
30th Annual Agricultural and Natural Resources Conference



Thursday and Friday, April 19 and 20, 2018
DoubleTree DTC by Hilton
7801 East Orchard Road, Greenwood Village, CO

Co-Sponsored by
Independent Bankers of Colorado
Nebraska Independent Community Bankers

**30th Annual Ag and Natural Resources Conference
Thursday and Friday, April 19 and 20, 2018**

Thursday, April 19, 2018

- 7:30 – 8:30 am **Registration and Breakfast**
- 8:30 – 8:35 am **Opening Remarks**
Dave Reyher, Chief Operating Officer, Independent Bankers of Colorado
- 8:35 – 9:45 am **Cattle Market Update**
Randy Blach, CEO, CattleFax
- 9:45 – 10:00 am **Break**
- 10:00 – 11:15 am **An Ag Lender's Secrets to Weathering the Economic Storm**
Lynn Paulson, Senior Vice President, Director of Agribusiness Development, Bell Bank
- 11:15 – 11:30 am **Competitive Solutions for Ag Lenders**
Larry Jones, Farmer Mac
- 11:30 – 11:45 am **IBC's Next Generation of Bank Leaders Outreach Program**
Dave Reyher, Chief Operating Officer, Independent Bankers of Colorado
- 11:45 – 12:45 pm **Lunch**
- 12:45 – 1:45 pm **2018 Weather Update and 2019 Predictions**
Dr. Schumacher, Associate Professor, Colorado Climate Center and Colorado State Climatologist
- 1:45 – 2:00 pm **Break**
- 2:00 – 3:15 pm **Precision Ag: Preparing Tomorrows Producers for the Technology in the Field**
Invited – Representatives from 4Rivers Equipment Greeley
- 3:15 – 4:15pm **Grains Market Update**
Dr. Stephen Koontz, Professor and Extension Economist, Department of Ag & Resource Economics, Colorado State University
- 4:15 pm **Adjourn**

Friday, April 20, 2018

- 7:30 – 8:30 am **Breakfast**
- 8:30 – 8:45 am **State Legislative Update**
Dave Reyher, Chief Operating Officer, Independent Bankers of Colorado
- 8:45 – 9:15 am **ICBA Federal Legislative Update**
Invited – Mark Scanlan, Director Office of Agriculture & Rural Policy, ICBA
- 9:15 – 9:30 am **Break**
- 9:30 – 10:45 am **Credit Risk: Answers to Critical Questions**
Dr. David Kohl, Professor Emeritus in the AAEC Department at Virginia Tech
- 10:45 – 11:00 am **Break**
- 11:00 – 11:30 am **Ag Outlook Panel Discussion**
Dr. David Kohl, Professor Emeritus in the AAEC Department at Virginia Tech; Dr. Stephen Koontz, Professor and Extension Economist, Department of Ag & Resource Economics, Colorado State University; and Lynn Paulson, Senior Vice President, Director of Agribusiness Development, Bell Bank
- 11:30 am **Wrap Up/Prize Drawings/Adjourn**

AUDIENCE

New and experienced ag lenders, directors, bank customers and anyone interested in learning about agriculture and natural resources.

ACCOMMODATIONS

The conference will be held at DoubleTree by Hilton DTC, 7801 East Orchard Road, Greenwood Village, CO 80111, located near I-25 and Orchard Road. For additional information about the hotel visit: www.doubletreedenvertech.com. The hotel just finished a complete a top to bottom remodel.

Reservations

You must make your own hotel reservations by calling the hotel directly at 1.800.327.2242 or by clicking [here](#). Be sure to clearly identify yourself as a member of the Agriculture & Natural Resource / IBC Group to qualify for the special group rate. The room block cut-off date for the conference is **Friday, March 30, 2018**. Any rooms reserved after this date may not receive the special rate for the conference. **Make your reservations early**. The following rate applies to the conference: King with sofa bed or 2 queen beds: **\$145** plus all applicable state and local occupancy taxes, currently 10.25%. Quoted rates will be offered, based on availability, three days prior and three days post conference.

Cancellations must be made 24 hours in advance of check-in date. Any reservation not canceled 24 hours prior to arrival date is subject to forfeiture of deposit or charged one night's room and tax. Hotel check-in time is 3:00 p.m. and checkout time is Noon.

The hotel does provide complimentary shuttle service in a 5 mile radius of the hotel.

DRESS

Dress for the conference is casual (jeans are appropriate).

SPECIAL REQUESTS

If you or someone in your party requires special assistance, dietary needs or other, contact Maelynn Lewis at 303.832.2000 to make arrangements. Please provide notice at least one week prior to conference start date.

SPONSORS

We would like to thank our generous sponsors to date:

Grand Champion - \$3,000

Bankers' Bank of the West

Reserve Grand Champion - \$2,000

Bell Bank

ICBA

Division Champion - \$1,000

Farmer Mac

FHLBank Topeka

Class Winner - \$500

Colorado Agricultural Development Authority

Graduate School of Banking at Colorado

Blue Ribbon Winner - \$250

Country Bank Systems LLC





30th Annual Agricultural and Natural Resources Conference Registration Form Thursday and Friday, April 19 and 20, 2018

Full Conference Registration Fee

IBC Next Generation of Bank Leaders Rate

\$225 per registrant

Member Rate

\$245 first registrant* \$230 for each additional registrant from same organization*

Non-member Rate

\$345 first registrant \$330 per each additional registrant from same organization

Thursday Only Registration Fee

IBC Next Generation of Bank Leaders Rate

\$205 per registrant

Member Rate*

\$225 per registrant

Non-member Rate

\$325 per registrant

Friday Only Registration Fee

IBC Next Generation of Bank Leaders Rate

\$195 per registrant

Member Rate*

\$205 per registrant

Non-member Rate

\$305 per registrant

*Members of the following associations please use participant rate: IBC, NICBA, and ICBA.

Tax Deduction: The IRS requires a notice on all registration forms, which informs the attendee of the amount of the registration fee representing food and beverage that is deductible as an ordinary business expense. The estimated food cost of your registration is \$180 for a full registration. Under current IRS Code, Section 194(n), 50% of this amount is deductible as an ordinary business expense.

Name: _____

Email Address: _____

Bank/Company: _____

Address, City, State, Zip: _____

Phone Number: _____ Fax Number: _____

Additional Attendee(s) from same organization

Name: _____

Email Address: _____

Name: _____

Email Address: _____

*Register me for (*please circle*) the entire conference, Thursday only, Friday only. If more than one person from your organization is attending the first banker must pay the full first registrant fee. Enclosed is payment in the amount of: \$_____. Check here _____ to be invoiced.

Registrations must be received by **Friday, April 13, 2018**. Written cancellation must be received in the IBC office by **Friday, April 6, 2018**, for a full refund. NO REFUNDS will be made after **April 6, 2018**, however a substitute may attend. The IBC reserves the right to cancel any program for which there is insufficient funds to cover the expense of the program. In the event of cancellation by IBC registration fees will be refunded. Prepaid registration fees will be refunded.

For additional information contact Maelynn Lewis at IBC, 303/832-2000. **Mail, email or fax this form to IBC:** IBC, 600 Grant Street, Suite 640, Denver, CO 80203; mlewis@ibcbanks.org; Fax 303-832-2040.