



Ag Lenders' Conference

February 4, 2020
Northfield Center
Springfield, IL



“Weather Outlook & Forecasting for 2020”
“Agriculture Today: It Is What It Is — What Should We Do About It?”
“Credit Risk: Five Tools for the 20s”
“Risk Management for the New Decade”
“Industrial Hemp: Panel Discussion with Growers, Processors & Regulators”

Importance of the Conference

This jammed-packed day takes a look at a variety of issues facing agricultural lenders. Attend CBAI's 2020 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. "Weather Outlook & Forecasting for 2020"

Eric Snodgrass, Principal Atmospheric Scientist, Nutrien Ag Solutions, Champaign, IL

In preparation for the 2020 growing season, this presentation focuses on weather across the corn belt during winter and its impacts on the upcoming planting season. Snodgrass provides the latest forecast guidance for spring and summer 2020 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 and flash floods and how to predict and monitor these threats. Snodgrass also explains how the timing of drought and heat have historically impacted crop yields and discusses modern techniques to forecast these events in order to prepare for weather driven market fluctuations. Progress of the 2019-2020 growing season in Brazil is discussed. Finally, Snodgrass shows how to access and use the latest weather forecasting technologies and provides numerous free resources for weather analysis and forecasting.

10:15 - 11:15 a.m. "Agriculture Today: It Is What It Is — What Should We Do About It?"

Dr. David Kohl, Professor Emeritus of Agricultural & Applied Economics, Virginia Tech, Blacksburg, VA

The agricultural economic downturn is in its seventh year and counting. Most in the industry are facing razor thin margins combined with increased volatility in the economic environment. This results in massive changes in the structure of agriculture and rural communities. What is the state of the trade agreements and the short and long-term implications to the bottom line? Where are interest rates, land values and cash rents leading the industry? What are a few of the top trends that impact the industry now and by 2030? Come with your questions to this high energy session that prepares you for one of the most critical periods in agriculture.

11:30 - 12:30 p.m. "Credit Risk: Five Tools for the 20s"

Dr. David Kohl, Professor Emeritus of Agricultural & Applied Economics, Virginia Tech, Blacksburg, VA

How can one adjust strategies and tactics to cope and survive in this environment? Be prepared by having the credit tools needed. Here are a few tools for the 20s: The Business IQ: Management Factors is a great place to start with a scorecard to see how producers stack up. Next, Dr. Kohl introduces his Business IQ: Spectrum of Performance Possibilities which goes from Code Green to Code Red. He also provides another tool, the Troubleshooting Matrix, as well as key ratios to monitor and financial trip points to help identify stressed credits and prepare for the new decade.

12:30 - 1:30 p.m. "Networking Luncheon"

During this buffet luncheon, please take the opportunity to network with other community bank ag lenders, tabletop display exhibitors and sponsors.

1:30 - 2:30 p.m. "Risk Management for the New Decade"

Chip Nellinger, President, Blue Reef Agri-Marketing, Inc., Morton, IL

The new decade dawns amidst one of the largest economic downturns in the ag economy since the 80s. How can producers position themselves to not just survive but thrive in this challenging environment? Several risk management best practices can help give producers a competitive advantage and be the difference in achieving ongoing profitability. The importance of having and executing a risk management plan has never been greater. Find out the role of agricultural lenders in helping their borrowers manage risk for the new decade, as well.

Agenda(cont'd)

2:45 - 3:45 p.m.

“Industrial Hemp: Panel Discussion with Growers, Processors & Regulators”

The legalization of industrial hemp in Illinois has opened up a new opportunity for growth for many farmers but there are still many questions about this new possible revenue stream. CBAI Vice President of Governmental Relations Jerry Peck leads a panel of experts who provide guidance for community banks interested in providing services to the industrial hemp industries.

The panel will feature LaVerne Weber with Hemp Solutions Group LLC, who is a grower and processor in Illinois. Also participating is Jeffrey G. Cox, JD, bureau chief, Illinois Department of Agriculture – Bureau of Medicinal Plants, and Chasse T. Rehwinkel, acting director of banking, Illinois Department of Financial and Professional Regulation.

4 p.m. Adjournment

Registration Fees

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
Each Additional Person	\$245 each

**PROSPECTIVE-MEMBER

One Person	\$465
Each Additional Person.....	\$445 each

CDD members receive a 10% discount.

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

What Others Have Said About Past Ag Lenders' Conferences:

“Eric Snodgrass had excellent reference materials that we can share with our ag clients.”

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

“This was a great conference and very relevant to what we are dealing with at the bank.”

Douglas Blunier, SVP
State Bank of Toulon

“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

“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

Dr. David Kohl received his M.S. and Ph.D. degrees in agricultural economics from Cornell University, Ithaca, New York. For 25 years, Dr. Kohl was professor of agricultural finance and small business management and entrepreneurship in the department of agricultural and applied economics at Virginia Tech, Blacksburg, VA, and is professor emeritus. He was on special leave with the Royal Bank of Canada working on advanced initiatives for two years, and also assisted in the launch of the successful entrepreneurship program at Cornell University. He has published four books and over 1,300 articles on financial and business-related topics. He has received 11 major teaching awards while teaching over 10,000 students, and 18 major extension and public service awards. He is a two-time recipient of the prestigious American Agricultural Economics Association's Outstanding Teaching Award. He is one of only five professors in the nearly 100-year history to receive the award twice. As facilitator of the United States Farm Financial Standards Task Force and member of the Canadian Agricultural Financial Standards Task Force, Dr. Kohl was one of the leaders in establishing guidelines for the standardized reporting and analysis of agricultural producers' financial information on a national and international basis. The Kohl Agribusiness Centre has been established in the College of Agriculture and Life Sciences at Virginia Tech in honor of his long-term commitment to practical teaching, research and extension. Dr. Kohl is currently president of AgriVisions, LLC, a knowledge-based consulting business providing cutting-edge programs to leading agricultural organizations worldwide. He is also a business coach and part owner of Homestead Creamery, a value-added dairy business in the Blue Ridge Mountains.

Chip Nellinger is a risk management consultant and futures market specialist for Blue Reef Agri-Marketing, Inc., located in Morton, IL. Nellinger was raised on a grain and livestock farm in north central Illinois and is a graduate of Northern Illinois University, DeKalb, with a B.S. in economics. Nellinger worked four years on the floor of the Chicago Board of Trade in International Commercial Grain Hedging and then for 23 years as a licensed commodity broker and 15 years as an Illinois licensed crop insurance agent. He has been a commodity analyst on the US Farm Report, Ag Day, RFD-TV and WILL & WNAX radio.

Eric Snodgrass is the principal atmospheric scientist for Nutrien Ag Solutions, where he develops predictive, analytical software solutions to manage weather risk for global production agriculture. He provides frequent weather updates that focus on how high-impact weather events influence global agriculture productivity. His current research uses machine learning to better understand field-level weather impacts on yields in the US and to increase confidence in long-range weather prediction. He presents his research as a featured speaker at over 50 conferences annually where he provides logistical guidance and solutions to weather-sensitive financial institutions, farmers, commodity traders and other stakeholders. Before transitioning to Nutrien Ag Solutions, Snodgrass was the director of undergraduate studies for the Department of Atmospheric Sciences at the University of Illinois at Urbana-Champaign from 2006-2018. He won many prestigious teaching awards at the University of Illinois including College of Liberal Arts and Sciences Teaching Excellence award, the Campus Teaching Excellence Award, and the Campus Teaching Excellent Award in Online and Distance Education. Also, his online version of ATMS 120 was awarded the 2012 "Best Online Course" from the University Professional Continuing Education Association (a national organization).

Jeff Cox, bureau chief of medicinal plants at the Illinois Department of Agriculture, is a central Illinois native, and holds a degree in Agriculture Business from Truman State University, Kirksville, MO, and a Juris Doctor of Law from Florida Coastal School of Law, Jacksonville. Before joining the Illinois Department of Agriculture, he served as a prosecutor in Sangamon County for almost 10 years. In his current role, he provides regulatory oversight of Illinois' medical cannabis cultivation centers and the Illinois Hemp Program.

Chasse Rehwinkel, acting director of banking for the Illinois Department of Financial and Professional Regulation, was appointed in June of 2019. Prior to Rehwinkel served as the chief economist and director of the bond division for the Illinois Office of Comptroller where he worked on issues of state liquidity, public budgeting, debt issuance and access to capital. Rehwinkel has served as the Comptroller's advisor on inter-fund borrowing, short-term lending, bond issuance and other fiscal issues. He has also counseled the Comptroller on a number of boards and commissions, including the Illinois State Board of Investment, State Employees' Retirement System and Illinois Secure Choice. Prior to his role with the Comptroller's office, Rehwinkel was the director of policy for the Illinois State Treasurer, where he oversaw the creation of the National ABLE Alliance, a coalition of 16 different state governments that created a set of affordable savings programs for people with disabilities. He received his master's in public policy with a focus in municipal finance from the University of Chicago's Harris School of Public Policy and his bachelor's degree from Gettysburg College. Rehwinkel is a member of the American Economic Association and the Midwest Economic Association and has served on the board of the Society of Government Economists.

Registration Form

AG LENDERS' CONFERENCE – FEBRUARY 4, 2020

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 _____

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Please select your payment method.

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(Visa & MasterCard accepted).*

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CBAI Education Department
901 Community Drive
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Fax it in:
(217) 585-8738



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



Click it in:
www.cbai.com

Date and Location

February 4, 2020
Northfield Center
3280 Northfield Drive
Springfield, IL 62702
(866) 577-7900

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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