



Kansas Ag Bankers

A DIVISION of KBA

**2026 KANSAS
AG BANKERS
CONFERENCE
MARCH 4-5, MANHATTAN**

Picture taken by: Macy Finch, Security State Bank, Scott City

SUPPORT, ENHANCE AND PROMOTE THE AGRICULTURAL BANKING INDUSTRY.

2026 KANSAS AG BANKERS CONFERENCE

WEDNESDAY, MARCH 4

8:00 am - 9:00 am

9:00 am - 9:15 am

9:15 am - 10:15 am

Registration & Breakfast

Welcome & Introductions

Brett Wicker, President, KBA – Kansas Ag Bankers Division

Managing Through Economic Chaos

Dr. David Kohl, Ph.D.

SPONSORED BY SCHOOLS OF BANKING

In this high-energy, insight-packed session, Dr. David Kohl draws upon decades of experience to provide agricultural lenders with practical tools and financial strategies to navigate uncertainty. From global disruptions and trade shifts to consumer behavior and generational transitions, you'll gain actionable takeaways to strengthen your client relationships and guide sound credit decisions.

10:15 am - 10:30 am

10:30 am - 11:30 am

Break

Agricultural Update and the Road Ahead

Dr. David Kohl, Ph.D.

SPONSORED BY SCHOOLS OF BANKING

Dr. Kohl will share practical financial and management strategies to help you adapt, lead, and succeed—regardless of the economic cycle. Expect clear takeaways you can apply immediately to strengthen your operation's resilience and profitability.

11:30 am - 1:00 pm

(11:50 am - 12:30 pm)

Lunch & Trade Show

Federal Ag Policy Update - Ed Elfmann, American Bankers Association &

Doug Wareham, Kansas Bankers Association

Breakout Sessions

1. Big Beautiful Changes in Ag Tax Impacting Producers and Lenders

- *Roger McEowen, Washburn School of Law*

2. Small Feedyard Marketing & Finance Needs Panel

- *Tyler Woolfolk, Woolfolk Ranch, LLC & Woolfolk Feeders, LLC*
- *Andy Evans, Rocking E Feeders*

3. From the Farm to the Table Panel

- *David Munson, Munson Angus Farms*

2:00 pm - 2:15 pm

2:15 pm - 3:15 pm

Break

Breakout Sessions

1. Big Beautiful Changes in Ag Tax Impacting Producers and Lenders

- *Roger McEowen, Washburn School of Law*

2. Ag Drones

- *Lukas Koch, Kelly Hills Unmanned Systems*

3. Insights into Rural Economic Development

- *Gimmie Jo Jansonius, USDA Rural Development*
- *Joshua Jefferson, Kansas Department of Commerce*

3:15 pm - 3:30 pm

3:30 pm - 4:30 pm

Break

A Fireside Chat About Fraud - Jamie Cosgrove, KBA Legal Services

& Nathaniel J. Castillo, Office of Kansas Attorney General Kris W. Kobach

Nathaniel (Jake) and Jamie will collaborate in discussing fraud and the avoidance of fraud from their respective roles in the Public Protection Division and the Kansas banking industry. They will share examples of fraud situations you may encounter in the Kansas agricultural industry or through affiliated business and personal transactions and discuss steps you can take to avoid, report, and respond to fraud loss.

4:30 pm - 5:30 pm

The Wild Ride: Living Life in the Arena - Zach Arend

In this powerful keynote, 2X Saddle Bronc Riding Champion turned leadership coach Zach Arend shares his hard-earned lessons from 8-second rides on the bronc to everyday leadership challenges in the office. This is not just a talk about leadership. It's a call to get off autopilot, lean into discomfort, and ride with clarity and conviction.

5:30 pm - 6:30 pm

Kansas Ag Bankers Tradeshow and Hospitality Reception

THURSDAY, MARCH 5

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

Capturing Market Opportunity & Managing Risk in Tight Margins -

Justin Trompke, Ag West Commodities

SPONSORED BY ROOTED AG SYSTEMS

Explore the many factors driving today's grain markets and learn why having a plan can help ag producers manage their risks 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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J.W. Wells

Ag Division Coordinator & Government Affairs Assistant

Brenda L. Unruh

EVP – Director of Education,
Communications, & Strategic Partnerships

2026 KANSAS AG BANKERS CONFERENCE SPEAKERS



Zach Arend



Randy Blach
CattleFax



Nathaniel J. Castillo
Office of Kansas
Attorney General
Kris W. Kobach



Jamie Cosgrove
Kansas Bankers
Association



Ed Elfmann
American Bankers
Association



Andy Evans
Rocking E Feeders



**Gimmie Jo
Jansonius**
USDA Rural
Development



Joshua Jefferson
Kansas Department
of Commerce



Lukas Koch
Kelly Hills
Unmanned Systems

Dr. David Kohl, Ph.D.



Roger McEowen
Washburn School
of Law



Eric Snodgrass
Nutrien Ag Solutions



Justin Trompke
Ag West
Commodities



Doug Wareham
Kansas Bankers
Association



Brett Wicker
Central National Bank

Tyler Woolfolk
Woolfolk Ranch, LLC
& Woolfolk Feeders,
LLC

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of Banking

SILVER



FARMER  **MAC**



BRONZE



HEALTH INNOVATIONS
NETWORK OF KANSAS



THANK YOU!

2026 KANSAS AG BANKERS CONFERENCE

March 4-5, 2026; 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 23, 2026.</u>	<u>Registrations postmarked after February 23, 2026.</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 23, 2026, 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, experienced ag loan officers, and support personnel will gain valuable information.

HOTEL INFORMATION:

The conference has four room blocks for the nights of Tuesday, March 3rd, and Wednesday, March 4th.

Bluemont Hotel: 1212 Bluemont Ave. Manhattan, KS 66502, at a rate of \$109 per night. Reservations can be made at www.bluemonthotel.com with group code b190326. The room rate will expire on 2/3/26.

Fairfield: 300 Colorado St., Manhattan, KS 66502, at a rate of \$114 per night. Reservations can be made through a booking link on the KBA website. The room rate will expire on 2/1/26.

Hilton Garden Inn: 410 S. 3rd St., Manhattan, KS 66502, at a rate of \$119 per night. Reservations can be made by calling (785) 532-9116 with group code 91F - "KS AG BANKERS 2026". The room rate will expire on 2/6/26.

Holiday Inn Express & Suites: 115 Blue Earth Place, Manhattan, KS 66502, at a rate of \$119 per night. Reservations can be made by calling (785) 320-7454 with group code KBA. The room rate will expire on 2/6/26.

Two ways to register:

1. Complete and mail registration form with payment. Please use this form as your invoice.
2. Register online using a credit card at: www.ksbankers.com

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