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Dept. of Agricultural Economics



If you cannot attend this K-State Ag Profitability Conference, you may be able to attend other conferences in your area. For more information about locations and topics, please visit : [www.AgManager.info](http://www.AgManager.info) and click on "Upcoming Events".

*"Knowledge for Life"*

## SCHEDULE

- 9:00 Registration (*rolls, coffee/juice*)
- 9:30 *Beef Profitability & Outlook*  
Glynn Tonsor
- 10:15 *Sell Cows, Build Herd, or Get Out?*  
Kevin Dhuyvetter
- 11:00 Break
- 11:15 *Using the AgManager Cattle Tools*  
Rich Llewelyn
- 11:45 Lunch
- 12:30 Panel: *Feedlot Perspectives*  
Mark Harms, Josh Mueller
- 1:30 *Matching Grass to Calving*  
K.C. Olson
- 2:15 Conference Adjourns

Kansas State University is committed to making its services, activities and programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Rich Llewelyn, (785) 532-1504.

It is the policy of Kansas State University Agricultural Experiment Station and Cooperative Extension Service that all persons shall have equal opportunity and access to its educational programs, services, activities, and materials without regard to race, color, religion, national origin, sex, age or disability. Kansas State University is an equal opportunity organization. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating, Gary Pierzynski, Interim Director.

2011-2012  
Kansas State University

**AG**  
**PROFITABILITY**  
**CONFERENCE**

January 23, 2012

Engine Club  
Building  
Goessel, KS



Kansas State University  
Department of Agricultural Economics

# MEET THE SPEAKERS

## Kevin Dhuyvetter

Kevin Dhuyvetter assists farmers, landowners, and others throughout Kansas with risk and return assessment of alternative crop and livestock production and marketing systems. He works extensively with land-related issues such as buying and leasing land. Current research projects are looking at factors impacting land values, economics of no-tillage and other crop-related production technologies, the economics of grazing systems, and factors affecting feeder cattle prices and basis, and the economic returns of alternative dairy systems. One of Kevin's trademarks is his development of decision tools that can be used by clientele for helping them with the myriad of decisions they face in their operations.

## Glynn Tonsor

Glynn Tonsor joined the Dept. of Agricultural Economics at Kansas State University in March 2010 as an Assistant Professor. He obtained his Ph.D. from KSU in 2006 and was an Assistant Professor in the Dept. of Agricultural, Food, and Resource Economics at Michigan State University from May 2006 to March 2010. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. Through applied research and first-hand knowledge with livestock production, Glynn has expertise in topics including animal identification and traceability, animal welfare and handling, food safety, and price risk management. Glynn's research on a host of livestock economic issues has resulted in numerous published journal articles and other publications.



## K.C. Olson

K.C. Olson is an associate professor of cow-calf nutrition and management. He is actively involved in the education programs at KSU and takes great pleasure in the privilege of helping to train the next generation of Great Plains ranchers and farmers. KC's research program addresses questions that directly affect beef industry profitability. Specific areas of research include: nutritional management of cattle grazing native range; effects of calthood nutritional management on carcass quality and value; and factors influencing grazing behavior. KC holds advanced degrees from Kansas State University and North Dakota State University. KC originally hails from northwestern North Dakota, where he grew up on a commercial cow-calf and ranch horse operation. KC, his wife Karli, and sons Charles and Theodore reside near Allen, KS. In his off-time, KC enjoys spending time with his family, being active in his church, and practicing martial arts.

## Josh Mueller

Josh Mueller has a BS in Animal Science and a minor in Business from Kansas State University. He has been an independent contractor for Superior Livestock Auction since 2003. He maintains a livestock order buying business, along with his cow/calf, stocker backgrounding operation.

## Rich Llewelyn

Rich Llewelyn is an Extension Assistant in the Department of Agricultural Economics at K-State. Raised on a farm in Riley, KS, he is a graduate of K-State with a PhD in Agricultural Economics in 1995. He then spent 10 years teaching economics and working with urban community development in Surabaya, Indonesia before returning to Kansas in 2006 to work with the AgManager.info website and departmental conferences, including the Risk and Profit conference and the Ag Profitability conferences.

# 2011-2012 AG PROFITABILITY CONFERENCE

Registration  
January 23, 2012  
Goessel, Kansas

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Lunch included.**

**\$10 if pre-registered by:**

**January 19, 2012**

**\$15.00 at the door**

**Send registrations to:**

**McPherson County Extension Office  
600 W. Woodside, McPherson, KS 67460**

**For more information contact:**

Dale Ladd — McPherson County Extension  
620.241.1523 or [dladd@ksu.edu](mailto:dladd@ksu.edu)

Jonie James — Harvey County Extension  
316.284.6930 or [jjames@ksu.edu](mailto:jjames@ksu.edu)

Rickey Roberts — Marion County Extension  
620.382.2325 or [rroberts@ksu.edu](mailto:rroberts@ksu.edu)