

AGRICULTURAL CREDIT CONFERENCE

July 19-20, 2023 | Ramkota Hotel & Conference Center Pierre, S.D.

FEATURED SPEAKERS



Dan Basse



John Melius



Eric Snodgrass



Troy Collins



Suzanne
Geppart



Tom Kersting



Tim Peters



Chris Bair



Ryan McKnight



Heather Beaner



Ed Elfmann



Dr. Jameson
Brennan



Dr. Hector M.
Menendez III



Troy
Bockelmann



Dan Meers

CONFERENCE OVERVIEW

The South Dakota Bankers Association will present the 2023 Agricultural Credit Conference on July 19-20. This conference focuses on the unique needs of ag bankers and the desire for quality information and training to better serve their customers. Attendees will benefit from a day and a half of presentations from nationally recognized speakers, network with more than 125 banking peers and meet several exhibitors who offer products and services geared toward ag banking. New or experienced ag lenders, as well as CEOs, will all benefit from this conference.

WEDNESDAY, JULY 19, 2023

7:30 a.m. **Registration & Continental Breakfast**

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

Brit Miller, *SDBA Agricultural Credit Committee Chair, First National Bank in Philip, Philip, S.D.*

8:15 a.m. **Uncharted Times for US Agriculture**

Dan Basse, *President AgResource Company, Chicago, IL*

Food prices are rising, a Russian war is being waged against Ukraine while Argentina suffers its worst drought in 6 decades. How will China secure its needed food supply and what will happen to energy prices into 2024? The volatility of ag markets will stay elevated as the US Central Bank wages a war against inflation, Russian wages a war against Ukraine and Mother Nature is less kind to world farmers. These are important times to understand the opportunity of US farmers.

9:15 a.m. **Exhibitor Showcase**

9:30 a.m. **Break with Exhibitors**

9:50 a.m. **Marketing GPS**

John Melius, *Group Leader and Farm Marketing Consultant, Hurley & Associates, Brookings, SD*

Common marketing flaws are linked to an improper focus. What should I focus on? How does this focus shape my decision process to secure revenue? What tools should be applied to execute this focus? This segment will use live scenarios and case studies to connect the tools from decision to execution of a market plan.

10:50 a.m. **Value-Added Ag Panel**

Join our esteemed panel in a facilitated discussion as they explore all facets of value-added agriculture in South Dakota. Learn the hows and the whys behind their innovations and how technology is creating opportunity in ag. Learn what this means to the future of ag in our state and beyond and to your clients.

11:50 a.m. **Lunch & Networking with Exhibitors**

1:00 p.m. High Impact Weather: 2023 Review + Fall Outlook

Eric Snodgrass, *Sr. Science Fellow and Principal Atmospheric Scientist, Nutrien Ag Solutions, Champagne, IL*

Weather is the largest source of risk for a grower and the success of any growing season is ultimately determined by the environment. High impact weather events like flash flooding, drought, tornadic supercells, hail, and straight-line wind events can upend a well-managed crop in seconds. In this talk we will review the 2023 growing season, discuss the large-scale drivers of the climate system, and forecast the upcoming fall and winter weather. We will discuss the limits of predictability and learn about the best resources to monitor and forecast the weather. We will talk about South America's exponential increase in production and the outlook for their 2023-24 growing season.

2:00 p.m. The Auction Industry, Live and Online/Land Management – What the Heck is That Anyway?

Tim Peters, *Land Manager, Pifer's Auction, Realty, and Land Management, Worthing, SD*

Chris Bair, *Regional Equipment Manager, Pifer's Auction, Realty, and Land Management, Worthing, SD*

Join Tim Peters and Chris Bair from Pifer's Auction, Realty and Land Management as they tag-team their session addressing land and equipment prices in South Dakota. Chris will lead off covering the history and state of the auction industry, the importance of the live auction and how the online component complements machinery and real estate auctions, and machinery and real estate evaluations. Tim will bat clean-up covering land management – what it is and how it's done.

3:00 p.m. Exhibitor Showcase

3:15 p.m. Break with Exhibitors

3:35 p.m. South Dakota State University – Real Estate Minor and Real Estate Graduate Certificate

Ryan McKnight, *J.D., M.B.A., State Registered Appraiser, Ness School of Management and Economics, South Dakota State University, Brookings, SD*

Ryan will provide timely updates on the Real Estate curriculum at South Dakota State University with a look into the future of the program.

4:05 p.m. The Changing Face of Farmers

Heather Beaner, *Farm Manager, Wal-Di Farms, Mellette, SD*

The profile of our farmer/rancher customers is changing. Producer Heather Beaner will take you through the reality of who our customers are and how we need to engage them. See a "day-in-the-life" of our modern and unconventional ag customers and learn what they want to see from you, their bankers.

4:50–6:00 p.m. Networking Reception

THURSDAY, JULY 20, 2023

7:00 a.m. Continental Breakfast

8:00 a.m. Bankers and the Farm Bill: An Update from Washington, D.C.

Ed Elfmann, *SVP, Agriculture and Rural Banking Policy, American Bankers Association, Washington, DC*

In this session, you will receive an update on agriculture and banking policy issues in Washington, D.C. Additionally, you will learn how the 2023 Farm Bill will have an impact on you and your bank. Find out about ABA advocacy on the Farm Bill, the ACRE Act, and other policy issues.

8:45 a.m. Applications of Precision Technology for Ranching

Dr. Jameson Brennan and Dr. Hector M. Menendez III, *Assistant Professors, Livestock Grazing Extension Specialists, SDSU Department of Animal Science, Rapid City, SD*

Precision agricultural systems have ushered in a new era by incorporating big data analytics to increase yields and efficiencies by integrating satellite imagery, climate data, and sensor technologies for targeted application of fertilizers, herbicides, and pesticides. Although crop production has benefited from technological transformation, forage-based livestock production systems like those in the Northern Great Plains lag behind. This session will discuss some of the current technologies available to livestock producers such as virtual fencing, precision feeding and weighing cattle, enteric emission measurements, and satellite imagery.

9:30 a.m. Exhibitor Showcase

9:40 a.m. Break with Exhibitors

10:00 a.m. Welcome to the Market Cycle

Troy Bockelmann, *Director of Grain and Protein Analysis, CattleFax, Centennial CO*

Markets cycle over time and this is true in both the cattle and grain markets. Drought and profitability have had an impact over the last couple of years as liquidation across the cattle industry and decreased grain production has supported prices. While the grain markets have started to turn lower, cattle prices still have several years of higher prices. Discussion will include what brought us to today and where supply, demand, and prices are heading this year and, in the years ahead, as well as a market update and risk factors to watch for.

11:00 a.m. Take Off the Mask - Is Your Life Story Worth Telling?

Dan Meers, *Mascot, Motivational Speaker, Author and Family Man, Kansas City, MO*

It's been said that if you ask a man his occupation you will find out how he pays his bills, but if you ask a man his preoccupation then you will discover the passion of his life. Dan Meers has a rather unique occupation. For over 25 years he has paid his bills by working as "KC Wolf" the mascot of the Kansas City Chiefs. However, Dan's preoccupation, what he is truly passionate about is encouraging others to strive for the best in life and to enjoy it each and every step along the way. Dan believes that your life is like a coin. You can spend it anyway you wish but you will only get to spend it one time, so spend it wisely.

12:00 p.m. Conference Concludes

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REGISTRATION FEES

Conference Fee: \$525/member or \$625/non-member

After July 10: \$550/member or \$650/non-member

Onsite: \$575/member or \$675/non-member

HANDOUTS

All provided presentations will be available on the SDBA's website. Hard copy handouts will be provided for \$30 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: \$101

Block Cut Off: June 16

ClubHouse Hotel & Suites

808 W. Sioux Ave., Pierre

Phone: 605.494.2582

Rate: Queen - \$144, King - \$149, Queen Suite - \$159, King Suite - \$169

Block Cut Off: June 16

SPECIAL REQUESTS

For special dietary or mother's room requests, contact Halley Lee at 605.224.1653 or hlee@sdba.com by July 12.

CANCELLATION POLICY

100% refund if canceled before July 5; 75% refund if canceled July 5-8; no refund if canceled July 9 or later. Substitutions allowed at any time.

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"/> \$30
Email: _____			
Name: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$30
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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.

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