

# Farming for the Future conference: A Vision for Your Family's Farm

## Speaker Contact Information

### Farming for the Future Conference

#### Featured Speaker – Jolene Brown



Jolene Brown is a walking-talking spokesperson and champion for the people of agriculture. She's a farmer, author and professional speaker. Jolene's from West Branch, Iowa and her worldwide wide audiences appreciate her fun-filled spirit and valuable information. She's on a mission to share leading-edge best practices, appreciation, laughter and celebration to increase productivity, profitability and peace of mind.

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## Featured Speakers

### Crop, Livestock, Rules and Regulations Outlook and Update

Chad Hart

**Asst. Professor of Economics/Extension Economist/Grain Markets Specialist, Iowa State University**

**Phone: 515-294-9911**

**Email: [chart@iastate.edu](mailto:chart@iastate.edu)**

Chad Hart is an extension economist and assistant professor of economics at Iowa State University. Chad is a native of southwest Missouri, growing up on a rural homestead near Stark City. In 1991, he received a B.S. in economics with minors in mathematics, history and astronomy from Southwest Missouri State University. He received his Ph.D. in economics and statistics in 1999 from Iowa State University. Prior to becoming an Assistant Professor, Chad worked at the Food and Agricultural Policy Research Institute (FAPRI) and the Center for Agricultural and Rural Development (CARD) at Iowa State University. His work concentrated on crop insurance, international trade agreements and bioenergy policy. Chad is also a partner in FarmRisk, an Iowa firm that develops revenue insurance products and receives a small amount of revenue based on Livestock Gross Margin policies sold by other companies.

Shane Ellis

**Livestock Economist, Iowa State University**

**Phone: 515-294-8030**

**Email: [shanee@iastate.edu](mailto:shanee@iastate.edu)**

Shane Ellis is a livestock economist with Iowa State University Extension. He grew up working in cow-calf, hay and grain production. He has been with Iowa State for about 7 years, where his research includes production economics and market analysis. His extension work includes discussion and projections of the livestock industry outlook, risk management education, and publication of the Iowa Estimated Returns to Livestock Production and the Iowa Farm Outlook newsletter.

Chris Gruenhagen

**Government Relations Counsel, Iowa Farm Bureau Federation**

**Phone: 515-225-5528**

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Chris Gruenhagen is government relations counsel for the Iowa Farm Bureau Federation. In this position, she assists members with general legal information, regulatory affairs and state legislative programs and is general legal counsel for government relations division. Chris joined Farm Bureau in 1990. She graduated from Drake University with a Juris Doctorate degree, and also holds an undergraduate degree from the University of Iowa. Chris grew up on a farm in Muscatine County and now resides near Polk City.

## Finance Panel Participants

Brian Gossling

**Farm Loan Program Director, Farm Service Agency**

**Phone: 515-254-1540 (ext 450)**

**Email: [brian.gossling@ia.usda.gov](mailto:brian.gossling@ia.usda.gov)**

Brian currently serves as the Farm Loan Program Director with responsibility for the credit programs of the Farm Service Agency (FSA) in Iowa. FSA's loan programs increase financing opportunities through a variety of direct and guaranteed loan products. Iowa FSA surpassed \$1 billion in loans and guarantees in 2010 and has seen a 362% increase in its beginning farmer loan portfolio in the last 5 years.

Brian grew up on a diversified crop and livestock farm in northeast Iowa. He graduated from Central College with a BA in Business Management in 1991. Brian has been involved in ag lending with FSA for 19 years. In addition to his responsibilities as Farm Loan Program Director, Brian also serves on the Iowa Mediation Board of Directors and in an advisory role with the Iowa Bankers Association Ag Committee.

David W. Baker

**Farm Transition Specialist, Iowa State University**

**Phone: 515-252-7801**

**Email: [baker@iastate.edu](mailto:baker@iastate.edu)**

David Baker is the Farm Transition Specialist for Iowa State University Extension. He works out of the Beginning Farmer Center (BCF), located in Urbandale. His work is focused on facilitating the transfer of farm business assets such as machinery, land and management to the next generation. Baker has played a key role in the FarmOn program at Iowa State's Beginning Farmer Center, matching 52 beginning farmers with retiring individuals in the past several years. He holds educational style farm business succession workshops across the state of Iowa and is an advisor to ISU's student run Beginning Farmer Network.

Baker served 6 years in the US Air Force, and received his B.S. in Facilities Management from Troy University and an MBA from Southwest Minnesota University. He has 32 years of experience in farming and still owns and manages a diversified grain/livestock farm in Northwest Iowa.

Jason Demaray

**Financial Officer, Farm Credit Services of America**

**Phone: 641-521-1086**

**Email: [jason.demaray@fcsamerica.com](mailto:jason.demaray@fcsamerica.com)**

Jason Demaray grew up in North Central Iowa and graduated from Rockford Senior High School. In 1993, he graduated from Iowa State University with an agronomy degree. After graduating, he worked as a Sales Representative for BASF in Illinois promoting crop protection products. He currently has 12 years lending experience as a Financial Officer for Farm Credit Services of America in Newton. He has also written numerous livestock facility loans as well as several Young and Beginning Farmer loans.

Jason owns and manages a 2,400 head contract hog finisher and a small row crop operation in Floyd County.

Jayme J. Ungs

**Vice President and Senior Lender, US Bank**

**Phone: 515-432-7611**

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Jayme Ungs grew up on a dairy farm just outside of Dubuque. He is a graduate of Iowa State University with bachelor degrees in Ag Business and Business Finance and with a minor in Agronomy. He is a graduate of the American Banker Association Graduate School of Banking and has been in lending for 14 years as a commercial and ag lender focusing primarily on ag. He currently manages \$45 million in loans, of which most are agricultural. Jayme currently works for US Bank as Vice President and Senior Lender of the Boone, IA office. He is also currently serves as Vice Chair of the Iowa Agricultural Development Authority. Prior to banking he worked in the seed and hog industries. He currently has a small row crop farming operation in Boone County.

Jeff Ward

**Executive Director, Iowa Agriculture Development Authority**

**Phone: 515-281-6444**

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Jeff Ward is the Executive Director of the Iowa Agriculture Development Authority (IADA). He has served in that capacity since May of 2001. In his capacity he is responsible for program development and implementation, oversight of existing programs and participation in various agriculture related activities. The IADA's primary programs are the Beginning Farmer Loan Program, the Loan Participation Program, the Iowa Beginning Farmer Tax Credit Program, the Iowa Agricultural Youth Institute and Ag Education Activities.

Prior to joining the Authority, Ward served as Director of Producer Education for the National Pork Producers Council in Clive, IA. He has also worked as an agricultural banker and a high school agriculture education teacher. Ward grew up on a diversified farm in Northwest Missouri and is a graduate of the University of Missouri- Columbia with a degree in Agricultural Education.

## Farmer Panel Participants

Ben Hollingshead

**Boone County hog farmer**

Ben Hollingshead grew up on a family farm just north of Ogden, in Boone County, where he farms with his brothers, Alex and Chet and his dad Tom. He graduated from South Dakota State University in 2007 with degrees in Animal Science and Agronomy and a minor in Ag Business. He also studied for 2 summers at the University of Wisconsin at Madison where he received an Avian Science degree.

In the fall of 2007, Alex, Chet and Ben formed "Three Brothers Farms L.L.C." when they built a wean-to-finish contract barn for Cargill Pork. They farm together with their dad, but are starting to pick up some ground under "Three Brothers." The brothers split their time working the hog barn – Ben also works in an egg layer barn, Alex hauls grain and Chet works for the Agribusiness Association in Des Moines.

Dave Hommel  
**Grundy County hog farmer**

Dave Hommel, from Grundy County, has been farming with his dad since he graduated from Iowa State University in May of 1998. Currently, they farm about 1,000 acres along with a 120 sow farrow-to-finish swine operation. Prior to his return to the farm, Dave and his parents attended two sessions of the ISU Beginning Farmer Program. They used the skills they gained from this program to pave the way for a good long-term business relationship. In 2000, Dave and his dad formed H & H Farms LLC to become full partners in the operation. Nine years later, Dave began to buy out his father's share of H & H. Dave takes pride in working to maintain good communication with his landlords in order to continue the success of his crop business. He puts together annual newsletters for his landlords to review the crop year for their farms.

Dave is involved in leadership with the Farm Bureau program at the county and state levels. Within the past year, Dave has been recognized as an Iowa Master Pork Producer; US Jaycees, National Outstanding Young Farmer Finalist; and the Iowa State Fair's "The Way We Live Award."

Jason Brockshus  
**Osceola County dairy farmer**

Jason Brockshus grew up on his family's dairy farm just North of Ocheyedan. Jason graduated from Sibley-Ocheyedan High School and went on to study at Iowa State University where he earned Bachelor of Science degrees in Agricultural Education and Dairy Science. Jason taught Agricultural Education and was one of the FFA Advisors at Sibley-Ocheyedan High School for three years. In 2000, the family dairy farm was expanded to include Jason in the family business on a full-time basis. Jason is a dairy herdsman, in charge of personnel and raises the youngstock for the dairy. Jason works with his parents, as well as a brother and sister in the dairy operation.

Jason serves as the Vice President for the Western Iowa Dairy Alliance (WIDA), Secretary for Jackson/Nobles County Dairy Herd Improvement Association, and Secretary of his church council.

Matt Ramaeker  
**Union County cattle farmer**

Matt Ramaeker, Creston native, graduated from Iowa State University in 2008 with a degree in Agricultural Studies and Communications. After serving three years as a grain originator for West Central, Matt was presented with an opportunity to work into a crop and beef farming operation near his hometown.

Working with Mike Moffitt of Southcrest Farms L.L.C., Matt put in his first corn and soybean crop this spring. Along with the crops, Matt takes care of the cow-calf herd and forage production for Southcrest.



## Coalition to Support Iowa's Farmers Staff

Brian Waddingham

**Executive Director, Coalition to Support Iowa's Farmers**

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Waddingham directs the Coalition's work in helping farmers follow all rules and regulations, choose good locations for new farms, strengthen neighbor relations and safeguard air and water quality.

Prior to his work with the Coalition, Waddingham served 9 years with the Iowa Beef Industry Council as the Director of Industry Relations. He worked in the areas of producer communication, checkoff collection and compliance, coordination of research projects and the development and execution of the Beef Quality Assurance program. He also served as the Agriculture and FFA instructor at Baxter High School located in central Iowa. He is a native of Klemme, Iowa, with a degree in Agriculture Education from Iowa State University.

Kent Mowrer

**Field Specialist, Coalition to Support Iowa's Farmers**

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Mowrer plays a lead role in helping livestock and poultry farmers follow all rules and regulations, choose good locations for new livestock barns and feedlots, enhance relations with neighbors and implement best management practices that improve air, soil and water quality.

Prior to his current role, Mowrer served as an ag account representative for Alliant Energy where he managed relationships with ag customers and advised and assisted farmer customers constructing new facilities. He also has served as a site development manager for an Iowa hog company, research assistant for Monsanto and research associate for Pioneer Hi-Bred International. Mowrer grew up on a diversified crop and livestock farm near Perry and holds a degree in Animal Science from Iowa State University.

Rita Cook

**Asst. Field Specialist, Coalition to Support Iowa's Farmers**

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Cook helps market the Coalition's services and activities to Iowa livestock and poultry farmers and provides insight on safeguarding the environment and enhancing relations with neighbors through the CSIF's Green Farmstead Partner program. She also helps implement the organization's farmer education efforts including the popular Farming for the Future conferences held throughout the state.

Cook was raised on a grain and livestock farm near Hubbard. She has a bachelor's degree from Iowa State University in agricultural business, economics and public service & administration in agriculture.