Program

The Agricultural Lending School was designed to train early to mid-career lenders specializing in financing agriculture. Participants typically work in banks, farm credit associations, agribusinesses, state agencies and finance companies.

Sessions use practical examples to demonstrate concepts focused on issues critical to successful agricultural lending. Speakers use a balance of presentations, exercises, and case studies to provide a quality adult learning experience.

Topics

» Introduction to Agricultural Financial Statements
» Keys to Agricultural Credit Analysis
» Financial Benchmarks and Comparative Data
» Communicating with 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

Instructors

Dr. Freddie Barnard is a Professor Emeritus of Agricultural Economics with Purdue University and has a wealth of experience in agricultural lending. He was a pioneer in the development of the Farm Financial Standards and has taught extensively at various U.S. banking schools and meetings on agricultural finance and analysis.

Other speakers include lending professionals, industry experts, and university faculty.

History

Since the Agricultural Lenders School was founded in 2000, it has successfully trained more than 500 agricultural lenders from Missouri, Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Nebraska, New York, North Dakota, Oklahoma, Pennsylvania, Tennessee and Texas.

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.

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.
Fees

The $1,250 registration fee includes program materials, lunches, and the Thursday night social event. Registration deadline is May 3, 2019. Two week notification is required for refunds and substitutions are welcome. Space is limited; please register early to ensure a registration.

Hotel

Hotel accommodations are not included with the event. Please visit the MU Agricultural Lenders School website for information regarding local hotel information.

Website

http://agebb.missouri.edu/commag/lenderschool

Registration

Online: http://agebb.missouri.edu/commag/lenderschool
By Mail: Complete registration form and mail to: Agricultural Lenders School, 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

2019 Agricultural Lenders School Registration Form

Name

Company

Address

City

State

Zip

Email

Phone

Fax

Would you like a box lunch on Friday, June 7th?

Yes       No

Fee: $1,250

___ 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

Card Number

Exp. Date

Cardholder Name (Print)

Signature of Cardholder

Registration Deadline is May 3, 2019

For Office Use Only:
CVENT #43N5SW8B37X
Confirmation # __________