



Agriculture Meeting

December 9-10, 2019 - Baton Rouge, LA

Monday December 9, 2019

- 2:15pm-2:30pm **Board Bus at LBA Office for Tour of LSU Center for River Studies/The Water Campus**
Bus will depart the LBA at 2:30pm. If you would like to meet us on your own at The Water Campus, the address is 100 Terrace Avenue, Baton Rouge, LA 70802.
- 3:00pm-4:00pm **Tour of LSU Center for River Studies/The Water Campus**
The Water Campus is a world-class collaborative research campus devoted to the study of coastal restoration and sustainability. Developing over the next decade, The Water Campus will rise on 35 acres along the Mississippi River, adjacent to downtown Baton Rouge. In that time, the number of researchers and support staff employed at the facility will expand to over 4,000. More than 1.6 million square feet of labs, research facilities and commercial space will enable them to carry out their vital work in a collaborative environment – studying coastal threats, formulating theories, exchanging ideas, and combining forces to arrive at innovative solutions that might never be possible otherwise.
- 4:30pm **Return to LBA**
- 5:30pm **Depart from LBA to Topgolf**
Bus will depart the LBA at 5:30pm. If you would like to meet us on your own at Topgolf, the address is 10955 North Mall Drive, Baton Rouge, LA 70809.
- 6:00pm-9:00pm **Cocktails, Dinner and Golf at Topgolf**
Topgolf is a sports entertainment complex that features a high-tech golf game with climate-controlled hitting bays. Players hit micro-chipped golf balls that track each shot's accuracy and distance while awarding points for hitting targets on the outfield.
Cocktails, Dinner and golf will be available throughout the evening.

Tuesday December 10, 2019

- 8:30am-9:00am **Registration and Continental Breakfast**
The Bankers Center/LBA
- 9:00am-10:00am **State of Louisiana's Agriculture Industry**
Commissioner Mike Strain
- 10:15am-12:15pm **FSA Lender Training by Louisiana FSA team**
- 12:15pm-1:00pm **Lunch and Sponsor Spotlight**
- 1:00pm-2:30pm **Tough Times: High Quality Analysis, the First Line of Defense**
Tim Ohlde, Country Banker
High quality loan analysis is always important, but when margins are tight, financials require an even deeper look. In this session, you'll hear from a seasoned lender about best lending practices with focus on the following. The five critical ratios that comprise the base of solid agricultural loan analysis. Best practices for projected cash flow preparation. And, the steps for implementing a balanced risk-rating system. Real world examples and participant dialogue will contribute to this fast-paced session.

Please note: Assignments on NRCS payments with Scott Edwards, USDA was scheduled as a session. Scott can no longer attend because of a conflict but will present this topic as a webinar on **January 15 from 10am-11am**. We will automatically send the link to access the webinar to anyone registered for the Ag Meeting. We will also record the webinar and will send the recording to all registered attendees of the Ag meeting. The description of what he will cover is listed below.

This webinar will cover NRCS payments, specifically Conservation Stewardship Payments and information on the program including assignments and where bank accounts are housed and how electronic deposit notifications are delivered.



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Featured Speakers



Dr. Mike Strain, elected to serve as Commissioner of the Louisiana Department of Agriculture and Forestry in 2007, was sworn into office in January 2008. He was reelected in 2011. Born and raised on a cattle farm in Covington, Strain is no stranger to rural life in Louisiana. He was very active in FFA and 4-H and remains involved in his family's cattle business. After graduating Covington High School, Strain's interest in livestock led him to pursue studies in pre-veterinary medicine at Louisiana State University. He earned a doctorate in Veterinary Medicine from LSU and quickly found clients for his new large animal practice through the family cattle operation. He and his wife, Susan Searcy, opened Claiborne Hill Veterinary Hospital in Covington, where she focuses on a small animal practice and Strain remains involved in hospital management and herd health consulting. After two terms in the Legislature, with the backing of family and supporters, Strain announced he would seek the statewide office of Commissioner of Agriculture and Forestry in 2007. He ran a campaign based on reform and returning the Department to its core mission – to promote, protect and advance agriculture, forestry, and soil and water resources. The public embraced his platform and Strain easily won a spot in the run-off with a 28-year incumbent. The incumbent withdrew from the run-off and Strain began his transition into office. Streamlining programs, efficient management of taxpayer's money and quality public service are top priorities for his administration. Strain believes faith in the Department and its ability to provide effective, efficient programs to the farmers, forest landowners and consumers of Louisiana has been restored. He is proud of what has been accomplished and looks forward to what the future holds for Louisiana agriculture and forestry.



Tim Ohlde currently President of Elk State Bank based in Clyde Kansas with two additional North Central Kansas locations. He also serves as Chief Executive Officer of Country Banker Systems, LLC. He has over thirty-five years of banking experience including positions as lender, loan resolution specialist, and senior loan review specialist. Early in his career, Tim was responsible for enhancing loan portfolio quality and created a powerful analysis system used by the bank for more than twenty-five years. Raised on a dairy farm a few miles from his current residence, Tim has maintained his connection to agriculture. In his career, he has drawn on not only his farm background and experience, but also a degree in Ag-Education, with emphasis on Ag Economics from Kansas State University. His goal is to help fellow lenders more effectively understand loan analysis, cash flow application, ratio analysis and proforma statements. Tim was previously a board member of the Banker's Bank of Kansas and was also a member of the Executive Committee of the Farm Financial Standards Council (FFSC). Locally he serves as President of his church council and on the board of a local trust established for the good of the Clyde area. Education is a focal point

for Tim. He has taught at more than 50 banking schools while being the guest lecturer at numerous conferences, workshops and classes throughout the Midwest. He has taught Ag Lending to more than 3,000 bankers, farmers, and students in ten states. Tim's passion is helping community banks be successful by using tools they can employ in a very short amount of time that generate rapid, powerful results.

Program Sponsors



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Registration Form

REGISTRANT 1	REGISTRANT 2
Mr./Mrs./Ms. _____	Mr./Mrs./Ms. _____
Bank _____	Bank _____
Email Address _____	Email Address _____
Branch Street Address _____	Branch Street Address _____
City, State, Zip _____	City, State, Zip _____
Phone _____	Phone _____
Fax _____	Fax _____
<i>Please answer questions below for our planning purposes. (circle either Yes or No for each question).</i>	<i>Please answer questions below for our planning purposes. (circle either Yes or No for each question).</i>
Yes No I will attend the Water Campus Tour on 12/9.	Yes No I will attend the Water Campus Tour on 12/9.
Yes No I will ride the bus from LBA to the Water Campus on 12/9.	Yes No I will ride the bus from LBA to the Water Campus on 12/9.
Yes No I will attend the Dinner at Topgolf on 12/9 at 6:00pm.	Yes No I will attend the Dinner at Topgolf on 12/9 at 6:00pm.
Yes No I will ride the bus from the LBA to Topgolf on 12/9, leaving LBA @ 5:30pm.	Yes No I will ride the bus from the LBA to Topgolf on 12/9, leaving LBA @ 5:30pm.

Payment Options

Check (Made payable to the Louisiana Bankers Association)

Visa MasterCard American Express

Card # _____

Expiration Date _____

Credit Card Billing address _____

Name on Card (Please Print) _____

Signature _____

Amount to be Charged on Card \$ _____

<u>Registration Fees:</u>	
Number	Total
_____ \$250, per LBA member	_____
_____ \$450, per nonmember	_____
_____ \$40, per person for Topgolf	_____
Total:	_____

This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement: _____

Meeting Location

The Bankers Center/LBA
5555 Bankers Avenue
Baton Rouge, LA 70808
(225) 387-3282

Registration Fees

\$250, per LBA member
\$450, per nonmember
\$40, per person for Topgolf

Cancellation Policy

Due to commitments we must make, if you must cancel your registration for this program, please do so by Wednesday, December 4 to avoid a \$125 cancellation fee. Any registrant who does not cancel will be billed the full registration fee and sent the materials. Substitutions are welcome at no additional charge.

TopGolf Cancellation Policy

If you must cancel your registration for TopGolf, please cancel by December 2 to avoid a \$20 cancellation fee.

Hotel Information

Residence Inn by Marriott - Towne Center at Cedar Lodge
7061 Commerce Circle, Baton Rouge, LA 70809
For reservations, call **(225) 925-9100** and ask for the "Louisiana Bankers Association special room rate of **\$127.**"

Candlewood Suites
5353 Bankers Avenue, Baton Rouge, LA 70808
For reservations, call **(225) 925-3353** and ask for the "Louisiana Bankers Association special room rate of **\$89** by mentioning the rate code **IX3UX.**"

Submit registrations and view rosters in the Education Section of LBA's website, www.lba.org

Louisiana Bankers Association
5555 Bankers Avenue
Baton Rouge, LA 70808
225-387-3282 (phone)
225-343-3159 (fax)
pitts@lba.org