



NDBA Ag Credit Conference

October 2-3, 2024

In-Person and Virtual Options

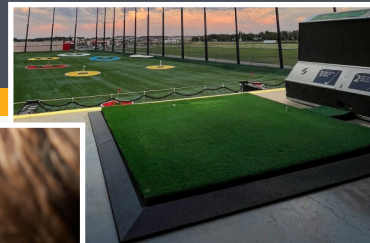
Conference Location:
Hilton Garden Inn | Fargo ND



REGISTRATION
OPTIONS:

IN-PERSON OR
VIRTUAL

2024 NDBA Ag Credit Conference



Tuesday, October 1 - Optional Events

- 1:00 pm Ag Tour: NDSU Feed Barn
- 1:00–4:00 pm Golf Tournament at Suite Shots in Fargo
- 3:00 pm Trap Shoot at Horace Shooting Park
- Pre-registration required for optional events.
More information will be sent to event registrants.

Wednesday, October 2

- 7:15–8:00 am Registration and Continental Breakfast
- 8:00–9:15 am Credit Decisions in Tough Times | *Dr. David Kohl, Professor Emeritus, Virginia Tech University*
High inflation, increasing interest rates and uncertain commodity prices are becoming a fact of life in the mid-2020s. The ever-present conflict in Europe and changes in geopolitical leadership and priorities often result in economics in extremes. We must also consider global weather patterns, uncertainty in trade and export markets as other factors that can quickly change a portfolio or individual customer's situation. Time tested perspectives, tools and techniques will be interwoven that can proactively assist in your credit decision making process.
- 9:25–9:55 am When Ag Borrowers Struggle: Panel Discussion | *Moderated by Dr. Kohl*
with Holly Heimark, Farm Service Agency; Tracy Kennedy, Zimney Foster; and Jim Leier, Bank of North Dakota
- 10:00–10:50 am High Impact Meteorology and Changes in Predictive Science | *Eric Snodgrass, Nutrien Ag Solutions*
Weather risk in production agriculture is ubiquitous and the successful execution of a crop plan requires accurate weather forecasting and analysis. Snodgrass will focus on how to use the abundance of weather data to stay ahead of disruptive weather events. We will review the 2024 growing season, discuss big seasonal drivers like El Niño and La Niña, and explore the outlook for the next 3-9 months. We will finish with a discussion about the 2024-25 growing season in South America, which competes directly with major US commodity crops.
- 11:00 am–Noon A Look at Today's Markets | *Delaney Howell, AgCulture Marketing*
Howell will discuss the current trade outlook and impacts on the commodity markets. She will also look at how the world will transition and evolve through emerging technologies and how they could reshape the future of agriculture.
- 12:00–12:50 pm Lunch
- 12:55 pm Buses Depart for Grand Farm in Casselton

A Unique Conference Experience! An Afternoon at Grand Farm

Explore and experience the Grand Farm Innovation Campus. Located 20 miles west of Fargo, Grand Farm stands as fertile ground where growers, startups, corporations, students, researchers, and government converge to forge innovative solutions and explore the high points of agricultural technology.

- 1:30–2:15 pm Grand Farm Welcome and Panel of Innovation Projects
- 2:15–2:55 pm Land and Equipment Update
- 3:00–3:45 pm Federal Agricultural Banking Policy Update | Ed Elfmann, American Bankers Association
- 3:45–4:30 pm Tours
- 4:30 pm Buses return to hotel for Networking Reception



Ed Elfmann

- 5:00–6:00 pm Networking Reception at the Hilton Garden Inn

Thursday, October 3

7:15–7:45 am **Buffet Breakfast**

7:45–8:35 am **Succession Planning: Leading with Intention in Ag** | *Rena Striegel, Transition Point Business Advisors*

Succession planning is not just about what will happen in the future; it's about ensuring the sustainability and legacy of your client's today. In a rapidly changing industry, leading with intention can make the difference between growth and uncertainty. In this session, we'll explore strategies to empower your clients, safeguard their businesses, and pave the way for the next generation of leaders. Join us to learn how you, as a trusted advisor and key player on a farm's professional team, can help turn succession planning into a powerful tool for stability and long-term success.

8:45–9:35 am **Current Issues in Agricultural Law and Taxation** | *Roger McEowen, Washburn University School of Law*

From the U.S. Supreme Court to the IRS and the Congress, decisions have been made and will continue to be made that impact the bottom line of the farm and ranch business. This session will highlight several recent court opinions and rulings of significance involving such things as administrative deference, the right to a jury trial, water rights, Farm Bill, and the regulatory state.

9:30–10:05 am **Better Assisting Ag Borrowers** | *Discussion with Rena Striegel and Roger McEowen*

10:10–11:00 am **Concurrent Sessions**

- 1 Soybean Crushing Plant Update
- 2 Managing Farm Stress - Sean Brotherson, NDSU
- 3 Credit Analysis for Beginning Ag Lenders - Tom Capouch, First State Bank, Portland
- 4 Ag Marketing Conversation with Hurley & Associates

11:00–11:55 am **Closing Keynote: A Different Kind of Career: Under Cover in the CIA** | *James Olson*

Imagine living a lie for 31 years. That's what James Olson and his wife Meredith did while spying for the CIA. Spying for his country was the furthest thing from his mind when Olson, a farm boy from Iowa, received a mysterious phone call that changed his life forever. Olson takes you inside the real world of being a CIA spy. He describes the rigorous training they receive and the difficult dilemmas that they face in the field. Olson explains how the global war on terror affects everyone and that the country needs to know that the United States will be hit again within its borders. The United States needs spies to protect the country and its vital interests.

11:55 am **Wrap up and Adjourn**

Who Should Attend

This conference is tailored so both entry-level lenders and experienced ag loan officers will gain valuable information.

Conference Attire

The suggested attire for the conference, including the reception and meetings, is business casual.

Lodging

Blocks of rooms have been reserved for Tuesday, October 1, and Wednesday, October 2.

Hilton Garden Inn

4351 17th Ave S Fargo, ND 58103
Phone: 701.499.6000
Online Reservations: bit.ly/4ctLecW
Room Rate: \$129/night

Home2 Suites

1652 44th St S, Fargo, ND 585103
Phone: 701.492.4502
Online Reservations: bit.ly/4czv3ew
Room Rate: \$139/night

To reserve a room, call the hotels directly. Be sure to mention North Dakota Bankers Association Ag Credit Conference to get the group rate. The blocks of rooms will be held until **September 10**. Having trouble reserving a room? Email dorothy@ndba.com.

Registration Fees

Register by **September 20** and save! Early registration fees are \$365 for members and \$545 for non-members and include entrance to sessions, breakfasts, lunches, refreshment breaks, conference materials and evening reception.

Sponsors





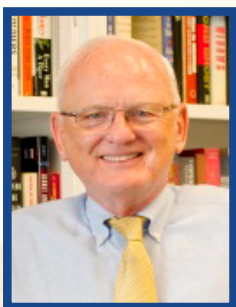
Delaney Howell
AgCulture Marketing



Dr. David Kohl
Professor Emeritus
Virginia Tech University



Roger McEowen
Washburn University School of Law



James Olson
Former CIA



Eric Snodgrass
Nutrien Ag Solutions



Rena Striegel
Transition Point Business Advisors

Registration Fees

Register by September 16 and save! Fees listed are per person.

	Advance	After Sept. 16
NDBA Member	\$365	\$385
Non-Member	\$545	\$565

Registration fee includes entrance to sessions, breakfasts, lunches, refreshment breaks, conference materials and the reception.

Optional Events

Golf Tournament at Suite Shots - Fargo	\$80
Trap Shoot at Horace Shooting Park	\$75
Ag Tour: NDSU Feed Barn	No Cost

Pre-registration required for optional events. More information will be sent to tour registrants.

Golf Event

A golf tournament has been scheduled for **Suite Shots in Fargo** on **Tuesday, October 1** starting at 1:00 p.m. Indicate your interest on the registration form and include payment with conference registration fee.

Lodging

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4351 17th Ave S
Fargo, ND 58103
Phone: 701.499.6000
Room Rate: \$129/night

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Seminar Confirmation

Please save a copy of this flyer as your confirmation.

Refund policy

Refund requests will be honored up to one week before the conference (\$25 processing fee). Substitutions are allowed at any time.

Tax Disclaimer

The cost for meals and breaks at the conference is \$88. This information is provided for your tax records, in keeping with the IRS 50% deductible provision under Section 274(n) of the Internal Revenue Code.

Ready to Register?

Questions about the conference?
Call NDBA's SVP of Education Dorothy Lick at 701.223.5303

Online Form

PDF
Save/Send