

Lester A. Humpal

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Summary of Performance-driven, insightful professional who excels in financial management, cost analysis, marketing and record-keeping instruction and analysis. Skilled working with clientele under extreme financial pressures from diverse backgrounds and mentoring early-career colleagues.

Experience

The University of Tennessee / Extension

Columbia, TN

Extension Specialist – Farm Management

August 2022 - Present

- State-wide focus on value-added agriculture and beef cattle economics
- Implement and evaluate a comprehensive farm-financial management and marketing educational program
- Analyze individual farm situations and assist in identifying the most profitable alternative for the operation
- Create and conduct educational programs through workshops, webinars, in-service training, producer meetings, and one-on-one farm family consultations
- Develop and update teaching material for financial and production record-keeping workshops
- Create Excel-based recordkeeping programs for clientele and Extension employees

The University of Tennessee / Extension

Columbia, TN

Extension Area Specialist – Farm Management

May 2015 – August 2022

- Farm financial education in 10 counties in south-Central Tennessee
- Implement and evaluate a comprehensive farm-financial management and marketing educational program
- Analyze individual farm situations and assist in identifying the most profitable alternative for the operation
- Create and conduct educational programs through workshops, webinars, in-service training, producer meetings, and one-on-one farm family counseling

Mills Fleet Farm

Lakeville, Owatonna, MN

Assistant Manager, Department Lead

April 2002- April 2015

- Implemented plans to organize and manage the effective use of people for best results
- Conducted team associate reviews, developed individual plans for continued professional and personal improvement and development

CT Farm and Country/Quality Farm and Country

Owatonna, MN, Halifax, PA

Store Manager

1995 – 2001

- Worked to improve 3E inventory control systems for increased ROI
- Selected and developed a competent team of associates through leadership, training, delegations, and effectively utilizing all team associates and reduce turnover

CT Farm and Country

Fredrick, MD, Lancaster, PA, & Syracuse, NY

Store Management

1990 - 1995

- Worked with vendors on buying and implementing new products to capitalize on niche market areas and increase revenue
- Established and maintained yearly store budgets to meet financial goals

Education	Concordia University <i>Master of Business Administration</i> May 2013, GPA: 4.0/4.0	St. Paul, MN
	Iowa State University <i>Bachelor of Science in Agricultural Business</i> August 1988	Ames, IA

Honors & Awards

- National Association County Agricultural Agents Achievement Award, 2023
- Tennessee Association Agricultural Agents and Specialists Achievement Award, 2023
- Tennessee Association Agricultural Agents and Specialists Early Career Award, 2016

Leadership Roles

- Central Region Treasurer – Tennessee Association of Agricultural Agents and Specialists, 2017- 2023
- State Treasurer - Tennessee Association of Agricultural Agents and Specialists, 2023-Current

Activities

- Precision Livestock Technologies: Beef and Forage Systems Field Day Committee, 2022-Present
- South Central Extension Team Planning Committee, 2015-Present
- Central Region Director Search Committee, 2023
- Member of the Judging Committee for the Tennessee Young Farmer and Rancher of the Year Award
- AMPIC National Conference Fundraising Committee, 2018
- University of Tennessee Research Center Bull Test Sale, Record Keeping, 2016 - Present
- Tennessee Association of Agricultural Agents and Specialists (TAAA&S), 2015 - Present
- Review Committee for Multiple Extension Publications, 2019- Present
- South Central Extension Team 4-H Beef Show 2015 –Present
- South Central Extension Team 4-H Sheep and Goat Shows 2015-Present

Publications

1. Bilderback, D, L Humpal, R Painter, 2024 “Chopping Stressed Field Corn for Silage Considerations.” UT Extension Publication, D240.
2. Griffin, T, L Humpal, L Wright, 2024 “Insurance Considerations for Your Farming Operations.” UT Extension Publication, W1266
3. Holland, R, T Tabler, L Humpal, 2024 “Considerations for Alternative Uses of Old Poultry Barns.” UT Extension Publication,
4. Humpal, L, R Painter, 2023 “Business Planning for Agricultural Operations.” UT Extension Publication, D197-A

5. Humpal, L, R Painter, 2023 “Business Planning for Agricultural Operations: Business Description.” UT Extension Publication, D197-B
6. Humpal, L, R Painter, 2023 “Business Planning for Agricultural Operations: Marketing Plan.” UT Extension Publication, D197-C
7. Humpal, L, R Painter, 2023 “Business Planning for Agricultural Operations: Financial Plan.” UT Extension Publication, D197-D
8. Humpal, L, C Martinez, 2021 “Chapter 2 The Family Discussion.” UT Extension Publication, SP822-C.
9. Bilderback, D, X Cui, C Danehower, K Ferguson, A Galloway, A Hopkins, L Humpal, D Manning & D Morris. 2021. “Program Impacts: 2020 MANAGE Extension Educational Program.” UT Extension Publication, D104.
10. Bilderback D, X Cui, C Danehower, K Ferguson, A Galloway, A Hopkins, L Humpal, D Manning & D Morris. 2020. “Program Impacts: MANAGE Extension Educational Program 2019,” UT Extension Publication, D63.
11. Bilderback D, X Cui, C Danehower, K Ferguson, A Galloway, A Hopkins, L Humpal, D Manning & D Morris. 2019. “Program Impacts: MANAGE Extension Educational Program 2018,” UT Extension Publication, D40.

Funded Grants

- Pepper, W., M. Leffew, A. Hopkins, D. Bilderback, D. Morris, L. Humpal, and X. Cui. “Managing Risk by Improving Farm Business Management Skills,” USDA - NIFA - National Institute of Food and Agriculture 2019-2020. \$38,709.
- Pepper, W., M. Leffew, C. Manning, A. Hopkins, D. Bilderback, D. Yates, D. Morris, and L. Humpal. “Managing Risk by Improving Financial Management and Communication Skills,” USDA - NIFA - National Institute of Food and Agriculture, 2017-2018. \$50,000.

Other Funding Secured

- Master Farm Manager User Fee and TDA Match, 2020-2024, \$521,000.
- Revising Farmland Legacy Manual, UT Extension ANR Workgroup Funding, 2019, \$5,000.
- Master Beef In-Person Classes, User Fees, 2019-2024, \$107,900.
- Estate Planning Farmland Legacy Workshops, User Fees, 2019-2024, \$1975.
- Farming Fundamentals In-Person Classes, User Fees, 2019-2024, \$3300.
- Master Small Ruminant In-Person Classes, User Fees, 2019-2024, \$14,500.
- Master Horse Management In-Person Classes, User Fees, 2019-2024, \$2100.
- Master Farm Manager In-Person Classes, User Fees, 2019-2024, \$26,200.
- Business Plan Development Workshop, User Fees, 2019, \$425.

Extension Programming Highlights (2019-2024)

- Twenty-three thousand eight hundred thirty-two (23,832) farm management contacts have been made.
- Eighty-two (82) producers were assisted with whole farm planning of their farming operations in the assigned area.
- Five hundred eight one (581) farm families were assisted in the areas of financial management, production, financial recordkeeping, budgeting, estate planning, and government programs.
- One hundred forty-one (141) presentations have been given on various farm management topics at county meetings, field days, and in-service training.

Farmland Legacy Workshops (2023 - 2024) – Farmland Legacy is a statewide program focusing on the purpose to serve as an authoritative resource, to provide information and assistance, and to encourage both farm family level and community planning that promotes the preservation and viability of working farms in Tennessee. Farmland Legacy Workshop classes held at multiple locations in South-Central Tennessee 2023 and 2024. The workshops had

65 farmers and family members attend. From attending the workshop farm families reported taking the next step in planning for farm transition to the next generation and estate planning.

Precision Livestock Technologies: Beef & Forage Systems Field Day (2023-2024) – Precision Livestock Technologies: Beef and Forage Systems Field Day hosted at the Middle Tennessee AgResearch and Education Center show cases research outcomes relevant to cow efficiency, bull development and improving cattle health. Participated on the committee to organization and fund raise for the event. To day 325 producers have attended gaining knowledge to take back to their operations to improve outcomes on their farms.

Farm Cost Share Grant Writing (2019-Present) - Agriculture producers have opportunity to participate in State and Federal cost share grants to add value to their operations. Most producers have no experience in applying for cost share grants. Worked with farm families writing business plans, applying for grants and completing feasibility studies for proposed projects. To date five families have received \$2,300,000 dollars for projects related to value-added dairy sales, direct beef marketing, upgrading meat processing facilities and on-farm grain processing. Grants have enabled producers to increase revenue helping to ensure long-term financial stability to their operations.

Planning For Agricultural Operations Publication Series (2023) - Planning for Agricultural Operations Publications Series is designed to assist producers in developing a business plan for an agricultural operation. Four publications were created including, Business Description, Marketing Plan, and Financial Plan. Publications were sharing with the Tennessee Department of Agriculture and Farmers Veteran Coalition Organization. Further videos were also created for on-line use. Thorough the publication series, producers were better prepared to apply for cost share grant programs and developing a better business plan for long-term success.

Presentations

1. Humpal, L, 2024. "Funding Resource Opportunities for Farm Operations," Maury County Cattlemen's Meeting, Columbia, TN, September 2024.
2. Humpal, L, 2024. "Farm Transition Planning," SAGE Estate Planning Meeting, Lawrenceburg, TN, June 2024.
3. Humpal, L, 2024. "Utilizing Forage Budgets," Maury County Cattlemen's Meeting, Columbia, TN, May 2024.
4. Humpal, L, 2024. "Utilizing Forage Budgets," Marshall County Cattlemen's Meeting, Lewisburg, TN, April, 2024.
5. Humpal, L, 2024. "Cow/Calf Records and Production Budgeting," Hickman County Cattlemen's Meeting, Centerville, TN, March, 2024.
6. Humpal, L, 2024. "Farm Taxes and Record Keeping," Master Farm Manager Class, Linden, TN, March 2024.
7. Humpal, L, 2024. "Record Keeping and Tax Considerations," Master Farm Manager Class, Collinwood, TN, March 2024.
8. Humpal, L, 2024. "Record Keeping and Tax Considerations," Master Beef Class, Lexington, TN, March 2024.
9. Humpal, L, 2024. "Farm Transition Planning," Master Farm Manager Class, Fayetteville, TN, March 2024.
10. Humpal, L, 2024. "CFM Programs and Budget Resources," Maury County Cattlemen's Meeting, Columbia, TN, March 2024.
11. Humpal, L, 2024. "Farm Grants and Opportunities," Farming Fundamentals Class, Pulaski, TN, February 2024.

12. Humpal, L, 2024. "Developing Financial Statements and Budgets," Master Farm Manager Class, Springfield, TN, February 2024.
13. Humpal, L, 2024. "CFM Programs and Budget Resources," Farming Fundamentals Class, Lewisburg, TN, February 2024.
14. Humpal, L, 2024. "Land Use Evaluation," Maury County Master Gardeners Class, Columbia, TN, February 2024.
15. Humpal, L, 2024. "Record Keeping and Tax Considerations," Farming Fundamentals Class, Spring Hill, TN, February 2024.
16. Humpal, L, 2024. "Farm Transition Planning," Master Farm Manager Class, Spring Hill, TN, February 2024.
17. Humpal, L, 2024. "Record Keeping and Tax Considerations," Master Farm Manager Class, Lawrenceburg, TN, January 2024.
18. Humpal, L, 2024. "Farm Transition Planning," Farmland Legacy Workshop, Dickson, TN, January 2024.
19. Humpal, L, 2024. "CFM Programs and Production Budgeting," Master Farm Manager Class, Pulaski, TN, January 2024.
20. Humpal, L, 2024. "Taking Stock of Your Estate," Farmland Legacy Workshop, Dickson, TN, January 2024.
21. Humpal, L, 2023. "Farm Budgeting and Marketing," UT Martin Farm Management Class, Parson, TN, November 2023.
22. Humpal, L, 2023. "Farmland Leases," Master Beef Class, Collinwood, TN, November 2023.
23. Humpal, L, 2023. "Farmland Leases," Master Beef Class, Petersburg, TN, October 2023.
24. Humpal, L, 2023. "Taking Stock of Your Assets," Farmland Legacy Workshop, Lawrenceburg, TN, October 2023.
25. Humpal, L, 2023. "Farmland Leases," Master Beef Class, Pulaski, TN, October 2023.
26. Humpal, L, 2023. "Understanding Soil Test Results," Maury County Master Gardeners Class, Spring Hill, TN, October 2023.
27. Humpal, L, 2023. "Understanding Livestock Tax Issues," Master Beef Class, Lawrenceburg, TN, October 2023.
28. Humpal, L, 2023. "CFM Programs and Budget Resources," Master Beef Class, Spring Hill, TN, September 2023.
29. Humpal, L, 2023. "Farmland Leases," Master Beef Class, Spring, Hill, TN, September 2023.
30. Humpal, L, 2023. "Fall Planning for Beef Operations," Maury County Cattlemen's Meeting, Columbia, TN, September 2023.
31. Humpal, L, 2023. "Beginning Producer Resources for Farmer Market Farms," Farmers Marketing Training Workshop, Franklin, TN, June 2023.
32. Humpal, L, 2023. "Farm and Land Management Opportunities," Regional Pond Field Day Workshop, Spring Hill, TN, May 2023.
33. Humpal, L, 2023. "Master Farm Manager Programming," Maury County Cattlemen's Meeting, Columbia, TN, April 2023.
34. Humpal, L, 2023. "Budgeting and Record Keeping for Farm Operations," Master Farm Manager Workshop, Clarksville, TN, March 2023.
35. Humpal, L, 2023. "Cow Calf Budgets and TAEP Program Updates," Maury County Cattlemen's Meeting, Columbia, TN, March 2023.

36. Humpal, L, 2023. "Farm Taxes and Decision Tools," Master Beef Workshop, Collinwood, TN, March 2023.
37. Humpal, L, 2023. "Farm Taxes and Decision Tools," Master Beef Workshop, Murfreesboro, TN, February 2023.
38. Humpal, L, 2023. "Understanding Soil Maps and Mapping Technics," Maury County Master Gardener Class, Columbia, TN, February 2023.
39. Humpal, L, 2023. "Farm Taxes and Decision Tools," Master Beef Class, Spring Hill, TN, February 2023.
40. Humpal, L, 2023. "Budgeting and Farm Planning," Beginning Beef Class, Pulaski, TN, February 2023.
41. Humpal, L, 2023. "Farm Taxes and Decision Tools," Farming Fundamentals Class, Dickson, TN, February 2023.
42. Humpal, L, 2023. "Introduction to Farming Fundamentals," Farming Fundamentals Class, Dickson, TN, January 2023.
43. Humpal, L, 2023. "Utilizing Farm Planning Tools," Master Beef Class, Lawrenceburg, TN, January 2023.
44. Humpal, L, 2023. "Farmers Market Record Keeping," Farmers Market Bootcamp, Webinar, January 2023.
45. Humpal, L, 2023. "Budgeting for Cattle Operations," Master Beef Class, Pulaski, TN, January 2023.
46. Humpal, L, 2023. "Utilizing Dairy Gauge," Maury County DHIA Meeting, Columbia, TN, January 2023.
47. Humpal, L, 2022. "Livestock Sales Tax and Decision Tools," Master Beef Class, Collinwood, TN, December 2022.
48. Humpal, L, 2022. "Livestock Sales Tax and Decision Tools," Master Beef Class, Dickson, TN, November 2022.
49. Humpal, L, 2022. "Agricultural Production Budgeting Methods," UT Martin Farm Management Class, Parsons, TN, October 2022.
50. Humpal, L, 2022. "Livestock Sales Tax and Decision Tools," Beginning Master Beef Class, Pulaski, TN, October 2022.
51. Humpal, L, 2022. "Forage Testing and Managing Hay Resources," Maury County Cattlemen's Meeting, Columbia, TN, October 2022.
52. Humpal, L, 2022. "Livestock Sales Tax and Decision Tools," Master Beef Class, Spring Hill, TN, September 2022.
53. Humpal, L, 2022. "Production and Financial Management of Beef Operations," Master Beef Class, Spring Hill, TN, September 2022.
54. Humpal, L, 2022. "Budgeting for Small Ruminant Production," Master Small Ruminant Workshop, Spring Hill, TN, August 2022.
55. Humpal, L, 2022. "Managing Cattle Resources During Summer Months," Maury County Cattlemen's Meeting, Columbia, TN, May 2022.
56. Humpal, L, 2022. "How Much Does It Cost to Own a Horse," Master Horse Workshop, Ethridge, TN, April 2022.
57. Humpal, L, 2022. "Cost Management/Beef Gauge Program," Beef Alliance Meeting, Pulaski, TN, March 2022.
58. Humpal, L, 2022. "Agricultural Production Budgeting," Farming Fundamentals Webinar, Franklin, TN, March 2022.
59. Humpal, L, 2022. "Production and Financial Management for Beef Operations," Master Beef Class, Waynesboro, TN, March 2022.

60. Humpal, L, 2022. "Budgeting for Small Ruminant Production," Master Small Ruminant Class, Parsons, TN, March 2022.
61. Humpal, L, 2022. "Berry Production Budgeting," Specialty Crop Meeting, Clinton, TN, March 2022
62. Humpal, L, 2022. "Berry Production Budgeting," Specialty Crop Meeting, Carthage, TN, March 2022.
63. Humpal, L, 2022. "Berry Production Budgeting," Specialty Crop Meeting, Clarksville, TN, March 2022.
64. Humpal, L, 2022. "Production Management Tools for Beef Producers," Beginning Master Beef Class, Lawrenceburg, TN, February 2022.
65. Humpal, L, 2022. "Farm Management Resources for Dairy Operations," Maury County DHIA Meeting, Columbia, TN, February 2022.
66. Humpal, L, 2022. "Managing Production Costs," Beginning Master Beef Class, Pulaski, TN, February 2022.
67. Humpal, L, 2022. "Production and Financial Management for Beef Operations," Master Beef Class, Spring Hill, TN, February 2022.
68. Humpal, L, 2022. "Utilizing The Beef Gauge Program," Master Beef Class, Pulaski, TN, January 2022.
69. Humpal, L, 2022. "Benefits of The Dairy Gauge Program," Maury County DHIA Meeting, Columbia, TN, January 2022.
70. Humpal, L, 2022. "Whole Farm Planning," Mid-Tenn. Goat Association Meeting, Spring Hill, TN, January 2022.
71. Humpal, L, 2022. "Enterprise Budgeting for Your Farm," Value-Added AG Business Workshop, Webinar, January 2022.
72. Humpal, L, 2022. "MANAGE Program Resources," Value-Added AG Business Workshop, Webinar, January 2022.
73. Humpal, L, 2021. "Small Berry Production Budgeting," Specialty Crop Series, Webinar, December 2021.
74. Humpal, L, 2021. "MANAGE Program Opportunities for Your Farm," Cheatham County Cattlemen's Annual Meeting, Pleasant View, TN, November 2021.
75. Humpal, L, 2021. "Developing a Business Plan," Value-Added Webinar, November 2021.
76. Humpal, L, 2021. "Production and Financial Management for Beef Operations," Advanced Master Beef Workshop, Waynesboro, TN, November 2021.
77. Humpal, L, 2021. "Utilizing The Beef Gauge Program on Your Farm," Advanced Master Beef Workshop, Lawrenceburg, TN, October 2021.
78. Humpal, L, 2021. "Production and Financial Management for Beef Operations," Advanced master Beef Workshop, Pulaski, TN, September 2021.
79. Humpal, L, 2021. "Budgeting for Small Ruminant Production," Master Small Ruminant Workshop, Spring Hill, TN, August 2021.
80. Humpal, L, 2021. "Utilizing The Beef Gauge Program on Your Farm," Maury County Cattlemen's Meeting, Columbia, TN, May 2021.
81. Humpal, L, 2021. "Master Farm Manager Review," Master Farm Manager Meeting, Centerville, TN, April 2021.
82. Humpal, L, 2021. "Payroll Protection Program," Maury County Cattlemen's Meeting, Columbia, TN, March 2021.
83. Humpal, L, 2021. "Managing Financial Resources for Beef Operations," Advanced master Beef Meeting, Savannah, TN, March 2021.
84. Humpal, L, 2021. "Utilizing the Manage Program," Value Added Grant Webinar, January 2021.

85. Humpal, L, 2020. "Implementing Record Keeping for Farm Operations," Master Farm Manager, Columbia, TN, October 2020.
86. Humpal, L, 2020. "Management Principals of Forest Land," Lunch Time Series, Webinar, June 2020.
87. Humpal, L, 2020. "Budgeting for Agriculture Operations," 7 Habits Lunch Series, Webinar, June 2020.
88. Humpal, L, 2020. "Developing Farm Budgets," Lunch Time Series, Webinar, April 2020.
89. Humpal, L, 2020. "Stocker Cattle Management and Marketing," Stocker Conference, Columbia, TN, March 2020.
90. Humpal, L, 2020. "Beef Herd Record Keeping," Advanced Master Beef Class, Waynesboro, TN, March 2020.
91. Humpal, L, 2020. "Beef Herd Improvement Resources," Advanced Master Beef Class, Waynesboro, TN, March 2020.
92. Humpal, L, 2020. "Budgeting and Financial Resources with the MANAGE Program," Area Row Crop Meeting, Spring Hill, TN, February 2020.
93. Humpal, L, 2020. "Grape Production Budgeting," Grape Production Workshop, Jackson, TN, February 2020.
94. Humpal, L, 2020. "Grape Production Budgeting," Grape Production Workshop, Franklin, TN, February 2020.
95. Humpal, L, 2020. "Working With Excel," Got Records Workshop, Clarksville, TN, February 2020.
96. Humpal, L, 2020. "Beef Gauge Program" Giles County Cattlemen's Meeting, Pulaski, TN, February 2020.
97. Humpal, L, 2020. "Beef Herd Record Keeping," Beginning Master Beef Meeting, Pulaski, TN, February 2020.
98. Humpal, L, 2020. "Working With Excel," Got Records Workshop, Jackson, TN, January 2020.
99. Humpal, L, 2020. "Grape Production Budgeting," Grape Production Workshop, White Pine, TN, January 2020.
100. Humpal, L, 2020. "Grape Production Budgeting," Grape Production Workshop, Chattanooga, TN, January 2020.
101. Humpal, L, 2020. "Grape Production Budgeting," Grape Production Workshop, Crossville, TN, January 2020.
102. Humpal, L, 2020. "Forestry Management, Financial Opportunities," Lower Tennessee Forestry Association Meeting, Columbia, TN, January 2020.
103. Humpal, L, 2020. "Beef Herd Record Keeping," Advanced master Beef Workshop, Spring Hill, TN, January 2020.
104. Humpal, L, 2020. "Developing Farm Plans," Beginning Farmer Meeting, Murfreesboro, TN, January 2020.
105. Humpal, L, 2020. "Benefits of The Beef Gauge Program," Advanced Master Beef Class, Pulaski, TN, January 2020.
106. Humpal, L, 2020. "Working with Excel," Got Records Workshop, Cookeville, TN, January 2020.
107. Humpal, L, 2019. "Working with Excel," Got Records Workshop, Lawrenceburg, TN, November 2019.
108. Humpal, L, 2019. "Forage Management," Advanced Master Beef Class, Franklin, TN, November 2019.
109. Humpal, L, 2019. "Managing Financial Risk with Cattle Operations," Advanced Master Beef Class, Lewisburg, TN, October 2019.
110. Humpal, L, 2019. "Marketing Opportunities in the Beef Industry," Advanced Master Beef Class, Centerville, TN, October 2019.

111. Humpal, L, 2019. "Managing the Beef Herd," Advanced Master Beef Class, Franklin, TN, October 2019.
112. Humpal, L, 2019. "Opportunities on Small Farms," Homestead Expo, Hohenwald, TN, October 2019.
113. Humpal, L, 2019. "Value-Added Practices for Beef Producers," Advanced Master Beef Class, Lawrenceburg, TN, October 2019.
114. Humpal, L, 2019. "Working with Excel," Got Records Workshop, Germantown, TN, October 2019.
115. Humpal, L, 2019. "Managing the Beef Herd," Advanced Master Beef Class, Pulaski, TN, October 2019.
116. Humpal, L, 2019. "Working with Excel," Got Records Workshop, Franklin, TN, September 2019.
117. Humpal, L, 2019. "Small Ruminant Management," Master Small Ruminant Workshop, Spring Hill, TN, September 2019.
118. Humpal, L, 2019. "Economics of Elderberry Production," Small Farm Workshop, Coalmont, TN, July 2019.
119. Humpal, L, 2019. "Succession Planning," Estate Planning Meeting, Parsons, TN, July 2019.
120. Humpal, L, 2019. "Marshall County Agricultural Economic Impact," Lewisburg Lions Club Meeting, Lewisburg, TN, June 2019.
121. Humpal, L, 2019. "Budget Development and Implementation," 7 Habits Workshop, Webinar, June 2019.
122. Humpal, L, 2019. "Adding Value Through Record Keeping," Turney Center Continued Education, Only, TN, May 2019.
123. Humpal, L, 2019. "Beef Gauge Program," Hickman County Cattlemen's Meeting, Centerville, TN, May 2019.
124. Humpal, L, 2019. "Timber Marketing," Timber Management Field Day, Lawrenceburg, TN, April 2019.
125. Humpal, L, 2019. "Pasture Budgeting and Management," Hickman County Cattlemen's Meeting, Centerville, TN, April, 2019.
126. Humpal, L, 2019. "Heifer Decisions and Budgeting," Advanced Master Beef Meeting, Hohenwald, TN, April 2019.
127. Humpal, L, 2019. "Production and Financial Management for Beef Operations," Giles County Cattlemen's Meeting, Pulaski, TN, April 2019.
128. Humpal, L, 2019. "Beef Herd Record Keeping," Beginning Beef Meeting, Pulaski, TN, April 2019.
129. Humpal, L, 2019. "Retained Ownership of Cattle," Beginning Beef Meeting, Lawrenceburg, TN, March 2019.
130. Humpal, L, 2019. "Adding Value Through Record Keeping," New Farmer Academy, Nashville, TN, March 2019.
131. Humpal, L, 2019. "Managing the Beef Herd," Beginning Beef Meeting, Columbia, TN, March 2019.
132. Humpal, L, 2019. "Utilizing Beef Gauge and Marketing," Maury County Cattlemen's Meeting, Columbia, TN, March 2019.
133. Humpal, L, 2019. "Building a Sustainable Business," Business Development Workshop, Columbia, TN, February 2019.
134. Humpal, L, 2019. "Utilizing Farm Gauge," Pasture Management Workshop, Lawrenceburg, TN, February 2019.
135. Humpal, L, 2019. "Beef Gauge Program," Advanced Master Beef Class, Savannah, TN, February 2019.
136. Humpal, L, 2019. "Building a Sustainable Business," Business Development Workshop, Columbia, TN, February 2019.
137. Humpal, L, 2019. "Developing Heifers Budgets and Beef Gauge," Advanced Master Beef Class, Waynesboro, TN, February 2019.

138. Humpal, L, 2019. "Beef Herd Replacement Strategies," Advanced Master Beef Class, Pulaski, TN, February 2019.
139. Humpal, L, 2019. "Retained Ownership," Advanced Master Beef Class, Lawrenceburg, TN, January 2019.
140. Humpal, L, 2019. "Utilizing Farm Gauge," Advanced Master Beef Class, Spring Hill, TN, January 2019.
141. Humpal, L, 2019. "Building a Sustainable Business, Part 1," Business Development Workshop, Columbia, TN, January 2019.

