

Ag Credit Conference



Educate. Advocate. Grow.

Join us as we focus on the unique needs of ag bankers and the desire for quality information and training to better serve your customers. The SDBA presents a top-notch line up of speakers on a variety of timely topics to help ag bankers navigate through challenging times.

2022

July 20-21

Ramkota Hotel
& Conference
Center

Pierre, SD

CONFERENCE OVERVIEW:

The South Dakota Bankers Association will present the 2022 Agricultural Credit Conference on July 20-21 at the Ramkota Hotel & Conference Center at 920 W. Sioux Ave. in Pierre, SD. This conference focuses on the unique needs of ag bankers & the desire for quality information & training to better serve their customers. The SDBA has lined up speakers on a variety of timely topics to help ag bankers navigate through challenging times. New or experienced ag lenders, as well as CEOs will all benefit from this conference.

WEDNESDAY | July 20, 2022

7:15 a.m. **Registration & Continental Breakfast**

8:00 a.m. **Welcome**

Brit Miller, SDBA Agricultural Credit Committee Chair,
First National Bank in Philip, Philip, SD

8:00 a.m. **Inflation, Monetary Policy & Agriculture**

Dr. Jason Henderson, Senior Associate Dean & Director
of Extension, Purdue University | West Lafayette, IN



The economic landscape has shifted. Inflation has surged & the Federal Reserve has responded with higher interest rates. What are the impacts on agriculture? Is this another 1970s/80s cycle? Join Dr. Jason Henderson as he addresses these questions & more.

Henderson is the Senior Associate Dean in the College of Agriculture & Director of Purdue Extension. In this role, Jason leads the statewide public engagement & research-based education in Agricultural & Natural Resources, 4-H Youth Development, Health & Human Sciences, & Economic & Community Development.

9:00 a.m. **Market Moving Weather: 2022-23 Weather Insights**

Eric Snodgrass, Science Fellow & Principal Atmospheric
Scientist, Nutrien Ag Solutions | Champaign, IL



As we watch the mid-summer weather patterns & prepare for harvest, changes in the weather patterns will be critical to the success of this year's crop. In this presentation we will discuss how weather patterns will impact yields across the US & forecast the remainder of the growing season. We will also discuss the upcoming 2022-

23 growing season in South America & provide a preliminary outlook for winter 2022-23. Come prepared to learn about high impact weather events & find the best resources for monitoring & forecasting weather. Eric Snodgrass is a Science Fellow & Principal Atmospheric Scientist for Nutrien Ag Solutions, where he develops predictive, analytical software solutions to manage weather risk for global production agriculture.

10:00 a.m. **Exhibitor Showcase**

10:10 a.m. **Break with Exhibitors**

10:30 a.m.

Latest Developments in ESG

Joseph Pigg, SVP, Sustainable Banking & Mortgage
Finance, American Bankers Association | Washington, DC



This session will provide an update on the latest trends & developments in Environmental, Social & Governance expectations from investors, regulators & legislators, & how they will impact the banking industry, as well as an update on ABA advocacy around these issues. Pigg currently serves as Senior Vice President & Senior Counsel for Sustainable Banking & Mortgage Finance at the American Bankers Association.

11:00 a.m. **Speed Networking**

Take part in this fast-paced session where you can learn from your colleagues on a variety of ag-related topics. This facilitated session will provide an opportunity to share ideas, ask questions & learn from one another in a fun, relaxed environment.

12:00 p.m. **Lunch & Networking with Exhibitors**

1:00 p.m. **Ag Estate, Succession & Asset Protection Planning for Today's World**

Bobbi Thury, Co-Founder & Attorney, Legacy Law Firm,
P.C. | Sioux Falls, SD



Bobbi Thury is a board-certified Estate Planning Law Specialist by the National Association of Estate Planners & Councils & an Accredited Estate Planner. Bobbi is also the only board-certified Elder Law Attorney by the National Elder Law Foundation in South Dakota. She is accredited by the Department of Veterans Affairs & is a member of the Academy of Special Needs Planners. Join Bobbi as you learn why you should be thinking about how to: insulate operations from some of the greatest financial threats; keep business, estate planning, & families in harmony; eliminate or minimize tips to Uncle Sam; & take advantage of being the #1 trust jurisdiction in the country.

2:00 p.m. **A Look at Today's Markets**

Delaney Howell, Owner/Founder, AgCulture Marketing
LLC & Co-Host of the Ag News Daily Podcast | Rhodes, IA



As a journalist, farmer, & analyst, Delaney strives to bring audiences both the technical & fundamental elements driving the commodity markets. She will walk through the current agricultural stage & share the outlook she has for the markets, identify current factors that have the ability to shape the landscape, & leave the audience with a clear picture for 2022. Howell grew up on a grain & livestock farm in southeast Iowa & has been involved in agriculture from an incredibly young age. Wearing lots of different hats as an analyst, journalist, & farmer, Delaney strives to bring her unique perspective to audiences all over the globe. You may recognize Delaney from her role as former television host of the long-running agribusiness show "Market to Market" or from the daily podcast she launched in 2017, Ag News Daily.

3:00 p.m.

Exhibitor Showcase

3:10 p.m.

Break with Exhibitors

3:30 p.m.

Livestock's Path to Climate Neutrality

Dr. Frank Mitloehner, Professor, Animal Science, UC Davis | Davis, CA



This session will focus on how animal agriculture can become part of a climate solution.

Quantification & mitigation of greenhouse gases must be science based but also communicated with an increasingly more engaged public. Dr.

Frank Mitloehner is a professor & air quality specialist in cooperative extension in the

Department of Animal Science at UC Davis. Frank is also director of the CLEAR Center, which brings clarity to the intersection of animal agriculture & the environment, helping our global community understand the environmental & human health impacts of livestock, so we can make informed decisions about the foods we eat while reducing environmental impacts.

4:30

FSA Program Update

Ryan Vanden Berge, Farm Loan Program Manager, Farm Service Agency, SD State Office | Huron, SD



Join Ryan as he provides an update on FSA programs including the Guaranteed Loan Program, American Rescue Plan Act of 2021 & assistance for operations experiencing

difficulties from natural disasters. Ryan Vanden Berge is the Farm Loan Program Manager for the Farm Service Agency's Farm Loan Programs & Farm Storage Facility Loans in South Dakota. Over the past 14 years, he has worked in several county offices in southeastern & south-central South Dakota before moving to FSA's state office in Huron, SD.

5:00 p.m.

Networking Reception with Exhibitors

THURSDAY | July 21, 2022

7:15 a.m.

Registration & Continental Breakfast

8:00 a.m.

Agricultural Policy Update from Washington, DC

Ed Elfmann, Senior VP, Agriculture & Rural Banking Policy, American Bankers Association | Washington, DC



In this session, Elfmann will give you an update on what's happening in agricultural policy in Washington, DC & how it will affect you as a banker. He will cover everything from current legislation working through Congress, hearings in the agricultural space & policy changes at USDA. Elfmann has been with ABA since June

2012 & is ABA's head of policy on agricultural & rural credit & lending issues. In addition to agricultural policy, Elfmann works on swaps & derivatives policy, financial services, & appropriations for ABA.

8:45 a.m.

Leveraging Social Media to Advocate For Agriculture

Greg Peterson, Peterson Farm Bros | Lindsborg, KS



Join Greg Peterson, the oldest of the Peterson Farm Brothers, as he shares the story of how he & his brothers began creating content to bring awareness to farming. He will perform some of their music videos, talk about what he's learned through his experiences, & speak to the importance of telling the story of the agricultural community.

9:45 a.m.

Exhibitor Showcase

10:00 a.m.

Break with Exhibitors

10:15 a.m.

Drones, Loans & Smart Phones

Nicholas Uilk, Precision Ag Instructor, SDSU | Brookings, SD



Technology has integrated itself into every aspect of our daily lives & farming is no different. This presentation will look at the technologies used today as well as what we may see in the future. We will look at assessing the value of these technologies to maximize farm profitability. An instructor in

the Ag & Biosystems Engineering Department at SDSU, Nic has been on the faculty since 2009. Nic teaches multiple courses in the Precision Ag program, & he focuses on bringing real world examples into the classroom & creating an environment that encourages student/industry collaboration.

11:15 a.m.

It Starts With Attitude

Mike Oster, Speaker-Trainer-Author | Rapid City, SD



This dynamic, multi-faceted, fun & entertaining program is intended to allow us as individuals to learn, grow & improve in a number of areas of our lives based on the premise, "when we become better at who we are, we become better in all we do". Mike

has been presenting to & training groups & organizations for over 20 years. His background includes working for a Fortune 500 company, serving as an elected official, owning & operating private businesses, sitting on a number of volunteer boards, & wearing the uniform of the United States Army through over 36 years of service in the South Dakota Army National Guard. Mike is a veteran serving in both Operation Iraqi Freedom in Kuwait & Iraq, & Operation Enduring Freedom in Afghanistan. He recently retired at the rank of Brigadier General.

AG CREDIT CONFERENCE

July 20-21, 2022 | Ramkota Hotel & Conference Center | Pierre, SD

REGISTRATION FEES

Conference Fee: \$525/member or \$625/non-member
After July 7: \$550/member or \$675/non-member
Onsite: \$575/member or \$700/non-member

CANCELLATION POLICY

100% refund if canceled before July 12; 75% refund if canceled July 12-14; no refund if canceled July 15 or later. Substitutions allowed at any time.

HANDOUTS

All provided public presentations will be available on the SDBA's website. Hard copy handouts will be provided for \$25 per person.

HOTEL INFORMATION

A block of rooms has been reserved at the following hotels in Pierre. Ask for a room from the SDBA block.

Ramkota Hotel & Conference Center

920 W. Sioux Ave., Pierre

Phone: 605.224.6877

Rate: \$98

Block Cut Off: June 19

ClubHouse Hotel & Suites

808 W. Sioux Ave., Pierre

Phone: 605.494.2582

Rate: \$134 (queen), \$139 (king)

Block Cut Off: June 19

SPECIAL REQUESTS

For special dietary or mother's room requests, contact Halley Lee at 605.224.1653 or hlee@sdba.com by **July 14**.

ORGANIZATION INFORMATION

Bank Name: _____

Address/City/State/Zip: _____

Phone Number: _____ Email: _____

Registrant Name, City, Email Address		Rate	Handouts
Name: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Email: _____			
Name: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Email: _____			
Name: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Email: _____			
Name: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Email: _____			

SUBMIT PAYMENT TO SOUTH DAKOTA BANKERS ASSOCIATION

Mail PO Box 1081, Pierre, SD 57501 | Fax 605.224.7835 | Email events@sdba.com | Online www.sdba.com

Total fees due: \$ _____ ☐ Check enclosed. ☐ Please send me an invoice.

☐ Please bill credit card. ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Cardholder Name _____

Cardholder Billing Address _____

Credit Card No. _____ CVV _____

Expiration _____ Zip Code _____

Authorized Signature _____

