

## SDBA 2010 School for Experienced Ag Lenders

Black Hills State University  
Spearfish, South Dakota  
June 28 - July 1, 2010



*The SDBA's 2010 School for Experienced Ag Lenders targets ag lenders with a good knowledge of financial analysis in ag lending who desire further training in analyzing and troubleshooting more complex and problem credits.*

**"Training is not an expense; it's an investment."**

*- Denny Everson, First Dakota National Bank, Yankton*



This school will be limited to 50 students. For more information, visit [www.sdba.com](http://www.sdba.com).

# Class Schedule

## Who Should Attend

Ag lenders with a good knowledge of financial analysis in ag lending who desire further training in analyzing and troubleshooting more complex and problem credits (three to five years ag lending experience recommended); ag loan officers; credit analysts; credit reviewers; regulators; and FSA loan officers.

## Why You Should Attend

Now that you have some experience in credit servicing, credit analysis, and risk rating, the instructors at this school will provide course material primarily by case study and supported by lectures and intensive analysis. You will be taken through a “live” case study and other

rapid fire case studies. Instructors will provide valuable information and additional analytical tools that will inspire action as you learn to apply the techniques in more complex loans.

You will continue your education by learning about commodity grain marketing fundamentals through participation in a simulation game. Lender liability issues, grass roots efforts and the bank regulator’s role will also help “round out” your education. You will achieve higher skills that will help with early identification of problem loans and determining solution options. A computerized Financial Score Card Check Up with Bulls Eye Ratings will be provided as a take-home tool for use in testing back at your bank.

Monday, June 28, 2010	Tuesday, June 29, 2010	Wednesday, June 30, 2010	Thursday, July 1, 2010
2:30 - 4:00 pm <i>Registration in Yellow Jacket Student Union and Room Check-in</i>	7:00 - 8:00 am Breakfast	7:00 - 8:00 am Breakfast	7:00 - 8:00 am Breakfast
	8:00 - 9:00 am <i>Paradigms Shift, Principles Don't Dykhouse</i>	8:00 am - 12 noon <i>Credit Analysis Troubleshooting from Cash to Accrual</i> Craven & Nordquist	8:00 - 9:30 am <i>Kitchen Table Strategic Planning</i> Everson
4:00 - 6:00 pm ★ <i>Official Welcome:</i> Denny Everson, Curriculum Coordinator and Instructor  ★ <i>Intro to School:</i> Deb Gates, School Administrator  ★ <i>First Session:</i> Led by David Kohl, Lead Instructor • Why Are You Here? • Discussion: Biggest Challenges Facing Banks Today • Megatrends of Agriculture/Agilending	9:15 - 10:15 am <i>The Washington Report</i> Blanchfield & Sowers		10:00 am - 12 noon <i>Rapid Fire Case Studies</i> Kohl
	10:30 am - 12 noon <i>It's a Wide, Wide World: The Future of Ag Policy</i> Kohl & Flinchbaugh		
	12:00 - 1:00 pm Lunch	12:15 - 1:00 pm Lunch	12:00 noon - 1:00 pm Lunch
	1:00 - 3:00 pm <i>Know When To Hold and Know When to Fold</i> Everson, Williamson, Thompson	1:00 - 4:30 pm <i>Tool Time With Ed: How To Use the Tools - Puts, Calls, Futures - To Implement the Plan</i> Usset & Craven	1:00 - 4:30 pm <i>Live Case Study Continues</i> Kohl
6:00 - 8:30 pm <i>Reception and BBQ in Salem Park (across St Joe Street to the east of stadium parking)</i>	3:30 - 5:00 pm <i>Ag Banking Best Practices</i> Moderator: Kohl; Panelists: Everson, Miller, Blanchfield	(How to develop a strategic pre-harvest marketing plan to help your customers)	5:00 pm <i>Farwell Reception and Dinner</i>
	5:30 - 7:00 pm <i>Reception and Steak Fry at High Plains Western Heritage Center</i>	4:30 - 6:00 pm <i>Wednesday Night Bear Pit, Tuesday Night Think Tank</i> <i>Returns to Talk About Lessons from the mid 1980s</i> All Instructors, Moderator: Kohl	
	7:00 - 9:00 pm <i>A Discussion on Globalization in Ag (national policy, lending opportunities, young people in ag, future of ag, energy)</i> All Instructors, Moderator: Kohl	6:00 pm <i>Night on the Town in Deadwood</i>	

# SDBA 2010 School for Experienced Ag Lenders



The SDBA 2010 School for Experienced Ag Lenders will be held on the campus of Black Hills State University in Spearfish, South Dakota, on June 28 to July 1, 2010.

## Housing

Students will stay in student housing units, two per apartment. These facilities, which are air conditioned, include two separate bedrooms, a kitchen, living area and a shared bathroom. Housing is not required for local students.

## Tuition

The fee includes tuition, housing, meals and student handouts.

- All state bankers association members: \$1,495/person
- Non-members: \$1,625/person
- Deduct \$75 if staying off-campus.
- Add \$100/person if registering after June 14, 2010.
- A fee of \$100 will be charged if cancelling after June 18, 2010

## Curriculum

**The Mega Forces of Agriculture and Agrilending** will examine the drivers of change that will impact your customer base. Dr. David Kohl will update you on the global market, the impact of current weather conditions, government payments, farm structure, and the general economy to provide you with the basis for agrilending and marketing in the 21st century. Who will be the successful agrilender in 2020?

**The Washington Report** – ABA's top agricultural banking staffers John Blanchfield and Seaver Sowers will provide you with an overview of what is on the horizon for the industry for the rest of the year and will make wide-ranging predictions about what to expect in 2011 in the legislative, regulatory and economic arena. You will learn how you can "influence business" in Washington and have an impact on how ag policy is developed. You will also learn how policy impacts the day-to-day operations of banks, and bankers, that provide financial services to farmers, ranchers and rural business. Other topics to be covered in this session include:

- A brief history of federal ag policy.
- Why federal ag programs are so complicated.
- How the "favored few" commodities get federal support while others do not.
- Is farmer support rural development?
- What role do national organizations like the American Bankers Association play?
- What is in our national interest when it comes to agriculture?
- Do I need to become involved in this process?
- How do I get involved?
- Does everyone need a lobbyist?

**It's a Wide, Wide World: The Future of Ag Lending** will include a discussion of current and developing topics in the agricultural banking arena including the future of farm policy, global

markets, farm structure, energy policy, cap and trade energy legislation, and the global economy. Dave Kohl and Barry Flinchbaugh will help students "place" themselves in the larger agricultural credit industry by reviewing current financial industry data, competition in the agricultural credit business, congressional developments, and key departments like the USDA and SBA.

**Ag Banking Best Practices Panel** – Led by Dave Kohl, this panel of ag experts will talk about what will be THE hot topic of the next 12 months and their best practices – the nuggets, the little take-homes, the "ah-ha" provokers, the ground shakers, and the paradigm shifters they can share with you as they look across the universe of ag lending today and in the near future.

**Know When To Hold and Know When to Fold** will provide food for thought by using a "live" Nebraska case study as the basis for answering that question. Denny Everson, Wayne Williamson and Tim Thompson will help you know the difference between "correct" and "collect."

**Marketing Plans and Pricing Tools Simulation: Your Customers Need a Marketing Plan - Do You Know What a Good One Looks Like?** – Learn how target prices and decision dates work together in a pre-harvest marketing plan. But having a plan is just half the battle. Good execution demands the right pricing tool. Is it better to use a forward contract or a hedge-to-arrive contract? How can I use futures and options contracts to execute my plan? These are good questions because your pricing tool choices can make or break your marketing plan. Hear the news that drives the market and get creative with the use of sophisticated pricing tools. Does your plan have what it takes to survive the ups and downs, the good and the bad, of an unpredictable market?

**The Tuesday Night Think Tank** returns on Wednesday to discuss lessons learned from the mid 1980s. Determining the symptom, cause, solution and treatment, and knowing the difference between correct and collect, will help today's ag banker be proactive in a typically reactive world. We were challenged by students attending the 2008 school to discuss how we can avoid the problems of the 1980s. What did we do wrong then? Why are the conditions different now? There are opportunities in problem loan environments. What are they? What do the top 20 percent of our producers do right? How did they get there? What are their best management practices?

What are your "off paper" challenges? In **Kitchen Table Strategic Planning**, Denny Everson explains how you can help your customer and spouse be better managers with a simple SWOT analysis. Cash to accrual works, and you'll learn how to become an educator and not an adversary with your customer, your examiner and your bank management on how credit decisions are made.

**Case Studies** – The main learning tool in this school is the extensive use of case studies. Dave Kohl and Denny Everson will provide very different, full-risk management case studies dealing with grain, livestock and value-added production. Credit analysis and troubleshooting from cash to accrual, lender liability issues, commodity grain marketing fundamentals, and the regulator's role all become an integral part of the process. You will discuss credit analysis techniques and will be taken through two "live" case studies, in addition to rapid fire case studies as time allows, that will provide maximum understanding.

## Faculty

**Lead instructor for the school is Dr. David Kohl.** Kohl is Professor Emeritus at Virginia Tech and president of AgriVisions LLC in Blacksburg, Va. He grew up on a dairy farm in upstate New York, going on to own and operate a dairy and diversified farm operation. Kohl has conducted more than 5,000 workshops for agribusiness and producer groups in the U.S. and worked with the Royal Bank of Canada two years ago to position that bank in the marketplace. Kohl has addressed the ABA's Agricultural Conference for more than 30 consecutive years and instructs at numerous graduate and state banking schools.

**John Blanchfield** is director of the American Bankers Association's Center for Agricultural and Rural Banking in Washington, D.C. He has been with the ABA for 15 years and is the Association's spokesperson for all ag and rural banking issues. Blanchfield develops ag and rural policy for the ABA and represents the Association before Congress and the Administration. Prior to coming to the ABA, Blanchfield was an ag loan officer at Fleet Bank of New York for six years.

**Seaver Sowers** joined the American Bankers Association as senior federal legislative representative in July of 2003. In this capacity, Sowers serves as ABA's point person on Capitol Hill for agriculture and rural banking issues. Prior to joining the ABA, he served as director of legislative policy for the Agricultural Retailers Association and as deputy chief of staff for U.S. Representative Jo Ann Emerson (R-MO). Sowers spent more than 6.5 years on Capitol Hill working for Rep. Emerson and former U.S. Rep. Bill Emerson (R-MO).

**Denny Everson** is president of the Agri-Business Division and market administrator at First Dakota National Bank in Yankton, S.D. Prior to joining First Dakota, Everson was a credit and operations specialist for the Federal Intermediate Credit Bank of Omaha, Neb. He has also served as assistant county supervisor for the FmHA in Pierre, S.D. Everson served as chairman of the ABA's Ag and Rural Bankers Committee. He received SDSU's Distinguished Alumnus Award in 1999 and was recognized as SD Cattlemen's Agri-Businessman of the Year in 1998 and 1993 and South Dakota Pork Producers Dedicated and Distinguished Service Award in 1998. He received the coveted ABA Center for Agricultural and Rural Banking's Bruning Award in 2008.

**Robert H. Craven** is an extension economist and director of the Center for Farm Financial Management, Department of Applied Economics, University of Minnesota. Areas of specialty include business management, credit analysis and grain marketing. His work for the Center has focused on development of FINPACK, a nationally-recognized ag credit analysis software. He is also on the development team for the Winning the Game grain marketing education programs. He has spoken at numerous conferences including the National ABA Ag Bankers Conference and the USDA Ag Outlook Forum. He has also taught more than 300 workshops on farm management and marketing.

**Edward Usset** serves as a grain marketing specialist for the Center for Farm Financial Management at the University of Minnesota, the developers of FINPACK software and a variety of educational programs. Working with his colleagues at CFFM and in extension, Usset developed the award winning "Winning the Game" series of workshops. He also helped develop "Tool Time," a new series of workshops dedicated to understanding

and using grain pricing tools. He teaches "Futures and Options Markets" at the University. His first book, "Grain Marketing is Simple (it's just not easy)" was released in September 2007.

**Dr. Barry Flinchbaugh** is a professor of ag econ and Extension State Leader at Kansas State University. Flinchbaugh received his PhD in Ag Econ from Purdue University. He has been awarded the Outstanding Teacher Award on three different occasions, is a frequent lecturer around the country, and has authored 100-plus publications. Dr. Flinchbaugh has been a longtime advisor to secretaries of agriculture, senators, members of Congress and Kansas governors, not to mention untold numbers of farmers, ranchers, legislators and business owners. He also received the 2006 Distinguished Service Award to Agriculture from the American Farm Bureau Federation.

**Dale Nordquist** is an extension economist at the Center for Farm Financial Management in the Department of Applied Economics at the University of Minnesota. His interests include farm business analysis, farm planning and software development. Nordquist has more than 25 years of experience in teaching farm management and developing software tools for farm financial planning and analysis. He has been a major contributor to the design and development of the FINPACK farm financial planning and analysis software.

**Tim Thompson** is an attorney with the law firm of Kelley, Scritsmier, and Byrne in North Platte, Neb. He received his law degree from the University of Nebraska and practices in the areas of commercial litigation, school law and employment.

**Wayne Williamson** is senior vice president of the Agri-Business Division at First Dakota National Bank, Yankton, S.D. Williamson handles a \$10.5 million ag loan portfolio and manages the ag loan committee loan approval process. He provides overview and guidance to ag and commercial officers on collection issues and oversees all ag loans in litigation or identified as non-performing. Prior to coming to First Dakota, Williamson worked for Farm Credit Services of Omaha for 25 years in four locations in the Omaha district, serving a 23-county area in South Dakota and Nebraska. He has been a popular speaker at national and state ag lending conferences and has been an instructor at the Nebraska Schools of Banking.

**Sam Miller** is Sr. VP of agribusiness and food banking at M&I Marshall & Ilsley Bank in Appleton, Wis. M&I is the largest ag bank in Wisconsin and the seventh largest in the United States. Miller has more than 25 years of agricultural banking experience, is a board member of the Wisconsin Dairy 2020 Council, and past chair of the ABA's Agriculture and Rural Affairs Committee. He writes the monthly Agrivision column for *Wisconsin Agriculturist* magazine.

**Dana Dykhouse** is president and CEO of First PREMIER Bank in Sioux Falls, S.D. Under Dykhouse's leadership, First PREMIER Bank's total assets and assets managed have grown from \$250 million to more than \$1.5 billion. Together with its sister organization, PREMIER Bankcard, the organization has grown from 175 employees to approximately 3,000. First PREMIER has been ranked as one of the top 10 performing financial institutions of its size in the nation since 1997 by the American Bankers Association's *ABA Banking Journal*, and First PREMIER Bank's holding company was ranked number one in 2006.

# SDBA School for Experienced Ag Lenders Application

Black Hills State University • Spearfish, S.D. • June 28 - July 1, 2010

Full Name (as you wish it to appear on the certificate): \_\_\_\_\_

First Name (as you wish it to appear on your badge): \_\_\_\_\_

Bank Name: \_\_\_\_\_

Bank Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone Number : \_\_\_\_\_ Fax Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**Tuition:** Fee includes tuition, housing, meals and student handouts.

*The ideal candidate for this school is a graduate from the SDBA's School for Beginning Ag Lenders.*

- \$1,495/person for all state bankers association members.
- \$1,625/person for non-members.
- \*Deduct \$75 if staying off-campus.
- Add \$100 if registering after June 14, 2010.
- A \$100 cancellation fee will be charged if cancelling after June 18, 2010.

## ► All Sections of this Registration Form Must Be Completed ◀

### Type of Entity

(check only one)

- Independent Bank
- Independent Branch
- Holding Company Bank
- Holding Company Branch
- Holding Company
- Other

### Total Assets of Bank

(check only one)

- Under \$5 mm
- \$5-10 mm
- \$11-20 mm
- 21-50 mm
- \$51-100 mm
- \$101 -200 mm
- Over \$200 mm

### Total Banking Experience

(check only one)

- 1-2 years
- 3-5 years
- 6-8 years
- 9-11 years
- 12-16 years
- 17 years or more

### Ag Lending Experience

(check only one)

- 1-2 years
- 3-5 years
- 6-8 years
- 9-11 years
- 12-16 years
- 17 years or more

### Rank order of your major areas of bank experience:

(1 indicates most years of experience, 2, 3, etc.)

- |                         |                      |
|-------------------------|----------------------|
| ___ Compliance          | ___ Customer Service |
| ___ Operations          | ___ Public Relations |
| ___ Lending             | ___ Personnel        |
| ___ Audit               | ___ Investments      |
| ___ Loan Administration | ___ Credit Analysis  |

### Education

- High School
- Some College
- Associate's Degree
- Bachelor's Degree
- Master's Degree
- Ph.D.
- Law Degree

### Housing

- No Housing\* (see reg. fee)
- Male
- Female

No smoking is allowed in campus facilities.

List Bank Education Training: \_\_\_\_\_

*This school will be limited to 50 students.*

**Send your registration form and payment to:**

South Dakota Bankers Association  
PO Box 1081, Pierre, SD 57501  
Phone: (800) 726-7322 or Fax: (605) 224-7835