











# SPOKANE AGSHOW





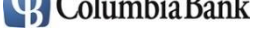
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## 2020 Seminar Schedule




Convention Center February 4 – 6, 2020

TOPIC	PRESENTER	MEETING RM	ROOM SPONSOR
<b>Tuesday, February 4, Noon</b>			
How to Insure Your Farm's Revenue using Crop Insurance	Matt Floyd and Christy Harrison	Room 401A	 WESTERN INSURANCE ASSOCIATES
An Overview of Herbicide Resistance in the Pacific Northwest <b>(Pesticide Recertification Course)</b>	Rachel Zuger	Room 401B	
Simplifying Farm Record Keeping	Justin Hunt	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
WSU Cereal Variety Testing: Providing Tools for Grower Success	Clark Neely	Room 402A	
Washington's AgriAbility – Restoring Hope and Preserving Independence	Curt Johnson	Room 402B	
A Complete Overview to Changes in the Livestock Brand Inspection Program	Robbie Parke	Room 402C	





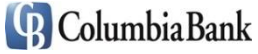
TOPIC	PRESENTER	MEETING RM	ROOM SPONSOR
<b>Tuesday, February 4, 1:30 PM</b>			
Commodity Marketing 101 & Outlook for 2020	Kevin Duling	Room 401A	 WESTERN INSURANCE ASSOCIATES
Integrated Weed Control in Cereal Grain Systems <b>(Pesticide Recertification Course)</b>	Aaron Esser	Room 401B	
Properly Using the Qualified Business Income Distribution to Save Up to 20% on Taxes	Jared King and Ryan Janke	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Land Value Trends – Regional and the Northwest States	Eric Beswick and Paul Vuletich	Room 402A	
Lifecycle of the Family Farm – How to Keep it in the Family	Corey Brock	Room 402B	
Ag Lending: Secrets(?) in Banking	Brian Woodward	Room 402C	

TOPIC	PRESENTER	MEETING RM	ROOM SPONSOR
<b>Tuesday, February 4, 3:00 PM</b>			
Drone Operations and Applications for Agriculture and Forestry	Seth Flanders	Room 401A	 WESTERN INSURANCE ASSOCIATES
Pesticide Regulation and Label Changes in 2020 <b>(Pesticide Recertification Course)</b>	Tim Schultz	Room 401B	
Dams, Salmon and Orcas – A Reality Check	Kristin Meira	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Tying It All Together with Precision	Brian Bohnhoff	Room 402A	
Farm Legacy – Overview of Asset Protection and Long-Term Care	Norm Brock and Corey Brock	Room 402B	
Land as Your Legacy – Planning for the Future	Jon Allen	Room 402C	






TOPIC	PRESENTER	MEETING RM	ROOM SPONSOR
<b>Wednesday, February 5, 10:30 AM</b>			
Elections Come and Go. Results Last A Lifetime. An Investment Review of U.S. Presidential Elections	Ty Barbery	Room 401A	 WESTERN INSURANCE ASSOCIATES
Biology and Management of Rush Skeletonweed and Smooth Scouringrush <b>Pesticide Recertification Course</b>	Drew Lyon	Room 401B	

How to Succeed in Doing International Business	Vern Jenkins and Allan Peterson	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Pasture, Rangeland and Forage, A Key Part of Your Risk Management Plan and an Update from our Capital	Jordyn McCord, Carlye Anderson and Marva Uilleland	Room 402A	
Five Essential Ways to Increase Equipment Life	Alex McCauley	Room 402B	
Final Update on ARC/PLC Decision	Paul Neiffer	Room 402C	





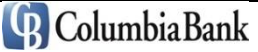
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<b>Wednesday, February 5, Noon</b>			

Grass Breeding at WSU: No-Burn Kentucky Bluegrass and the New Farm	Michael Neff, Charles Golob, Jon Schnore and Xin Xin	Room 401A	
Increasing Wheat Yield 1 BU/AC at a Time through Management <b>(Pesticide Recertification Course)</b>	Aaron Esser	Room 401B	
Apply Trump's Tax Law to Your Farm Operation	Cade Weber	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Healthy Soils: What are You Missing?	Paul Carter	Room 402A	
Utilizing LLC's and Entities to Preserve Your Legacy	Corey Brock	Room 402B	
Estate and Succession Planning for Your Agricultural Business	Edward Duvall and William Etter	Room 402C	


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<b>Wednesday, February 5, 1:30 PM</b>			

Generate Extra Income on Your Farm with Conservation: An Overview of Programs	Doug Phelps	Room 401A	
Root disease research at USDA-ARS in Pullman: What's new from 2019 <b>(Pesticide Recertification Course)</b>	Tim Paulitz	Room 401B	
Manage the Farm from the Tractor Seat: Benefits of Adding a CFO to Your Operation	Larissa Zeiler and Lisa Martin	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Balance Sheet Workshop: Build a Balance Sheet Using Basic Financial Information to Make Informed Business Decisions	Ben Showalter	Room 402A	
Overview of Protecting Assets and Long-Term Care	Norm Brock and Corey Brock	Room 402B	
Stand Out from the Crowd by Building a Farm Tenant Resume	Tim Cobb	Room 402C	


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<b>Wednesday, February 5, 3:00 PM</b>			

Greening Up Green – the Impact of a Carbon-Free Future	Andy Barth	Room 401A	
How to Control Downy Brome, Feral Rye and Jointed Goatgrass in PNW winter wheat production <b>(Pesticide Recertification Course)</b>	Chad Shelton	Room 401B	
Mental Health on the Farm	Matt Layton	Room 401C	Leffel, Otis & Warwick, P.S. <i>Certified Public Accountants</i>
Diversity Is Not A Four-Letter Word	Rob Sharkey	Room 402A	
Commercial Vehicle Regulations – An Overview for Farmers	Trooper Tony Olivas	Room 402B	
Entrepreneurial Farming Needs Entrepreneurial Solutions – Don't Let Insurance Prevent You	Pepper Harman and Josh Smart	Room 402C	

TOPIC	PRESENTER	MEETING RM	ROOM SPONSOR
<b>Thursday, February 6, 10:30 AM</b>			

Solutions for Tough to Control Weeds in Cereals and Chemical Fallow <b>(Pesticide Recertification Course)</b>	Travis Frei	Room 402A	
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<b>Thursday, February 6, Noon</b>			

Identification and Management of Winter Wheat Diseases <b>(Pesticide Recertification Course)</b>	Tim Murray	Room 402A	
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