

Managing the Cow-Calf Business

Wednesday, Nov. 19, 2025 8:30AM-7PM Champion Room,
Thursday, Nov. 20, 2025 8AM-12PM USU Maverik Stadium, Logan, UT

Wednesday, February 18

Day 1

Pre-Conference Workshop: Foundations of Risk Management

Dr. David Secrist and Dr. Ryan Larsen

8:30 AM: Understanding Key Concepts of Risk Management

9:30 AM: Measuring Risk on Your Ranch

10:30 AM: Tools for Managing Risk

11:30 AM: Lunch break

1:00 PM: Welcome and Introductions

1:05 PM: Keynote: *Burke Teichert, Ranch Consultant*

1:30 PM: Understanding the Financial Structure of Cow/Calf Operations

Scott Smith, Controller, AgReserves, Inc. Ranches Division

2:45 PM: Understanding Cash vs Accrual Financial Statements

Carly Peterson, Ensign Ranches

3:20 PM: Break - snack and drinks

3:30 PM: Understanding and Using Financial Statements and Metrics

Chip Ramsay, Owner, Ramsay Livestock Solutions, LLC

4:30 PM: Lender Panel: *Lance Zollinger, Cache Valley Bank. Rhett Nielsen,*

Western Ag Credit, JD Hunsaker, Columbia Bank.

5:30-7:00 PM: Dinner- provided



WESTERN RANCH MANAGEMENT ACADEMY

<https://wrma.usu.edu/>

Thursday, February 19

Day 2

7:30 AM: Breakfast: pastries and fruit

8:00 AM: Welcome

8:05 AM: Managing Costs: A Deeper Dive

Jay Olsen, Snow College, and Dr. Ryan Larsen, USU

9:15 AM: Financial Benchmarking and Performance Analysis

Scott Smith, Controller, AgReserves, Inc. Ranches Division

Dr. David Secrist, USU

10:30 AM: Break - snacks and drinks

10:45 AM: Key Takeaways and Q&A

11:45 AM: Closing Comments

12:10 PM: Adjourn



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