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For Immediate Release

Grow Conference offers strategic farm business training

Practical agricultural economics: Beyond the basics

AUSTIN, Texas (December 9, 2016) – A farm's profit can be influenced by many unpredictable factors, but is fundamentally impacted by management decisions made by the farmer. [Texas Corn Producers \(TCP\)](#) invites corn farmers to its [Grow Conference](#), Jan 3-5, 2017, to gain valuable insight on making the best business decisions to help keep their farm business a successful economic operation.

"This is an outstanding opportunity to hear speakers of this caliber," Dee Vaughan, a Dumas, Texas, farmer and chairman of TCP Issues Committee, said. "Every participant will take home something that can be used to improve their operations, regardless of how much experience or prior formal training they have had."

The Grow Conference offers sessions where globally esteemed agricultural economics experts dive deep into farm business management topics like strategic positioning and planning. The lessons to be learned at the Conference will be especially important in light of the [average net cash farm income](#) reaching its lowest level since 2011, according to the U.S. Department of Agriculture's Economic Research Service.

"In times of low farm income, it is crucial for producers to make sure they are equipped with the best tools and strategies available," Vaughan said. "When economic times improve, the things they learn will further help them to prosper."

The event will be held at the Hilton Austin Airport in Austin, Texas, with the welcome reception beginning at 5 p.m. The various sessions will aid farmers in reaching the maximum potential of success through business management decisions. These training topics include:

- **Best Management Practices**
Danny Klinefelter, Texas A&M University and AgriLife Extension
- **Strategic Planning and Megatrends**
David Kohl, Agricultural Finance and Small Business Management at Virginia Tech University
- **Strategic Management**
Allan Gray, Agricultural Economics at Purdue University
- **Strategic Positioning**
Mike Boehlje, Agricultural Economics at Purdue University

Registration for the conference is available [online](#) as well as by mail and is \$100 per person. This cost includes the meals listed on the [program brochure](#). TCP has reserved a [block of rooms](#) for a discounted price at the Hilton Austin Airport, but individuals still need to call to make the reservation or do so online.

For more information, visit www.TexasCorn.org or contact TCP at 806.763.CORN (2676) or info@texascorn.org.

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Texas Corn Producers serves the state's corn farmers through two organizations, the Texas Corn Producers Board and the Corn Producers Association of Texas. TCPB is a statewide board funded by a voluntary checkoff program. Checkoff funds are used for research, education and promotion to further the corn industry in Texas, and to create better marketing opportunities for farmers. CPAT is the advocacy arm of Texas corn farmer representation on both a state and national level. CPAT's mission is to build a strong organizational support system for corn that will represent the interests and concerns of farmers from all regions of Texas. For more information, visit www.TexasCorn.org.