



Kansas Ag Bankers

A DIVISION of KBA

2024 KANSAS

AG

BANKERS CONFERENCE

MARCH 6-7, MANHATTAN



SUPPORT, ENHANCE AND PROMOTE THE AGRICULTURAL BANKING INDUSTRY.

2024 KANSAS AG BANKERS CONFERENCE

WEDNESDAY, MARCH 6

8:00 am - 9:00 am

9:00 am - 9:15 am

9:15 am - 11:30 am

Registration & Breakfast

Welcome and Introductions

Mikel Hadachek, President, KBA - Kansas Ag Bankers Division;

Mark Schifferdecker, KBA Chairman, GNBANK, N.A.

Dr. David Kohl, Ph.D.

1. What Got Us Here & What Will Get Us There

Although we are a few years past the initial economic, financial, and social effects of COVID-19, time will tell what their lasting effects will be. Join this session to discuss the four pillars of success for converting economic uncertainty and disruptions into business opportunities.

10-minute break

2. Credit Decisions in Uncomfortable Economic Times

A high business IQ will be a must-have for decision makers in the turbulence of the 2020s. Learn from Dr. Kohl how to position your business and management team in this time of accelerated change and uncertainty.

3. Dialogue with Dr. Kohl

11:30 am - 1:00 pm

Lunch & Trade Show

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Federal Ag Policy Update with Ed Elfmann & Doug Wareham

(11:50 am - 12:30 pm)

(12:30 pm - 1:00 pm)

1:00 pm - 2:00 pm

Tradeshow

Breakouts

1. Land Values & Ownership Trends, *Robin Reid, Kansas State University*

Kansas land values are setting record sales, but the historically hot market is cooling due to interest rate hikes and uncertainty in the farm economy. Join Robin Reid as she outlines Kansas land value and ownership trends.

2. Maximizing Employee Engagement and Retention - *Dr. Emily Lehning*

Leaders are looking for ways to drive up employee engagement and retain talent on their team. Join this session to learn about critical drivers that impact employee engagement and take away practical strategies to improve employee retention.

3. Investing in the Farm of Tomorrow: Ag Technology Bankers Need to Know About

- *Mikel Hadachek, Astra Bank – Moderator*
- *Matt Splitter, Splitter Farms*
- *Bradley Tolbert, John Deere*
- *Raj Khosla, Kansas State University*

2:00 pm - 2:15 pm

2:15 pm - 3:15 pm

Break

Breakout Sessions

1. Don't Make That Mistake! Top Ag Lending Litigation Disputes from the Past Year -

Michael Fielding, Husch Blackwell LLP

It's good to learn from your mistakes - it's even better to learn from the mistakes of others. This breakout will cover the top ag lending disputes from the past year with a focus on key, practical takeaways that bankers can apply with their ag loans.

2. Understanding Stress in Agriculture and How We Can Help -

Will Sutterheim, M.S, LCP, Fort Hays State University

Drought, the increase in the price of inputs, and uncertainties next year brings wear and tear on farmers' mental health. This breakout session will provide bankers with insights into identifying signs of distress, how to approach mental health discussions, and obtaining tips to encourage farmers to seek help in managing life stressors more effectively.

3. Banking on Water Rights: Rattlesnake Creek Basin and Why It's Important

- *Robert Rugan, Farmers Bank & Trust - Moderator*
- *Earl Lewis, KDA Division of Water Resources*
- *Chad Fisher, SJN Bank of Kansas*
- *Darrell Wood, Big Bend Groundwater Management District 5*
- *Vijay Ramasamy, Office of the Kansas Governor Laura Kelly*

The water rights dispute in the Rattlesnake Creek Basin has highlighted the fact that water has been, and will continue to be, paramount for all factors of rural Kansas. Join this panel discussion to learn of various perspectives in this dispute and how banking plays a role.

3:15 pm - 3:30 pm

Break

3:30 pm - 4:30 pm

Futureproofing Ag and Ag Lending - *Jackson Takach, CFA, Farmer Mac*
Discover strategies for navigating change and fostering resilience in agriculture and ag lending from Farmer Mac's Jackson Takach. This session will explore practical approaches, digital transformations, and collaborative efforts you can pursue to secure a robust future in this dynamic talk.

4:30 pm - 5:30 pm

UNSTOPPABLE - *Alex Weber, American Ninja Warrior*
What could you lead and achieve if you were UNSTOPPABLE? Alex Weber, American Ninja Warrior and author, will share his system for thriving in high-pressure, intense environments.

5:30 pm - 6:30 pm

Kansas Ag Bankers Tradeshow and Hospitality Reception

THURSDAY, MARCH 7

7:00 am - 7:45 am

Country Banker Breakfast, Sponsored by Country Banker

7:45 am - 8:45 am

Cattle & Protein Market Situation and Update - *Randy Blach, CattleFax*
Join Randy Blach, CEO of CattleFax, for a timely and insightful perspective on domestic and global cattle and protein markets.

8:45 am - 9:00 am

Break

9:00 am - 10:00 am

Grain Markets: Managing Market Volatility and Capturing Opportunity -
Justin Trompke, AgWest Commodities

Explore the many factors driving today's grain markets and learn why having a plan in place can help ag producers be prepared when opportunity comes.

10:00 am - 10:15 am

Break

10:15 am - 10:45 am

KBA - Kansas Ag Bankers Division Annual Meeting & Pioneer Award Presentation

10:45 am - 11:00 am

Break

11:00 am - 12:00 pm

High Impact Meteorology - *Eric Snodgrass, Nutrien Ag Solutions*

This session will analyze key takeaways from the previous growing season and addressing the specific risks in Kansas, including severe storms, high winds, hail events, and tornadoes. Additionally, Eric will cover major seasonal influences, such as El Niño and La Niña, offering insights into the upcoming weather outlook for next spring and summer.

KBA - Kansas Ag Bankers Division Board of Directors

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Brett Wicker

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Farmers Bank & Trust, Great Bend

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J.W. Wells

Ag Division Coordinator & Government Affairs Assistant

2024 KANSAS AG BANKERS CONFERENCE SPEAKERS



Randy Blach
CattleFax



Ed Elfmann
American Bankers
Association



Michael Fielding
Husch Blackwell LLP



Mikel Hadachek
Ag Bankers Division
President



Raj Khosla
Kansas State
University



Dr. David Kohl
AgriVisions
Solutions LLC



**Dr. Emily
Lehning**
Roots and Legacies
Consulting, Inc.



Earl Lewis
KDA Division of
Water Resources



Vijay Ramasamy
Office of the Kansas
Governor Laura Kelly



Robin Reid
Kansas State
University



Robert Rugan
Farmers Bank & Trust



Mark Schifferdecker
KBA Chairman,
GNBank, N.A.



Eric Snodgrass
Nutrien Ag Solutions



Matt Splitter
Splitter Farms



Will Sutterheim
Fort Hays State
University



Jackson Takach
Farmer Mac



Bradley Tolbert
John Deere



Justin Trompke
AgWest Commodities



Doug Wareham
Kansas Bankers
Association



Alex Weber
American Ninja
Warrior

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2024 KANSAS AG BANKERS CONFERENCE

March 6-7, 2024; 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 _____

	<u>Early bird registrations postmarked on or before February 26, 2024.</u>	<u>Registrations postmarked after February 26, 2024.</u>
___ KAB Division Members	\$350 (includes electronic access)	\$500
___ KBA Members	\$400 (includes electronic access)	\$550
___ Non KBA Members	\$775 (includes electronic access)	\$925

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 28, 2024, 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, KS 66502, at a rate of \$114 per night. Reservations can be made by calling the hotel at (785) 532-9116 or visiting the conference webpage on the KBA website at ksbankers.com. The room rate will expire on 2/10/2024.
- **Courtyard Manhattan**, 715 N 12th St., Manhattan, KS 66502, at a rate of \$149 per night. Reservations can be made by calling the hotel at 785-587-1972. The room rate will expire on 2/4/24.
- **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 2/8/24.
- **Fairfield by Marriott**, 300 Colorado St., Manhattan, KS 66502, at the rate of \$109 per night. Reservations can be made by visiting calling the hotel at 785-539-2400. The room rate will expire on 2/4/24.
- **Bluemont Hotel**, 1212 Bluemont Ave., Manhattan, KS 66502, at the rate of \$109 per night. Reservations can be made at bluemonthotel.com with group number KBA24. The room rate will expire on 2/4/24.

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

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