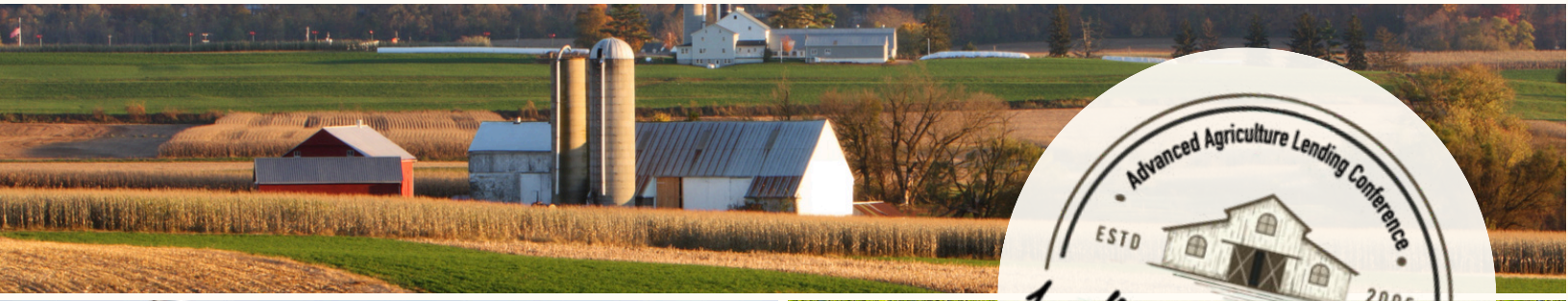
2026 ADVANCED AGRICULTURAL BANKING CONFERENCE

SEPTEMBER 16-17, 2026

DOUBLETREE BY HILTON LAFAYETTE EAST







Advanced Agriculture Lending Conference
ESTD 2005
Indiana Bankers Association

CONFERENCE OVERVIEW

During this conference we will evaluate shifts related to agricultural inputs for Midwest farming.

Experts from academic, industry, and policy institutions will gather to discuss the altered economics of agricultural inputs.

For over 20 years the Indiana Bankers Association has been bringing together agricultural lenders to discuss timely agricultural topics. Farming is a vital part of the economy, and we are here to support our agricultural bankers. You will leave this conference with the tools and actionable insights you need to grow your ag banking business despite tough conditions.

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 targeted 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
Kentucky Bankers Association
Michigan Bankers Association

Questions about this conference?

Contact: Molly Gibbs, Assistant Vice President - Education & Training
(317) 333-7161
MGibbs@indiana.bank

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



PROGRAM OVERVIEW

The agricultural industry continues to face economic uncertainty, shifting markets, and evolving challenges that impact both producers and lenders. The 2026 Advanced Ag Banking Conference provides agricultural banking professionals with timely insights, practical strategies, and peer perspectives to help navigate today's lending environment.

Sessions will explore the agricultural economy, credit analysis, communication during uncertain times, estate and succession planning, lender well-being, farm bill updates, leadership and talent development, customer perspectives, and opportunities within agribusiness.

Through panel discussions featuring both agricultural lenders and farm customers, attendees will hear firsthand perspectives on the challenges and opportunities shaping the industry. These conversations will provide practical insights into building stronger relationships, identifying growth opportunities, and navigating an increasingly complex agricultural marketplace.

Join industry experts and peers for two days of education, discussion, and networking focused on strengthening agricultural lending and supporting farm customers in a changing marketplace.

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PRESENTATION HIGHLIGHTS

THE PULSE OF AGRICULTURE AND AGRICULTURAL LENDING

Explore the key economic forces shaping agriculture and agricultural lending today. Gain insights into interest rates, commodity cycles, land values, liquidity, credit quality, and geopolitical risks, while learning practical strategies to strengthen credit analysis, risk management, and customer conversations in an increasingly uncertain environment.

HARVESTING OPPORTUNITY: BUILDING AG BUSINESS, RELATIONSHIPS, AND RESILIENCE

In this session, a former banker turned ag business owner shares real-world strategies for building strong relationships with farm clients, leveraging innovative marketing tactics, and growing leadership skills through times of change. Learn how to support clients in developing diverse income streams and gain practical insights to help your institution and your borrowers thrive in today's evolving agricultural environment.

AG CREDIT ANALYSIS AND STRATEGIC COMMUNICATION: LENDING WITH CONFIDENCE IN UNCERTAIN TIMES

Agricultural lenders face growing challenges from economic uncertainty, market volatility, and industry change. This session provides practical tools for credit analysis, stress testing, cash flow evaluation, and risk management, while exploring communication strategies that strengthen customer relationships and lending decisions. Attendees will gain actionable insights to identify opportunities, manage risk proactively, and navigate today's evolving agricultural lending environment.

2026 ADVANCED AGRICULTURAL BANKING CONFERENCE

FEATURED SPEAKERS:

Dr. Dave Kohl, Professor Emeritus, Virginia Tech

Ed Elfmann, Senior Vice President, American Bankers Association

Miriam Robeson, Attorney, Robeson Law LLC

Brantley Seifers, Director National Government Affairs, Indiana Farm Bureau

Jim Bishop, Executive Advisor and Coach, Conjunction Leadership

Kaylee Heap, Senior Grain Portfolio Manager, GROWMARK, Inc.



AGENDA AT A GLANCE

Wednesday, September 16

8:30 - 9:00 am	Registration & Continental Breakfast
9:05 - 10:30 am	**The Pulse of Agriculture and Agricultural Lending** Dr. Dave Kohl
10:45 - 12:00 pm	**Ag Credit Analysis and Strategic Communication: Lending with Confidence in Uncertain Times** Dr. Dave Kohl
12:00 pm	Lunch
1:00 - 2:00 pm	**Economic Outlook** Ed Elfmann
2:15 - 3:15 pm	**Estate & Succession Planning for Farmers** Miriam Robeson
3:30 - 4:30 pm	**Managing Stress for Lenders** Emily Kresca

Thursday, September 17

8:30 - 9:00 am	Continental Breakfast
9:00 - 10:00 am	**Farm Bill/Policy Update** Brantley Seifers
10:15 - 11:15 am	**The Hidden Cost of High Achievement** Jim Bishop
11:15 am - 12:00 pm	**Growing Talent, Strengthening Teams: Leadership Strategies for Engagement and Retention** Brooke Linn
12:00 pm	Lunch
1:00 - 1:45 pm	**Farm Customer Panel**
2:00 - 3:00 pm	**Harvesting Opportunity: Building Ag Business, Relationships, and Resilience** Kaylee Heap
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 2026 Advanced Agricultural Banking Conference or any educational offerings of the IBA, please contact Molly Gibbs, Assistant Vice President - Education & Training, at (317) 333-7161 or MGibbs@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 $_____

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

_____

Name on Card CVV Code

_____

Card Number Exp. Date

Register online at indiana.bank