

AGENDA

FSA GUARANTEED LENDERS MEETING

Hilton Milwaukee City Center | Crystal Ballroom | Milwaukee, Wisconsin

November 12, 2017 | 8:00 AM to 11:30 AM

- 8:00 AM** **Breakfast and Welcome**
Curt Covington, SVP of Agricultural Finance, Farmer Mac, Washington, DC
Patrick Kerrigan, VP - Business Development, Farmer Mac, Washington, DC
- 8:15 AM** **Status of the FSA Guaranteed Loan Program**
Jim Radintz, Deputy Administrator for Farm Loan Programs, USDA, Farm Service Agency, Washington, DC
- 8:30 AM** **Program Improvements Since the 2016 FSA Guaranteed Lenders Meeting**
Randi Sheffer, Chief, Guaranteed Loan Making Branch, USDA, Farm Service Agency, Washington, DC
- 8:45 AM** **FSA Guaranteed Farm Loan Programs and the Next Farm Bill**
Ed Elfmann, Vice President, American Bankers Association, Washington, DC
- 9:00 AM** **Beginning Farmers and the FSA Guaranteed Farm Loan Programs**
Discussion Leaders: Ed Elfmann, ABA and Pat Hogrefe, Executive Vice President, American Trust and Savings Bank, Dyersville, IA
- 9:15 AM** **Update on the Secondary Market for FSA Guaranteed Loans**
Patrick Kerrigan, Farmer Mac
- 9:30 AM** **Living and Working with NEPA – How We Manage all of the Moving Parts**
Discussion Leaders: Dave Coggins, Executive Vice President, Investors Community Bank, Manitowoc, WI, Brenda Kluesner, Loan Officer, Royal Bank, Cassville, WI and Tom Weingart, Vice President, NBT, Norwich, NY
- 9:45 AM** **Break**
- 10:00 AM** **PLP Status: To Be or Not to Be**
Discussion Leaders: Heather Malcolm, Vice President, Bank of the Rockies, Livingston, MT and Pat Hogrefe, American Trust and Savings Bank
- 10:15 AM** **Turning Lemons into Lemonade: Loan Liquidation Lessons from the Field**
Discussion Leader: Dave Coggins, Investors Community Bank
- 10:30 AM** **Roundtable Discussion on Program Inconsistencies**
All are invited to participate
- 11:30 AM** **Adjourn**

