



16th Annual  
Crop Insurance  
Conference

# Making Crop Insurance Work Better For Managing Price and Yield Risk

**Monday, Jan. 19, 2009**

**Ramada Plaza Suites and  
Conference Center  
Fargo, N.D.**

Sponsored by

NDSU Extension Service  
Agribusiness and Applied Economics

**NDSU**  
Extension Service



## Who Should Attend

*Crop insurance agents/underwriters  
Public officials  
Adult vocational-agricultural instructors  
Farmers  
Professional farm managers  
Legislators  
Agribusiness leaders  
Industry regulators  
Commodity group representatives  
Agricultural lenders*

## Why Should I Attend

The goal of this conference is to enable participants to:

- Integrate crop insurance products with other risk management tools
- Understand major issues facing the crop insurance industry
- Be aware of new risk management products
- Improve professionally

## Insurance Continuing Education Credit

The conference has been approved for 7 hours of insurance agent continuing education credit (crop/hail, multi-peril) in North Dakota, Minnesota (approval pending) and 4 hours in South Dakota.

## Registration

Registration fee of \$90 includes lunch, breaks and conference materials. Please pre-register by Jan. 9. Fees are non-refundable after this date.

- Preregistration is required and will be limited to the first 250 applicants.
- Conference registration badges will be required for admittance.

## Local Arrangements

A block of guest rooms have been reserved at the Ramada Plaza Suites at a rate of \$79.00 per night for a single or double room. Call (701) 277-9000 to reserve and ask for the "JBAG" group rate. Rooms will be held until December 22, 2008.

It is advisable to call early. The hotel is already fully booked except for the JBAG block of rooms.



# Schedule

## Morning

- 9 a.m. **Welcome**
- 9:05 a.m. **Implementing the 2008 Farm Bill**  
*Dale Ihry, N.D. Farm Service Agency*
- 9:50 a.m. **Impact of SURE on N.D. Farms**  
*Richard Taylor, North Dakota State University*
- 10:20 a.m. **Input Costs for 2009**  
*Andy Swenson, NDSU Extension Service*
- 10:40 a.m. **Break**
- 10:55 a.m. **Market Outlook for 2009**  
*Frayne Olson, NDSU Extension Service*
- 11:25 a.m. **Impact of of the Farm Bill on the Crop Insurance Industry**  
*Steve Harms, CEO, Rain & Hail Insurance*

## Afternoon

- Noon **Luncheon Keynote Address: Insurance Issues in Washington**  
*U.S. Rep. Earl Pomeroy, (invited)*
- 1:15 p.m. **Current Issues Affecting the Crop Insurance Industry**  
*Heyward Baker, Risk Management Agency (RMA), Washington, D.C.*
- 2 p.m. **Quality Adjustment and Changes in Pasture, Rangeland and Forage Insurance**  
*Doug Hagel, Director, RMA, Billings, Mont.*
- 2:40 p.m. **Break**
- 2:55 p.m. **Impact of Wall Street Meltdown on the Crop Insurance Industry**  
*Cole Gustafson, NDSU Extension Service*
- 3:25 p.m. **The Agricultural Economy in the U.S. and the World**  
*Mike Swanson, Economist, Wells Fargo Bank*
- 4:25 p.m. **Announcements and Evaluation**
- 4:30 p.m. **Adjourn**

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# Registration

Please use a separate form for each individual.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Phone \_\_\_\_\_  
E-mail \_\_\_\_\_

Fee: \$90/person

**Insurance Continuing Education Credit requested for:**

- Minnesota Lic # \_\_\_\_\_  
 North Dakota Lic # \_\_\_\_\_  
 South Dakota Lic # \_\_\_\_\_

Note: Do not use your Social Security number. Use the number that each state has assigned you.

Make check payable to  
**NDSU Extension Service** and mail to:

NDSU Extension Service  
Agribusiness and Applied Economics  
Dept 7110  
PO Box 6050  
Fargo, North Dakota 58108-6050

If paying with a personal check, the state of North Dakota requires your birth date on the check.

**For additional information, call (701) 231-8642**

Requests for accommodations related to disability should be made to Sandy Osborne at (701) 231-8642 by Jan. 1, 2009.

Please check any accommodations you may need during the conference:

- Sign language interpreter  
 FM amplification system (specify type \_\_\_\_\_)  
 Audio-taped materials  
 Sighted guides for assistance to/from specific sessions  
 Large print  
 Braille  
 Other \_\_\_\_\_