



**A farm women's workshop  
for management and  
decision-making in the  
complex, dynamic world of  
agriculture.**

**Thursdays  
August 19, 26, &  
September 2, 9, 16, 23, 2010**

**1:00 p.m.—4:00 p.m. EDT**

or

**6:30 p.m.—9:30 p.m. EDT**

(Site locations listed on back)

*Sponsored by the:*

**Purdue Extension  
Women in Agriculture  
Team**

[www.agriculture.purdue.edu/wia](http://www.agriculture.purdue.edu/wia)

*Purdue Extension*  
**Knowledge to Go**

**1-888-EXT-INFO**

***Empowering farm women to be better  
business partners.....***

If you are a farm woman with a passion for business involvement, you need to attend this 6-week course designed just for you!

**Critical decision-making and information topics on:**

- (1) Production Risk Management**
- (2) Marketing Risk Management**
- (3) Financial Risk Management**
- (4) Legal Risk Management**
- (5) Human Resources Risk Management**

To learn more about the curriculum visit the **Annie's Project Website**  
<http://www.extension.iastate.edu/annie/>

**Objectives**

Annie's Project is a comprehensive educational program and support network for Midwestern farm women designed to:

- (1) Deliver technology training to farm women, enhancing their business skills**
- (2) Develop a support network, which is essential for continuing education and self-help.**

At the end of the program, farm women will have increased their knowledge about:

- 1. The importance of goal setting**
- 2. Their personalities and how they affect relationships with others**
- 3. The importance of organizational and time-management skills**
- 4. How to work with professionals to meet goals**

**A project grant funded by:**

[www.NCRME.org](http://www.NCRME.org)

NORTH CENTRAL  
RISK MANAGEMENT  
EDUCATION CENTER



**Host Sites**

**1:00 p.m.—4:00 p.m. (EDT)/  
12:00 p.m.—3:00 p.m. (CST) Sites**

- **Franklin County**—Holly Murray  
Brookville, (765) 647-3511
- **Kosciusko County**—Kelly Heckaman  
Warsaw, (574) 372-2340
- **Wayne/Union County**—Stacy Herr  
Richmond, (765) 973-9281

**6:30 p.m.—9:30 p.m. (EDT)/  
5:30 p.m.—8:30 p.m. (CST) Sites**

- **Perry County**—Margie Zoglmann  
Tell City Schergens Center, (812) 547-7084

*For more information, please contact:*

**Purdue Extension—Kosciusko County**  
Kelly Heckaman, Warsaw

If you require auxiliary aids and services due to a disability or have a special food needs, please contact us by **August 12** at 765-973-9281.

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# What is Annie's Project?

Annie's Project is a 6 week course designed especially for farm women. Sessions will combine lecture, discussion, individual and small group activities, and computer training. Annie's Project strives to help farm women gain the understanding and knowledge necessary to be active and involved farm partners. Annie's Project will also help women find new ways to balance the demands of family, community and professionalism within the ag community. The program is in honor of Annie Fleck, a woman that lived in a small town in Illinois. She spent her lifetime learning how to become a better business partner with her husband.



Annette (Kohlhagen) Fleck  
Circa 1942.



## Program Schedule\*

### August 19

#### Introduction to Annie's Project

- Real Colors
- Improve, strengthen, and understand more about all modes of communication

### August 26

#### Farm Family Finances

#### Lynn Lambert, CPA; Strategic Financial Group LLC, Merrillville, IN

- Tracking expenses & income
- Insurance for the farm & family
- Estate & retirement planning

### September 2

#### Marketing Crops and Livestock

#### Dr. Corinne Alexander, Purdue Extension Specialist

- Learn basic marketing terms
- Grain and Livestock marketing
- Marketing grain with the local elevator

### September 9

#### Farm Financial Analysis

#### Dr. Freddie Barnard, Purdue Extension Specialist

- Balance Sheet, Income Statements and Cash Flow
- Ag lender perspective
- Farm Service Agency Programs

### September 16

#### Computer Software & Record Keeping for the Farm Business

- Learn how to use Fastools to aid your business decisions
- Excel spreadsheet basics
- Budgeting and record keeping

### September 23

#### Farm Business Plans

#### Dr. Maria Marshall, Purdue Extension Specialist

- The importance of business plans for your operation
- Contingency Planning
- Wrap up & program evaluation

\* Educational topics may vary by site in order to meet the unique educational needs at each site.



## 2010 Annie's Project Registration Form

Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Email Address \_\_\_\_\_

\_\_\_\_ Yes. Please add my email address to your list so that I may receive electronic communication relating to Women in Agriculture issues.

### Please list any special dietary needs:

\_\_\_\_\_  
\_\_\_\_\_

### **Registration Fee is \$75/person**

(Includes handouts, refreshments, and resource materials)

### Registration Deadline: **August 12.**

Please add \$10/person late fee after  
**8/12/10**

Site Attending: \_\_\_\_\_

X \_\_\_\_\_ \$75/person = \$ \_\_\_\_\_

X \_\_\_\_\_ \$10(late fee)/additional person = \$ \_\_\_\_\_

**Total Enclosed** = \$ \_\_\_\_\_

### **Registration is due August 12, 2010**

*Please make your check payable to:*

### **Purdue CES Ed Fund**

*Please mail to:*

Purdue Extension—Wayne County  
401 East Main Street  
Richmond, IN 47374