## Annie's Project and Level II Registration

Register by calling 937-484-1526 or mail form to: Champaign County Extension, 1512 South US Hwy 68, Suite B100, Urbana, Ohio 43078

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Please list any dietary restrictions:

**Select your registration type:**

- Level 1 (first time Annie’s attendee) __________
- Level II (attended Annie’s previously) __________

**For Level II attendees only:**

- Date and location of Annie’s Project last completed: ____________________________
- Choose preferred track: Grain marketing______ Direct marketing______

**Cost:** $130 per participant due by Dec 31. All lodging, materials and meals are included. Bedding and towels will be provided.

**Make checks payable to:** OSU Extension

**Registration is limited to 24 participants.**

**Sponsored by:**

- Auglaize
- Champaign
- Clark
- Miami
- Logan
- Shelby
- farmCREDIT
- Nationwide

## ANNIE’S PROJECT & LEVEL II RETREAT

**January 11-13, 2019**

Kirkmont Center, Croft House
6946 County Road 10, Zanesfield, OH 43360

**Mission:**

*Our mission is to empower farm and ranch women to be better business partners through networks and by managing and organizing critical information.*
Annie’s Project Level 1

Schedule

Friday 4:30 pm
Registration
Introduction, Real Colors®, Family and Business Communication

Saturday 7:30am – 8:30 pm
Farm Business Planning
Mission statement and goal setting, developing a business plan, balance sheets and credit scores

Retirement and Farm Transition
Preparing for retirement, farm transition and succession planning

Managing Production Risk
Insurance, diversification, direct and grain marketing

Government and Political
Telling your story, CAUV, Farm Service Agency and USDA-NRCS

Sunday 8:00-11:00 am
Legal Liability
Liability issues, contracts, leases, and program evaluation.

Level II

Friday 4:30 pm
Registration
Introduction, Navigating Difficult Conversations, and Mapping Farm Responsibilities

Saturday 7:30am – 8:30 pm
Succession Planning
Getting Your Affairs in Order

Legal Risk
Legal farm issues Q&A, farmland leases

Managing Production Risk
Two tracks: Grain marketing or direct marketing

Financial Risk
Enterprise budgets, benchmarking, recordkeeping beyond tax returns, business plans reviewed

Sunday 8:00-11:00 am
Human Resource Risk
Handling farm stress, prioritizing your responsibilities

Who is Annie?

Annie grew up in a small farm community with a goal to marry a farmer, and she did. Annie spent her life learning how to be an involved business partner with her farm husband. Annie’s Project was designed by her daughter to provide risk management education for women involved in all aspects of the agriculture industry. Since 2000, well over 5,000 women have completed the workshop.

What will you gain?

Annie’s Project participants say they find answers, strength, and friendship – and also grow in confidence, business skills and community prestige through this program. Annie’s Project provides education and a support network to enhance business skills of women involved in all aspects of agriculture. Through the program, you will gain insight and knowledge about:

- Your personality temperament and how it affects communication
- The importance of organizational skills and goal setting.
- How to find resources and work with professionals to meet your goals.

What women have said about Annie’s Project?

“I changed my mind about how to approach communication with my in-laws as business partners.”

“I have gained tools to help improve management of our farm and insight on how to communicate the resources to other members of the farm.”

“I appreciated getting to meet others with a shared interest.”

“I encourage any woman to attend one of these great programs!”

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