

MARGIN MANAGEMENT FOR AGRICULTURAL LENDERS

MAY 24, 2022 - BLUEMONT HOTEL, MANHATTAN

This program is designed to help bankers better understand the risk associated with lending to agricultural producers looking to protect their profit margins.

INTRODUCTION TO THE FUTURE MARKET AND PROFIT MARGIN MANAGEMENT

Discussion of the futures market as a price discovery tool and a means to transfer risk between parties. Review contracting alternatives between the cash market and the futures markets.

PROJECTING MARGIN REQUIREMENTS

Review of performance bond requirements for futures and options positions, as well as stress testing to determine potential margin requirements.

UNDERSTANDING ACCOUNT STATEMENTS

Review of brokerage statements to decipher cash and equity positions, open trade equity, net option value, liquidating value and margin requirements.

INTRODUCTION TO OPTIONS AND OPTION PRICING

Types of options, definitions, contract specifications and terminology; components of option premium.

CORE STRATEGIES

Review of basic futures and options positions typically used by crop and livestock producers to protect risk of both lower and higher prices.

GROUP EXERCISE

Teams will manage a forward profit margin, using futures and/or options, and managing those positions over the course of the historical simulation period.

DUSTIN BAKER – MANAGER, EDUCATION & RESEARCH, COMMODITY & INGREDIENT HEDGING (CIH)

As a manager on the education and research team, Dustin helps market participants gain a better understanding of agricultural margin management concepts and strategies. He also contributes to CIH publications focused on risk management for agriculture producers and buyers and Sustainable Growth models.



SCOTT GERIG – MANAGER, BUSINESS DEVELOPMENT, COMMODITY & INGREDIENT HEDGING (CIH)

As a manager of business development at CIH, Scott introduces agricultural producers and lenders to effective margin management tools and services. His current focus is the crop and ethanol sectors, but he has also worked with the hog, beef, and dairy industries.

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CO-SPONSORED BY:



Kansas Ag Bankers
A DIVISION of KBA



PROGRAM AGENDA

Registration: 8:30 a.m.

Program: 9:00 a.m. - 4:00 p.m.

Lunch: 12:00 p.m. - 1:00 p.m.

EARLY BIRD REGISTRATIONS POSTMARKED ON OR BEFORE MAY 17, 2022.

___ **KBA Members**
___ **Non KBA Members**

\$295 per person
\$590 per person

REGISTRATIONS POST MAY 17, 2022.

\$395 per person
\$690 per person

We understand circumstances arise requiring cancellation - if you cancel up to 3 business days before the program, your registration fee will be refunded. Substitutions are always welcomed with advanced notice. If you have special dietary needs, please contact the KBA office. If you have a disability, and request special accommodations, please contact the KBA office. Registration for and attendance at KBA meetings and events constitutes an agreement by the registrant for KBA's use of the attendee's photograph in printed and/or digital promotional materials, publications, mobile app and social media, unless permission is revoked and received by the KBA prior to the event. **Cancellations must be received by May 19, 2022. No video or audio recording allowed.**

Name: _____

Bank Location: _____ E-mail: _____

Name: _____

Bank Location: _____ E-mail: _____

Bank: _____

Total Enclosed: \$ _____ Total Attending: _____

Address: _____

City: _____ State: _____ Zip: _____

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 at **www.ksbankers.com**