

# Your Future. Your Family. Your Farm Bureau.



## Young Farmer & Rancher Conference

# January 20-21, 2017

**All Farm Bureau members and young farmers and ranchers** (membership not required) between the ages of 18-35 from Wyoming will gather for a premiere event. The conference provides the opportunity to network, listen to informational and motivational speakers.

**Meeting Registration & Hotel Deadline: Jan. 6, 2017**

See reverse side for details.

**Featured presentation: “Hard Work and Harmony” presented by  
Dave Pratt with Ranch Management Consultants.**

Mr. Pratt is a highly sought-after speaker and respected authority on ranch profitability, ecology and family/business relationships. His company teaches the “Ranching for Profit” schools. This three hour interactive and energetic workshop will be the main event on Friday, Jan. 20 at the conference. Participants will learn practical tools to help improve their business/family relationships.

Pratt explains that when family relationships are layered on top of business relationships it is hard to understand what harmony really is. “You don’t get harmony when everyone sings the same note,” Pratt said. “Harmony means constructive disagreement which leads to better decisions; in fact if we all agree then only one of us is necessary. You learn from people who disagree and challenge your point of view and that leads to stronger decisions.”

Contact:  
[kclark@wyfb.org](mailto:kclark@wyfb.org) or  
307.532.2002  
[www.wyfb.org](http://www.wyfb.org)  
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# YOUNG FARMER & RANCHER CONFERENCE

*"Your Future. Your Family. Your Farm Bureau."*

## Registration Form

January 20-21, 2017

Snow King Lodge in Jackson Hole, Wyoming

Conference Agenda available at [www.wyfb.org](http://www.wyfb.org)

Name: \_\_\_\_\_ Spouse's Name: \_\_\_\_\_

\*\*# of Children Needing day care \_\_\_\_\_ # of Children Needing Meals \_\_\_\_\_  
Names and Ages \_\_\_\_\_

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

Phone Number: \_\_\_\_\_ Cell Phone \_\_\_\_\_

E-mail: \_\_\_\_\_

Registration fee is \$105/adult and at cost/child\*\* and may be paid by check *prior* to the conference. Late registrations (after Jan. 6) may be accepted if space available and will be \$145/adult.

*\*\*Children are welcome and we may be able to offer children's meals at cost. Please indicate if you need children's meals to determine cost or please indicate if child will not require a meal. Please also indicate if you will utilize the day care option to aid in planning numbers. Thank you.*

Total amount due: \$ \_\_\_\_\_

Indicate form of payment: \_\_\_\_\_ check \_\_\_\_\_ cash \_\_\_\_\_ Bill County Farm Bureau

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**For room reservations**, please call the Snow King Lodge at 800-522-5464 and mention "Young Farmer & Rancher Conference Master" to receive the room rate of \$109 plus a \$15 resort fee per night. Tax is not inclusive of the rate; tax rate is 8 percent. Online reservation is available at: [www.snowking.com](http://www.snowking.com) (group #129201) or follow this

link <http://bookings.ihotelier.com/bookings.jsp?groupID=1732318&hotelID=77244>

The reservation cut-off date is Jan. 6, 2017. *NOTE: The resort has a seven (7) day individual cancellation policy for this conference. If you cancel at least 7 days prior to the conference, you will not be charged for your reservation.*

**Jan. 6, 2017 REGISTRATION DEADLINE**, this form and payment due by Jan. 6.

Mail to Kerin Clark, Wyoming Farm Bureau, PO Box 685, Torrington, WY 82240  
Questions/Contact: 307-532-2002 or [kclark@wyfb.org](mailto:kclark@wyfb.org)



# Young Farmers & Ranchers Conference

January 20-21, 2017  
Jackson, Wyoming

## TENTATIVE SCHEDULE

### Friday, January 20, 2017

12:30 PM Conference Kick-Off

*Invocation & Pledge of Allegiance*

*State YF&R Chair Welcome and State YF&R Committee Video*

1:00 PM “*Hard Work & Harmony—Effective Relationships on Family Ranches*”  
--Dave Pratt, Ranching Management Consultants

*Attendees will be challenged to ask important questions about management styles, having the right people in the right positions, and managing through conflict. This presentation will help identify customers, products, keys to motivation, and how to get everyone on the same page.*

**Sponsor Appreciation: Plank Stewardship Initiative is the proud sponsor of featured speaker Dave Pratt.**

2:30 PM Networking Break

3:00 PM “*Hard Work & Harmony*”--Continued

4:30 PM Breakout Sessions

- *Q&A with Dave Pratt*
- “*Ensuring Ranch Sustainability through Rangeland Monitoring*”  
– Bree Lind & Shari Meeks, Sublette County Conservation District

6:30 PM Social with Cash Bar

7:00 PM Dinner

*John Heyneman – Plank Stewardship Initiative*

*Cole & Sammie Coxbill –AFBF National YF&R Committee/National YF&R Chair*

*Mock Discussion Meet*

9:00 PM Hospitality Room / Social

### Saturday, January 21, 2017

8:00 AM Morning Devotions & Breakfast

9:00 AM “*Managing for Success in a Challenging Economy*”  
—Carl Horne, Farm Credit Services of America

- **Measuring Financial Performance:** *You may have heard the saying "You can't manage what you don't measure." This workshop will cover a few of the top practices in measuring the financial performance of your operation.*
- **Effective Decision Making:** *What commonly separates successful ranchers from the rest of the pack is their ability to make effective decisions, consistently, over time. We'll present several easy-to-execute business and financial planning steps that will help you organize your operational priorities and guide your decision making.*

- **Getting Partners on Board:** Business partners, including family, neighbors, vendors and lenders, can be crucial to the growth and long-term success of your business. We'll share insights on how some top young producers are gaining partners' trust, expertise and capital through a focus on effective presentations of business and financial plans. Electronic copies of the business planning and financial tools covered in the workshop will be provided.

**Sponsor Appreciation: Thank you to Farm Credit Services of America for joining us again this year as a Platinum level sponsor.**

**Saturday, January 21, 2017 (Continued)**

**10:30 AM      Networking Break**

**10:50 AM      Brucellosis Discussion Panel**

*Speakers: Jim Logan (WY State Vet), Scott Talbott (WY Game & Fish) are confirmed. Ranchers are invited.*

**12:00 PM      Tour Instructions & Lunch Available**

**1:00 PM      Vertical Harvest and Flat Creek Saddlery Tours (Split Group)**

*Jackson, Wyoming is home to one of the world's first vertical greenhouses located on a sliver of vacant land next to a parking garage. This 13,500 sq. ft. three-story stacked greenhouse utilizes a 1/10 of an acre to grow an annual amount of produce equivalent to 5 acres of traditional agriculture. Vertical Harvest sells locally grown, fresh vegetables year round to Jackson area restaurants, grocery stores and directly to consumers through on-site sales. Vertical Harvest replaces 100,000 lbs of produce that is trucked into the community each year.*

**3:45 PM      Ranch Tour (TBD)**

**5:30 PM      Social with Cash Bar at The Virginian**

**6:00 PM      Dinner at The Virginian**  
*Animal Health Presentation*

**8:30 PM      Hospitality Room / Social**



***Agenda updates at [www.wyfb.org](http://www.wyfb.org)***  
**Contact: 307-532-2002 or [kclark@wyfb.org](mailto:kclark@wyfb.org)**

**Wanting to go skiing while in town for the YF&R Conference?? Discount of 20% will be given to conference attendees.**

Participants in the Wyoming Farm Bureau Federation YF&R Conference will receive 20% off activities and ski passes at [Snow King Mountain](http://Snow King Mountain). These include [daily ski tickets](#), [ski school](#), [ski and snowboard rental](#), and the [Cowboy Coaster](#) and [King Tubes](#) for you and your family. Please present your conference credentials when purchasing tickets at any point of sale. Ski School is the only activity that requires advance reservation, and can be booked by calling (307) 734-3188 or emailing [school@snowkingmountain.com](mailto:school@snowkingmountain.com).