

Heart of the Farm

A Program for Women in Agriculture



Thursday, December 13, 2018

Oconto County Courthouse
L.E.C. Conference Center
301 Washington Street
Oconto, WI 54153

9:30 am—3:15 pm



Sponsors



University of Wisconsin-Extension

This program is sponsored by
UW-Extension in Marinette,
Oconto, and Shawano Counties.

Heart of the Farm is also supported by the
following organizations:



If you have any questions, please contact:

Sarah Mills-Lloyd, Oconto County
(920) 834-6845 or sarah.millsllloyd@ces.uwex.edu

Scott Reuss, Marinette County
(715) 732-7510 or scott.reuss@ces.uwex.edu

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Registration Form

Registration due by December 6, 2018

Name: _____

Send Registration form and check to:

Address: _____

Oconto County UW-Extension

City/ State: _____

c/o Heart of the Farm

Zip: _____ County: _____

301 Washington Street
Oconto, WI 54153

Phone: _____

Please indicate dietary restrictions: _____

Please make checks payable to:

Registration Cost: \$20.00

UW-Extension

Heart of the Farm— Oconto County Courthouse

Mission

Farm Management and Production Education for Women

An opportunity to connect with other women in agriculture!

Agenda

- 9:30 am** **Registration**
- 10:00 am** **The Art of Negotiating: Getting What You Need—Part 1**
- 11:00 am** **Paint a ‘Moo’ving Cow Portrait**
- 12:30 pm** **Lunch (Provided)**
- 1:00 pm** **An Entrepreneur's Take on ‘Real World’ Negotiating**
- 1:30 pm** **The Art of Negotiating: Putting It Into Practice—Part 2**
- 2:30 pm** **Needs, Wishes and Legalities in a Cropland Rental Contract**
- 3:00 pm** **Wrap-up and Evaluations**
- 3:15 pm** **Adjourn**

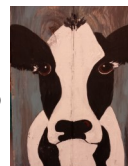
Speakers

The Art of Negotiating: Getting What You Need: Part 1 & 2

Sarah Mills-Lloyd—Agriculture Agent, *Oconto County*
Negotiation is a critical business management skill. Whether you are negotiating with customers, employees, or family members there are specific strategies and planning tools that can help move the process forward in a positive direction. Learn techniques of negotiation and the key obstacles women encounter in negotiating.

Paint a “Moo’ving Cow Portrait

Barbara Anderson—Local Artist, *Marinette County*
Explore your creative side while networking with others! No prior experience necessary as Barbara will lead us through painting techniques to create a cow portrait of your own! All painting supplies will be provided.



An Entrepreneur’s Take on ‘Real World’ Negotiating

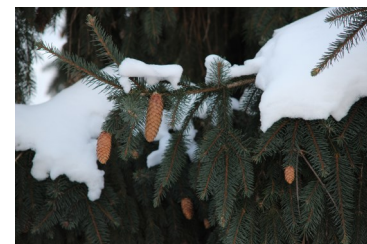
Erin Hischke—Owner, *Sweet Grass Farm*
Listen to and learn from a local Oconto County business owner on using the techniques of negotiation in a successful business model. Understand how the technique could work for you in this session.

Needs, Wishes and Legalities in a Cropland Rental Contract

Scott Reuss—Agriculture Agent, *Marinette County*
Renting land is part of many farm business’ management structure. What can or should be included in the contact? What are the legal obligations of the renter versus the owner? Learn the answer to these questions, and other important factors in a cropland rental contact.

Goal

The *Heart of the Farm — Women in Agriculture Conference* addresses the needs of farm women by providing education on pertinent topics, connecting them with agricultural resources, and creating support networks.



Cost: \$20.00/person

Meeting Location:
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