

Fees

The fee for the symposium is \$485 which includes lunch, the evening social event, and program materials. Registration deadline is May 26, 2017. One week notification is required for refunds and substitutions are welcome. Space is limited; please register early to ensure a registration.

Registration

Online: <http://agebb.missouri.edu/commag/eial>

By Mail: Complete registration form and mail to: EIAL
MU Conference Office
344 Hearnes Center
Columbia, MO 65211

By Fax: Complete registration form and fax to: (573) 882-1953

By Phone: Call: (573) 882-4349 (local) or (866) 682-6663 (toll free)

Hotel

Hotel accommodations are not included with the event, but blocks of rooms at three hotels in Columbia have been arranged with discounted room rates until May 4, 2017. Please refer to the "MU Lenders School" to get the proper rate.

Stoney Creek Inn

Phone: (573) 442-6400

Rate: \$99/night + tax

Hampton Inn & Suites at the University of Missouri

Phone: (573) 214-2222

Rate: \$119/night + tax

The Broadway DoubleTree by Hilton

111 East Broadway, Columbia, MO 65201

Phone: (573) 875-7000

Rate: \$134/night + tax + parking

If you have questions regarding specific program content, please contact Joe Horner at (573) 882-9339 or HornerJ@missouri.edu.

For more information or special accommodations, please contact Jewel Coffman at (573) 882-4349 or muconf6@missouri.edu.

UNIVERSITY OF MISSOURI
Extension

MU Conference Office
344 Hearnes Center
Columbia, Missouri 65211
<http://muconf.missouri.edu>

Who Should Attend

Agricultural lenders such as loan officers, credit analysts, regulators and board members are the intended audience of this symposium.

Emerging Issues in AGRICULTURAL LENDING

2017 SYMPOSIUM June 8-9



University of Missouri
Columbia, Missouri

The 2017 Symposium provides an annual training and discussion venue for lenders working in today's complex agricultural lending environment.

Sponsored by

UNIVERSITY OF MISSOURI
Extension
Commercial Agriculture Program

 FCS FINANCIAL

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Agenda

THURSDAY, JUNE 8, 2017

- 8:00 a.m. **Welcome**
- 8:15 a.m. **Economic Outlook: Factors Affecting Agriculture & Implications**
Michael Swanson, *Ag Economist and Senior Vice President, Wells Fargo Bank*
- 9:15 a.m. **Financial Trends Drawn from FINBIN Farm Financial Database**
Dale Nordquist, *Center for Farm Financial Management, University of Minnesota*
- 10:00 a.m. **Break**
- 10:15 a.m. **The Next Ten Years in Agriculture – FAPRI Baseline Projections**
Pat Westhoff, *Director, Food and Agricultural Policy Research Institute, University of Missouri*
- 10:45 a.m. **Strategic Decisions Smart Financial Managers are Making Now**
Paul Neiffer, *Farm CPA, Principal Agribusiness, CliftonLarsonAllen, LLP*
- 11:15 a.m. **Macro Landscape Implications for Farmers & Lenders – Panel Discussion**
Michael Swanson, Dale Nordquist, Paul Neiffer and Pat Westhoff
- 12:00 p.m. **Lunch**
- 1:00 p.m. **Implications of Tax Reforms on Agribusiness**
Paul Neiffer
- 1:45 p.m. **What's Coming in the Next Farm Bill**
Pat Westhoff
- 2:30 p.m. **Break**
- 2:45 p.m. **Tools Available from Center of Farm Financial Management**
Dale Nordquist

- 3:30 p.m. **Farm Financial Standards Update**
Paul Neiffer
- 4:00 p.m. **Break**
- 4:15 p.m. **Timber – The Forgotten Forty**
Hank Stelzer, *State Forestry Specialist, University of Missouri Extension*
- 5:00 **Program Adjourns and Social Event Begins**

FRIDAY, JUNE 9, 2017

- 8:00 a.m. **Farmland Prices and Cash Rent Trends**
Jim Farrell, *President & CEO, Farmers National Company*
- 9:00 a.m. **Decision Making in a Down Market - Insights from Behavior Economics**
Ray Massey, *Professor and Ag Economist, University of Missouri Extension*
- 9:45 a.m. **Break**
- 10:00 a.m. **Emerging Poultry Technologies in the Next Generation Buildings**
Jeff Firman, *Professor, Department of Animal Science, University of Missouri*
- 10:30 a.m. **Farm Machinery Technology Investments on the Horizon**
Kent Shannon, *Natural Resource Engineer, University of Missouri Extension*
- 11:00 a.m. **Questions & Answer on Markets**
Kevin VanTrump, *President and Founder of The Van Trump Report and Farm Direction*
- 12:00 p.m. **Conference Adjourns**
Box lunches available, please indicate on your registration form.

Registration Form

Emerging Issues in Agricultural Lending

Registration Deadline is May 26, 2017

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____

Fax (____) _____

Email _____

Would you like a box lunch on Friday, June 9th?

Yes No

For Office Use Only: CEIS # 128508

Customer ID # _____ Receipt # _____

Method of Payment

Fee: \$485

Payment enclosed
(Make checks payable to: University of Missouri)

Bill my organization (Attach completed purchase order – PO numbers will not be accepted)

Credit card (Complete payment information below)
 Visa Mastercard Discover AMEX

Cardholder Name (Print) _____

Signature of Cardholder _____

Address if different than participant _____

Card Number _____

Expiration Date _____ / _____