

Registration Fee

IBA, KBA, MBA Members / Associates Members - \$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 nonmember rates. 100% Surcharge for Non-members will be applied. Please register early!

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 one day prior or on the day of the program. Substitutions are welcomed.

For More Information

If you have any questions regarding the 2018 Advanced Agricultural Credit Conference or any educational offerings of the Indiana Bankers Association please contact: Laurie Rees, Vice President, Education & Training at 317-387-9380 or Lrees@indianabankers.org.

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 003145564 to receive the negotiated rate.

Special Accommodations

The IBA is committed to providing the best education in the best facility possible. To that end, we strive to accommodate any special needs bankers may have while attending our programs. If you need any special accommodations in order to attend this program, please let us know.

Co-Sponsored by:



ADVANCED AGRICULTURAL CREDIT CONFERENCE



Registration Form

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

(Dept. #46)

First Name _____ Last Name _____

Position _____ Bank _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____

Cell Phone _____

Email _____

Return to:

Indiana Bankers Association Phone: 317-387-9380
8425 Woodfield Crossing Blvd Suite 155E Fax: 317-333-7169
Indianapolis, IN 46254

Payment Information

Total Amount Due \$ _____

- I have enclosed my check
 Please Invoice Me

Name on Card _____

Card Number _____ Exp. Date _____

Co-Sponsored by:

Indiana Bankers Association, Illinois Bankers Association, Kentucky Bankers Association, Michigan Bankers Association.



September 5-6, 2018

DoubleTree by Hilton Lafayette East
155 Progress Drive
Lafayette, IN 47905

Register online with the Indiana Bankers Association at www.indianabankers.org

PROGRAM OVERVIEW

The period of record high commodity prices combined with historically low interest rates, which fueled record high profits, dramatic increases in both cash rents and farm real estate values and a number of capital purchases appears to be over, at least for the next few years. We are now in the midst of a transition characterized by much lower commodity prices, resulting in lower profits and decreased loan repayment capacity. The over-hanging cloud in this environment is the debt to purchase some of those capital purchases remains and there is a likelihood interest rates could rise. The result has been increasing levels of financial stress for both agricultural borrowers and lenders.

The Conference is designed to help attendees prepare for the 2018-2019 loan renewal season as Dr. David Kohl provides an overview of the state of agriculture and the credit risks that may lie ahead. One way some of the more mature farm operators may choose to deal with the current period of low profits is to transition to the next generation. The afternoon of the first day will focus on the legal, tax and personnel issues involved with such a transition. The day will end with how the new tax law will impact agriculture.

The second day will start with a review of the current situation and what is likely ahead for commodity prices, cash rents and land values. Then the morning will end with an overview of where we are regarding the farm bill. The afternoon will focus on China and what has gone on, is going on and will likely go on in the future and the impact on US agriculture. The Conference will end with some practical tips on building relationships, particularly between lenders and their farm borrowers.

Who Should Attend

This program is specifically targeted toward graduates of the Midwest Agricultural Banking Schools or similar programs with a minimal of three years of agricultural lending experience.

Location

The Conference will be held at the DoubleTree by Hilton Lafayette, 155 Progress Drive, Lafayette, IN 47905. Set off I-65 in the growing commercial corridor, this sleek hotel is just 5 minutes from Downtown Lafayette and 5 miles from Purdue University. You will find hints of black and gold throughout the hotel. They will welcome you at check-in with the warm Double-Tree chocolate chip cookies that they are famous for.

SCHEDULE HIGHLIGHTS

Wednesday, September 5, 2018

8:30 – 9:00 am	Registration & Continental Breakfast
9:00 – 9:10 am	Welcome & Opening Remarks
9:10 – 10:30 am	State of Agricultural and Agricultural Lending
10:30 – 10:45 am	Break
10:45 – Noon	Credit Risk 2018-2019 Answers to Critical Questions
Noon – 1:00 pm	Lunch
1:00 – 2:30 pm	Succession Planning: Legal Considerations Succession Planning: Tax Incentives
2:30 - 2:45 pm	Break
2:45 - 3:45 pm	Succession Planning: Dealing with Conflict
3:45 - 5:00 pm	Impact of the New Tax Law on Agriculture
5:00 pm	Adjourn Day One

Thursday, September 6, 2018

7:30 - 8:00am	Continental Breakfast
8:00 – 9:30 am	Commodity and Economic Outlook
9:30 – 9:45 am	Break
9:45 – 10:45 am	Land Values and Cash Rents
10:45 – 11:00 am	Break
11:00 – Noon	Farm Bill Update
Noon – 1:00 pm	Lunch
1:00 – 2:00 pm	China's Agriculture: Past, Present and Future
2:00 – 3:00 pm	Building a Relationship, A Relationship Between Farmers and Bankers
3:00 pm	Conference Adjourns



SPEAKERS



State of Agriculture and Agricultural Lending & Credit Risk 2018-2019 Answers to Critical Questions

David Kohl, Ph.D.

Professor Emeritus, Agricultural and Applied Economics, Virginia Tech

David Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from

Cornell University. For 25 years, Kohl was Professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Virginia.



Succession Planning: Legal Considerations

Polly J. Dobbs, Esq.

Dobbs Legal Group, LLC

Polly's passion lies with helping family-owned farms and closely held businesses achieve a smooth succession. She has extensive experience in farm succession planning, and is

knowledgeable in the complexities and tax implications of estate planning for those with closely held businesses and high net worth estates.



Succession Planning: Tax Incentives

Dr. Julia Valliant

Indiana University

Julia Valliant is a public health researcher focusing on learning from farmers and ranchers about how agricultural incentives can support them in building farm-level biodiversity and raising more nourishing food.

Present projects address how farms and ranches continue, or transition, from one generation to the next; the food movement as a farmer-led health movement; grazing management for surface water point protection; and performance payments to reward grazers and farmers for ecological outcomes in agriculture.



Succession Planning: Dealing with Conflict

Dr. Maria Marshall

Purdue University

Professor Maria Marshall conducts an applied research, teaching, and Extension program in small and family business management, food marketing, and entrepreneurship. Her research

focuses on small business development, family business management and marketing.



Impact of New Tax Law on Agriculture

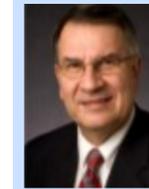
Dr. Michael Langemeir

Purdue University

Dr. Langemeir has Extension and research interests that include cropping systems, benchmarking, strategic management, cost of production, and technical and economic efficiency. Most of his research has focused

on the efficiency of farms and ranches, and crop and livestock enterprise production costs and efficiency.

SPEAKERS



Commodity and Economic Outlook

Dr. Christopher Hurt

Purdue University

Dr. Hurt's areas of specialty include examination of family farm market problems, pricing strategies, and livestock futures market performance. He serves as editor of the

Purdue Agricultural Economics Report. He has received the USDA Superior Service Group Award, an American Agricultural Economics Group award, as well as two Indiana Extension Service Awards.



Land Values and Cash Rents

Howard Halderman

Halderman Farm Management & Real Estate Services

Mr. Halderman is President of Halderman Farm Management, Halderman Real Estate Services and Executive Chair of US Agriculture. The

Halderman Companies oversee farmland assets for over 1,100 clients in 19 states (totaling 240,000 acres), buy and sell more than \$120 million of farmland in the Midwest and perform over 650 appraisals of farmland annually. US Agriculture has \$261 MM in agricultural assets and commitments under management for three institutional clients.



Farm Bill Update

Dr. Carl Zulauf

The Ohio State University

Carl Zulauf is a Professor in the Department of Agricultural, Environmental, and Development Economics at The Ohio State University. Dr. Zulauf's areas of specialization are commercial agricultural policy and commodity futures and options markets.



China's Agriculture: Past, Present and Future

Dr. Allan Lines

Professor Emeritus

The Ohio State University

His career at Ohio State focused on the development and implementation of Extension education programs that enhanced the

economic decision-making skills of farm and agribusiness managers. He taught courses in farm management, farm finance and agribusiness finance.



Building a Relationship, A Relationship Between Farmers and Bankers

Curt Covington

Farmer Mac

Curt Covington is the senior vice president, agricultural finance at Farmer Mac, the

leading secondary market for agricultural mortgage and rural utilities loans, where he leads the company's business development efforts in the Farm & Ranch and USDA guarantees business segments.