

2021 Midwest Agricultural Banking School Application Form

November 29 – December 2, 2021

Department # 23

First Name	Middle Initial	Last Name	Preferred Name for Badge	
Title			Bank Asset Size	
Bank			E-Mail Address	
Address			Phone	Fax
City, State, Zip Code			Cell Phone	

Background Information

Male Female

Total years of banking

Experience _____

Size of bank's agricultural loan

Portfolio _____

Educational Level

- High School
- Some College
- Associate's Degree
- Bachelor's Degree - Business Admin. Economics
- Bachelor's Degree - Other Major
- Master's Degree
- Doctorate

Please indicate any specific courses or educational events you have attended in the Agricultural Banking area.

Payment Information

Monday Review : Fundamentals of Midwest Agriculture: Agronomic and Farm Management Factors - (Optional):

- \$75 Member Review
 - \$1195 IBA Members & Members of Co-Sponsoring Associations
 - \$895 IBA Members Commuter
- 100% Surcharge is applied for any Non-Member.

Total Payable \$ _____

Check Enclosed (payable to IBA Foundation, Inc.)

Please charge my: VISA MasterCard

Account Number _____ Exp. Date _____

Please register online at www.indiana.bank
Or return by October 29, 2021 to:

IBA Foundation, Inc.
8425 Woodfield Crossing Blvd., Suite 155E
Indianapolis, IN 46240
317-387-9380

Participation in IBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or non-member rates.

Refund Policy

Any applicant withdrawing from the school before October 29, 2021, will receive a refund minus a \$100 cancellation fee. Any applicant cancelling after October 29, 2021 failing to appear at the school will forfeit the entire registration fee. Extenuating circumstances will be considered on a per-person basis by the trustees of the school. Requests for refunds due to extenuating circumstances must be submitted in writing.

I have read the admission requirements & desire to enroll in the 2021 Midwest Agricultural Banking School. I agree to abide by all the requirements for participation and completion of this program. Above is detailed information regarding my qualifications for admission.

Applicant's Signature

Date

This submission has been approved by the bank. To be signed by the president, department head, personnel officer, or other executive authorized by the bank.

Nominating Officer's Name & Title (please type or print legibly)

Nominating Officer's Signature



2021 Midwest Agricultural Banking School & Ag Clinic



Co-Sponsored by:



Return on Education

Bankers demand a strong return on education, “ROE,” in terms of dollars, time, & effort spent. You can count on the Midwest Agricultural Banking School to provide:

- Practical, hands-on curriculum designed for learning by doing and for easy application at the bank;
- Small class size to increase networking opportunities and personalized instruction;
- A school designed and governed by bankers and taught by experienced bankers and consultants;
- Reasonable enrollment fees and an academic atmosphere conducive to a stimulating learning experience.

The Curriculum

The curriculum for the Midwest Agricultural Banking School is designed to provide you with the practical aspects of agricultural credit & finance, farm management, marketing & related subjects. The core curriculum was developed by, and is maintained in cooperation with, the Kansas/Nebraska Schools of Banking, and the sponsoring state bankers associations. The development and implementation of this curriculum has involved literally hundreds of bankers and has resulted in a nationwide system of quality banker education.

The **2021 Midwest Agricultural Banking School** delivers a solid foundation in agricultural credit principles and the most timely topics of the day, all with a minimum investment of time and money!

Core Curriculum

- Economic Outlook
- Introduction to Agricultural Financial Statements
- Agricultural Credit Analysis & Decision Making
- Farm Service Agency Programs
- The Farm Bill - Impact on Decisions
- Environmental Audits - What to Look For and Why
- Marketing Alternatives
- Structuring Agricultural Loans
- Problem Loans: Indicators
- Alternatives Used to Control Land and Facility Resources
- Crop Insurance
- Customer Relationship Development

Optional Review Session

Fundamentals of Midwest Agriculture:

Agronomic and Farm Management Factors - Monday Afternoon

Agricultural production speaks its own language and follows its own production and marketing practices. To those not familiar with agriculture, the terminology, production practices, marketing & governmental programs can be confusing and may lead to misunderstandings. For those lenders who are not familiar with agriculture, and want an introductory course prior to the start of the school, a session is scheduled for Monday afternoon that will include:

- Crop and livestock terminology
- Crop production practices & costs
- Land rental arrangements
- Livestock production & costs

Admission Information

Background

The Agricultural Banking School will hold its 49th annual session on November 29 - December 2, 2021. The 2021 Agricultural Clinic will be held on December 2. Co-sponsored by the Indiana, Illinois, Kentucky, Ohio & Michigan bankers associations and the Department of Agricultural Economics at Purdue. This school is designed to further enhance the education of bankers in the field of agricultural finance.

As one of the 68 land-grant colleges and universities created through the Morrill Act of 1862, Purdue has acquired a reputation as one of America's leading universities. Agriculture was one of two divisions originally established at Purdue in 1869, and since that time, Purdue has grown to become a recognized leader in all areas of agricultural education.

Classroom work features practical aspects of agricultural credit and finance, farm management, marketing and case studies.

Requirements and Regulations

Participants are expected to attend all sessions. Absences may be excused only because of illness, catastrophe or extenuating circumstances, based upon a written statement submitted to and approved by the school trustees.

Certificate of Completion

Students who successfully complete the program will be presented with a graduation certificate.

Registration & Schedule

Registration and Social hour will be Monday, November 29 from 5:00 - 6:00 p.m. at the Hampton Inn & Suites - West Lafayette. Students will then attend a dinner followed by a short program. On Tuesday and Wednesday classes will be held at Purdue University (Krannert Building, Room 758) from 8:00 a.m. - 5:00 p.m.

Facilities

Students will be housed at the Hampton Inn & Suites - West Lafayette, 160 Tapawingo Drive, West Lafayette, IN 47906. One student is assigned to each room.

Tuition

Tuition fees are \$1195 for co-sponsoring association members. These fees include room and board on Monday, Tuesday & Wednesday and all instructional materials. Member commuter rate is available for \$895. Optional Monday Review is \$75 for members. Tuition must accompany the official application. 100% surcharge is applied for Non-Members.

For More Information

If you have any questions regarding the 2021 Midwest Agricultural Banking School or any of the educational offerings of the IBA please contact Laurie Rees at 317-387-9380 or E-Mail: Lrees@indiana.bank

Friday, October 29 - Applications Are Due.

The Faculty

Faculty for the school includes academicians, bankers and agricultural professionals. These instructors have been carefully chosen for their knowledge and presentation skills. The faculty for this year's school, include: **Freddie Barnard**, Department of Agricultural Economics, Purdue University; **Bruce Erickson**, Department of Agronomy, Purdue University; **Michael Langemeier**, Department of Agricultural Economics, Purdue University; **Amanda Borne**, Farm Loan Officer, Farm Service Agency; **Fred Whitford**, Purdue Pesticide Program, Purdue Cooperative Extension Service; **Howard Halderman**, Halderman Farm Management; **Larry Kummer**, Horizon Bank; **Joe Walter**, Ag One Agency, Inc.; **Brady Brewer**, Department of Agricultural Economics, Purdue University; **Cary Mawbery**, Senior Vice President, Chief Commercial Lending Officer, **Aslihan Spaulding**, Illinois State Agricultural Economics, **Dr. Mindy Mallory**, Department of Agricultural Economics, Purdue University; **Dan Devlin**, PNC Bank; **Kevin Cook**, Merchants Bank of Indiana; **Tor Tolhurst**, Purdue Agricultural Economics; **Traci Davies**, Fowler State Bank; **Rick Gentis**, First Bank of Berne and **Jessica Lehman**, First Financial Bank.

Agenda

Monday, November 29

Optional Review - Introduction to Agriculture

1:00 pm Fundamentals of Midwest Agriculture: Agronomic Factors

3:00 pm Break

3:30 pm Fundamentals of Midwest Agriculture: Farm Management

5:00 pm Hotel/School Check-In/Social Hour

6:00 pm Banquet (Hilton Garden Inn) Panel Discussion: Traci Davies, Fowler State Bank, Rick Gentis, First Bank of Berne, and Jessica Lehman, First Financial Bank

Tuesday, November 30

8:00 am Environmental Audits: What to Look for and Why 9:00 am Farm Service Agency

10:15 am Break

10:30 am Agricultural Financial Statements

12:00 pm Lunch - On Your Own

1:00 pm Agricultural Credit Analysis

2:45 pm Break

3:00 pm Customer Relationship Development

5:00 pm Adjourn

Wednesday, December 1

8:00 am Marketing Alternatives

9:30 am Structuring Agricultural Loans

10:45 am Break

11:00 am Alternatives Used to Control Land & Facility Resources

12:30 pm Lunch On Your Own

1:45 pm Crop Insurance

3:00 pm Break

3:15 pm Farm Bill: Impact on Decisions

5:00 pm Adjourn

Agenda Continued:

Thursday, December 2 - Agricultural Clinic

7:45 am

Opening General Session

Commodity Outlook

Jim Mintert, Professor and Director of the Center for Commercial Agriculture, Dept. of Agricultural Economics, Purdue University

8:45 am

15 Minute Break

9:00 am

How Natural Weather Cycles, Sunspots Activity and Pandemics Influence Global Crop Production, Prices and Food Security

Shawn Hackett, Ag Commodities Expert

10:15 am

15 Minute Break

10:30 am

Today's Farm Technology

Aaron Hacker, Owner, Green Field Ag & Manager at Elite Ag Solutions

Breakouts

Overview of Carbon Credits

Dr. Carson Reeling, Associate Professor, Dept. of Agricultural Economics, Purdue University

Indiana Farmland Values

Dr. Todd Kuethe, Associate Professor and Schrader Chair in Farmland Economics, Dept. of Agricultural Economics, Purdue University

11:30 am

Lunch

12:45 pm

Update from Washington D.C.

Ed Elfman, Senior Vice President, Agricultural and Rural Banking Policy, American Bankers Association

1:30 pm

Farm Profitability Update

Freddie Barnard, Professor Emeriti, Dept. of Agricultural Economics, Purdue University

2:15pm

15 Minute Break

2:30 pm

Macro Economic Conditions and Monetary Policy

Jason Henderson, Associate Dean and Director of Extension, College of Agriculture, Purdue University

3:15 pm

Panel Discussion Amongst the Experts

Jason Henderson, Associate Dean and Director of Extension, College of Agriculture, Purdue University, **Freddie Barnard**, Professor Emeriti, Dept. of Agricultural Economics, Purdue University, and **Ed Elfman**, Senior Vice President, Agricultural and Rural Banking Policy, American Bankers Association

4:00 pm

Adjourn

