The 2013 Midwest Women in Agriculture conference will be Feb. 21-22 at the Clarion Hotel, 2480 Jonathan Moore Pike, Columbus, Ind. Nikky Witkowski, conference chair and Lake County Extension educator, said the top reason women should attend the conference is to meet and share experiences with other women in agriculture.

“Whether an owner or operator, part of a team with a husband or significant other, or involved somehow with agriculture, the conference is a great way to get out, meet other people and develop a good network of women in agriculture,” she said.

Kelly Heckaman, conference committee member and Purdue Extension Educator, said conference organizers received requests from past participants to discuss time management. Farm wives often have many roles to fulfill, and the keynote speaker for this year’s conference - Elaine Froese, a farm family coach - was selected with that in mind. Froese will speak on “Living an Intentional Life: Balance in a Complex World.”

Session topics include the 2012 drought, staying on the farm, marketing opportunities, soil testing, diets, slow cooking, farm finances, crop yields and resolving conflict.

One session dealing with women’s roles on the farm is “When Strangling is Not an Option: Keys to More Effective Family Communication,” by Janet Ayres, Purdue Extension agricultural economics specialist.

“Women play a very important role in agriculture and farm families. Not only are they usually involved in business, they are often the caretakers of the family,” Ayers said.

“In families we make a lot of assumptions. Clear, honest communication is often a challenge. We think family members should know what we’re thinking, and it’s easy to get carried away with emotions. Family relationships are deeply rooted with a lot of history and emotions. There’s a lot of stress associated with poor communication,” she said.

Other topics include land leases, succession planning, nuptial agreements, environmental rules and weather volatility.

Speaker and freelance columnist Lori Borgman will wrap up the conference on a light note with her topic, “My Memory is Shot - All I Retain Now is Water.”

“The final session will provide humor for the ladies, and humor is good for the soul, Heckaman said. “We want them laughing and feeling good before they head home.”

Participants who postmark their registration fees before Feb. 7 can get a discount, with the fee for either Thursday or Friday at $80, or $90 for both days. After Feb. 7, the price is $115 for either day or $140 for both days.

For complete registration information go to: www.agriculture.purdue.edu/wia or contact Heckaman at 574-372-2340. Conference content questions should be directed to Witkowski at 219-755-3240.
Don’t Lose Sight of the Big Picture
Angela Gloy, Farm Planning Business Specialist, Dept. of Agriculture Economics

“Some people are so busy chasing cows that they forget to fix the gate.”

-Cornell Emeritus Professor George Conneman’s Grandmother

There are a lot of ways to share the “forest for the trees” idea and this one seemed not only fitting for an ag audience, but it ties in nicely with the planning message this month: As tempting as it is to focus on the immediate tasks at hand, don’t lose sight of the big picture. Having a well-defined and highly visible “big picture” can, and should, make your day-to-day efforts both more focused and more effective.

“I have a ‘big picture’ you say”? For our purposes this means you have both a business and succession plan. Unfortunately, the reality is that too few farmers have any plan at all. A best guess puts the number at less than ten percent. Why? Possibly farmers feel like planning hours are not the best use of their time. Given the long list of daily chores, we often tend toward chasing cows. The real challenge is to sit down and plan long enough so that, upon completion of your plans, you spend some time on the gate.

Granted, at times we all find ourselves chasing cows. Even the most successful managers work continually to improve their balancing act. Following are five suggestions to help you as you begin planning.

Build a solid gate. Think of your farm business and/or succession plan as your gate. A critical first step requires that you define your farm business/succession planning goals. In turn, your goals provide a backdrop for the balance of your planning efforts.

You need the cows. Well articulated and highly visible goals are a moot point without cows to actually manage. Repetitive daily chores and responsibilities are a necessary part of the equation. Ideally, you manage the daily chores more effectively and efficiently as a result of having a plan in place.

Don’t lose the cows. Think of the gate as a troubleshooting tool. There may be times when your farm business strays from your initial mission but repeatedly checking one against the other – the cows relative to the gate, is a useful sort of checks and balances process. Ideally, the cows and the gate are in clear view at all times.

Fix the gate completely. When you sit down to write your plan, see it through to completion. The same is true of planning efforts. Half-written plans are worth half the value. In short, fix the gate so that it works (i.e., so that your plan is effective).

Check the gate regularly after you fix it. You farm in dynamic market conditions. Changes in market conditions, and in your family relationships (e.g., marriages, divorce, death, disability, debt, disaster) mean you will need to regularly update and revise your plan(s).

Business and succession planning require time and dollar investments with long-run payoffs. Both plans are equally important. The business plan offers a means of achieving specific goals while you manage the farm. The succession plan ensures that your farm endures beyond your tenure. The payout is improved farm productivity, employee communications, and your own managerial prowess. You plan because you want to manage as effectively as possible. Or, in other words, you want to minimize the hours spent chasing cows.

First Indiana Small Farm Conference

The conference will provide small farmers with opportunities to learn and interact with other farmers, producers, extension educators, researchers, and students. There will be sessions about crop production, hoop houses, livestock production, processing and marketing produce and goods, energy, and small farm management. To register visit: www.ag.purdue.edu/smallfarms
Finding Stability in Uncertain Times
Farm Lender Urges Caution

Should we worry about the Fiscal Cliff, the Debt Crisis, and the lack of a Farm Bill? Consequences for farmers could include an increase in the estate tax, capital gains taxes, fewer depreciation deductions and potential lost income from Farm Bill cuts. Then there’s the increasing concern that commodity and farmland prices might be bubbles ready to bust. All these events could have major effects on how farmers finance and insure their businesses.

Mark Hancock, treasurer and vice president of finance for Farm Credit Mid-America, says worrying won’t help, but smart financial management can. He recently spoke to nearly 100 of the financial cooperative’s farmer-customers who had gathered in West Lafayette, Indiana to discuss today’s thorny economic issues.

“Many of the things going on are beyond our control,” said Hancock. “We should focus on what we can do to make a difference. First, call your congressperson and let him or her know how important these issues are to you. Then, focus on the opportunities available now to grow or protect your farming enterprise.”

Hancock said the biggest opportunity is to lock in historically low interest rates. On November 14, 2012, his figures showed a 15-year fixed-rate farm loan interest rate was 3.95% and a five-year equipment loan of $25,000 or more was 3.5%.

Hancock pointed out that while no one knows for sure when interest rates will start rising, the potential financial impact of rising rates is worth considering. An audience poll showed that half the farmers who were at the West Lafayette event believe rates will rise in three years, while 35% believe rates could rise within one year.

“The Federal Reserve Board generally raises interest rates in response to inflation,” said Hancock. “While there are few indicators that inflation is imminent, U.S. government inflation projections do not factor in rising commodity, food and energy costs. We have to ask if those higher costs will eventually result in higher prices that register as inflation elsewhere in the economy.”

Don’t Bet the Farm

Hancock acknowledges it’s difficult to accurately predict when inflation might happen. But we know from past experience that interest rates appear to influence the price of farmland. Hancock points out that some economists believe more than 50% of current land values may be driven by today’s low interest rates that allow farmers and speculators to buy more land on credit.

If there is a bubble in farmland prices, Hancock says rising interest rates could be the thing to pop it. He described a scenario based in part on how interest rates and land prices have changed together in the past.

“If today’s prime farmland averages $7,700 an acre at 3.25% interest, the average could drop to $3,600 an acre if rates rise to 7.00%. This is why locking in a low interest rate can really protect you. One of the worst things that can happen is having a variable-rate farmland loan with a rate that rises while the value of the land drops. You can guard against that and have more peace of mind by locking in a low fixed rate.”

About Farm Credit Mid-America
With more than $19 billion in assets, Farm Credit Mid-America serves agribusinesses, farmers and rural residents across Indiana, Ohio, Kentucky and Tennessee, providing loans for all farm and rural living purposes including real estate, operating, equipment and housing, as well as related services such as crop insurance and vehicle, equipment and building leases. For more information about Farm Credit, call 1-800-444-2000.

NPR 'Morning Edition' host to speak at Purdue Ag Fish Fry

WEST LAFAYETTE, Ind. - National Public Radio "Morning Edition" host Steve Inskeep will be the keynote speaker for the 2013 Purdue Agricultural Alumni Association Fish Fry, scheduled for Feb. 2 on the Indiana State Fairgrounds in Indianapolis.

A native of Carmel, Ind., Inskeep has been part of the NPR team since 1996 and joined "Morning Edition" in 2004.

“We are thrilled to have Steve Inskeep as our featured speaker at the 2013 Fish Fry,” said Jay Akridge, Glenn W. Sample Dean of Purdue Agriculture. "He will bring a valuable perspective to our patrons, stemming from his Indiana roots and enhanced by his years of journalism on the national and international scale."

Inskeep is known for his probing questions to presidents, warlords, authors and musicians, but his passion is the untold stories of the less famous. He has traveled the globe, asking insightful questions to people from various backgrounds.

The event will be in the Marsh Blue Ribbon Pavilion starting at 11:30 a.m. Tickets are $25 per person and are sold only in advance.

More information and an order form to purchase tickets are available online at https://ag.purdue.edu/agalumni/Pages/2013%20FishFry.aspx

The Ag Forecast, a program highlighting important topics in agriculture, will precede the Fish Fry in the Grand Hall at 9:30 a.m., also on the fairgrounds.
Spruce up your garden with some new colors

It is almost time to start thinking about gardening plans for 2013. Soon the seed catalogs will be arriving with new and improved varieties for your garden. It promises to be another great year in plant firsts.

Here are just a few of my “new” favorites:

Primrose ‘Blue Zebra’: Stunning blue and white striped flowers with golden yellow eyes.

Oxalis ‘Plum Crazy’ has funky red variegated leaves that are set off by the petite yellow blooms. It will handle full sun and go great with succulents.

Echinacea ‘Cheyenne Spirit’: This 2013 All-American Selection is a mix of various flower colors. The plants are durable and well-branched. This coneflower requires very little water and is somewhat compact. It does not need deadheading.

Petunia ‘Pink Trellis’: Grows upright and is aggressive. Beautiful! This petunia makes tons of flowers on plants that lend themselves to trellis production. It is the only petunia on the market that can grow this way.

Hydrangea ‘Pistachio’: Tie dyed green & pink flowers – Really unusual looking. Blooms last for over 12 days as cut flowers. This shrub will rebloom in late summer - twice the flower show! Dozens of flowers are colorful for over 12 WEEKS. Perfect long-flowering hedge plant for sun or shade.

For more information: www.hort.purdue.edu/ext/conhort.html or contact your local Extension Office.

Annie’s Project Coming Soon!

Annie’s Project will be available in the following locations:

Reynolds: January 17, 24, 31, February 7, 14, & 28 from 1-4pm each day. Contact Denise Schroeder at (219) 984-5115 for more information and to register.

Spencer: February 19, 26, March 5, 12, 19, & 26 from 1-4pm each day. Contact Jenna Smith at (812) 829-5020 for more information and to register.

Goshen: February 13, 20, 27, March 6, 13 & 20 from 1-4pm each day. Contact Jeff Burbrink at (574)533-0554 for more information and to register.
A Purdue Extension beef management seminar will give cattle producers the chance to learn about animal handling facilities and on-farm management practices from some of the nation's top experts, including author and livestock industry consultant Temple Grandin.

The Cattle Handling Practices and Facilities seminar will be Jan. 19 in Bedford and will include discussions about beef cattle psychology, handling facilities and temperament scoring. Speakers also will cover livestock issues in the media.

"Animal wellbeing has been a hot topic in the media, so it's important for beef producers to know what roles they can play in helping to explain livestock production," said David Redman, Purdue Extension educator in Lawrence County. "It's also important for them to stay updated on any improvements they can make to their operations."

Grandin, livestock behavior researcher at Colorado State University, is best known for her work in livestock welfare and autism advocacy. In addition to her research, she is an award-winning author and internationally renowned animal welfare lecturer. More information about Grandin's work is available at http://www.colostate.edu/templegrandin.

Additional expert speakers are Ron Lemenager, Purdue Extension beef specialist; Bret Marsh, Indiana state veterinarian with the Indiana Board of Animal Health; Brad Shelton, superintendent of the Feldun-Purdue Agricultural Center; and Redman.

Local cattle supply dealers will be on hand to visit with seminar participants.

The seminar will run from 8:30 a.m. to 3:30 p.m. at the Lawrence County Fairgrounds, 11265 State Route 50 W., Bedford. Registration is $40 per person by Jan. 8. After that it will be $50. The fee includes meals, snacks and take-home reference materials.

Continuing education credit for veterinarians is available at no extra cost.

There also will be a free, pre-seminar open house reception 5-8 p.m. on Jan. 18. The reception is open to anyone, regardless of seminar participation. Attendees will have the chance to meet speakers and exhibitors, and Grandin will be available to sign books.

More information and registration forms are available at http://tinyurl.com/d8vtu2c or by contacting the Purdue Extension Lawrence County office at 812-275-4623.
Farm Succession Program Scheduled

The Purdue Women in Ag Team, in cooperation with the Purdue Farm Succession Team will be hosting a 2 part series in 2013.

Cultivating Strong Indiana Farm Family Relationships for Today & Tomorrow will provide current and incoming farm business owners with legal, accounting, and communication assistance related to estate and farm planning.

Session 1 will focus on farmer financial skills, working together as a team, and communicating for success.

Session 2 includes information on farm business structures, taxes, pre- and post-nuptial agreements, and strategies for managing conflict.

Each session will include 4 hours of instruction by experienced local accountants and attorneys, Purdue Extension Specialists, and members of the Purdue Farm Family Succession Planning Team.

Contact & Location Information

<table>
<thead>
<tr>
<th>County</th>
<th>Contact Information</th>
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<tbody>
<tr>
<td>Allen County</td>
<td>Allen County 46815  812-935-2452  Jon Neufelder, 812-265-8919 (Eastern) Tuesday, February 26 and March 5  8 a.m. – 12 p.m. Central  Dates: Tuesday, February 26 and March 5  8 a.m. – 12 p.m. (Eastern) Contact: Lonnie Mason, (812) 265-8919Sta  Other Host Educator(s): Jill Richards  Registration of $50 per person or $100/family of four is due a minimum of one week before program to respective office.</td>
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<tr>
<td>Brown County</td>
<td>Danville, IN 46122  812-462-3371  Jon Cain, 317-374-9266 (Lunch not included)  Contact: Jon Cain, 317-374-9266 (Lunch not included)  Other Host Educator(s): Jim Luzar  April 2 &amp; March 9  8 a.m. – 12 p.m.  Monday, February 19th and 26th  Evansville, IN  47725  Other Host Educator(s): Dan Ritter  10:00 a.m. – 2:00 p.m.  Tuesday, January 29th &amp; February 5th  Madison, IN 47250  Times 8 a.m. – 12 p.m. (Eastern)  Other Host Educator(s): Lindy Miller  10:00 a.m. – 2:00 p.m.  Tuesday, January 31 &amp; February 7</td>
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**Upcoming Events**

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<tr>
<th>Date</th>
<th>Event Description</th>
<th>Location</th>
<th>Website</th>
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<tbody>
<tr>
<td>January 7-9</td>
<td>Indiana Soil and Water Conservation Districts Annual Conference</td>
<td>Indianapolis</td>
<td><a href="http://www.iaswcd.org">www.iaswcd.org</a></td>
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<td>January 15-17</td>
<td>Fort Wayne Farm Show – Fort Wayne</td>
<td>Fort Wayne</td>
<td><a href="http://www.tradexpos.com/ftwayne">www.tradexpos.com/ftwayne</a></td>
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<td>January 22-24</td>
<td>Indiana Hort Congress</td>
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<td><a href="http://www.inhortcongress.org">www.inhortcongress.org</a></td>
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<td>January 25-26</td>
<td>Indiana Farm Bureau Young Farmer Conference – Indianapolis</td>
<td>Indianapolis</td>
<td><a href="http://www.infarmbureau.org">www.infarmbureau.org</a></td>
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<tr>
<td>February 2</td>
<td>Purdue Ag Alumni Fish Fry – Indianapolis</td>
<td>Indianapolis</td>
<td><a href="http://www.agriculture.purdue.edu/agalumni">www.agriculture.purdue.edu/agalumni</a></td>
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<td>February 11</td>
<td>Indiana Livestock, Forage and Grain Forum – Indianapolis</td>
<td>Indianapolis</td>
<td><a href="http://www.indianasoybean.com/forum">www.indianasoybean.com/forum</a></td>
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<tr>
<td>February 13-16</td>
<td>National Farm Machinery Show – Louisville, KY</td>
<td>Louisville, KY</td>
<td><a href="http://www.farmmachineryshow.org">www.farmmachineryshow.org</a></td>
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<td>February 21-22</td>
<td>Midwest Women in Agriculture Conference – Columbus</td>
<td>Columbus</td>
<td><a href="http://www.agriculture.purdue.edu/wia">www.agriculture.purdue.edu/wia</a></td>
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<tr>
<td>March 1-2</td>
<td>Purdue Extension’s Indiana Small Farm Conference – Danville</td>
<td>Danville</td>
<td><a href="http://www.ag.purdue.edu/smallfarms">www.ag.purdue.edu/smallfarms</a></td>
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<td>March 8-9</td>
<td>Indiana Farm Bureau Spring Conference – Indianapolis</td>
<td>Indianapolis</td>
<td><a href="http://www.infarmbureau.org">www.infarmbureau.org</a></td>
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<td>April 13-14</td>
<td>Purdue Spring Fest – West Lafayette</td>
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<td><a href="http://www.purdue.edu/springfest">www.purdue.edu/springfest</a></td>
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**Consider Indiana Wines for the Holiday’s**

Jeanette Merritt, Marketing Specialist, Indiana Wine Grape Council

It’s no secret that I have the best job in Indiana Agriculture. Or at least I think I do! Promoting Indiana’s 68 wineries and 650 acres of grapes is truly a joy. And there is no better time of year to spread that joy than at Christmas!

Sitting in my office right now are 44 bottles of Indiana wine featuring all sorts of Christmas cheer. I’ll be travelling the state in the next few weeks using these wines on television and radio station appearances. Here’s a peek at the wine I’ll be promoting for your holiday tables!

These fun wines are from Huber’s Orchard, Winery & Vineyards, Starlight and Chateau Thomas, Plainfield. These would make great centerpieces on your table!

So my car thermometer said 0 degrees when I was driving to work. And all I could think about was a nice glass of mulled wine, even if it was 7am. Two examples are from Easley Winery, Indianapolis and Lanthier Winery, Madison. They are meant to be served warm for these cold days.

If you are looking to visit a few wineries, consider travelling the Indy Wine Trail. The *Charm of the Season* event continues through Christmas Eve and features a different ornament at every winery! Every traveler will receive a tree to display those ornaments. More details at [http://www.indywinetrail.com](http://www.indywinetrail.com).
Wednesday, February 20, 2013
9:30 a.m.—3:30 p.m.
Bartholomew County Extension Office
1971 State Street, Columbus, IN 47201-6965
Telephone: 812/379-1665

Featured Speaker:

Naomi Blohm
Stewart Peterson

Naomi is an expert at advising farmers how to manage their cash marketing needs and properly use futures and options. She also helps them understand the importance of managing basis, delivery point considerations, cash flow needs and storage capacity. Naomi is co-creator & presenter of Stewart-Peterson’s program “Women to Women: Educating Women about Farm Marketing.”

Workshop Objectives:

• Learn the basics of the available cash marketing tools including how and when to best utilize them
• Hands-on: walk through examples of how a futures contract works, and how it can affect your average price per bushel.
• Learn the basics of put and call options in a way that makes sense, while incorporating them into the current market place.
• Walk away with strategies that your farm can use today, no matter what price scenario unfolds for the year ahead!

Women to Women: Farm Commodity Marketing Pre-registration is required by Wednesday, February 13 to insure adequate materials are available for attendees. Registration Fee is $30/person or $15/person if also registered for the Midwest Women in Agriculture Conference. Registration includes meal, refreshments and handouts. Please make checks payable to Purdue Extension CES Ed Fund and mail to:

Purdue Extension—Kosciusko County, 202 W Main Street, Warsaw, IN 46580.

Name: ____________________________________________________________
Address: _______________________________________________________________________________________________
City: ________________________  State: ___________ Zip: _______________
Telephone: _____________________  Email: ______________________________

___ Yes. I am also registered to attend the Midwest Women in Agriculture Conference. Registration fee is $15/person if attending both conference and marketing program.

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Telephone: _____________________  Email: ______________________________

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If you require auxiliary aids and services due to a disability or have a special food needs, please contact us by February 13 at 574-372-2340—Warsaw.
Directions:

From I-65 West of Columbus—Take 46 east over the 2nd street bridge. Merge onto 2nd Street and go through 2 stop lights at the 3rd stop light turn right onto State Street which is also 46 East. Go to the next stop light and turn right. The Extension Office is in the basement of the Government Annex Building which is right on the corner of Pence and State. Parking is in the rear of the building.

From the East (Greensburg, Shelbyville, North Vernon...) – Follow 46 West into Columbus (about 7 miles). 46 West will turn into State Street. Go through 2 stop lights at the 3rd stop light turn left. The Extension Office is in the basement of the Government Annex Building which is on the corner of Pence and State. Parking is in the rear of the building.

A map is also available at:
www.ag.purdue.edu/counties/bartholomew/