

# Cultivate your Ag Business



## 2022 IBA Annual Agricultural Conference

March 21-22, 2022  
Iowa State Center, Scheman Building  
Ames, Iowa

The Iowa Bankers Association is proud to present the 2022 Annual Agricultural Conference. The conference focuses on the unique needs of ag bankers, and the need for quality information and training to better serve your customer base. With sessions on the ag economy, managing crop risks, the farm bill and more, the conference includes two days of educational sessions led by experts in the business of banking and farming. Cultivate your Ag business with the best advice and most up-to-date knowledge available. Use the attached registration form and reserve your place at the 2022 IBA Ag Conference today!

### Keynote Speakers



David Kohl  
Economist



Mike Naig  
Iowa Secretary of  
Agriculture



Eric Snodgrass  
Atmospheric  
Scientist



Greg Lyons  
Economist



Steve Johnson  
ISU Extension, Ret.



Dan Manternach  
Economist



James Olson  
CIA, Ret.

### Location

Scheman Building, Iowa State Center, Ames

### Registration Information

Fee includes reception, full breakfast, continental breakfast, two luncheons, refreshment breaks and all handout materials.

#### Registration Fee

IBA Members	\$325	Per person
Nonmembers	\$650	Per Person
Exhibitor	\$800	Per company

Cancellation Policy: Cancellations by 3/14/2022 will receive a full refund. Substitutions allowed at any time.

### 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.

### Lodging Accommodations

Gateway Hotel & Conference Center  
2100 Green Hills Drive, Ames, IA 50010  
Phone: (515) 292-8600

A block of rooms has been reserved at the Gateway Hotel & Conference Center in Ames. Request the IBA room block for conference rates.

### Room rates:

• Double & King room: \$129

(All rates are for single or double occupancy)

Contact the hotel no later than February 26 to guarantee room rate.

### Questions

Please contact IBA's Ann Winkel or Kami Miller  
Phone: 800-532-1423 or 515-286-4300.

## Monday, March 21 - Scheman Building

7:45 a.m. Registration & Continental Breakfast

8:30 a.m. Welcome & Introductions

8:40 a.m. Lending in the Ag Marketplace: 2022 and Beyond

**Dr. David Kohl, Ag Economist**

The pandemic's impact and lasting effects have created economic and financial ripples that will be observed throughout the decade. Global trade, consumer behaviors, supply, and marketing chains, and other disrupters are creating challenges, while simultaneously presenting opportunities in the agricultural lending marketplace.

Dr. Kohl will discuss actionable items that can be used with your agricultural customers.

10:00 a.m. Refreshment Break

10:20 a.m. Q&A with Dr. David Kohl

11:15 a.m. Livestock Update

**Dr. Lee Schulz, Iowa State University**

Dr. Schulz will discuss 2022 livestock production, prices and forecasts.

12:00 p.m. Luncheon & Speaker

**Mike Naig, Iowa Secretary of Agriculture**

Mike was elected as the 15th Iowa Secretary of Agriculture in November 2018. He previously served as the Deputy Secretary at the Iowa Department of Agriculture and Land Stewardship. Mike grew up on a family farm in the northwest corner of the state near Cylinder, Iowa and he continues to be involved in the operation today. He is a graduate of Buena Vista University in Storm Lake with degrees in biology and political science. He and his wife Jaime have three boys.

1:30 p.m. The Wild Side of Weather

**Eric Snodgrass, Nutrien Ag Solutions**

Changing weather conditions and forecasts drive much of our decision making. In this session we will investigate the large-scale weather processes that have influenced yields in the US over the last 40 years. We will also discuss the weather forecast in the US and showcase the dominant weather features to watch for the current growing season. We will finish with a discussion about global weather impacts on agriculture, including long-term trends.

3:00 p.m. Agricultural Trade and Other Global Influences

**Greg Lyons, Farmer Mac**

Producers and consumers continue to adjust to ongoing changes in U.S. trade policy. This session will examine trade policy time-lines and sources of disagreement; China's role in growing U.S. Ag exports; NAFTA's status and impact on the U.S. Ag economy; and trade and global supplies.

4:00 - 5:30 p.m. Reception - Scheman Building

## Tuesday, March 22 - Scheman Building

7:30 a.m. Full Buffet Breakfast

8:15 a.m. Crop Marketing Outlook

**Dr. Steve Johnson, ISU Extension, Ret.**

Steve Johnson will discuss 2022 crop cost estimates, including corn prices and soybeans. He will also discuss 2022 crop margins.

9:30 a.m. Drivers and Wildcards for the Farmland Market Outlook

**Dan Manternach, Commstock Investments, Inc.**

In this session, Dan will talk about current farm financial metrics, as well as how Iowa land trends and outlook compare regionally and nationally. He will also discuss how aging farmers and the Ag tech boom, equals faster generational turnover ahead.

10:45 a.m. Panel Discussion

A panel of banking experts will discuss current Agricultural hot topics, including; the farm bill, ag policy and regulatory issues.

• **Ed Elfmann, ABA**

• **Pete Angus, Iowa Division of Banking**

• **Moderated by Bob Hartwig, Iowa Bankers Association**

11:45 a.m. Luncheon & Speaker:

**To Catch a Spy: The Art of Counterintelligence**

**James Olson CIA, Ret.**

James Olson, takes us into the real world of spying by discussing several cases of Americans he knew personally who sold out our country for money, ego, or sex. He emphasizes that America is the target of several foreign intelligence services, most notably the Russians, Chinese, and Cubans, who are aggressively stealing American secrets, intellectual property, and technology. America's adversaries are also using cyber to hack into our classified data bases, financial sector, and electrical grid.

1:00 p.m. Adjourn

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• No refunds after 3/14

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### Mail form and payment To:

Attention: Registrar  
Iowa Bankers Association  
P.O. Box 6200  
Johnston, IA 50131-6200

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

Address \_\_\_\_\_

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

Phone \_\_\_\_\_

Name \_\_\_\_\_

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

Name \_\_\_\_\_

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

Online registration available at [www.iowabankers.com](http://www.iowabankers.com). Events tab / event calendar / scroll to March 21