



# ALEXANDRIA TECHNICAL & COMMUNITY COLLEGE

## Customized Training Center

### Dr. Kohl's 2012 Webcast Series



#### The Wild World of Global Economics & Kitchen Table Planning

This is the fourth year Dr. David Kohl of Virginia Tech has presented a five-webcast series. As the cold winds of winter descend, this will be an excellent time to become informed, network with peers, and tweak your business plan for this next year and beyond. The interconnection of global economics and everyday decision making is becoming more critical, as the stakes are higher in a world with a widening gap of profitability. This year's webcast series followed by face-to-face seminars in early March are designed to assist you in navigating the whitewaters of your business that have a surprise around every corner and will also enhance your return on life.

As with previous years, each webcast will have a quick economic, business, or topical update which will be followed by discussion on the theme for the day. Short exercises will be utilized as instructional tools when applicable, as well as provide some networking along with feedback that can be discussed in future webcasts.

#### REGISTRATION

**Pre-registration  
requested by  
January 6<sup>th</sup>, 2012.**

To pre-register, contact  
Bill Januszewski at 320-762-4503  
or by email [billy@alextech.edu](mailto:billy@alextech.edu)

#### Dates:

- Monday, Jan 9<sup>th</sup>, 2012 – The Wild World of Global Economics
  - Monday, Jan. 23<sup>rd</sup>, 2012– Transition Management
  - Monday, Jan. 30<sup>th</sup>, 2012 – A Real Inside Look at How the Government Works
  - Monday, Feb. 13<sup>th</sup>, 2012 – How the FDIC and Regulators are Impacting  
Producer Financial Negotiations
  - Monday, Feb. 27<sup>th</sup>, 2012 – Hot Topics & More
- Each meeting will include a discussion/workgroup assignment from Dr. Kohl.  
This time of discussion will be hosted by the local FBM instructor.*
- February 28 (Morris) or February 29 (Willmar), 2012 - Face-to-Face Meeting  
*(Additional fee to attend Face-to-Face Meeting)*

**Time:** 12 Noon - 1:15 pm (with discussion to follow)

**Location:** AgCountry Farm Credit Services (1022 Broadway, Alexandria)

**Local host:** FBM Instructor Bill Januszewski

**Cost:** \$90 (payable to AgCountry Farm Credit Services)  
FREE to current FBM students

*Lunch provided by AgCountry.*

*Registration is for participation in the seminar series.*

*No refunds offered for missed sessions or discontinued participation.*



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MN Relay Service 1-800-627-3529

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This publication can be made available in alternative formats by calling Support Services at 1-888-234-1222 ext. 4673, 320-762-4673, or Minnesota Relay Service 1-800-627-3529



### Course Descriptions

#### **January 9, 2012 - "The Wild World of Global Economics"**

The New Year will be kicked off by examining the wild world of global and domestic economics that have created "black swans" or unusual events in managing your business strategically and day by day. The BRICS Nations, Europe, and the general United States economy will be presented in terms that one can use to analyze and follow the economic metrics that will impact your future. A discussion of major mega trends occurring in the world as well as the agricultural industry will be interwoven into the discussion.

#### **Learning Objectives:**

- ◆ To understand and interpret key global and domestic economic indicators in strategic decision making
- ◆ Use as a diagnostic tool to assess risk and business opportunities for your business, industry, and local community

#### **Actions or Outcomes:**

- ◆ The group will discuss the five major strategic risks and opportunities for the agricultural industry in the area
- ◆ Discuss and evaluate how key global and economic indicators are impacting your business and area
- ◆ Conduct a S.W.O.T. of your area (Strengths, Weaknesses, Opportunities, and Threats).

#### **January 23, 2012 - "Transition Management"**

Farm business transition management is one of the top three issues facing the global business community. This webcast will discuss the key elements of preparing and grooming the younger generation for the business. Second, there will be a discussion of the key elements needed to successfully transition the older generation out of the business including some of the common mistakes and solutions. With non-farm heirs and the changing demographics of the agricultural and rural community impacting business and lifestyle, you will not want to miss this topic.

#### **Learning Objectives:**

- ◆ Sixteen critical elements of farm business transition
- ◆ Pitfalls and potholes of successful business transition
- ◆ Use of advisory teams and the do's and don'ts of meetings and follow-up

#### **Actions or Outcomes:**

- ◆ Group discussion of the biggest train wrecks in farm business transition in the area
- ◆ Group discussions of successful business transitions and why they occurred
- ◆ Complete a one page transition management assessment for your business

#### **January 30, 2012 - "A Real Inside Look at How the Government Works" (Guest Speaker: Hank Moore)**

This webcast will feature a guest speaker, Hank Moore, a former clerk and staff director for the U. S. House of Representatives Agriculture Appropriations Committee. Hank has worked in many different positions in the government or closely linked to the government for more than thirty years. He will give his view of "no donkeys, no elephants, and no bull." Facilitated by Dr. Kohl, this session will include a candid discussion of how the future government regulations and policies will affect your business, community, and family.

#### **Learning Objectives:**

- ◆ Understand how government really works
- ◆ Use of agricultural policy in a farm business
- ◆ Determine how future government policy impacts our community

#### **Actions or Outcomes:**

- ◆ Discuss how we can dialogue public policy without political polarization
- ◆ Group discussion of what future agricultural policy will look like in the future farm bill
- ◆ Discuss how each of us can and need to be involved in policy making



### Course Descriptions

#### **February 13, 2012 - "How the FDIC and Regulators are Impacting Producer Financial Negotiations"**

If you want to increase the blood pressure of any agricultural lender, then mention the word "review" by a state or federal examination team. Recently passed regulations will impact how you negotiate with your agrilender. Who are the FDIC and FCA, and how will these entities influence financial documentation, financial analysis, portfolio concentrations, and overall credit analysis? Folks, the rules are changing, so attend this webcast to see how your business must change or possibly be on the outside looking in for renewal and long term borrowing needs.

#### **Learning Objectives:**

- ◆ Basic understanding of the regulations that govern the agricultural institutions extending credit
- ◆ Determine what the regulators want so that you can develop financial packages to obtain credit for financial decisions
- ◆ Facilitate discussion amongst producers and lenders concerning this hot topic in the financial industry

#### **Actions or Outcomes:**

- ◆ Group will discuss some of the challenges that are now present in the financial industry that are impacting borrowing and investing decisions.
- ◆ Complete a one page assessment of your business' financial preparedness given the new rules mandated in the legislation

#### **February 27, 2012 - "Hot Topics & More"**

This webcast will discuss a multitude of issues raised by you as a lifelong learner. The first will be the use of profits or extra cash. Do you pay off debt, expand, or invest? Should producers purchase land in other states or countries? What are the do's and don'ts? Where is the "smart money" going? What are the key elements of managing and investing that stand the test of time whether it's agriculture, your business, new investments and ventures, or whether you are just attempting to stay afloat?

#### **Learning Objectives:**

- ◆ Understanding a profit plan in the top of the cycle as it pertains to debt, expansion, and investments
- ◆ How to understand financials of a new venture or an agribusiness
- ◆ Tune up with the best management practices regardless of your business position

#### **Actions or Outcomes:**

- ◆ Facilitate discussion and questions of the aforementioned topics and provide perspectives to the group
- ◆ Complete a checklist of practices that correspond to topics that can assess how you stack up in strategic and day to day decision making