

2023 Midwest Agricultural Banking School Application Form

November 27-30, 2023

Department # 23

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|-----------------------|----------------|-----------|--------------------------|-----|
| First Name | Middle Initial | Last Name | Preferred Name for Badge | |
| Title | | | Bank Asset Size | |
| Bank | | | Email Address | |
| Address | | | Phone | Fax |
| City, State, Zip Code | | | Cell Phone | |

Background Information

☐ Male ☐ Female

Total years of banking
experience _____

Size of bank's agricultural loan
portfolio _____

Highest Educational Level Achieved

- ☐ High School
☐ Some College
☐ Associate's Degree
☐ Bachelor's Degree - Business Admin. Economics
☐ Bachelor's Degree - Other Major
☐ Master's Degree
☐ Doctorate

Please indicate any specific courses or educational events you have attended in the agricultural banking area.

Payment Information

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

- ☐ \$75 Member Review
☐ \$1295 IBA Members & Members of Co-Sponsoring Associations
☐ \$895 IBA Members Commuter

A 100% surcharge will be applied for non-members.

Total Payable \$ _____

☐ Check Enclosed (payable to IBA Foundation, Inc.)

Please charge my: ☐ VISA ☐ MasterCard ☐ AMEX

Card Number

Exp. Date

Security Code

Zip Code

Please register online at www.indiana.bank
Or return by November 3, 2023 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 non-members from an eligible membership cate-
gory at applicable member or non-member rates.

Refund Policy

Any applicant withdrawing from the school before Nov. 6, 2023, will receive a refund
minus a \$100 cancellation fee. Any applicant cancelling after Nov. 6, 2023, or who fails
to appear at the school, will forfeit the entire registration fee. Extenuating circumstanc-
es will be considered on a per-person basis by the trustees of the school. Requests for
refunds due to extenuating circumstances must be submitted in writing.

I have read the admission requirements and desire to enroll in the 2023 Midwest Agricultural Banking School. I agree to
abide by all the requirements for participation and completion of this program. Above is detailed information regarding my
qualifications for admission.

Applicant's Signature

Date

This submission has been approved by the bank. To be signed by the president, department head, personnel officer or
other executive authorized by the bank.

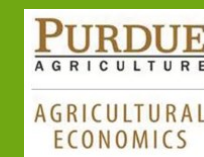
Nominating Officer's Name & Title (please type or print legibly)

Nominating Officer's Signature

2023 Midwest Agricultural Banking School



Co-Sponsored by:



Return on Education

Bankers demand a strong return on education (“ROE”) in terms of dollars, time and 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; and
- 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 and related subjects. 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 **2023 Midwest Agricultural Banking School** delivers a solid foundation in agricultural credit principles and the most timely topics of the day, all with a minimal 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 and Farm Management Factors (Monday Morning)

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 and 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 afternoon that will include:

Crop and livestock terminology

Land rental arrangements

Crop production practices & costs

Livestock production & costs

Admission Information

Background

The Agricultural Banking School will hold its 51st annual session on Nov. 27 - 30, 2023. This school is co-sponsored by the Indiana, Illinois, Kentucky, Ohio and Michigan bankers associations and the Department of Agricultural Economics at Purdue and 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 8:30 am and the school will begin at 1:15 pm. 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 at the hotel. Classes Monday through Wednesday will be held at Purdue University (Krannert Building, Room 758).

Facilities

Students will be housed at the Hampton Inn & Suites - West Lafayette, 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 and 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. A 100% surcharge is applied for non-members.

For More Information

If you have any questions regarding the 2023 Midwest Agricultural Banking School or any of the educational offerings of the IBA, please contact Laurie Rees at 317-387-9380 or via email at LRees@indiana.bank.

Applications are due Friday, Nov. 3.

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:

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|-----------------|--------------------|
| Zach Allen | Andrew Hoover |
| Freddie Barnard | Cari Juillerat |
| Amanda Borne | Pat Karst |
| Brady Brewer | Michael Langemeier |
| Tracie Davies | Jessica Lehman |
| Dan Devlin | Cary Mawbey |
| Scott Downy | Dale Miller |
| Nick Frey | Craig Robertson |
| Bruce Erickson | Fred Witford |
| Rick Gentis | |

Agenda

Monday, November 27

8:30 am Optional Review - Introduction to Agriculture
1:15 pm Agricultural Financial Statements
3:00 pm Break
3:15 pm Agricultural Credit Analysis
5:00 pm Hotel/School Check-In/Social Hour
6:15 pm Banquet with Keynote (Hampton Inn)

Tuesday, November 28

8:00 am Environmental Audits: What to Look for and Why
9:00 am Farm Service Agency Programs
10:15 am Break *(Class photo will also be taken at this time)*
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
3:15 pm Break
3:30 pm Farm Bill: Impact on Decisions
5:00 pm Adjourn

Wednesday, November 29

8:00 am Marketing Alternatives
9:15 am Break
9:30 am Customer Relationship Development
11:30 am Lunch - On Your Own
12:30 pm Special Assets
1:45 pm Break
2:15 pm Crop Insurance
3:30 pm Break
3:15 pm Panel Discussion: Problem Loan Indicators and Contemporary Issues in Ag Lending
5:00 pm Adjourn



Agenda Continued:

Thursday, November 30

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| 8:30 am | Opening General Session <i>We Are Hiring Who? What’s In Store for the Agricultural Labor Market?</i> Jay Akridge, Trustee Chair in Teaching and Learning Excellence Professor, Agricultural Economics |
| 9:20 am | <i>15 Minute Break</i> |
| 9:35 am | <i>High Impact Weather and Production Agriculture</i> Eric Snodgrass, Sr. Science Fellow and Principal Atmospheric Scientist, Nutrien Ag Solutions |
| 10:25 am | <i>15 Minute Break</i> |
| 10:40 am | <i>Business and Economic Megatrends</i> Dr. David M. Kohl, Professor Emeritus, Agricultural Finance and Small Business Management Entrepreneurship, Virginia Tech |
| 11:40 am | <i>Conversation with Industry Experts</i> Moderated by Brady Brewer, Associate Professor, Dept. of Agricultural Economics |
| 12:15 pm | <i>Luncheon - Beck Ag Center Main Classroom</i> 2023 Midwest Ag Banking School Graduation |

Concurrent Sessions

| | |
|---------|---|
| 1:15 pm | <i>Agriculture Technology Trends and Need to Knows</i> Dr. Bruce Erickson, Dept. of Agronomy, Purdue University |
| 2:15 pm | <i>Livestock Outlook</i> Speaker TBD |
| 2:30 pm | <i>Considerations in Lending to Agribusinesses</i> Dennis Hicks, Russell Pitts, Jonathan Bernhardt CLA |
| 2:15 pm | <i>15 Minute Break</i> |
| 2:30 pm | <i>Macro Economic Conditions and Monetary Policy</i> Dr. Jim Mintert, Professor and Director of the Center for Commercial Agriculture, Dept. of Agricultural Economics, Purdue University |
| 3:30 pm | <i>Adjourn</i> |