

2023 ABA AGRICULTURAL BANKERS CONFERENCE

November 5–8
Oklahoma City Convention Center
Oklahoma City, OK

Register Today!





2023 ABA **AGRICULTURAL BANKERS CONFERENCE**

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What's Next for Agricultural Banking

Just like farmers and ranchers, agricultural bankers must also stay agile in a quickly evolving ag environment.

At the ABA Agricultural Bankers Conference — the nation's premier conference for ag and rural bankers — you'll receive the forward-looking strategies, insights and actionable content

you need to tackle the challenges of today and tomorrow. You'll also find innovations and best practices to support and grow your bank's future.

Join us as we look at what's in store for ag this year and beyond, from laws and regulations to industry trends and more.



AG CONFERENCE SCHEDULE AT A GLANCE*

SUNDAY, NOVEMBER 5

12:00 PM – 6:30 PM	Registration Open
1:00 PM – 4:00 PM	Pre-Conference Seminar
4:00 PM – 5:30 PM	Women In Ag Banking Seminar and Networking Reception
6:00 PM – 7:00 PM	Grand Opening Reception

MONDAY, NOVEMBER 6

7:00 AM – 5:00 PM	Registration Open
7:15 AM – 8:00 AM	Continental Breakfast
7:30 AM – 8:00 AM	Power Breakfasts
8:00 AM – 10:00 AM	Opening General Session
10:00 AM – 10:30 AM	Coffee Break
10:30 AM – 11:30 AM	Concurrent Session
11:45 AM – 1:25 PM	Luncheon With Guest Speaker
1:30 PM – 2:30 PM	Concurrent Session
2:30 PM – 3:15 PM	Coffee Break With Exhibitors
3:15 PM – 5:00 PM	General Session
5:15 PM – 6:00 PM	Reception With Exhibitors

TUESDAY, NOVEMBER 7

7:00 AM – 4:30 PM	Registration Open
7:00 AM – 8:15 AM	Continental Breakfast
7:30 AM – 8:10 AM	Outlook Tuesday! Commodities Sessions
8:20 AM – 9:00 AM	Outlook Tuesday! Commodities Sessions
9:00 AM – 10:15 AM	General Session
10:15 AM – 11:00 AM	Coffee Break With Exhibitors
11:00 AM – 12:00 PM	Concurrent Session
12:00 PM – 1:25 PM	Luncheon With Guest Speaker
1:30 PM – 2:30 PM	Concurrent Session
2:30 PM – 3:15 PM	Coffee Break With Exhibitors
3:15 PM – 5:00 PM	General Sessions
5:30 PM – 6:30 PM	Networking Reception

WEDNESDAY, NOVEMBER 8

7:00 AM – 11:00 AM	Registration Open
7:30 AM – 8:00 AM	Continental Breakfast
8:00 AM – 10:15 AM	General Session
10:15 AM – 10:30 AM	Coffee Break
10:30 AM – 11:30 AM	Closing General Session
11:30 AM	Conference Adjourns

**Program subject to change.*



Great Way to
Start Your Experience!

SUNDAY, NOVEMBER 5 | 1:00 PM – 4:00 PM

PRE-CONFERENCE SEMINAR

FINPACK and **Farmer Mac** are teaming up again to offer an action-packed pre-conference session. Learn what the transition from high commodity prices means for farm profitability this cycle — and what that means for your customers and their financial prospects in 2024 and beyond. You'll gain best practices and practical ideas for managing this risk and keeping your customers in the saddle during this wild ride in commodity prices. Dr. David Kohl will also be back with his view from the road.



Robert H. Craven

Associate Director, Center for Farm Financial Management; Professor, Applied Economics, University of Minnesota



Jackson Takach

Chief Economist and Head of Strategy, Research and Analysis, Farmer Mac, Washington, DC



David M. Kohl, Ph.D.

Professor Emeritus, Agricultural Finance and Small Business Management and Entrepreneurship, Virginia Tech



Pauline Van Nurden

Economist, Center for Farm Financial Management; Professor, University of Minnesota



Dale Nordquist

Economist, Center for Farm Financial Management; Professor, Department of Applied Economists, University of Minnesota



CONFERENCE SESSION HIGHLIGHTS

Visit aba.com/AgConfAP for the latest additions to our session schedule.



LUNCHEON KEYNOTE: **The Peterson Farm Brothers** *The Social Side of Agriculture*

There are many misconceptions about modern-day farming, but the Peterson Farm Brothers have made it their mission to get the truth out there. Join them for an entertaining and educational look into their world — and gain insights on how you can advocate for agriculture online too!



CLOSING KEYNOTE: **Sherri Coale, Hall of Fame Coach**

In her 25-year career as head coach of the University of Oklahoma's women's basketball team, Sherri Coale led her teams to 3 Final Fours, 19 straight NCAA tournament appearances and multiple Big 12 championships. The Hall of Fame coach is a masterful storyteller who will share how collaboration and teamwork drive achievement and results.



ABA/Farmer Mac Ag Lender Survey Results

Join us as we explore results from the 2023 ABA/Farmer Mac Agricultural Bankers Survey. Gain insights from the experts on the state of agricultural banking.



Tyler Mondres
Senior Director, Research
American Bankers Association



Jackson Takach
Chief Economist and Head of
Strategy, Research and Analysis
Farmer Mac

Future-Proof Your Agricultural Business

The changing agricultural banking landscape is full of opportunities — and challenges. Dr. Kohl will separate the wheat from the chaff, offering his outlook on the global economy for the next year and what you need to know to make the right decisions for your customers and your bank.



David M. Kohl, Ph.D.
Professor Emeritus, Agricultural
Finance and Small Business
Management Entrepreneurship,
Virginia Tech

Surviving the Coming Legal Storm

Rising interest rates, variable commodity and livestock prices, and soaring input costs can create legal problems related to debt and cash flow for the bank and its customers. Gain practical tips to prepare for these tough conversations and successfully resolve distressed debt.

Wes Smith
Partner
Stevens Brand

Beef, Cattle — A Producer's Perspective

Raising cattle is complex, requiring bankers to have a clear understanding of all aspects of the business. Gain a broad perspective of the industry so you can better evaluate business opportunities for your bank.

Clay Burtrum
Vice President/Owner
Farm Data Services

Mike Burtrum
President/Owner
Farm Data Services





OUTLOOK TUESDAY! COMMODITY SESSIONS

Hear from the top economic forecasters in the country on specific agricultural commodities. Each 40-minute session will be repeated so you'll be able to attend at least two of the four sessions.

GRAINS

Kim Anderson

Emeritus Faculty, Agricultural Economics
Oklahoma State University

DAIRY

Mike Jones

President, Producer Division
EverAg

SOUTHERN CROPS

(Cotton, Rice and Peanuts)

John Robinson

Professor and Extension Specialist
for Cotton Management
Texas A&M

PROTEIN

(Animals)

Bernt Nelson

Economist, Government Affairs
American Farm Bureau Federation




WOMEN IN AG BANKING SEMINAR AND NETWORKING RECEPTION

Engage with fellow women ag bankers and allies during an enlightening conversation on the leadership landscape that will inspire you to reach new heights.

GRAND OPENING RECEPTION

Join us for a warm welcome to Oklahoma City at The Jones Assembly, located on historic "Film Row." Opened in 1923 as the Fred Jones Ford Model T assembly plant, it is now a top-rated restaurant and concert space.





NEW AG BANKER TRACK

Visit aba.com/AgConfAP for program updates and the complete session listing.

The Invaluable Benefits of Agricultural Leadership Programs

Pick up any book written by an industry leader and you'll read about "that one thing" that transformed and elevated their ability to think and lead. In this panel discussion, you'll hear how agricultural leadership programs are "that one thing" banking leaders cite as the source of their success.

Edmond Bonjour

Director
Oklahoma Agricultural Leadership Program, Oklahoma State
University

Jill Zimmerman


President
Kansas Ag & Rural Leadership Program

Building a Strong Ag Credit Analysis Culture

In this informative and practical session, attendees will discuss why a strong AG credit culture is important and identify the tools available to build and maintain it.

Anthony "Tony" Hotchkiss

Executive Vice President, Director of Agricultural Banking
Regions Bank



These are must-attend
sessions for new or
beginning ag bankers.

Enjoy Oklahoma City!

Hotel Information

Omni Oklahoma City Hotel

100 W. Oklahoma City Blvd.
Oklahoma City, OK 73109

The luxurious Omni Oklahoma City Hotel is the perfect homebase for exploring the best of Oklahoma City. The hotel is conveniently located next to the new Oklahoma City Convention Center, where conference sessions will be held, and is about 10 miles from the Will Rogers World Airport (OKC) in downtown Oklahoma City.

Book your room at the Omni Oklahoma City Hotel by **Friday, Oct. 13, 2023**, to take advantage of the special rate of **\$189 per night**, single/double occupancy.

Things to Do

Oklahoma City's top attractions are within easy reach when you stay at the Omni. For music and arts fans, there's the Civic Center Music Hall. History fanatics will enjoy the local history found at the Oklahoma City National Memorial Museum. There's something for everyone, with the 70-acre Scissortail Park, the sprawling Quail Springs Mall, OKC Outlets and much more!



THE MARKETPLACE

Meet with leading industry providers whose expertise and new products could help your bank save money and time.

THANK YOU TO OUR SPONSORS





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Association®

1333 New Hampshire Ave NW
Washington DC 20036

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