



**SDBANKERS**  
ASSOCIATION

Educate. Advocate. Grow.



# AGRICULTURAL CREDIT CONFERENCE

**July 21-22, 2021**

Ramkota Hotel & Conference Center  
Pierre, S.D.



## CONFERENCE OVERVIEW

The South Dakota Bankers Association will present the 2021 Agricultural Credit Conference on July 21-22 at the Ramkota Hotel & Conference Center at 920 W. Sioux Ave. in Pierre, S.D. This conference focuses on the unique needs of ag bankers and the need for quality information and training to better serve their customers. The SDBA has lined up speakers on a variety of timely topics to help ag bankers navigate through challenging times. Experienced and new ag lenders, as well as CEOs, will all benefit from this conference.

## WEDNESDAY, JULY 21, 2021

7:30 a.m. **Registration & Continental Breakfast**

8:30 a.m. **Welcome**  
**Joe Miller**, *SDBA Agricultural Credit Committee Chair, The First National Bank in Sioux Falls, Sioux Falls, S.D.*

8:30 a.m. **Wonka Vision: The U.S. Economy in 2021 and Beyond**

Panelists will discuss current U.S. and local economic conditions, including those in agriculture, finance, manufacturing and credit. Labor markets will be explored and discussed as well. Panelists will also discuss how recently implemented and proposed macroeconomic policies, fiscal and monetary, conventional and otherwise, will likely shape U.S. and local economic conditions going forward.



**Bill Even** is the CEO for the National Pork Board based in Des Moines, Iowa, where he has responsibility for leading Pork Checkoff-funded research, promotion and education projects on behalf of the nation's 60,000 pork producers. Prior to that, he worked for DuPont Pioneer and served as South Dakota Secretary of Agriculture from 2007 to 2010.



**Nate Franzen**, president of ag banking for First Dakota National Bank in Yankton, S.D., has been in banking for more than 25 years. He is a member of the executive management team at First Dakota National Bank and has held numerous leadership positions at the local, state and federal levels for both the banking and agricultural industries.



**Dr. Joseph (Joe) M. Santos** is professor and Dykhouse Scholar in Money, Banking and Regulation in the Ness School of Management and Economics at South Dakota State University in Brookings, S.D., where he coordinates the Ness School's graduate programs. He teaches macroeconomics and monetary and financial economics.

9:30 a.m. **Current Fraud Trends Impacting the Banking Industry**

**Mark Danielson**, *Supervisory Forensic Accountant, FBI—Minneapolis Division, Brooklyn Center, Minn.*

**Jared Kary**, *Special Agent, FBI—Minneapolis Division, Brooklyn Center, Minn.*

Mark Danielson and Jared Kary will discuss recent fraud trends involving the banking system, such as internet and telemarketing scams, and money laundering. They will highlight the U.S. Department of Justice's Elder Justice Initiative. In addition, they will present a case study on a recent investigation and talk about risk factors bankers should watch for to protect their organizations.

10:30 a.m. **Break with Exhibitors**

10:45 a.m. **Speed Networking**

Take part in this fast-paced session where you can learn from you colleagues on a variety of ag-related topics. This facilitated session will provide an opportunity to share ideas, ask questions and learn from one another in a fun, relaxed environment.

11:45 a.m. **Lunch & Networking with Exhibitors**

1:00 p.m. **Cutting Expenses vs. Increasing Yields**

**Brian Hefty**, *CEO, Hefty Seed Company, Baltic, S.D.*



Whether crop prices are terrible or great, deciding whether or not to use certain crop inputs can mean a profitable or an unprofitable year on the farm. How should a farmer decide when and what to do? Are there certain categories, products or technologies that should always or never be used? In this session, Brian Hefty will talk about the changing ag economy and

how farmers, agronomists and bankers can make the best decisions on ag inputs in the next few months. Hefty is a farmer, agronomist and CEO of Hefty Seed Company. Since 1998, he and his brother, Darren, have co-hosted Ag PhD TV, the nation's most-watched agronomy television show.

2:00 p.m.

**Proper Loan Structuring: Key to Borrower and Portfolio Success**

**Tim Ohlde**, *CEO, Country Banker Systems, LLC, Clyde, Kansas*



Tim Ohlde will look at agricultural loan structuring, including structuring options for stressed credits. Do's and don'ts will be shared, and key structuring tools will be discussed, including loan term, financing methods or types, repayment approaches and collateral, covenants and monitoring. Attendees will learn: how to evaluate loan structure for effectiveness and

feasibility, specific techniques for stressed credits, how loan structure impacts an operation's performance, techniques for monitoring structure implementation, how portfolio performance is impacted by loan structure, and specific mistakes to avoid in the structuring process. Ohlde has 36 years of experience in community banking and ag lending, including 20-plus years as president of Elk State Bank.

3:00 p.m.

**Break with Exhibitors**

3:15 p.m.

### **Weather Risk in Production Agriculture**

**Eric Snodgrass**, *Science Fellow and Principal Atmospheric Scientist, Nutrien Ag Solutions, Champaign, Ill.*



Weather variability is the largest source of risk in production agriculture, and each year brings a new set of challenges to manage that risk throughout the growing season. Eric Snodgrass will discuss how weather patterns influence the growing season, talk about weather factors in other major production regions like Brazil and look at long term-trends impacting

total productivity around the world. Attendees will learn about advancements that are leading to increased predictive skill as well as the known limits of predictability and how to interpret long-range forecasts. Snodgrass develops predictive, analytical software solutions to manage weather risk for global production agriculture.

4:15 p.m.

### **Momma Told Me There'd Be Days Like This**

**Mark Mayfield**, *Owner, Mayfield Presentations, Tuscon, Ariz.*



Need a break? Need to put things in perspective? Need to laugh? Then Mark Mayfield is your answer. Working through the challenges and changes of agriculture his entire life, he understands rural America and what it takes to thrive. You'll remember his program because Mayfield believes, "Say it with humor and people will take the message home." A former

farmer, ag teacher and ag lobbyist, Mayfield speaks and entertains across the country with his unique brand of humor and motivation. For a dozen years, he has hosted the largest indoor ag trade show in America and is in constant demand to present to all types of ag organizations.

5:15-6:30 p.m.

### **Networking Reception**

## **THURSDAY, JULY 22, 2021**

8:00 a.m.

### **Continental Breakfast**

8:30 a.m.

### **Higher Prices and Increased Volatility in the Grain and Cattle Markets**

**Troy Bockelmann**, *Analyst, CattleFax, Centennial, Colo.*



The last two years have been interesting to say the least. A plant fire limited fed cattle slaughter capacity, a pandemic swept across the world, and the grain markets have responded to tight domestic supplies on increased demand. Troy Bockelmann will give a brief recap of the last two years to set up what the next two years could look like for the cattle and

grain markets. These insights will help determine producers' needs and risk management strategies to help manage margins and work smarter, not harder. Bockelmann's research focuses on agricultural finance, agricultural marketing and production economics.

9:30 a.m.

### **Avoiding the Pitfalls of Marijuana and Hemp**

**Zane Gilmer**, *Partner, Stinson LLP, Denver, Colo.*



Zane Gilmer will cover the general state of marijuana and hemp laws and how the industry affects banking. He will also cover the many legal, regulatory and compliance risks and pitfalls posed to banks by the marijuana and hemp industries and how they can be minimized or avoided. Gilmer will provide tips for banks that intend to provide services to marijuana and

hemp customers, as well as those banks that want to avoid providing any services to these industry participants. As part of Gilmer's regulatory and compliance practice, he has assisted numerous banks across the country in developing and implementing policies and procedures related to marijuana and hemp.

10:30 a.m.

### **Break**

10:45 a.m.

### **Federal Banking and Agricultural Policy Update**

**Ed Elfmann**, *Senior VP, Agriculture and Rural Banking Policy, American Bankers Association, Washington, D.C.*



In 2020, the country elected a new president, and a new party took control of the Senate. What does that mean for you as a banker? In this session, you will learn about the new leadership for agriculture at USDA, the U.S. House of Representatives and the Senate. You will receive an update on changes to agricultural and banking policy and learn about potential changes

in the future to a variety of issues that may affect you and your bank. Ed Elfmann serves as senior vice president of agricultural and rural banking policy for the American Bankers Association. He also works on swaps and derivatives policy, financial services and appropriations for the ABA.

11:15 a.m.

### **Traitors I Have Known**

**James Olson**, *Professor of the Practice, Former CIA Chief of Counterintelligence, Bush School of Government & Public Service, Texas A&M University, College Station, Texas*



James Olson, former chief of CIA counterintelligence, will take the audience into the world of espionage as he lived it during his 31-year undercover career. Olson will discuss his personal experiences with American spies who betrayed the country for money, ego or sex. He will describe why these traitors did what they did, how they operated

and how they got caught. Olson will leave time at the end for questions about his career, the CIA in general, current events or anything else on the audience's mind. He will also provide an overview of his new book, "To Catch a Spy: The Art of Counterintelligence."

12:15 p.m.

### **Conference Concludes**

# AGRICULTURAL CREDIT CONFERENCE

July 21-22, 2021 | Ramkota Hotel & Conference Center Pierre, S.D.

## REGISTRATION FEES

**Conference Fee:** \$525/member or \$625/non-member  
**After July 7:** \$550/member or \$675/non-member  
**Onsite:** \$575/member or \$700/non-member

### CANCELLATION POLICY

100% refund if canceled before July 14; 75% refund if canceled July 14-17; no refund if canceled July 18 or later. Substitutions allowed at any time.

## HANDOUTS

All provided presentations will be available on the SDBA's website. Hard copy handouts will be provided for \$25 per person.

## HOTEL INFORMATION

A block of rooms has been reserved at the following hotels in Pierre. Ask for a room from the SDBA block.

### Ramkota Hotel & Conference Center

920 W. Sioux Ave., Pierre  
Phone: 605.224.6877  
Rate: \$98  
Block Cut Off: June 21

### ClubHouse Hotel & Suites

808. W. Sioux Ave., Pierre  
Phone: 605.494.2582  
Rate: \$134  
Block Cut Off: June 21

## SPECIAL REQUESTS

For special dietary or mother's room requests, contact Halley Lee at 605.224.1653 or hlee@sdba.com by July 14.

## ORGANIZATION INFORMATION

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

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

Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

Registrant Name, City, Email Address		Rate	Handouts
Name: _____ Email: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Name: _____ Email: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Name: _____ Email: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25
Name: _____ Email: _____	City: _____	<input type="checkbox"/> \$525 Member <input type="checkbox"/> \$625 Non-Member	<input type="checkbox"/> \$25

## SUBMIT PAYMENT TO SOUTH DAKOTA BANKERS ASSOCIATION

**Mail** PO Box 1081, Pierre, SD 57501 **Fax** 605.224.7835 **Email** events@sdba.com **Online** www.sdba.com

Total fees due: \$ \_\_\_\_\_  Check enclosed.  Please send me an invoice.

Please bill credit card.  Visa  MasterCard  Discover  American Express

Cardholder Name \_\_\_\_\_

Cardholder Billing Address \_\_\_\_\_

Credit Card No. \_\_\_\_\_ CVV \_\_\_\_\_

Expiration \_\_\_\_\_ Zip Code \_\_\_\_\_

Authorized Signature \_\_\_\_\_

