

December 12, Robbins Banking Institute, Hays

Are you familiar with the marketing tools available to ag producers that allow them to be prepared for opportunities when they come and manage risk? This in-depth training, covering marketing/hedging content for both the beginner and more advanced ag lender, explores all of the marketing puzzle pieces. We will walk through the steps a producer needs to take to build a customized marketing plan and how to manage risk, including the true purpose of a hedge account. The day will conclude with a hands-on breakout where attendees will work as a team to use the knowledge from throughout the day to build a real, actionable 2025 marketing plan.

WHO SHOULD ATTEND

Beginner and experienced agricultural lenders.

TOPICS WILL INCLUDE:

- History of the CBOT & CME. Why does it exist? Who uses it?
- Introduction to Hedging with Futures and Options Strategies
- Cash Grain Marketing, Basis, Carry Spreads, and Enhancing Marketing with Grain Bins
- Banking and Hedging Partnership. Projecting Cash Needs and Stress-Testing a Plan.
- Group Exercise – Building a Marketing Plan
- Understanding a Producer's Equity Statements

Program Presenter

JUSTIN TROMPKE

CEO, AGWEST COMMODITIES

Justin Trompke built his career as AgWest's largest Cash Advisor, by taking a personal interest in each and every operation he served. As their "Marketing Partner," he has dedicated himself to helping his customers build marketing plans to meet their individual goals. Now in his role as CEO, Justin gets to focus on his passion for commodity markets and the ever-evolving agriculture industry. He enjoys digging into the market noise to find the drivers that impact the producer right here in the Western Corn Belt.



2024 MARGIN MANAGEMENT FOR AGRICULTURAL LENDERS
DECEMBER 12 - ROBBINS BANKING INSTITUTE, HAYS
600 PARK STREET, FORT HAYS STATE UNIVERSITY



Program Agenda

Registration: 8:30 a.m.
 Program: 9:00 a.m. - 12:00 p.m.
 Lunch: 12:00 p.m. - 1:00 p.m.
 Program continues: 1:00 p.m. - 4:00 p.m.

Early bird registrations postmarked on or before December 5, 2024.

Registrations postmarked after December 5, 2024.

___ KBA Members	\$300	\$400
___ Non KBA Members	\$600	\$700

Bring a producer*: \$100

***Producers attending must be accompanied by a registered banker.**

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 December 6, 2024. 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