



Kansas Ag Bankers

A DIVISION of KBA



KANSAS BANKERS
ASSOCIATION

Photo taken by:

Amy Madison, Union State Bank, Horton



2025 KANSAS AG BANKERS CONFERENCE

MARCH 5-6, MANHATTAN

SUPPORT, ENHANCE AND PROMOTE THE AGRICULTURAL BANKING INDUSTRY.

2025 KANSAS AG BANKERS CONFERENCE

WEDNESDAY, MARCH 5

8:00 am - 9:00 am

9:00 am - 9:15 am

9:15 am - 11:30 am

Registration & Breakfast

Welcome and Introductions

Brad Zimmerman, President, KBA – Kansas Ag Bankers Division

Ag Economics & Banking Circa 2025, Dr. David Kohl, Ph.D.

Challenges and opportunities are prevalent both in agriculture and ag banking at the quarter century mark. Global economics, trade policy, monetary and fiscal policy, geopolitics and other variables are changing the financial bottom line in an accelerated manner. What are the forces to reckon with in both the short and long run that increase risk and opportunities? What are the characteristics of peak performing lenders and producers that stand the test of time? Dr. Kohl will answer some of the commonly asked questions from engagement with lenders and borrowers across the U.S.A. Join us for this information packed session.

Financial Tool Kit for Ag Lending, Dr. David Kohl, Ph.D.

The pulse of agriculture and ag lending suggest that more intense management of financials, business and risk management are imperative for success. What are some tools and perspectives that can be used to assess risk and opportunity with an individual customer or the total portfolio? What are some variables and factors to be avoided or emphasized in customer relationships? Dr. Kohl will present some wisdom and quotes that can be useful in developing your lending team. Don't miss this high energy session.

Lunch

Federal Ag Policy Update - *Ed Elfmann, American Bankers Association & Doug Wareham, Kansas Bankers Association*

Tradeshow

Breakout Sessions

1. Farm Succession Planning, Lance Woodbury, Pinion

Family-owned agricultural businesses often struggle with succession planning, and lenders are well-positioned to support them through this process. Helping families with transition plans not only benefits your financial institution but also strengthens customer relationships; learn strategies to assist with this critical challenge.

2. Future of Kansas Agriculture: Conservation, Policy, and Global Impact

- *Michael Thompson, Thompson Farms and Ranch LLC*
- *Randy Throener, Forvis Mazars*

Farmland conservation, government policy, and international players will continue to be essential factors in the future of Kansas agriculture. Join Michael Thompson, Kansas farmer, Leopold Conservation Award winner, and Randy Throener in this discussion of the future of agriculture and climate.

3. Crop & Livestock Insurance

- *Austin Tucker, Specialized Crop Insurance*
- *Greg Bruna, Specialized Crop Insurance*

Break

Breakout Sessions

1. Tools, Tech, and R&D in Ag Technology

- *Randy Throener, Forvis Mazars*
- *Bryndon Meinhardt, KanEquip*

Learn from industry professionals about farm equipment demand and sales, ag technology research and development, and digital technologies enhancing farm sustainability.

2. Empowering Your Customers through Beginning Farmer Programs

- *Joshua Ridder, Kansas Farm Service Agency*
- *Rebecca Floyd, Kansas Development Finance Authority*

This session explores available programs for beginning farmers through the Farm Service Agency and the Kansas Development Finance Authority. Join to learn more about how your customers can benefit from these programs!

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

Michael Fielding, Husch Blackwell

It's good to learn from your mistakes. It's even better to learn from the mistakes of others. This session 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.

Break

11:30 am - 1:00 pm

(11:50 am - 12:30 pm)

(12:30 pm - 1:00 pm)

1:00 pm - 2:00 pm

2:00 pm - 2:15 pm

2:15 pm - 3:15 pm

3:15 pm - 3:30 pm

3:30 pm - 4:30 pm

Kansas Water Issues & Regulatory Landscape Panel

- *Connie Owen, Kansas Water Office*
- *Doug Ray, Solutions North Bank*
- *Earl Lewis, KDA-Division of Water Resources*
- *Jay Meyer, Centera Bank*
- *Ron Flowers, Community National Bank & Trust*

Join this session for a panel discussion featuring bankers and water regulators as they explore the regulatory landscape and the challenges surrounding water issues throughout the state.

4:30 pm - 5:30 pm

The Power of Emotional Strength, Kendall Gammon

Description: Join Kendall for an engaging talk that explores the impact of emotional strength on professional success. Learn to build stronger teams, enhance communication, and create meaningful connections—plus, witness an unforgettable display of juggling bowling balls!

5:30 pm - 6:30 pm

Kansas Ag Bankers Tradeshow and Hospitality Reception

THURSDAY, MARCH 6

7:00 am - 7:45 am

Country Banker Breakfast

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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

Capturing Market Opportunity & Managing Risk in Tight Margins

Justin Trompke, AgWest Commodities

Explore the many factors driving today's grain markets and learn why having a plan can help ag producers manage their risk in tight margins and be prepared when an 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

Weather risk is a constant in production agriculture, and successful crop planning depends on accurate forecasting and analysis. This session will cover how to leverage weather data to anticipate disruptive events, review lessons from the past growing season, and discuss the outlook for severe storms and major seasonal drivers like El Niño and La Niña.

KBA - KANSAS AG BANKERS DIVISION BOARD OF DIRECTORS

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SVP - Education & Conferences

Strategic Partnerships

2025 KANSAS AG BANKERS CONFERENCE SPEAKERS



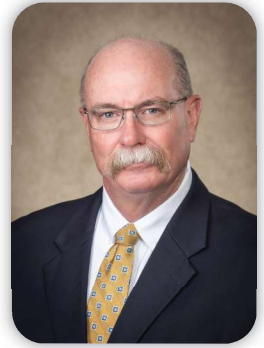
Randy Blach
CattleFax



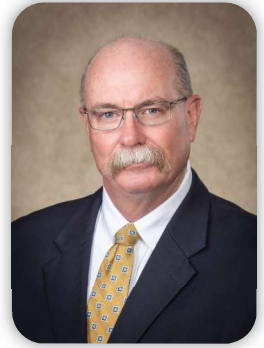
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Specialized Crop
Insurance



Ed Elfmann
American Bankers
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Michael Fielding
Husch & Blackwell



Ron Flowers
Community National
Bank & Trust



Rebecca Floyd
Kansas Development
Finance Authority



Kendall Gammon



Dr. David Kohl
Virginia Tech



Earl Lewis
KDA - Division of
Water Resources



Jay Meyer
Centera Bank



Connie Owen
Kansas Water Office



Doug Ray
Solutions North
Bank



Joshua Ridder
Kansas Farm Service
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Eric Snodgrass
Nutrien Ag Solutions



Randy Throener
Forvis Mazars



Michael Thompson
Thompson Farms
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Justin Trompke
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Lance Woodbury
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2025 KANSAS AG BANKERS CONFERENCE

March 5-6, 2025; 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 24, 2025.</u>	<u>Registrations postmarked after February 25, 2025.</u>
___ KAB Division Members	\$350	\$500
___ KBA Members	\$400	\$550
___ Non KBA Members	\$775	\$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 26, 2025, 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.

CONFERENCE INFORMATION:

Venue: Hilton Garden Inn & Conference Center, located at 410 S. 3rd St., Manhattan, KS 66502

HOTEL INFORMATION:

The conference has five room blocks for the nights of March 4th and March 5th.

Hilton Garden Inn, 410 S. 3rd St., Manhattan, KS 66502, at a rate of \$116 per night. Reservations may be made by calling (785) 532-9116 with group code 907. The room rate will expire on 2/8/25.

Courtyard Manhattan, 715 N 12th St., Manhattan, KS 66502, at a rate of \$129 per night. Reservations can be made by calling (785) 587-1973 with group code G 1893. The room rate will expire on 2/3/25.

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 2/6/25. Group code: KBA.

Fairfield by Marriott, 300 Colorado St., Manhattan, KS 66502, at the rate of \$109 per night. Reservations can be made by calling (785) 539-1483. The room rate will expire on 2/7/25.

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 "b388801". The room rate will expire on 2/3/25.

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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