Agricultural Lenders School

A Unique Opportunity For Early Career Agricultural Lenders

June 6 - 10, 2016

University of Missouri

The MU Agricultural Lenders School was developed to provide in-depth training in agricultural finance for lenders seeking to make good loan decisions in today’s marketplace.

Who Should Attend

Early career lenders (zero to five years experience) or experienced lenders who are assuming new agricultural loan responsibilities are the intended audience for this school.

Program

The five day curriculum was developed to educate and challenge participants in the school. All sessions and activities focus on practical applications critical to an agricultural lending operation.

The first two and half days will be taught by Dr. Freddie Barnard from Purdue University. Dr. Barnard was a pioneer in the development of the Farm Financial Standards and is a leading agricultural finance professor in the US. Other speakers for the rest of the week will be a variety of lending professionals, university faculty and other experts who will share their expertise and experiences on topics important to agricultural lenders.

Speakers use presentations, exercises, and case studies to provide a variety of educational learning experiences.

On day four, participants in the Agricultural Lenders School will join the Emerging Issues in Agricultural Lending Symposium; a two-day annual program focused on current topics in agricultural lending.
Topics

» Introduction to Agricultural Financial Statements
» Keys to Agricultural Credit Analysis
» Financial Benchmarks and Comparative Data
» Communicating with your Farmer Clients
» Practical Servicing Issues Specific to Agriculture
» Emerging Issues in Agricultural Finance
» Legal Review and Lien Documentation
» Managing Agricultural Risks
» Completing the Agricultural Loan
» Farm Service Agency Programs and Perspectives
» US Farm Bill and Commodity Outlook

History

Since the MU Agricultural Lenders School was founded in 2000, it has successfully trained more than 375 agricultural lenders from Missouri, Arkansas, Illinois, Indiana, Iowa, Kansas, Minnesota, Nebraska, New York, North Dakota, Oklahoma, Pennsylvania, Texas, and Tennessee. Participants typically work in banks, farm credit associations, agribusinesses, state agencies and finance companies.

Fees

The $1,250 registration fee includes program materials, lunches, and the Thursday night social event. Registration deadline is May 6, 2016. Two 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/lenderschool
By Mail: Complete registration form and mail to: ALS, 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 or toll free at 866-682-6663

Location

The school will be held at the Reynolds Alumni Center on the University of Missouri campus in Columbia, Missouri.

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 5, 2016. When making a reservation, please refer to the “MU Lenders School” to get the proper rate.

Hampton Inn & Suites
At the University of Missouri
1225 Fellows Place
Columbia, Missouri, USA 65201
Phone: (573) 214-2222
Rate: $119/night + tax

Stoney Creek Inn
2601 S. Providence Road
Columbia, Missouri 65203
Phone: (573) 442-6400
Rate: $99/night + tax

The Broadway a DoubleTree by Hilton
111 East Broadway
Columbia, Missouri 65201
Phone: (573) 875-7000
Rate: $134/night + tax + parking

For more information or special accommodations, please contact Jewel Coffman at (573) 882-4349 or muconf6@missouri.edu. If you have questions regarding specific program content, please contact Ryan Milhollin at (573) 882-0668 or MilhollinR@missouri.edu.

Sponsors

in cooperation with MU Conference Office

2016 Agricultural Lenders School Registration Form

Registrant Information

Name ______________________________
Company ___________________________
Address ______________________________
City __________________________________
State ____________________ Zip _______
Phone (_____) _________________________
Fax __________________________________
Email _________________________________

For Office Use Only: CEIS # 126906
Customer ID # ____________ Receipt ID # ____________

Registration Deadline is May 6, 2016

Method of Payment

Fee: $1,250

✓ Payment enclosed
✓ Bill my organization (Attach completed purchase order – PO numbers will not be accepted)
✓ Credit card (Complete information below)

Visa Mastercard Discover AMEX
Expiration Date ____________

Cardholder Name (Print) ____________________

Card Number __________________________

Signature of Cardholder ____________________

Address (if different than above) ________________