

2022 MIDWEST AGRICULTURAL BANKING SCHOOL & AG CLINIC

NOVEMBER 28 -
DECEMBER 1, 2022



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 2022 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 & Farm Management Factors

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 morning.

Admission Information

Background

The Agricultural Banking School will hold its 50th annual session on November 28 - December 1, 2022. The 2022 Agricultural Clinic will be held on December 1. 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

The Optional Review will begin at 8:30am and the school will begin at 1:15pm. Registration & Social Hour will be held Monday, Nov. 28 from 5:00 pm - 6:15 pm in the lobby at the Hampton Inn and Suites - West Lafayette. Concluding the social hour the 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 and Suites, 160 Tapawingo Drive, West Lafayette, IN 47906. One student is assigned to each room.

Tuition

Tuition fees are \$1295 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.

Agenda

Monday, November 28

Optional Review - Introduction to Agriculture

8:15 am Optional Review Registration/Check In

8:30 am Fundamentals of Midwest Agriculture:
Agronomic Factors

10:30 am Break

10:45 am Fundamentals of Midwest Agriculture:
Farm Management

1:00 pm School Check In/ Registration

1:15 pm Agricultural Financial Statements

3:00 pm Break

3:15pm Agricultural Credit Analysis

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

6:15 pm Banquet (Hampton Inn & Suites)

8:00 am Environmental Audits: What to Look for & 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

3:00 pm Customer Relationship Development

5:00 pm Adjourn

Tuesday, November 29

8:00 am Environmental Audits: What to Look for and Why

9:00 am Farm Service Agency Problems

10:15 am Break

10:30 am Structuring Agricultural Loans

12:00 pm Lunch - On Your Own

1:00 pm Alternatives Used to Control Land and Facility
Resources

2:15 pm Appraisals: What You Need to Know

2:45 pm Break

3:00 pm Customer Relationship Development

5:00 pm Adjourn

Wednesday, November 30

8:00 am Crop Insurance

9:15 am Marketing Alternatives

10:30 am Break

11:00 am Farm Bill: Impact on Decisions

12:15 pm Lunch On Your Own

1:30 pm Special Assets

2:45 pm Break

3:15 pm Panel Discussion: Problem Loan Indicators and
Contemporary Issues in Ag Lending

5:00 pm Adjourn

Agenda Cont.

Thursday, December 1 - Ag Clinic

7:45 am Commodity Outlook

9:00 am How Weather and Supply Chain
Mechanics are Influencing Global Crop
Production and Ag Prices

10:15 am Break

10:30 am BREAKOUTS

- Hedging Strategies for Ag Bankers:
Helping Farm Customers Increase
Profitability
- Food Availability and Food Trends
Impacting Farms
- Working with Farmers under Stress

11:30 am Lunch

12:30 pm Macro Economic & Credit Market
Update

1:45 pm BREAKOUTS

- Understanding Multi-Entity Farms
- Nontraditional Lenders - What are they
and how are they impacting Ag Credit
Markets?
- Livestock Market "Need-To-Knows" for
2023 (and Beyond?)

2:45 pm Break

3:00 pm Domestic and Global Policy and
Impact on US AG Producers

4:00 pm Adjourn

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 includes:

Freddie Barnard	Larry Deboer
Fred Whitford	Amanda Borne
Cary Mawbery	Dan Devlin
Howard Halderman	Pat Karst
Scott Downey	Scott Silveus
Craig Robertson	Tor Tolhurst
Jessica Lehman	Zach Allen
Tracie Davies	Rick Gentis
Cari Juillerat	Bob Rhodes

2022 Midwest Agricultural Banking School

November 28 – December 1, 2022

Application Form

First Name

Last Name

Title

Bank

Address

City, State, Zip Code

Preferred Name for Badge

Bank Asset Size

E-Mail Address

Work Phone

Cell Phone

Background Information:

☐ Male

☐ Female

Total years of banking experience

Size of bank's ag loan portfolio

Please Check all that apply:

☐ High School

☐ Some College

☐ Associate's Degree

☐ Bachelor's Degree

☐ Master's Degree

☐ Doctorate

Payment Information

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

☐ \$75 Member Review

☐ \$1295 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 ☐ AMEX

Card Holder Name

CVV Code

Account Number

Exp. Date

Please register online at
www.indiana.bank

Or return by October 29, 2022 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.