media – how to feel more comfortable, how to respond and how to meet mutual goals. In addition, she will look back at her experiences on the family farm that led her to write for the Delmarva Farmer, and also share a few favorite memories from the time she spent with the newspaper.

Six Steps to An Effective Estate Plan: How to Effectively Transfer Assets, Minimize Taxes and Meet Other Planning Objectives -  There are a variety of issues to consider when drafting an estate plan. This workshop will focus on the goals of estate planning and the strategies and tools used when developing the plan, including the five most important documents, as well as trusts and the importance of titling and beneficiary designations. In addition, participants will learn about some key issues in estate and succession planning - for example, fairness vs. equity, flexibility, land rich/cash poor, and other issues unique to farming. Finally, how to avoid the five most common estate planning mistakes, in an effort to safeguard your family's inheritance.

Alternative Energy Strategies for Farmers -  Energy costs between 10% and 25% of the average farm's gross income. We'll talk about how to help your bottom line while helping the planet by using a variety of off-the-shelf renewable energy technologies. Some of these are surprisingly cheap and easy, but we'll also touch on funding sources for big-ticket items like solar panels and wind turbines.

Farm Service Agency / Crop Insurance Records -  There have been many changes to current (FSA) Farm Service Agency programs and new programs will be added as part of the 2008 Farm Bill. Learn more about these programs and how these changes may implicate your decision-making and farm planning. Become an Informed Agricultural Producer!! Crop Insurance record keeping is critical and required. The quality of your records can affect the amount of indemnity paid and the amount of your premium cost. Learn which records are necessary in the situation where an audit would occur.

Workshop Session #2  1:15 - 2:30  Tuesday, February 16

High Tunnels -  Whether you're gearing up to sell at a farmers' market, through your roadside stand, or considering supplementing homemade meals with fresh produce you have grown yourself, high tunnels can be an important component in growing high quality and consistent produce. Used for germination, hardening off, season extension, or for protection from wind and rains, these increasingly popular structures can be an important part of a producer's operation. They are larger than the cold frames useful in small "backyard-type" operations, and usually smaller and less complicated than a greenhouse, which is heated and ventilated by fans. High tunnels occupy a middle ground between the two, and have special uses of their own, making them invaluable on produce farms. Come explore your options. (This workshop will be a double session.)

Grain Marketing -  Have you wondered where to get information about grain markets and what terms like options, futures and basis mean? This workshop will introduce grain marketing basics with topics such as finding grain marketing information, crop budgeting and pricing tools. We will then use a hands on approach in writing and implementing a grain marketing plan. (This workshop will be a double session.)

Diversifying Your Farm by Adding a Small Flock -  Have you considered diversifying with a small flock? Learn about the space requirements, coop building materials and the bio-security issues needed for adding a small flock. In addition, there will be a discussion that focuses on the most appropriate breeds of chickens for eggshell color variety, frequency of lay, temperament, cold hardiness, and beauty.

Back Injury Prevention -  This workshop will be presented by Dr. Donald G. Hattier, a practicing chiropractor. He will discuss his main tool for helping prevent back pain and spinal injuries when gardening - education! Come learn how you can enjoy the results of gardening with a healthy back!

Workshop Session #3  2:45 - 4:00 PM  Tuesday, February 16

High Tunnels -  This is a double session—please see description above.

Grain Marketing -  This is a double session—please see description above.

Deer in Your Soybeans and Raccoons in My Chicken House...Living with Wildlife on Your Farm -  Agricultural practices have resulted in both positive and negative effects on wildlife. Whitetail deer benefit from modern farming practices, feeding on cultivated plants. Can you keep them from devouring your cash crops? How can you keep your livestock and family safe from rabies? Food plots, nesting boxes, rabies, Lyme disease, wildlife management practices, and wetland restoration will be discussed during this workshop.

Meal Time In Less Time -  Are you looking for ways to plan healthy low cost meals that will save you time and money? This workshop will provide strategies for planning nutritious meals, shopping essentials such as reading labels and incorporating whole grains, fruits and veggies into your meals, as well as techniques for cutting time in the kitchen.

Workshop Descriptions continued on page 5
### Conference Schedule

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<tr>
<th>Time</th>
<th>Tuesday, February 16, 2010</th>
<th>Wednesday, February 17, 2010</th>
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<tbody>
<tr>
<td>7:45</td>
<td>Registration &amp; Continental Breakfast</td>
<td>8:00 Continental Breakfast</td>
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<td>8:30</td>
<td>General Session</td>
<td>8:30 Workshop Session 4</td>
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<tr>
<td>10:15</td>
<td>Workshop Session 1</td>
<td>9:45 Break</td>
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<tr>
<td>11:45</td>
<td>Luncheon</td>
<td>10:00 Workshop Session 5</td>
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<tr>
<td>1:15</td>
<td>Workshop Session 2</td>
<td>11:30 General Session</td>
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<tr>
<td>2:30</td>
<td>Break</td>
<td>Panel of Young Women in Ag</td>
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<td>2:45</td>
<td>Workshop Session 3</td>
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<tr>
<td>4:15</td>
<td>General Session</td>
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<tr>
<td>5:30—7:30</td>
<td>Featured Speaker: Nan Stenzel</td>
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A block of hotel rooms has been held for conference participants. Please call the Dover Downs Hotel at 866-473-7378 by **February 2, 2010** to reserve your room at the conference rate of $125, for single or double occupancy. You must mention that you are with the Women in Agriculture group to get the $125 rate.

On Tuesday evening, February 16th, we will host a “networking” reception and an opportunity to watch harness racing. The reception will follow a presentation on Social Networking given by Nan Stenzel. We look forward to seeing you at the conference!

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For more information contact Laurie Wolinski at 302-831-2538 or visit the web at: [http://ag.udel.edu/extension/kent/womeninag.htm](http://ag.udel.edu/extension/kent/womeninag.htm)

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Conference Registration is $40.00. Please mail your registration form and include a check made payable to: University of Delaware. **Please mail registration by Monday, February 2, 2010.**

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Registrations should be sent to:
Michelle McCullough—Women in Ag Registration
University of Delaware
213 Townsend Hall
Newark, DE 19716-2130 OR Fax: 302-831-0857

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<td>Phone Number</td>
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<td>I plan to attend the Tuesday evening reception. Yes [ ] No [ ]</td>
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Please select workshops by circling **ONE** topic from each COLUMN. *High Tunnels and Grain Marketing are double sessions - you must register for both time slots.*

<table>
<thead>
<tr>
<th>Session #1 (Tues)</th>
<th>Session #2 (Tues)</th>
<th>Session #3 (Tues)</th>
<th>Session #4 (Wed)</th>
<th>Session #5 (Wed)</th>
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<td>(10:00 - 11:15)</td>
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<td>Both Sides of Desk</td>
<td>Estate Planning</td>
<td>Alternative Energy</td>
<td>Food Safety &amp; GAP</td>
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<td><em>High Tunnels</em></td>
<td><em>Grain Marketing</em></td>
<td>Backyard Poultry</td>
<td>On-Line Investing</td>
<td>Starting a Vineyard</td>
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<td>Back Injury Prevention</td>
<td>Wildlife on Your Farm</td>
<td>Meal Time in Less Time</td>
<td>Landlord/Tenant</td>
<td>“Greening” Your Farm</td>
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<td>FSA - Crop Insurance</td>
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<td>Cut Flowers</td>
<td>EPA/CAFO</td>
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The Goal of the Women in Agriculture Conference

The goal of the Women in Ag Conference is two-fold: to recognize women for the critical role they play in day-to-day farm and agribusiness activities; and to provide risk management information and tools so that participants can make informed decisions concerning their agribusinesses and families. This conference offers an opportunity for participants to learn and network in a relaxed atmosphere.

Anirban Basu, Sage Policy Group

Anirban Basu is Chairman & CEO of Sage Policy Group, Inc., an economic and policy consulting firm in Baltimore, Maryland. Mr. Basu is one of the Mid-Atlantic region's most recognizable economists. In recent years, he has focused upon health economics, the economics of education and economic development. He currently lectures at Johns Hopkins University in micro-, macro- and international economics.

Andrea Lohr, New Directions Communications

Andrea Lohr was raised on a farm in southwest Kentucky, but never lost her southern accent or zest for life. She and her husband Matt, along with their two young children Caroline and Carson, live on a century farm in Broadway, Virginia where they raise sweet corn and pumpkins. In addition to farming and speaking, Andrea serves on the Virginia state board of agriculture.

Nan Stenzel, University of Maryland

Nan Stenzel is the East Region IT Coordinator for University of Maryland Extension. She has a BS degree in Computer Science as well as a MS in Management Information Systems. She has worked for University of Maryland Extension since 1999. Prior to that, she was a local computer consultant and an adjunct faculty member at Chesapeake College, teaching Computer Information Systems and Continuing Education and Workforce Development courses.

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This bottom portion (registration form on opposite side) should be detached, completed and mailed or faxed to:

Michelle McCullough—Women in Ag Registration
University of Delaware
213 Townsend Hall
Newark, DE 19716-2130
Fax: 302-831-0857

Please mail registration by February 2nd.
Workshop Descriptions, cont.

Social Media/Networking  4:15 PM  General Session  Tuesday, February 16, 2010
What's the "buzz" on Social Media/Networking – What is it?  What can it do for you: personally, professionally, and as a consumer?  How to get started?  This session will answer these questions and more.  You will hear about several online networking tools, but this session will mostly concentrate on Facebook, privacy/security, and online social etiquette.

Workshop Session #5  10:00 - 11:15 AM  Wednesday, February 17

Food Safety & GAP - Good agricultural practices (GAPs) and good handling practices (GHPs) encompass the general procedures that producers and packers of fresh fruits and vegetables should follow to ensure the food safety of their product.  These include pre-harvest practices (i.e., in the field) and post-harvest practices, including packing and shipping.  During this workshop, we'll review the latest information regarding microbial contamination trends, updates on regulations, and strategies for the safe handling of produce, both fresh and minimally processed.

Starting a Vineyard - Deciding to plant a vineyard requires many considerations including time, money and labor.  This session will introduce you to the basics of starting a vineyard, and will discuss some of the decisions you will need to make such as site, variety and location.

“Greening” Your Farm - Going Green is a hot topic for residential, business and industry.  This session will address some simple ways to change daily habits to make us "greener" on the farm.  These practices can easily be implemented to make your farm more environmentally friendly.  Topics include recommended plantings, water and waste management.

EPA/CAFO - Planning is essential to any business, no matter how large or small your inventory, payroll and bank account.  To be successful, a farm operation must know its current status and future plans.  Having these plans mentally is not enough!  Taking time to formulate thoughts, evaluate your business, devise a strategy, and anticipate possible problems will help your business be successful.  This workshop will offer information and helpful tools, including a workbook and CD, to complete your farm business plan.

What are the Young Women in Ag Doing?  11:30 AM General Session  Wednesday, February 17, 2010
A panel of women agricultural college students and recent graduates will share with you their passion for agriculture.  Come listen as they tell their story!  They will talk about their agricultural experiences:  the events and people who encouraged and influenced them.  Learn why they chose to major in and pursue a career in an agriculture-related field, and why they believe that agriculture is an important industry.
Women in Agriculture
Challenges & Opportunities

February 16 - 17, 2010

This material is based upon work supported by USDA/NIFA under Award Number 2010-49200-06201.