

Fundamentals of Ag Lending

2022 National School for Beginning Ag Lenders



| Monday June 20, 2022 | Tuesday June 21, 2022 | Wednesday June 22, 2022 | Thursday June 23, 2022 |
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| 11:00 am - 12:30 pm Registration | 7:00 - 8:00 am Breakfast | 7:00 - 8:00 am Breakfast | 7:00 - 8:00 am Breakfast |
| Lunch on your own | 8:00 - 9:30 am View of the Ag Economy from 30,000 Feet Jackson Takach | 8:00 - 9:15 am Hedging With Futures & Options Usset | 8:00 - 9:00 am Bank Sim Everson, Craven |
| 1:00 - 1:15 pm Official Welcome and Orientation <ul style="list-style-type: none"> Denny Everson, Curriculum Coordinator SDBA School Administrator | 9:45 - 12:00 pm Balance Sheet and Working Capital Analysis Franzen, Miller, Nordquist, Van Nurden | 9:15 - 10:00 am Stop Light Analysis Franzen, Miller, Nordquist, Van Nurden | 9:15 - 11:45 am Management Assessment and Customer Profiling Franzen, Miller, Nordquist, Van Nurden |
| 1:15 - 2:00 pm What Concerns Me Most About Being an Ag Lender Everson, Craven, Franzen | 12:00 - 1:00 pm Lunch | 10:00 - 11:00 am Cash Flow Analysis and Projections Franzen, Miller, Nordquist, Van Nurden | |
| | 1:00 - 3:00 pm Bank Sim Everson, Craven | 11:00 am - 12 pm Producer Panel Moderator: Everson | |
| 2:15 - 5:30 pm Intro to Bank Sim Everson, Craven | 3:15 - 5:00 pm Earnings Analysis Franzen, Miller, Nordquist, Van Nurden | 12:00 - 1:00 pm Informal Lunch with Producers | 11:45 am - 1:00 pm Lunch |
| 5:30 - 6:30 pm Reception Joy Center | | 1:00 - 2:00 pm Bank Sim Everson, Craven | 1:00 - 1:45 pm 10 Things Young Bankers Need to Know Everson, Craven, Franzen, Miller, Nordquist, Van Nurden |
| Dinner on Your Own | Dinner on Your Own | 2:15 - 4:45 pm Loan Servicing and Risk Management Franzen, Miller | 2:00 - 3:30 pm Bank Sim Wrap Up and Final Evaluation Everson, Craven |
| | | | Safe Travels Home  |