

Iowa Bankers Association

March 18-19, 2024 • Gateway Hotel, Ames

# AG BANKERS CONFERENCE

The Iowa Bankers Association presents the annual Ag Bankers Conference including two days of educational sessions led by experts in the business of banking and farming. The conference includes sessions on the ag economy, managing crop risks, weather trends, and more! Prepare yourself for the future with the best advice and most up-to-date knowledge available.

This year's conference includes session on profitable ag lending, weather trends, crop marketing outlook, generational continuity, farmland values, banking updates and more.

## Featured Speakers



Dr. Steve Johnson



Dr. David Kohl



Ed Elfman



Stebe Bohr



Delaney Howell



Steve Richman

### Location

**Gateway Hotel & Conference Center**  
2100 Green Hills Drive, Ames, IA 50014  
Ph. 515-292-8600

A block of rooms has been reserved at the Gateway Hotel & Conference Center in Ames at a rate of \$139. Reserve rooms directly with the hotel no later than February 25, 2024. After February 25, reservations will be based on availability.

### Confirmation

You will receive a confirmation by email within one week of the conference.

### Attire

Please feel free to dress comfortably in business casual attire.

### Questions

Please contact IBA's Darcy Burnett at [dburnett@iowabankers.com](mailto:dburnett@iowabankers.com) or call 515-286-4300.

## 2024 IBA Ag Bankers Conference

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### Registration Information

IBA Member \$325  
Nonmember \$650  
Cancellations by 3/11/2024 will receive a full refund. No refunds after 3/11. Substitutions allowed at any time.

Mail form and payment  
Attention: Registrar  
Iowa Bankers Association  
8901 Northpark Dr., Johnston, IA 50131-6200

Online registration available at  
[www.iowabankers.com](http://www.iowabankers.com)

Bank/Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Name \_\_\_\_\_

E-Mail \_\_\_\_\_

Name \_\_\_\_\_

E-Mail \_\_\_\_\_

# AG BANKERS CONFERENCE

## Monday, March 18

- 8:30 a.m. Registration & Continental Breakfast**  
Gateway Hotel & Conference Center
- 8:30 a.m. Welcome & Introductions**
- 8:40 a.m. Managing the Positives and Realities of Economic Trends**  
*Dr. David Kohl*  
The economic shockwaves are coming fast and furious, which feels like a decade of change in a few short weeks. Whether it is the weather, geopolitical events, military action, consumer trends, trade, or interest rates, one needs to think globally but also consider how these economic factors could impact your own business decision-making. Join us for a journey through the latest trends and changes that will impact the odds of business success. The discussion will focus on the tools and principles of business and finance that stand the test of time. Dr. Kohl comes to the event with decades of academic and business experience as well as insight from his interaction with thought leaders in the agricultural industry.
- 10:00 a.m. Break with exhibitors**
- 10:30 a.m. Current Ag & Ag Lending Issues Panel**  
*Dr. David Kohl; Ed Elfmann, American Bankers Association; Bill Northey, Agribusiness Association of Iowa*
- 12:00 p.m. Lunch**
- 1:15 p.m. Ag Policy Update**  
Ed Elfman, American Bankers Association, Washington, D.C. Learn how the current agricultural economy and political leadership is shaping agricultural policy and the upcoming farm bill including an overview of USDA, Congressional leadership, and other important players in agricultural policy. Also, find valuable resources in the agricultural finance space that can help you and your customers. This is a can't miss for all ag lenders!
- 2:15 p.m. Break with exhibitors**
- 2:45 p.m. Crop Marketing Outlook**  
*Dr. Steve Johnson, ISU Extension Outreach (retired)*  
Steve Johnson will discuss 2024 crop cost estimates, including corn prices and soybeans. He will also discuss crop margins.
- 4:00 p.m. Reception**

## Tuesday, March 19

- 7:30 a.m. Full Breakfast**
- 8:15 a.m. Look at Today's Markets**  
*Delaney Howell, Trader PhD*  
Travelling to 23 countries and over 30 states, Delaney studies agricultural systems on a large scale. U.S. agriculture plays such a vital role in so many countries that the importance sometimes gets lost to producers who are concerned about production on a smaller scale or local level. The purpose of this speech is to discuss several factors revolving around international agriculture such as: trade (TPP, TTIP, etc.), food accessibility, cultural differences, technology, and responses to the Coronavirus pandemic – and to highlight the connection between producers and the global world.
- 9:15 a.m. Break**
- 9:30 a.m. The Perfect Storm Farm Transition**  
*Steve Bohr, Farm Financial Strategies, Lisbon*  
There is an ongoing storm with farm transition. With so much Iowa farmland owned by people 65 and older, there will be an unprecedented transfer in the next ten years. The future of production agriculture will favor producers who have a plan the ability to communicate that plan to the next generation of landowners. This session will discuss the major factors involved with land transition and how you can help your current and future ag customers.
- 10:30 a.m. Break**
- 10:45 a.m. A Cynic's Guide to Motivation Success and Happiness**  
*Steve Richman*  
This serious, but light-hearted message will help you find success and happiness in the current market, while also helping team members bond to accomplish specific goals. Leave the conference with ideas on finding your own motivators, a personal definition of success, and tools to avoid negativity.
- 11:45 am Adjourn**