



**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**

**10:15 am - 10:30 am**

**10:30 am - 11:30 am**

**11:30 am - 1:00 pm**

**(11:50 am - 12:30 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**

**4:30 pm - 5:30 pm**

**5:30 pm - 6:30 pm**

### **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.

### **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.

### **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*
- Jacob Yingst, Schlaegel's Popcorn*

### **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*

### **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.

### **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.

### **Kansas Ag Bankers Tradeshow and Hospitality Reception**

## THURSDAY, MARCH 5

|                     |  |
|---------------------|--|
| 7:00 am - 7:45 am   | <b>Country Banker Breakfast</b><br><b>SPONSORED BY COUNTRY BANKER</b>  |
| 7:45 am - 8:45 am   | <b>Cattle &amp; Protein Market Situation and Update</b> - <i>Randy Blach, CattleFax</i><br>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   | <b>Break</b>   |
| 9:00 am - 10:00 am  | <b>Capturing Market Opportunity &amp; Managing Risk in Tight Margins</b> - <i>Justin Trompke, Ag West Commodities</i><br><b>SPONSORED BY ROOTED AG SYSTEMS</b><br>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 | <b>Break</b>   |
| 10:15 am - 10:45 am | <b>KBA - Kansas Ag Bankers Division Annual Meeting &amp; Pioneer Award Presentation</b>  |
| 10:45 am - 11:00 am | <b>Break</b>   |
| 11:00 am - 12:00 pm | <b>High Impact Meteorology</b> - <i>Eric Snodgrass, Nutrien Ag Solutions</i><br>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

|  |  |
|--|--|
| <b>Brett Wicker</b><br>President<br>Central National Bank, Gardner               | <b>Stephen Hendrickson</b><br>Vice-President<br>Citizens State Bank of Marysville, Hanover |
| <b>Julie Voelker</b><br>Secretary/Treasurer<br>Solutions North Bank, Coffeyville | <b>Brad Zimmerman</b><br>Past President<br>Farmers Bank & Trust, Atwood                    |
| <b>Robert Rugan</b><br>Farmers Bank & Trust, Great Bend                          | <b>Shelly Turner</b><br>Security State Bank, Scott City                                    |
| <b>Tricia Fowler</b><br>Dream First Bank, Arlington                              | <b>Greg Saville</b><br>First National Bank and Trust, Phillipsburg                         |
| <b>Evan Whetzel</b><br>First Heritage Bank, Seneca                               | <b>Steve Howland</b><br>Equity Bank, Wichita   |
| <b>Andy Stegman</b><br>GNBank, N.A., Offerle                                     | <b>Kaycie Schilling</b><br>Adams Bank & Trust, Colby                                       |
| <b>Brandon Grigsby</b><br>Stockgrowers State Bank, Ashland                       |  |

## KBA STAFF

|   |  |
|---|--|
| <b>Doug Wareham</b><br>President & CEO                                      | <b>Brenda L. Unruh</b><br>EVP – Director of Education,<br>Communications, & Strategic Partnerships |
| <b>J.W. Wells</b><br>Ag Division Coordinator & Government Affairs Assistant |  |

## 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



**Jacob Yingst**  
Schlaegel's Popcorn

## 2026 KANSAS AG BANKERS CONFERENCE SPONSORS

### PREMIER



**BANKERS' BANK  
OF KANSAS**



**BANKERS INSURANCE  
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Institutional Network

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Company**

**FARMER MAC**  **INTRUST  
Bank.**  Security 1<sup>st</sup> Title

### BRONZE

**ARM** Let's grow.  
AG RESOURCE MANAGEMENT

**AgWest**  
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**BoASAFRA AG**  
Harvest Hidden Tax Deductions

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 **HEALTH INNOVATIONS  
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AUCTION

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APPRaisALS & EVALUATIONS

 **STEFFES**  
AUCTIONEERS

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**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 \_\_\_\_\_

**Early bird registrations postmarked  
on or before February 23, 2026.**

**Registrations postmarked after  
February 23, 2026.**

|   |       |       |
|---|-------|-------|
| <input type="checkbox"/> KAB Division Members | \$350 | \$500 |
| <input type="checkbox"/> KBA Members          | \$400 | \$550 |
| <input type="checkbox"/> 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](http://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](http://www.ksbankers.com)

**Kansas Bankers Association | ATTN: J.W. Wells | PO Box 4407, Topeka, KS 66604 |**

**P: (785) 232-3444 | F: (785) 272-8392 | [www.ksbankers.com](http://www.ksbankers.com)**