

**Training Seminar I** This seminar will provide instructional training for the following programs:

**Crop Insurance Decisions**

- Crop Insurance Calculator
- Crop Insurance Historical Evaluator

**Enterprise and Breakeven Analysis**

- Enterprise Allocation
- Breakeven Analysis

**Farmland Lease Decisions**

- Crop Budgeting Tool
- Farmland Lease Analysis
- Farm Rent Evaluator

**Land Decisions**

- Illinois Farmland Sales Database
- Land Purchase Analysis

**Machinery Decisions**

- Capital Budgeting
- Lease vs. Purchase
- Machinery Economics
- Machinery Financing

**Training Seminar II** This seminar will provide instructional training for the following programs:

**Crop Marketing and Storage Decisions**

- Crop Storage Analysis
- Grain Inventory Management
- Illinois Crop Yield Database

**Financial Management**

- Appraisal of Current Financial Position
- Cash Flow Planning
- Cash to Accrual Income Approximation
- Estimation of Deferred Taxes
- MACRS
- Net Worth Allocation
- Ratio Analysis
- Simple Balance Sheet
- Time Value Tools

**Loan Analysis**

- Loan Amortization
- Loan Comparison
- Revolving Loan Calculator

# Farm Analysis Solution Tools Instructor Training Seminars



Become a Certified  
*FAST* Tools  
Instructor

**Training Seminar I**  
**September 17 - 18, 2003**  
**University of Illinois**  
**Urbana, IL**

**Training Seminar II**  
**October 29 - 30, 2003**  
**University of Illinois**  
**Urbana, IL**

**Sponsored by:**

**The Center for Farm and  
Rural Business Finance**



**University of Illinois  
Extension**



[www.farmdoc.uiuc.edu](http://www.farmdoc.uiuc.edu)



**University of Illinois at Urbana-Champaign**

The *FAST* (Farm Analysis Solution Tools) training seminars are designed to provide instructional guidance and support to those interested in teaching the *FAST* Tools to their students, area farmers, and clients. The seminars are scheduled to provide detailed instruction on the *FAST* Tools in two separate Seminars: Farm Management Series and Financial Management and Marketing Series.

*Training I*

This seminar will cover the following topics: Machinery Decisions, Land Decisions, Crop Insurance Decisions, Farmland Lease Decisions, and Enterprise and Breakeven Analysis.

*Training II*

This seminar will cover the following topics: Financial Statement Analysis, Loan Analysis, and Crop Marketing and Storage Decisions.

As a participant, you will receive:

- Instructor's Teaching Manual  
This includes detailed teaching plans, instructional tips, examples, and additional handouts for all *FAST* computer programs
- *FAST* CD
- Two redesigned *FAST* manuals (instructor version and student version)
- Specialized subscription service for supplies, such as additional teaching materials and CDs
- Certification for teaching *FAST* Tools
- Refreshments and lunches

The seminars will include:

- Discussion of each program
- Teaching tips and handouts
- Additional resources for learning more about commonly discussed topics, as well as locating required inputs.
- Hands-on experience with each program using laptop facilities (you may bring your own laptop if preferred)

**REGISTRATION FORM**  
FAST Instructor Training Seminar

**LOCATION**

ACES Library, Information and Alumni Center  
(LIAC) 1101 S. Goodwin Avenue, Urbana, IL.  
Maps will be provided upon registration.

**HOTEL ACCOMMODATIONS**

Holiday Inn Hotel and Conference Center  
1001 Killarney Street, Urbana, IL 61801  
217-328-7900

Rate and Reservations: \$66/night, mention "FAST"  
A block of rooms is reserved until September 3.

**PARKING**

Parking on campus is limited. If you require a parking reservation, please note this on your reservation form. Parking is \$10 per day. The Holiday Inn will provide a shuttle to and from campus for their guests.

**MEALS**

Lunches and refreshments during breaks are included with the registration fee.

**CERTIFIED FAST INSTRUCTOR**

Participants attending both seminars will have access to a FAST teaching subscription service. The service will allow you to order FAST CDs and materials for instructional purposes at discounted levels. Updated teaching materials for subscribers will be distributed regularly. You may also be recruited as co-instructors for University-sponsored teaching programs.

**UNIVERSITY OF ILLINOIS SPEAKERS**

Paul N. Ellinger, Associate Professor  
Dale H. Lattz, Extension Economist  
Gary D. Schnitkey, Associate Professor  
Bruce J. Sherrick, Associate Professor

**QUESTIONS, CONTACT**

Melissa Warmbier, University of Illinois  
326 Mumford Hall, 1301 W. Gregory Drive  
Urbana, IL 61801  
Phone: 217-333-0737 Fax: 217-333-2312  
[mwarmbie@uiuc.edu](mailto:mwarmbie@uiuc.edu)

**Training Seminar I**

Wednesday, September 17

9:00 Welcome - Monsanto Room  
9:30 Crop Insurance Decisions  
10:15 Break  
10:45 Farmland Lease Decisions  
12:00 Lunch  
1:00 Farmland Lease Decisions (cont.)  
2:00 Land Decisions  
2:50 Break  
3:20 Land Decisions (cont.)  
5:00 Dismissal  
5:00-7:00 Social - Holiday Inn Atrium

Thursday, September 18

8:00 Welcome  
8:15 Machinery Decisions  
10:15 Break  
10:45 Machinery Decisions (Cont.)  
12:00 Lunch  
1:00 Enterprise and Breakeven Analysis  
3:00 Review  
3:30 Dismissal

**Training Seminar II**

Wednesday, October 29

9:00 Welcome - Monsanto Room  
9:30 Financial Management  
10:15 Break  
10:45 Financial Management  
12:00 Lunch  
1:00 Financial Management  
2:50 Break  
3:20 Financial Management  
5:00 Dismissal  
5:00-7:00 Social - Holiday Inn Atrium

Thursday, October 30

8:00 Welcome  
8:15 Cash Flow Planning  
10:00 Break  
10:30 Loan Analysis  
12:00 Lunch  
1:00 Loan Analysis (cont.)  
1:30 Crop Marketing and Storage Decisions  
3:00 Review  
3:30 Dismissal

**Registration and Payment Information**  
*Due one-week prior to event*

Name \_\_\_\_\_

Title \_\_\_\_\_

Name of Institution \_\_\_\_\_

Mailing Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Fax (\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

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

\_\_\_\_ I will bring my own laptop with CD drive

**Training Seminar I:**

September 17 & 18, 2003 (\$90) \$ \_\_\_\_\_

**Training Seminar II:**

October 29 & 30, 2003 (\$90) \$ \_\_\_\_\_

Both Seminars (\$150) \$ \_\_\_\_\_

Parking @ \$20/seminar \$ \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_

**Payment Methods Accepted:**

Cash, Check (payable to the University of Illinois),  
or Credit Card FEIN# 37-6000511

Visa  American Express  MasterCard  Discover

CC# \_\_\_\_\_

Expiration Date: \_\_\_\_\_ / \_\_\_\_\_ (MO/YR)

Signature: \_\_\_\_\_

**Please return to:**

Melissa Warmbier, University of Illinois  
326 Mumford Hall, 1301 W. Gregory Drive  
Urbana, IL 61801, 217-333-0737  
**or Fax to: 217-333-2312**