

Monsanto Women in Agriculture

Guest Speakers

Jennifer L. Garrett, Ph.D.

Dr. Garrett is a Technical Services Specialist for Monsanto Dairy Business. She grew up on a 160 cow, family dairy farm in southern Kentucky. Prior to her arrival at Monsanto, Dr. Garrett was an assistant professor in Dairy Extension at the University of Missouri.

Brad Hilty, M.S., Animal Science/ Reproductive Physiology

Mr. Hilty is the Owner/Chief Consultant of PLS Agrimanagement Associates, which was established in July, 1991. In the past six years, Mr. Hilty has worked with over 250 farm families to analyze their farming businesses and to establish strategies that enabled many of them to improve the Profitability, Liquidity, and Solvency of their farming business. He has developed loan proposals and obtained financing for major dairy expansions and/or business restructures for approximately 60 farming businesses, ranging from 200 to 500 cows. Mr. Hilty's accounting service, is presently the only accounting service marketed as a *managerial accounting service*, rather than a tax accounting service. PLS Agrimanagement Associates provide farm management, accounting, and production consulting services to clients in Pennsylvania and Maryland.

Kay Slusser, M.S.

Kay was born and raised in Blair County. After graduating from Indiana University of Pennsylvania, she worked as an extension home economist in a number of counties in Pennsylvania and Ohio. She received her Master's Degree from Penn State in Finance and Home Management. Kay and her husband, Dave, purchased a farm in Crawford County and began operating Orange Bucket Farm. For 24 years, the Slussers bred and showed registered Holstein cattle. Kay and her husband now live in State College, where she is active in her church, teaches a cooking class for wives of international graduate students, helps the PA DHIA with promotion and advertising, and just enjoys life!

Ron Eberhard a professional member of the National Speakers Association and the Ohio Speakers Forum, is a motivational seminar leader and humorist. He has recently received appointment as an active member of the American Society of Agri-

cultural Consultants. Ron has been called an "editor of life". He was awarded the Distinguished Alumni Award from the College of Agriculture at Ohio State in 1977. Having grown up on a 210 acre farm, Ron came home to join his father after college. They farmed four and a half years - without a written agreement - before "the partnership" ended at his father's request.

March 31, 1998 Toftrees Resort State College, PA

March 31, 1998

- 8:00 a.m. Registration
- 9:00 a.m. Welcome
- 9:15 a.m. Ron Eberhard
"How to Keep the Family Tree From Falling on You"
- 10:00 a.m. Brad Hilty
"Improving Farm Profits" Financial Analysis and Developing a Business Plan
- 11:00 a.m. Break
- 11:15 a.m. Jennifer Garrett, Ph.D.
"Getting the Most From Your POSILAC® Dollar"
- 12:30 p.m. Lunch
- 1:30 p.m. Ron Eberhard
"As the Family Whirls"
- 2:20 p.m. Workshop Session 1
Group A Ron Eberhard
"People Planning - How to Get the Most Out of Me and Those Around Me"
Group B Brad Hilty
"Can a Computer Save Me Time and Money?"
Farm Software Hints and the Internet
Group C Dr. Jennifer Garrett
"Heifers-From the Bottle to the Bulk Tank"
- 3:05 p.m. Workshop Session 2
Same as Above

- Please choose two of the three workshops.

3:55 p.m. Kay Slusser
"I'd Pick More Daisies if I had Time: Time Management Tips for Farm Wives"

4:25 Open Speaker Forum

Monsanto Women in Agriculture Registration 1998

Name:

Business Name:

Address:

City, State, Zip:

Telephone:

Workshop Selection - Please Circle 2 of 3

Group A B C

Registration Fee:

\$20.00 per person for the Conference
\$25.00 Additional per person for overnight Accommodations

Please make checks payable to:

Monsanto Dairy Business

Please mail the registration form and payment or call by **March 17, 1998** to:

Karen Gray-Keller
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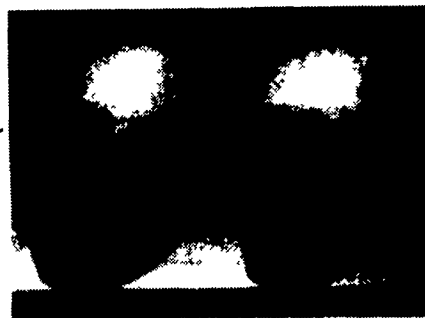
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