

FARMER MAC

FSA GUARANTEED LENDERS MEETING

November 13, 2016

JW Marriott Indianapolis | Room: White River G-1

AGENDA

- 8:00 AM** **Breakfast and Welcome**
*Speaker(s): **Curt Covington**, Senior Vice President, Agricultural Finance - Farmer Mac, Washington, DC*
- 8:15 AM** **Outlook for 2017 Funding**
*Speaker(s): **Jim Radintz**, Deputy Administrator for Farm Loan Programs - USDA, Farm Service Agency, Washington, DC*
- 8:30 AM** **Changes Made by the Agency since the November, 2015 Meeting**
*Speaker(s): **Randi Sheffer**, Chief, Guaranteed Loan Making Division - USDA, Farm Service Agency, Washington, DC*
- 9:00 AM** **FSA's Updated Environmental Policies**
*Speaker(s): **Matt Henderson**, Senior Loan Officer - USDA, Farm Service Agency, Washington, DC*
- 9:30 AM** **Working with FSA's Updated Environmental Policies**
*Discussion Leader(s): **Ed Coates**, SVP & Agricultural Banking Manager - NBT Bank, Norwich, NY; **Kathy Daily**, SVP - First Financial Bank, Louisville, KY*
- 10:00 AM** **Working Together to Fix Inconsistencies that Still Plague Loan Making and Loan Servicing**
*Discussion Leader(s): **Kathy Daily**, SVP - First Financial Bank, Louisville, KY*
- 10:30 AM** **Break**
- 10:45 AM** **Making Larger Loans with FSA Guarantees**
*Discussion Leader(s): **Patrick Kerrigan**, Director of Business Development - Farmer Mac; **TJ Wilson**, Market President - Morrill & Janes Bank, Hiawatha, KS; **Nathan D. Sparks**, President/Agri Business Division - Dakota MAC, Mitchell, SD*
- 11:15 AM** **Getting Ahead of the Curve: Servicing Issues Update**
*Discussion Leader(s): **Craig Nehls**, Deputy Director, Loan Servicing Division - USDA, Farm Service Agency, Washington, DC*
- 11:30 AM** **Adjourn**