

2024 ADVANCED AGRICULTURAL BANKING CONFERENCE

SEPTEMBER 11-12, 2024 -

DOUBLETREE BY HILTON LAFAYETTE EAST



THIS CONFERENCE WILL INCLUDE:

DISRUPTORS IN THE WORLD OF AGRICULTURE

1

Join Doug Johnson from Moody's Analytics, Inc as he discusses some ag trends and silent disruptors we face in Production Ag today.

COMMODITY & INGREDIENT HEDGING

2

Gain a better understanding of agricultural margin management concepts and strategies.

LEADING EFFECTIVELY THROUGH CHANGE AND CHALLENGE

3

Review the foundational principles of leadership and management and learn how to apply them effectively to navigate the changing landscape of the industry.

WHO SHOULD ATTEND?

Agricultural bankers with a strong desire to further their knowledge of financial analysis, commodity marketing and risk management. This program is specifically targets toward graduates of the Midwest Agricultural Banking Schools or similar programs with a minimum of three years of agricultural lending experience.


CO-SPONSORED BY:

Indiana Bankers Association
Illinois Bankers Association
Kentucky Bankers Association
Michigan Bankers Association

Questions about this conference?



Contact: Laurie Rees,
VP, Education & Training

 (317) 333-7140

 LRees@indiana.bank

For more information,
visit our website at
indiana.bank.



PROGRAM OVERVIEW

2024 has seen agriculture transition back to a low margin environment. Producers and bankers alike are bracing from several more years of lower profits. Farmers are facing pressure from rising input costs and a low commodity price environment. These low margins, along with other key issues for agriculture loom on the horizon. At the Advanced Ag Banking Conference, attendees will gain actionable insights from industry leaders and economists on navigating the current challenges facing farmers, explore strategies to mitigate risk and optimize lending practices amidst fluctuating agricultural conditions.

We will kick off the conference with a commodity outlook and barometer update on the health of the agricultural economy. Day 1 will be an interactive workshop that will give you tools to help farmers manage the tighter margins they can expect over the foreseeable future.

Day 2 continues with insights on the trends impacting the agricultural sector, essential skills of effective leadership, and an Agricultural Banking Update from Washington, D.C., and, an analysis of global ag markets

The Advanced Ag Banking Conference is designed to provide the lending community with updates on current agricultural topics that can help you better serve your farmer customer. Reserve your place today and invest in your future as a leader in agricultural lending.



SEPTEMBER 11 MARGIN MANAGEMENT FOR AGRICULTURAL LENDERS

Day one of the conference is designed to help bankers better understand the risk associated with lending to agricultural producers looking to protect their profit margins.

COMMODITY OUTLOOK

In this session, Dr. Michael Langemeier will cover the outlook on commodity prices impacting your farmer customers, the outlook for the agricultural economy barometer and farm incomes.

INTRODUCTION TO THE FUTURES MARKET AND PROFIT MARGIN MANAGEMENT

Discussion of the futures market as a price discovery tool and a means to transfer risk between parties. Review contracting alternatives between the cash market and the futures markets.

PROJECTING MARGIN REQUIREMENTS

Review of performance bond requirements for futures and options positions, as well as stress testing to determine potential margin requirements.

UNDERSTANDING ACCOUNTS STATEMENTS

Review of brokerage statements to decipher cash and equity positions, open trade equity, net option value, liquidating value and margin requirements.

INTRODUCTION TO OPTIONS AND OPTION PRICING

Types of options, definitions, contract specifications and terminology; components of option premium.

CORE STRATEGIES

Review of basic futures and options positions typically used by crop and livestock producers to protect risk of both lower and higher prices.

GROUP EXERCISE

Teams will manage a forward profit margin, using futures and/or options, and managing those positions over the course of the historical simulation period.

SEPTEMBER 12

DISRUPTORS IN THE WORLD OF AGRICULTURE: WHAT WE'RE WATCHING AND WHAT WE'RE NOT

Join Doug Johnson from Moody's Analytics as he discusses some ag trends and silent disruptors we face in Production Ag today. Doug will be talking about some very thought challenging issues we need to be watching like AI tech, lab-raised meat, worker shortage, consumer sentiment, creating a true Value Prop, as well as some opportunities to help ensure the future sustainability of our producers.

FOSTERING ENGAGEMENT: LEADING EFFECTIVELY THROUGH CHANGE & CHALLENGE

The needs of the workforce have shifted drastically over the years. This has elevated a necessary focus in a variety of areas other than compensation for employees. Effective leadership skills are more important than ever in developing and retaining employees. In this session, we will review the foundational principles of leadership and management and learn how to apply them effectively to navigate the changing landscape of the industry.

AGRICULTURAL BANKING UPDATE FROM WASHINGTON D.C.

In this session, Ed Elfmann will provide an update on federal agricultural banking policy. He will discuss the current state of the 2024 Farm Bill and why it matters to bankers. Additionally, he will discuss the ACRE Act and its importance to bankers.

VOLATILITY TO BE DOMINANT THEME OF 2024

Analysis of global ag market trends. Food markets reset in 2023 due to larger production. Markets are set to enter a period of deflated values, but will world climate patterns prove favorable?

2024 AG LENDERS CONFERENCE SPEAKERS INCLUDE:

Michael Langemeier, Purdue University
Dustin Baker, Michael Liautaud, and
Scott Gerig, Commodity & Ingredient
Hedging
Doug Johnson, Moody's Analytics, Inc
Brooke Linn, Brooke Organizational
Consulting
Ben Buckner, AgResource Company
Ed Elfmann, American Bankers
Association



AGENDA AT A GLANCE

Wednesday, September 11

8:30 – 9:00 am	Registration & Continental Breakfast
9:00 – 9:05 am	Welcome & Introductions
9:05 – 10:00 am	Commodity Outlook <i>Dr. Michael Langemeier</i>
10:00 – 10:15 am	Break
10:15 am – 12:00 pm	Margin Management for Agricultural Lenders <i>Dustin Baker, Scott Gerig and Michael Liautaud</i>
12:00 – 12:45 pm	Lunch
12:45 – 4:30 pm	Managing Margins Continued
4:30 pm	Day One Concludes

Thursday, September 12

8:00 – 8:30 am	Continental Breakfast
8:30 – 9:45 am	Disruptors in the World of Agriculture: What We're Watching and What We're Not - <i>Doug Johnson</i>
9:45 - 10:00am	Break
10:00 – 12:15 pm	Fostering Engagement: Leading Effectively Through Change and Challenge - <i>Brooke Linn</i>
12:15 – 1:00 pm	Lunch
1:00 – 2:00 pm	Agricultural Banking Update from D.C. <i>Ed Elfmann</i>
2:00 – 3:00 pm	Volatility to be Dominant Theme of 2024 <i>Ben Buckner</i>
3:00 pm	Conference Adjourns

REGISTRATION



Registration Fee

IBA, KBA, MBA Members / Associates Members - \$595
Additional Member from Same Institution - \$495

The registration fee includes the program, materials, continental breakfast, lunch and refreshments each day. Participation in IBA programs is limited to members, associate members and non-members from an eligible membership category at applicable member or non-member rates. A surcharge of 100% for non-members will be applied. Please register early!

Hotel Information

The IBA has contracted with DoubleTree by Hilton Lafayette East, 155 Progress Drive, Lafayette, IN 47905 for a group rate. Participants are responsible for making their own reservations. Hotel accommodations are not included in the registration fee. To make your reservation with the DoubleTree by Hilton Lafayette East call 765-446-0900 or visit www.lafayetteeast.doubletreebyhilton.com. Please reference the Indiana Bankers special rate code 0003145564 to receive the negotiated rate of \$129.

Certificate of Completion

Each participant will receive a Certificate of Completion.

Cancellation Policy

Within three or more business days prior to the day of an educational program, no cancellation charge will be assessed. Within two days prior, 50% of the registration fee is assessed. Refunds are not provided for cancellations or absences which occur within one day prior or on the day of the program. Substitutions are welcomed.

For More Information

If you have any questions regarding the 2024 Advanced Agricultural Banking Conference or any educational offerings of the IBA, please contact Laurie Rees, VP, Education & Training, at (317) 333-7140 or LRees@indiana.bank.

REGISTRATION FORM (Dept. #46)

Each attendee must complete a separate registration form; photocopies are acceptable.

First Name _____

Last Name _____

Position _____

Bank _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____

Email _____

Payment Information

Total Amount Due \$ _____

- I have enclosed my check
- Please Invoice Me
- Circle card type: VISA Mastercard AMEX

Name on Card

CVV Code

Card Number

Exp. Date

Register online at indiana.bank