Schedule
Schedule may be adjusted slightly closer to event

WEDNESDAY, September 30*

11:00am  Golf Tournament (Optional)*  Location TBD
11:00am  Box lunch & registration
11:30am  Tee times begin
5:00-7:00pm  Reception, Dinner and Golf Awards (Optional)*  Location TBD

Weather permitting, this event will be held on the patio.
*Additional fees apply for Wednesday’s Events.

THURSDAY, October 1

8:00-8:45am  Registration, Breakfast & Exhibitor Visits
8:45-9:45am  WHAT’S DRIVING AG IN THE YEAR AHEAD
Mike Pearson, VP of Market Engagement, Zaner Group
Get ready to laugh and learn as you are taken on an entertaining journey – a look ahead at the outlook for the farm markets – & global trends impacting these markets.

9:45-10:45am  AG OUTLOOK PANEL

10:45-11:00am  Refreshment Break / Exhibitor Visits

11:00-12:00pm  FOUR MEGA TRENDS IN AG.
Mike Pearson, VP of Market Engagement, Zaner Group
Take an in-depth look at the way agriculture will be changing in the next 20 years. The past century has been one of non-stop progress inefficiency, technology and yield. Mike will pull together his wide-ranging reports on the industry to analyze the four biggest trends driving agriculture forward, Analytics, Robotics, Biotechnology and the Structure of the Industry.

12:00-1:00pm  Lunch & Guest Speaker

1:30-4:30pm  TOUR | OBENDORF HOP & ONION FARM (Transportation Provided)
1:30, Bus departs Courtyard Marriott
2:30-4:30, Tour Obendorf Farms

THURSDAY, continued

4:45pm  Bus Departs OBENDORF FARM for Reception & Dinner at INDIAN CREEK STEAKHOUSE, CALDWELL
Please note: bus will not return to hotel before dinner

5:15pm  Reception & Dinner at INDIAN CREEK STEAKHOUSE
5:15-5:45pm, Reception
5:45-6:45pm, Dinner
7:00pm, Bus departs for hotel

FRIDAY, October 2

8:00-8:45am  Breakfast/Exhibitor Visits

8:45-9:45am  THE STATE OF AGRICULTURE & AG LENDING
Dr. David Kohl, Professor Emeritus, Dept of Agricultural and Applied Economics, Virginia Tech
With varying degrees of financial stress emerging in many ag sectors, the topics of discussion for lenders, loan review committees and board members focus on which customers to refinance or restructure as well as how to help those customers that need to grow and capitalize on the economic environment. This session will provide a view of the state of agriculture and new emerging trends that will impact your customers’ balance sheets and income statements, and the overall portfolio.

9:45-10:15am  Coffee Break / Exhibitor Visits

10:15-11:00am  TAKING CARE OF BUSINESS
Dr. David Kohl, Professor Emeritus, Dept of Agricultural and Applied Economics, Virginia Tech
The economic reset in agriculture is placing a premium on those that are taking care of business. This session is designed to contrast the best management characteristics of the top 40% of profitability compared to the bottom 30% of producers.

11:05-12:00pm  TBD

12:15pm  Conference Adjourns

12:45-2:00pm  IBA AG Bankers Committee Mtg