



Kansas Ag Bankers

A DIVISION of KBA

2022 Kansas *Ag Bankers* Conference

MARCH 2-3, 2022

**HILTON GARDEN INN &
CONFERENCE CENTER**

MANHATTAN, KS

SUPPORT, ENHANCE AND PROMOTE THE AGRICULTURAL BANKING INDUSTRY.

2022 KANSAS AG BANKERS CONFERENCE

Wednesday, March 2, 2022

8:00 - 9:00 a.m.

Registration & Breakfast

Beverages sponsored by:

Candy Station sponsored by:

Conference supporters:



9:00 - 9:15 a.m.

Welcome and Introductions

Jay Meyer, President, KBA - Kansas Ag Bankers Division

9:15 - 11:30 a.m.

Dr. David Kohl, Ph.D., Professor Emeritus, Virginia Tech, AgriVisions LLC

1. Agricultural Economic Update and the Road Ahead

10-minute break

2. Lending in the Agricultural Marketplace - 2022 and Beyond

5-minute break

3. Dialogue with Dr. Kohl

Sponsored by:



11:30 - 1:00 p.m.

Lunch & Tradeshow

11:50 - 12:30 p.m.

Federal Ag Policy Update

with *Ed Elfmann, American Bankers Association* & *Doug Wareham, Kansas Bankers Association*

1:00 - 2:00 p.m.

Breakouts

1. Kansas Agricultural Land Values and Trends

Robin Reid, Kansas State University, Agricultural Economics Department

2. Livestock Industry Policy Update

Aaron Popelka, Kansas Livestock Association

3. Asking Challenger Questions: It's More Critical Than Most Realize!

Doug Johnson, Moody's Analytics - Moderator; Jack Galle, Legacy Bank; Ed Dewey, GNBank

Sponsored by:



2:00 - 2:15 p.m.

Break

Sponsored by:



2:15 - 3:15 p.m.

Breakouts

1. How the Developing World Will Affect U.S. Agriculture

Andrew McCrea, Farmer & Rancher

2. Appraisal Issues Forum

Moderated by: *David White, INTRUST Bank*

3. The Ogallala Aquifer and our Collective Future

Earl Lewis, PE | Chief Engineer, Kansas Department of Agriculture

Sponsored by



3:15 - 3:30 p.m.

Break

3:30 - 4:30 p.m.

Your Bank's Role in Creating Total Town Makeovers

Andrew McCrea, Farmer & Rancher

4:30 - 5:30 p.m.

Soar 2 Success

Elizabeth McCormick, US Army Black Hawk Helicopter Pilot

5:30 - 6:30 p.m.

Kansas Ag Bankers Trade Show and Hospitality Reception

Sponsored by:



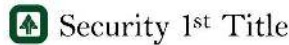
6:30 - 8:30 p.m.

Kansas Bankers Salute the Kansas Wheat Farmer Event at the Kansas Wheat Innovation Center

1990 Kimball Ave, Manhattan, KS 66502

Tribute Wall - Debut

Evening sponsored by:



Thursday, March 3, 2022

7:00 - 8:00 a.m.

Country Banker Breakfast

Sponsored by:



Conference Supporters:



8:00 - 9:00 a.m.

Cattle and Meat Protein Situation and Outlook

Randy Blach, CattleFax

9:00 - 10:00 a.m.

Ag Market Update

Paul Mussman, AgWest Commodities

10:00 - 10:15 a.m.

Break

Sponsored by:



10:15 - 10:45 a.m.

KBA - Kansas Ag Bankers Division Annual Meeting

10:45 - 11:00 a.m.

Break

11:00 - 12:00 p.m.

Wild Side of Weather

Eric Snodgrass, Nutrien Ag Solutions

KBA - Kansas Ag Bankers Division Board of Directors

Jay Meyer

President

Centera Bank - Sublette

Mikel Hadachek

Secretary/Treasurer

Astra Bank - Belleville

Tricia Fowler

Heartland Tri-State Bank - Arlington

Lindsey Martin

Bank of Protection - Ashland

Greg Saville

First National Bank and Trust - Phillipsburg

Shelly Turner

Security State Bank - Scott City

Brad Zimmerman

First National Bank of Scott City - Scott City

David White

Vice-President

INTRUST Bank, NA - Wichita

Tim Smith

Past President

First State Bank - Plainville

Stephen Hendrickson

Citizens State Bank of Marysville - Hanover

Robert Rujan

Farmer Bank & Trust - Great Bend

Lucas Sawyer

Prairie Bank of Kansas - Inman

Brett Wicker

Bank of Commerce - Chanute

KBA Board Officers

Mike Ewy

KBA Chairman

Community State Bank - Coffeyville

Mark Schifferdecker

KBA Vice Chairman

GNBank - Girard

Shan Hanes

KBA Chairman-Elect

Heartland Tri-State Bank - Elkhart

Jonathon Johnson

KBA Past Chairman

Home Savings Bank - Chanute

KBA Staff

Doug Wareham

President & CEO

LeAnn Mott

AVP - Education & Conferences, Division Coordinator

Brenda L. Unruh

SVP - Education & Conferences, Member Services

2022 KANSAS AG BANKERS CONFERENCE SPEAKERS



Aaron Popelka
Kansas Livestock



Andrew McCrea
Farmer & Rancher



David White
INTRUST Bank



Doug Johnson
Moody's Analytics



Doug Wareham
Kansas Bankers
Association



Dr. David Kohl
AgriVisions, LLC



Earl Lewis
Kansas Dept. of
Agriculture



Ed Dewey
GNBank



Ed Elfmann
American Bankers
Association



Eric Snodgrass
Nutrien Ag Solutions



Jack Galle
Legacy Bank



Elizabeth McCormick
US Army Black
Hawk Pilot



Paul Mussman
AgWest



Randy Blach
CattleFax



Robin Reid
Kansas State
University

2022 KBA AG BANKERS CONFERENCE

PLATINUM

FARMER  MAC

GOLD

 Security 1st Title

BANKERS' BANK
OF KANSAS



 Schools
of Banking

Ag Risk
SOLUTIONS

SILVER

AgWEST
COMMODITIES

 INTRUST
Bank[®]


CON TERRA
FINANCING AMERICAN AGRICULTURE

 Graduate School
of Banking *at Colorado*

BRONZE

middle BigIron
AUCTIONS


KANSAS
WHEAT[®]
Rediscover Wheat


Kansas
Water Office

KANSAS
CORN


FHLBank
Topeka
Building Communities Together



 IntraFi
Network[™]


purple
wave[®]
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 1ST FIRST NATIONAL BANK
OF HUTCHINSON


KBA Insurance, Inc.
A SUBSIDIARY of KBA

THANK YOU!

2022 Kansas Ag Bankers Conference

March 2-3, 2022; Hilton Garden Inn & Manhattan Conference Center
410 S. 3rd St., Manhattan, KS



Kansas Ag Bankers
A DIVISION OF KBA

Registrant Name _____

Title _____

Bank or Company _____

Address _____ City, ST Zip _____

Phone _____ E-mail _____

Please choose which breakout sessions you would like to attend on Wednesday, March 2:

(Your selections will help us choose appropriate room sizes)

Breakout Session One (1:00 – 2:00 p.m.)

- Kansas Agricultural Land Values and Trends
- Livestock Industry Policy Update
- Asking *Challenger* Questions: It's More Critical Than Most Realize!

Breakout Session Two (2:15 – 3:15 p.m.)

- How the Developing World Will Affect U.S. Agriculture
- Appraisal Issues Forum
- The Ogallala Aquifer and Our Collective Future

Early bird registrations postmarked on or before February 18, 2022.

- KAB Division Members
- KBA Members
- Non KBA Members

\$325 (includes electronic access)
\$375 (includes electronic access)
\$450 (includes electronic access)

Registrations postmarked after February 18, 2022.

\$425
\$475
\$550

Registration fee includes instruction, refreshments, meals, and electronic access to material via downloadable app. We understand that circumstances arise requiring cancellation. If you cancel by February 25, 2022, your registration fee will be refunded. Substitutions are allowed with notice. If you have special dietary needs, please contact the KBA office. If you have a disability, and require special accommodations, please contact the KBA office. **No video or audio recording allowed.**

Who Should Attend: This conference is tailored so that both entry level positions and experienced ag loan officers will gain valuable information.

Hotel Reservations:

- **Hilton Garden Inn**, 410 S. 3rd St., Manhattan, 785-532-9116, or online at www.my-event.hilton.com/mangigi-agbank-d92a6565-ff36-40ff-a94a-1d34897c305f/
- **Courtyard Manhattan**, 715 N 12th St., Manhattan, KS 66502, at a rate of \$109 per night. Reservations may be made by visiting <https://www.marriott.com/event-reservations/reservation-link.mi?id=1635979599365&key=GRP&app=resvlink>. The room rate will expire on 1/30/22.
- **Holiday Inn Express & Suites**, 115 Blue Earth Place, Manhattan, KS 66502, at a rate of \$119.95 per night. Please call the hotel at 785-320-7454 to reserve a room. The room rate will expire on 2/3/22.
- **Fairfield by Marriott**, 300 Colorado St., Manhattan, KS 66502, at the rate of \$105 per night. Please call the hotel at 785-539-2400 to reserve a room. The room rate will expire on 2/2/22.
- **Bluemont Hotel**, 1212 Bluemont Ave., Manhattan, KS 66502, at the rate of \$105 per night. Please call the hotel at 785-473-7091 to reserve a room. The room rate will expire on 2/4/22.

Three ways to register:

1. Complete and mail registration form with payment.
2. Fax registration form followed by mailing of payment. Please use this form as your invoice.
3. Register online using a credit card @ www.ksbankers.com

**Kansas Bankers Association | ATTN: LeAnn Mott | PO Box 4407, Topeka, KS 66604 |
P: (785) 232-3444 | F: (785) 272-8392 | www.ksbankers.com**