



# Ag Lenders' Conference

January 29, 2018  
Erin's Pavilion  
Springfield, IL



“Bullish on Agriculture ~ 2018 & Beyond”  
“Estate Planning Trends for Family Farms”  
“Weather Outlook & Forecasting for 2018”  
“Forces Shaping Future Farmland Markets”  
“The Joys of Stress”

# Importance of the Conference

This jammed-packed day takes a look at a variety of issues facing agricultural lenders. Attend CBAI's 2017 Ag Lenders' Conference to develop the skills and tools to better understand the issues affecting your farm and agribusiness customers and to meet their credit needs. A mini-expo featuring the latest in products and services for ag lenders also highlights the day.

## Agenda

**9 - 10 a.m.**

### **"Bullish on Agriculture - 2018 & Beyond"**

Tyne Morgan, Host, U.S. Farm Report & Farm Journal Broadcast, South Bend, IN

It's a harsh reality for farmers across Illinois: farmers are facing stagnant crop prices and eroding balance sheets. While the farm financial picture may be grim, farm leaders are hopeful changes in policy and building better trade will help improve the landscape of agriculture. U.S. Farm Report Host Tyne Morgan digs into the topics not only impacting farmers today, but the factors that could play a role on their farms in the future. As farmers and ranchers find a way to survive the economic headwinds, Morgan shares stories on how resilience reigns in agriculture, and why she's bullish agriculture 2018 and beyond.

**10:15 - 11:15 a.m.**

### **"Estate Planning Trends for Family Farms"**

Curt W. Ferguson, The Farmers' Estate Planning Attorney, Salem, IL

The future of the family farm-and the ag lending business of the local bank-relies heavily on effective estate planning. Given the relatively high estate tax exemptions, loss of the typical family farm to estate taxes can only be the result of gross neglect. However, with the price of land, equipment and inputs, it is virtually impossible to start farming without significant help from an older generation. This session highlights current trends in meaningful estate planning: managing assets during disability, protection planning for the beneficiaries, fair vs. equal division and protecting the successor farmer's livelihood, eliminating high income tax rates on trusts, and income tax challenges of the retiring farmer.

**11:30 - 12:30 p.m.**

### **"Weather Outlook & Forecasting for 2018"**

Eric Snodgrass, Director of Undergraduate Studies Department of Atmospheric Science, University of Illinois, Champaign

In preparation for the 2018 growing season, this presentation focuses on weather across the corn belt over winter and its impacts on the upcoming planting season. Snodgrass provides the latest forecast guidance for spring and summer 2018 and discusses the impact of this forecast on the potential yields for corn and soybeans. Also discussed is the weather risk associated with severe weather including hail, severe winds, flash floods and learn how to predict and monitor these threats. Snodgrass also presents how the timing of drought and heat have historically impacted crops yields and discuss modern techniques to forecast these events in order to prepare for weather driven market fluctuations. Progress of the 2017-18 growing season in Brazil is discussed. Finally, Snodgrass shows how to access and use the latest weather forecasting technologies and provide numerous free resources for weather analysis and forecasting.

**1:30 - 2:30 p.m.**

### **"Forces Shaping Future Farmland Markets"**

Dr. Bruce J. Sherrick Ph.D., Marjorie and Jerry Fruin Professor of Land Economics & Director of the TIAA Center for Farmland Research in the Department of Agricultural and Consumer Economics at the University of Illinois, Champaign

Farmland comprises over 80% of the assets of the agricultural sector and thus changes in values have substantial implications to farmers, lenders, investors, and those interested in technologies serving the sector. This session examines the financial performance of the asset class and puts its recent price performance in context with a longer range look at its relative performance when considered in the context of the broader economy. At the same time, technological innovations that are affecting farmland markets are occurring at record pace especially in terms of informational availability that challenges many of the traditional institutions in farmland exchange markets. This session also highlights some of the rapidly changing technologies affecting farmland markets and places these into context with the meta-trends that will shape agricultural asset markets for the coming decades.

# Agenda(cont'd)

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2:45 - 3:45 p.m.

## "The Joys of Stress"

David Okerlund, Professional Speaker

This keynote address is all about changing the way we think about the stress in our lives. Okerlund's approach is learning how to laugh a little more at ourselves and our mistakes. It's understanding that stress is not the ogre we've made it out to be, and in fact, can and should be a positive force in our lives. Okerlund takes you on a roller coaster ride as he looks at how stress can be turned from a negative into a positive force in our lives.

Objectives:

1. Learn how to become proactive instead of reactive when stress elements arise
2. Five Key "Attitude Survival Skills" to nurture
3. How the power of humor and rediscovering the child within are so critical
4. What role passion plays in a healthy mental syntax

3:45 p.m. Adjournment

# Registration Fees

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Fees include hand-out materials, refreshment breaks, and lunch. An income-tax deduction may be allowed for educational expenses undertaken to maintain or improve professional skills. **Cancellation Policy:** Registrants cancelling two days prior to each seminar receive 100% refund; one day prior, 50%; the day of the seminar, no refund. **All cancellations must be made in writing prior to the seminar day. Invoices and training materials will be sent to all "no shows."**

### CBAI MEMBER

One person .....	\$265
Two or more from same banking institution.....	\$245 each

### \*\*PROSPECTIVE-MEMBER

One person .....	\$465
Two or more from same banking institution.....	\$445 each

**CDD members receive a 10% discount.**

\*\*Only financial institutions/firms eligible for CBAI membership.

## What Others Have Said About Past Ag Lenders' Conference:

*"Eric Snodgrass had excellent reference materials that we can share with our ag clients."*

Kerry Hoops, CLO  
German-American State Bank, German Valley

*"Loved the speakers! This was a great conference with speakers on topics that are current for what is going on today in the Ag economy."*

Jenny Francis, Ag Lender  
Longview Bank & Trust, Sidney

*"This was my first Ag Lenders Conference and it was very good! This will better prepare me for partnering with my farm clients."*

Ryan Riggins, AVP-Lending  
MidAmerica National Bank, Canton

*"The course material was very relevant to today's agricultural environment and opened our eyes to what is on the horizon. Impressive lineup of speakers with a wealth of knowledge and experience."*

Jeremy Hoke, AVP  
Scott State Bank, Bethany

# Speaker Biographies

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**Curt W. Ferguson**, of Salem, Illinois, is known as The Farmers' Estate Planning Attorney. From his experience he writes the monthly ESTATE PLAN EDGE column in the Prairie Farmer® and articles for the Illinois State Bar TRUSTS & ESTATES newsletter (such as Protective Trusts Without Compressed Tax Brackets in 2016, and Stepping up the Basis on Credit Shelter Trust Assets in 2015). He is Chairman of the DRAFTING DEVELOPMENT TASK FORCE of the National Network of Estate Planning Attorneys and a key member of the Network's advanced planning faculty.

**Tyne Morgan** is doing what she calls her "dream job." She's a Missouri girl who has generations of agriculture rooted in her blood. Born and raised in Lexington, Missouri, FFA was a big part of her high school career. Through public speaking and various contest teams, she actually plunged into broadcast at the young age of 16. While in high school, she worked at KMZU radio providing the daily farm market updates, as well as local, state and national agriculture news. Although Morgan always knew she wanted to go into TV, it was then she discovered farm broadcasting was her calling. Morgan attended the University of Missouri-Columbia where she majored in Agriculture Journalism, with an emphasis in broadcast. During her college years, she was a farm broadcast intern for Brownfield Ag News, and was the 2006 Missouri State Fair Queen, serving as the Ambassador for Missouri agriculture. After spending countless hours on the road as AgDay and U.S. Farm Report National Reporter, she was named the first female Host of U.S. Farm Report in 2014. Today, she travels the country, capturing the latest agricultural news, interviewing both farmers and industry leaders, as well as searching for compelling stories in rural America.

**David Okerlund** grew up in a rural, Midwestern town of Manchester, Iowa where as a young teenager he saved up money- to go on to college by working on the town's garbage route. From there he went on to Hastings College in Nebraska where he became a nationally ranked speech and forensic speaker. After graduation he became a teacher in Iowa where in his first year he was nominated as the Outstanding Young Speech Educator for the state. In 1983 David's speaking abilities gained national attention when he finished in the final three of the World Championship of Public Speaking; a contest that includes over 20,000 contestants from over 45 different countries. In 1984 David was an instructor at Oxford University where he taught speech and debate. He is a member of the International Hall of Fame for speakers.

**Dr. Bruce J. Sherrick Ph.D.** is the Marjorie and Jerry Fruin Professor of Land Economics, and Director of the TIAA Center for Farmland Research in the Department of Agricultural and Consumer Economics at the University of Illinois. He was nominated by the President and confirmed by the Senate to serve on the Board of the Federal Agricultural Mortgage Association, or Farmer Mac. Dr. Sherrick teaches undergraduate and graduate courses in applied finance, and financial modeling. He has been recognized on the List of Teachers Ranked as Excellent 14 times and has won Outstanding Teaching awards in both his College and Department, as well as the Hughes Teaching Enhancement Award at the University of Illinois, and the College of Agricultural, Consumer, and Environmental Sciences Paul A. Funk Excellence Award. Dr. Sherrick's research is concentrated in the areas of risk analysis, crop insurance evaluation, farmland market structure and performance, and modeling of financial institutions. He is also one of the faculty members who have created and maintain programs at the farmdoc and farmdocdaily websites, the multiple award winning agricultural decision making support program at the University of Illinois. Dr. Sherrick earned his Ph.D. from The Ohio State University with subject matter fields in Finance and Marketing. Dr. Sherrick is also managing partner of integrated Financial Analytics & Research (iFAR), a consulting firm in Champaign that specializes in crop insurance evaluation models, credit risk assessment, and modeling of agricultural finance institutions, and is also an author/coauthor of the FAST (Financial Analysis and Solution Tools) suite of decision tools supporting agricultural producers and lenders.

**Eric Snodgrass** is the Director of Undergraduate Studies for the Department of Atmospheric Sciences at the University of Illinois at Urbana-Champaign. Each year, he guides over 1500 students through the wild side of weather in ATMS 120: Severe and Hazardous Weather. He teaches advanced courses on General Physical Meteorology and Meteorological Instrumentation and supervises numerous Capstone Research projects. Snodgrass also teaches ENSU 310: Renewable and Alternative Energy for the Environmental Sustainability Program. He advises all undergraduate majors and minors in atmospheric science (~100 students) and supervises graduate teaching assistants. He serves on numerous committees and boards on campus including the Illinois Teaching Advancement Board, Student Sustainability Committee and the Provost Task Force on Improving Large Enrollment Courses. Snodgrass' research initiatives focus on K-12 science education as well as weather forecasting applications in financial markets. He has recently been awarded the LAS Teaching Excellence award and the Campus Teaching Excellence Award. Also, his online version of ATMS 120 was awarded the 2012 "Best Online Course" from the University Professional Continuing Education Association (a national organization). Currently, he is preparing this course to become a MOOC through Coursera.

# Registration Form

## AG LENDERS' CONFERENCE – JANUARY 29, 2018

### Please Print

Name of Bank \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Tel. No. \_\_\_\_\_

Name/Title \_\_\_\_\_

E-Mail \_\_\_\_\_

I have special needs, please contact me before the seminar.

Name/Title \_\_\_\_\_

E-Mail \_\_\_\_\_

I have special needs, please contact me before the seminar.

### Please select your payment method.

Check Enclosed                       Check in Mail  
 Pay at Door                                 Credit Card\*

**\*If you are paying by credit card, please fill out the following information.  
(Visa & MasterCard accepted).**

Name as It Reads on Card \_\_\_\_\_

Company Name on Card \_\_\_\_\_

Billing Address of Card \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

3 Digit Security Code \_\_\_\_\_



Mail it in:  
CBAI Education Department  
901 Community Drive  
Springfield, IL 62703-5184



Fax it in:  
(217) 585-8738



Call it in:  
(800) 736-2224 (Illinois only)  
(217) 529-2265



Click it in:  
[www.cbai.com](http://www.cbai.com)

## Date and Location

January 29, 2018  
Erin's Pavilion  
4965 S 2nd St.  
Springfield, IL 62703  
(217) 585-2941

## Accommodations

For reservations, please call the Baymont Inn at 217/529-6655. Please let them know you are attending the CBAI Ag Lenders Conference to receive the room rate of \$65 (plus tax).

## Continuing Education

CBAI is a registered Public Accounting Continuing Professional Education (CPE) provider by the Illinois Department of Financial and Professional Regulation. **This one-day conference provides 6 hours of credit toward the prestigious Certified Community Lender designation and 6 CPE credits.**

## For More Information

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