



RISK MANAGEMENT & MARKETING STRATEGIES FOR AGRICULTURAL LENDERS

DECEMBER 10, 2026

FORT HAYS STATE UNIVERSITY ROBBINS CENTER

Designed specifically for agricultural lenders, this seminar will provide practical insight into the risk management and marketing strategies used by farm customers to protect revenue and manage volatility. Participants will gain a stronger understanding of crop insurance fundamentals, coverage options, and how insurance products integrate into overall farm financial planning. The program will also examine key grain marketing concepts, including futures, options, hedging, basis, storage decisions, and the role of margin management in protecting farm profitability.

Mike Scherer, Ag Risk Solutions, and Justin Trompke, AgWest Commodities, will guide attendees through evaluating producer risk management plans, understanding the relationship between crop insurance and marketing decisions, projecting cash flow needs, analyzing producer financial positions, and monitoring risk throughout the production cycle. Through real-world examples and expert-led discussion, participants will learn how to better assess borrower risk, strengthen lender-producer partnerships, and support more informed credit decisions.



Mike Scherer
Ag Risk Solutions



Justin Trompke
AgWest Commodities

Who Should Attend

Beginner and experienced agricultural lenders, Ag Producers who are bank customers*.

Training Topics

- Basics of Crop Insurance
- Unit Structure & Coverage Selection
- SCO and ECO Coverage Options
- Hail and Supplemental Coverages
- Using Revenue Protection to Support Grain Marketing
- Integrating Crop Insurance with Financial Planning
- Pasture, Rangeland & Forage (PRF)
- Livestock Risk Protection (LRP)

SPONSORED BY



Kansas Ag Bankers

A DIVISION of KBA

- Banking and Hedging Partnerships
- Projecting Cash Needs
- Stress Testing a Marketing Plan
- Understanding Producer Equity Statements

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December 10, 2026, Fort Hays State University Robbins Center
1 Tiger Pl, Hays, KS 67601



PROGRAM AGENDA

Registration begins at 8:30 a.m.

9:00 – 10:30 a.m.	Crop Insurance Fundamentals for Ag Lenders
10:30 – 10:45 a.m.	Break
10:45 – Noon	Crop Insurance as Part of a Marketing Plan
Noon – 12:45 p.m.	Lunch
12:45 – 2:15 p.m.	Grain Marketing & Margin Management
2:15 – 2:30 p.m.	Break
2:30 – 3:45 p.m.	The Lender's Role in Producer Risk Management
3:45 – 4:30 p.m.	Putting It All Together: Applying Risk Management Principles Throughout the Marketing Year

_____	KBA Member	\$300
_____	Non-KBA Member	\$600
_____	Bring an Ag Producer*	\$100

*Ag Producers must be accompanied by a registered banker. Please email J.W. Wells, jwells@ksbankers.com, if you plan on bringing a producer with you.

We understand circumstances arise requiring cancellation. Cancel up to five business days before the program and your registration will be refunded. Cancellations must be received by December 2, 2026. No video or audio recording allowed.

Name: _____

Bank Location: _____ E-mail: _____

Name: _____

Bank Location: _____ E-mail: _____

Name: _____

Bank Location: _____ E-mail: _____

Bank: _____

Total Enclosed: \$ _____ Total Attending: _____

Address: _____

City: _____ State: _____ Zip: _____

Two ways to register:

1. Complete and mail the registration form with a check.
2. Register online using a credit card at www.ksbankers.com.