Wyoming Bankers Association

Presents

2018 AGRICULTURAL BANKERS CONFERENCE

May 16-17, 2018
(Wednesday - Thursday)

Eastern Wyoming College
C-Tech Building
3200 West C Street
Torrington, Wyoming
Wednesday, May 16, 2018 - CT Lecture Room/Commons Area

7:30 a.m.  Registration & Continental Breakfast

8:00 a.m.  Welcome Remarks:  WBA Ag Committee Chairman: David Hansen, Pinnacle Bank, Torrington

8:10 - 9:30 a.m.  “Navigating the Push-Pull Farm Economy”
The non-farm economy is humming along very well. A record stock market, near full employment, low inflation and modest interest rates have all contributed to a sense of optimism about 2018 and beyond. But the farm economy is a different story. Welcome to the push-pull farm economy. Many producers are in great financial shape and want to push ahead with new expansion plans (and bring you along) because they see great opportunities ahead. At the same time a smaller number of producers are struggling with high debt levels, low earnings, and declining equity. Their problems are pulling ag bankers into their orbit and they will consume massive amounts of your, and your institution’s time. For ag bankers, 2018 could be the most challenging year of the great farm economic correction. Finding the best way to navigate the push-pull farm economy will not be easy but a focus on improved people skills and on banking fundamentals offer the best opportunities for ag bankers this year.

John Blanchfield
Agricultural Banking Advisory Services, Damascus, MD

9:30 - 9:45 a.m.  Refreshment Break

9:45 - 10:45 a.m.  “Management Succession on the Ranch”
Transferring the assets is one thing, but transferring the leadership of the business is entirely different. Dallas will discuss pitfalls and principles for success for management succession on agricultural operations.

Dallas Mount, Extension Educator
University of Wyoming, Wheatland, WY

10:45 - 11:30 a.m.  “Multi-Peril Crop Insurance Updates”
The focus of the updates will be related to the Livestock Risk Protection Insurance and the rainfall insurance that is available for pasture and hay areas. We will touch on the basics of revenue protection and production protection for row crops.

Melissa A. Stearns, Crop Insurance Agent
Three Corners Agency, Ins., Hot Springs, SD

11:30 - 1:00 p.m.  Lunch - EWC Cafeteria
- Sponsored by Farmer Mac - Washington, D.C.
  Luncheon Speaker: “Spring/Summer Outlook 2018”
  Don will take a look at long range weather trends for Spring/Summer 2018 for Wyoming and the region.
  Don Day, Jr., President & Meteorologist
  DayWeather, Inc., Cheyenne, Wyoming

1:00 - 1:30 p.m.  “Networking with Exhibitors” - Commons

1:30 - 5:00 p.m.  “Afternoon Tours of CTEC and SAREC”

Career and Technical Education Center (CTEC). Work on the $26 million CTEC project began in 2013. Plans were finalized and financing secured over the next three years, and the college broke ground on the project in March 2016 and the building officially opened in August of 2017. The facility will house programs in welding and joining technology, machine tooling, cosmetology, and health technology. It will also be the new location for Community Connections – the newly combined Community Education and Workforce Development offices.

James C. Hageman Sustainable Agriculture Research and Extension Center (SAREC). The Sustainable Agriculture Research and Extension Center near Lingle was formed in 2002 as the result of combining the Archer Center and Torrington Center. SAREC comprises 1,522 acres of dry land cropland, 349 acres of irrigated crop land, 1,880 acres of rangeland, 19 acres of irrigated organic cropland, 40 acres of dry land organic cropland, a feedlot and a livestock research laboratory. A dormitory for researchers and a wet lab are planned additions. In December 2006, the University of Wyoming officially named the research center The James C. Hageman Sustainable Agriculture Research and Extension Center. Mr. Hageman was an alumnus of the University of Wyoming and a longtime state representative of Goshen County. He passed away in August of 2006. The SAREC facilities are located at 2753 State Highway 157 in Lingle, approximately 13 miles from EWC.  (Transportation on own to SAREC, plan on carpooling) (Bring a jacket)
Wednesday, May 16, 2018 Continued

5:30 - 6:00 p.m. RECEPTION AT THE BUCKING HORSE STEAK HOUSE
DINNER AT THE BUCKING HORSE STEAK HOUSE
- Reception Sponsored By Bankers' Bank of the West, Denver, CO

Thursday, May 17, 2018 - CT Lecture Room/Commons Area

7:00 - 8:00 a.m. Breakfast Buffet - EWC Cafeteria

8:00 - 9:00 a.m. “Cutting Edge Update—Farm Policy and Banking Hot Stuff”
What happens in Washington doesn't stay in Washington—It affects you and your customers. Since the current farm bill expires September 30, this presentation will discuss the latest twists and turns of crafting the new farm bill which Congress hopes to pass in the Spring of 2018. Also, learn the status of legislation to reduce banking regulatory burden and other key banking issues facing Congress.

Mark Scanlan, SVP Agriculture & Rural Policy
Independent Community Bankers of America, Washington, DC

9:00 - 10:30 a.m. “Cattle and Grain Market Situation and Outlook”
Where do we stand in the current cattle cycle, what does the future hold for expanding exports, will demand remain strong enough to absorb record large production levels so producers can maintain a profit margin? Developing trends to have on your radar screen.

Randy Blach, CEO
CattleFax, Denver, CO

10:30 - 10:45 a.m. Refreshment Break

10:45 - 11:00 a.m. “Equipment Values”
There are several factors which can affect the value of equipment. There are pricing differences to consider as well as the supply and demand. Is there a difference in condition? We will talk about some variables to help understand values.

Kurt Campbell, Regional Manager
BigIron Auctions, Johnstown, CO

11:00 - 12:00 noon “Wyoming Land Values, Trends and Insights”
Wyoming ranch, farm and recreational land values from January 2016 up through May 2018. Hard facts and figures from closed real estate transactions. Who is buying and who is selling? Trends in land values “as I see it”. Ownership trends of land in Wyoming.

John D. Pearson, Owner
Pearson Real Estate, Buffalo, WY

12:00 noon Adjourn

2017-18 Ag Committee

CHAIRMAN: DAVID HANSEN, PINNACLE BANK WYOMING-TORRINGTON
Vice Chair: Mike Morrison, First State Bank—Newcastle

Stephanie Arnold, Bank of Commerce-Rawlins
Holly Crowley, First State Bank-Wheatland
Steve Feagler, First State Bank-Torrington
Keith Geis, Platte Valley Bank-Wheatland
Ken King, Western States Bank-Cheyenne
Ty Krell, Sundance State Bank-Sundance
Brett Malm, Platte Valley Bank-Torrington
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Wednesday Reception

Jeff Benson
Bankers’ Bank of the West
Denver, Colorado

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SPONSORSHIP/EXHIBITOR
Wednesday Luncheon

Larry Jones
Farmer Mac, Washington, D.C.

Exhibitor
Josh Keefe
Wyoming Business Council

Exhibitor
Kendall Hutchison
Wyoming Smart Capital Network

Exhibitor
Kurt Campbell
BigIron Online Auction, Inc.

Exhibitor
Curt Cox
Wyoming Livestock Roundup

Exhibitor
Lucy Pauley
Wyoming Agriculture & Natural Resources Mediation Program
**John Blanchfield**~~ John has over 40 years of experience in agricultural finance. He spent 25 years in Washington, DC directing the agricultural banking policies of the American Bankers Association. Four years ago John founded Agricultural Banking Advisory Services, an independent consultancy that is dedicated to helping community banks improve their ag lending programs. Since starting his company Blanchfield has published over 20 articles on ag banking and has delivered more than 60 speeches to bankers and their customers. Recently, he has focused on best practices for ag bankers and on improving customer financial behaviors to ensure better communications between bankers and their customers. In 2015 the American Bankers Association created a new award named in his honor that celebrates his commitment to agricultural banking. Today, ABA selects a new Blanchfield Award recipient annually. He and his wife live in Damascus, Maryland and Custer, South Dakota.

**Dallas Mount**~~ Dallas Mount serves the Southeast Area of Wyoming as a Livestock Systems Extension Educator with the University of Wyoming. Dallas’ background includes ranch work in the cow-calf, yearling, feedlot and hay production segments. He received both his bachelor’s and master degrees from Colorado State University. His passions include teaching profit and resource focused ranch management workshops where he constantly learns from innovative ranchers. Dallas co-developed the High Plains Ranch Practicum School, an eight-day systems-based ranch management school focused on economics, range and forage, production and people. Dallas still manages to get his boots dirty as he operates a Management-intensive grazing farm near Wheatland, WY.

**Melissa Stearns**~~ Melissa was raised on a livestock and grain farm in eastern SD. She is a graduate of SDSU with a degree in Ag Business with minors in animal, economics and Ag marketing. She spent ten years as an Ag/Business Banker and Crop Insurance Agent with Wells Fargo Bank in Hot Springs SD. In 2006, Three Corners Agency was formed in June with the intention of providing risk management in the form of crop insurance to farmers and ranchers in SD, NE, and WY. Three Corners Agency continues its focus on all areas of the crop insurance alone. Melissa is married to Jerry for 17 years and we have three children ages 16, 15, and 12. Melissa and Jerry along with Kaylen, Jared and Jana operate a 400 cow/calf operation southeast of Edgemont South Dakota. Jerry and Melissa are the 4th generation on the Stearns homestead and are encouraged to believe their children will be the 5th generation.

**Mark Scanlan**~~ Mark Scanlan is the Senior Vice President, Agriculture & Rural Policy, for the Independent Community Bankers of America (ICBA) where he has worked for over 20 years. Mark monitors all legislative and regulatory issues related to agriculture and issues impacting rural America for ICBA. Mark is also the Secretary for ICBA’s Agriculture-Rural America Subcommittee, a policy committee and sounding board for the association that includes approximately twenty-five bankers from nearly every agricultural region of the United States. Prior to joining ICBA, Mark worked for the Department of Agriculture in the Secretary’s Office of Congressional Relations under Secretaries Yeutter and Madigan. Previously, Mark spent eight years working on agricultural issues for Senator Bob Dole (Kansas), the former Majority Leader of the U.S. Senate and former Republican nominee for the Presidency. Mark also worked for the Drovers Journal, a national livestock publication. Mark is from Abilene Kansas and was raised on a registered Holstein dairy farm. He and his family live in northern Virginia. He is a graduate of Kansas State University. ICBA exclusively represents community banks in the nation’s capital and aggregates the power of its members to provide a voice for community banking interests in Washington, resources to enhance community bank education and marketability, and profitability options to help community banks compete in an ever-changing marketplace. ICBA’s website: www.icba.org.

**Don Day, Jr.**~~ Don is a professional meteorologist, and owner of DayWeather, Inc. a professional weather forecasting and consulting firm he started in Cheyenne, Wyoming in 1992. DayWeather provides weather forecast services for over 70 radio stations across the Rocky Mountain West. DayWeather also provides forecasts to many newspapers, aviation, construction and agricultural clients. Don specializes in weather forecasting for competitive gas balloon events and stratospheric airship and stratospheric balloon flights. Don and his wife Heather live in Cheyenne, WY with their daughter Kinsale.

**Randy Blach**~~ Randy Blach is CEO of CattleFax, an organization focused on helping member cattle producers make more profitable market and management decisions. CattleFax is the cattle and beef industry leader on timely market information, analyses and research. Blach came to CattleFax in 1981 and served as director of market analysis for 15 years and accepted his current role in 2001. During this time, he has been a keynote speaker at hundreds of cattle and beef industry conventions, meetings and seminars. A Colorado native, Blach and his family remain actively involved in cattle ranching with cow/calf, stocker and finished cattle. He was raised on his family’s ranch in Yuma, Colo., and graduated from Colorado State University with a degree in animal science. Blach received the Honor Alumni award from its College of Agricultural Sciences in 2004 and the Livestock Leader Award in 2011.
Kurt Campbell  ~ Kurt has an Ag background and grew up in eastern Nebraska, where his family owned a cattle feeding operation as well as farm and pasture land. From an early age, he enjoyed being around livestock, equipment, and farming activities. He learned all he could about feeding cattle and hay during his teenage years. After graduating high school Kurt headed west to continue his education in Farm & Ranch Management at Eastern Wyoming College in Torrington, Wyoming. He stayed active in the livestock industry throughout college, and after earning his degree he started his own cattle business. In early 2000, he shifted his focus to the real estate and auction business, and spent his early career years affiliated with a well-known local Torrington auction company. In 2010, Kurt joined the larger and nationally recognized BigIron Auction team and continues to be involved with agriculture producers in the Rocky Mountain area. Kurt is the Region Manager for BigIron in The Mountain Region, which covers Western Kansas & Nebraska, Northern New Mexico, Colorado, Montana, and Wyoming. As a Region Manager, Campbell is responsible for Managing District Managers which recruit and develop Independent Sales Representatives and overall business development and customer satisfaction for BigIron within the Region. He also provides the leadership required to help his team of District Managers and Independent Sales Representatives reach their full potential.

John Pearson  ~ As a life-long “Wyoming-ite”, John has spent his life immersed either owning, operating or brokering farms and ranches. John partnered in several farm and ranch operations located in Wyoming, Colorado, and Nebraska after earning a Master’s Degree from the University of Wyoming. John has been licensed and selling agricultural properties for 38 years. His strength for almost 4 decades has been serving clients buying and selling working ranches, irrigated farms and mountain properties. He has been involved in the sale of over 300 farms and ranches in Wyoming and Montana. John obtained his Accredited Land Consultant Designation from the Realtors Land Institute in 1991 and is proud to have served as treasurer and chairman of the Finance and Investment Committee for Sheridan College Foundation for 6 years, as a board member of the Lake DeSmet Conservation District for 12 years, and as a Director of the Denver Federal Reserve Board for 5 years.