



Refresh Webinar

November 19, 2014

Key Takeaways – ABA National Ag Bankers Conference

- John Blanchfield, ABA SVP Director of Center for Agricultural and Rural Banking
- Caleb Hopkins, Loan Officer,
Westside State Bank in Westside, IA
- Jackson Takach, Farmer Mac Economist

Bill Miller – 202-872-5549 – bmiller@farmermac.com

Mary Maloney – 202-872-6682 – mmaloney@farmermac.com







ABA National Agricultural Bankers Conference

November 9–12, 2014

Hilton Omaha & CenturyLink Center Omaha | Omaha, Nebraska



BIG TIMES DEMAND
BIG DATA



FINAL PROGRAM



SUNDAY, NOVEMBER 9

Noon – 6:30 p.m.

Registration Open

CenturyLink Center Omaha, Ballroom Level

1:00 – 5:00 p.m.

Pre-Conference Seminar

Rooms 215-216, Ballroom Level

Hosted by FINPACK and FarmerMac

Turbulent Times Require Better Data

The times, they are a-changin'! Do you have a plan to manage the risk in your portfolio during turbulent and less profitable times? This action-packed pre-conference session will look at the current ag credit environment with a focus on what is happening with your farm customers and early warning tools that will position you to be proactive.

We will take a look at key components in analyzing ag credits and current observations: What will it take to be a successful ag lender in turbulent times? Where does cash analysis work and where doesn't it work? What steps can you take to mitigate risk in your portfolio? Dr. David Kohl will join in with his view from the road and his vast experience going back to previous times of financial stress. The session will have takeaways for everyone, even if you do not use FINPACK or Farmer Mac.

Robert H. Craven, Director, Center for Farm Financial Management, Professor, Department of Applied Economics, University of Minnesota, St. Paul, Minnesota

David M. Kohl, Ph.D., Professor Emeritus, Agricultural and Applied Economics, Virginia Tech, AgriVisions, LLC, Blacksburg, Virginia

David Buman, Director of Credit Operations, Farmer Mac, Washington, DC

Jackson Takach, Economist, Farmer Mac, Washington, DC

6:00 – 7:00 p.m.

FINPACK Grand Opening Reception

Junior Ballroom, Ballroom Level

Sponsored by



7:00 – 8:30 p.m.

Farmland the Movie

New this year is a special movie night featuring *Farmland*, courtesy of our friends at the U.S. Farmers and Ranchers Alliance. Network with your colleagues during the pre-film reception, and then take a seat for this extraordinary film that takes an intimate look at the lives of farmers and ranchers in their 20s, all of whom are now responsible for running their farming business. Learn about their high-risk/high-reward jobs and their passion for a way of life that has been passed down from generation to generation, yet continues to evolve.

MONDAY, NOVEMBER 10

7:00 a.m. – 4:30 p.m.

Registration Open

CenturyLink Center Omaha, Ballroom Level

7:00 – 8:00 a.m.

MetLife Agricultural Investments Continental Breakfast

Grand Ballroom Foyer, Ballroom Level

Sponsored by



8:00 – 10:00 a.m.

Opening General Session

South Ballroom, Ballroom Level

Welcome Remarks

Conference Chairman's Welcome

Nate Franzen, President/Ag Division, First Dakota National Bank, Yankton, South Dakota

Nebraska Bankers Association Welcome

Richard Baier, Successor President and CEO, Nebraska Bankers Association, Lincoln, Nebraska

ABA Chairman's Welcome

John A. Ikard, ABA Chairman, President and Chief Executive Officer, First Bank Holding Co., Lakewood, Colorado

Profiting from Agriculture's Greatest Revolution: Big Data

Lowell Catlett, Ph.D., Regent's Professor, Agricultural Economics and Agricultural Business and Extension Economics and Dean of the College of Agricultural, Consumer and Environmental Sciences, New Mexico State University, Las Cruces, New Mexico

Agriculture already feeds more than seven billion people worldwide and will do so for the additional 2 billion people in the next twenty-five years. It is a major driver in human health and provides the best diets and habitat for billions of domestic and wild animals, as well as sustainable carbon sequestration. The information revolution in agriculture will dwarf both the mechanical and chemical revolutions. Get ready for a world where Big Data gives new meaning to production agriculture, controlling everything from molecular genetics to robotic weather drones. The information from all of this technology may have a larger value to producers and aggregators than the products produced.

Sponsored by



Work smart. Lend profitably.





BIG TIMES ***Demand BIG*** ***DATA***

- Farmer Mac, FINPACK,
Dr. David Kohl
- Pre-Conference Session

Jackson Takach . . .

Breaking Down the Data

Peer Data

Ratio
Averages and
Thresholds

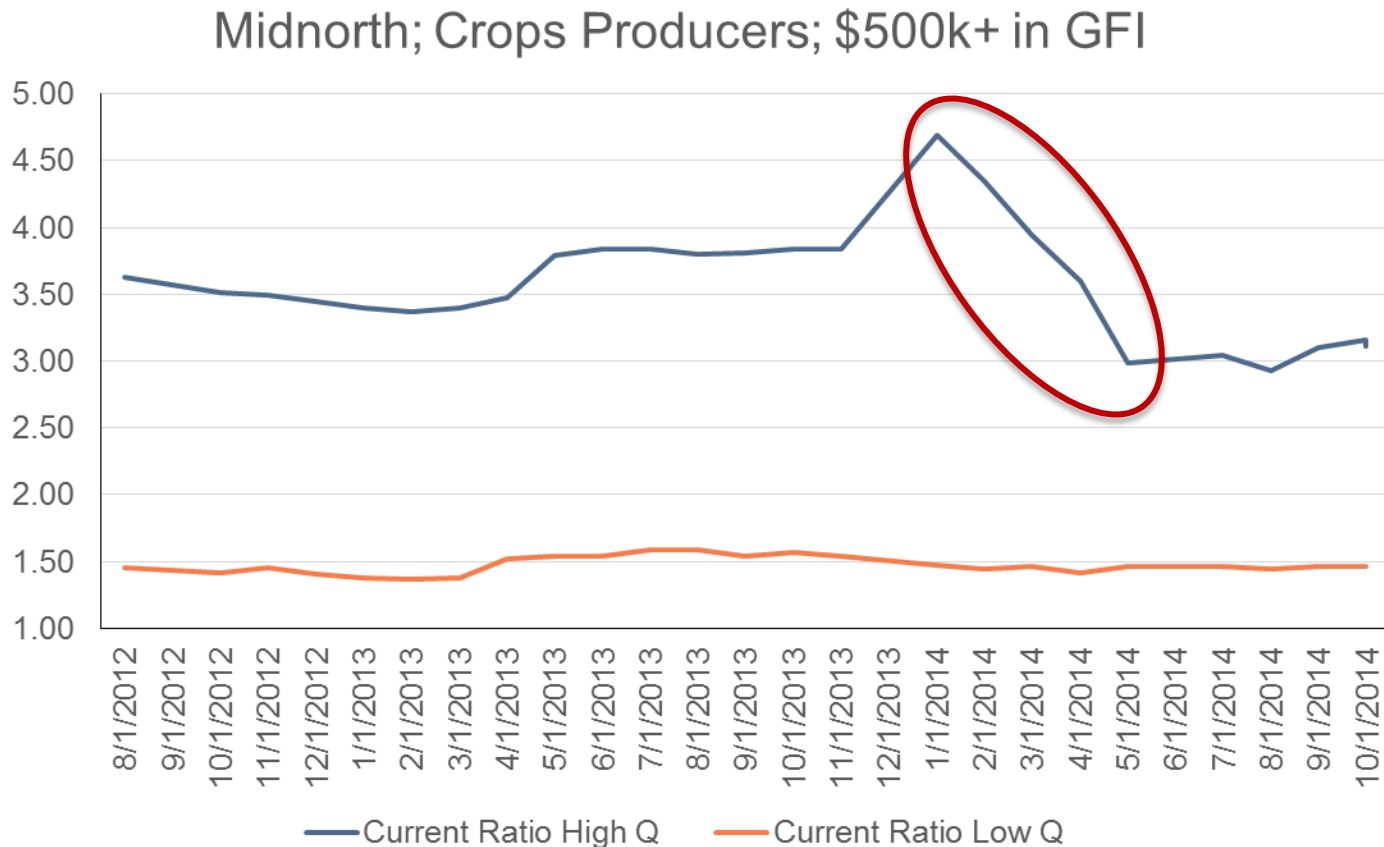
Geography

Commodity
and Borrower



Peer Data Trends

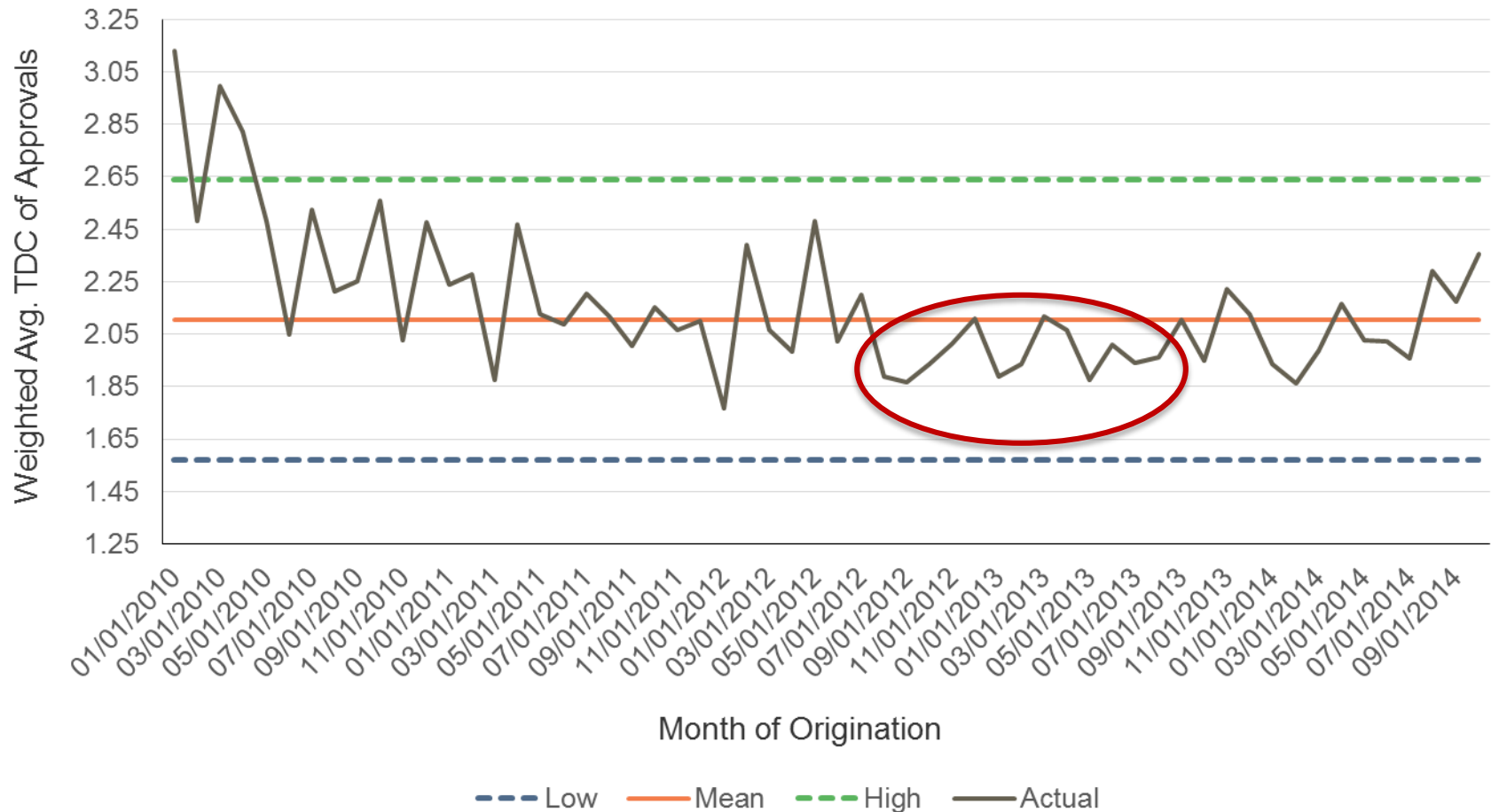
- Plot peer data over time
- Changes tell us about credit and market dynamics



Underwriting Ratio Averages

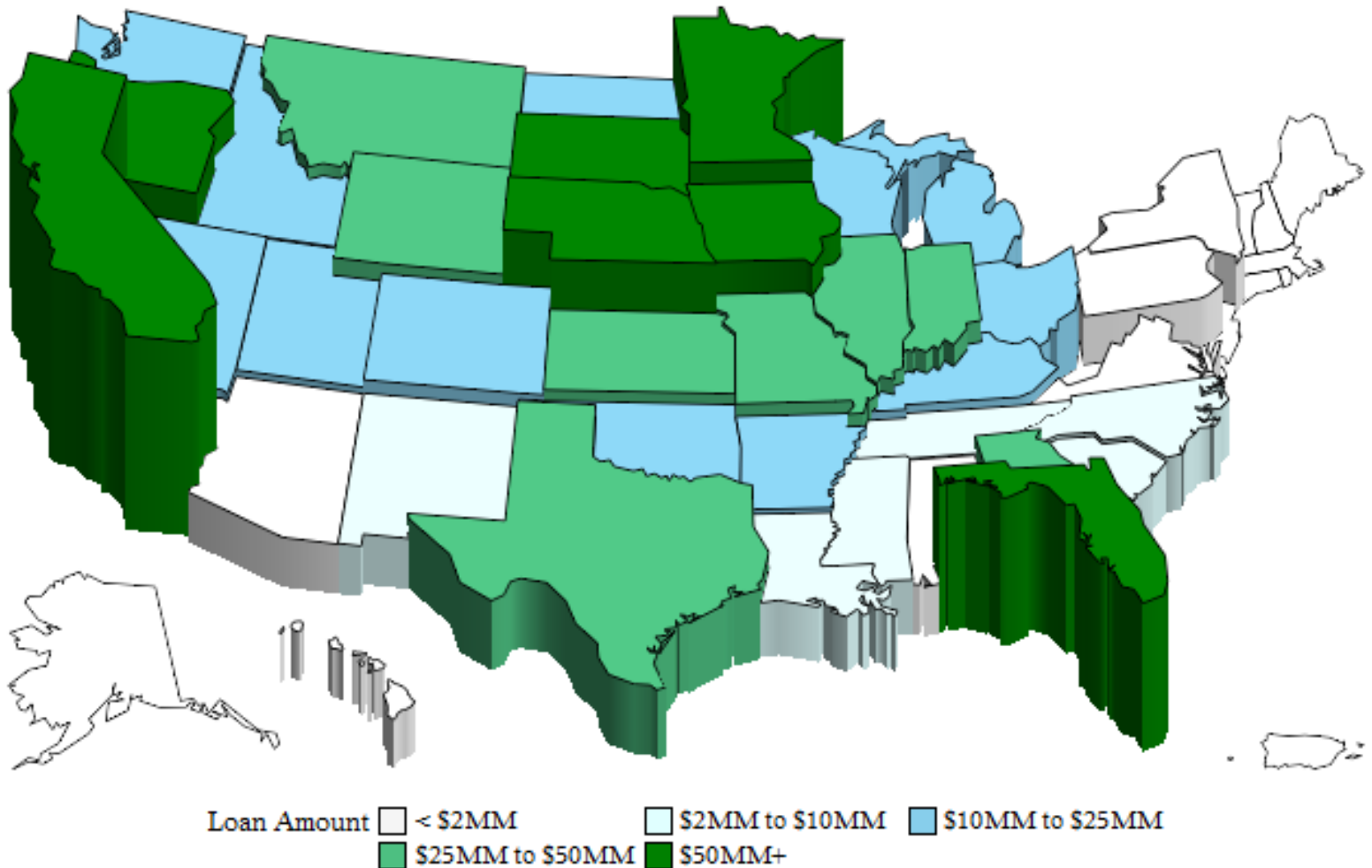
- Calculate each application ratio and average
- Look at averages across time

Average Total Debt Coverage Ratio of All Submissions



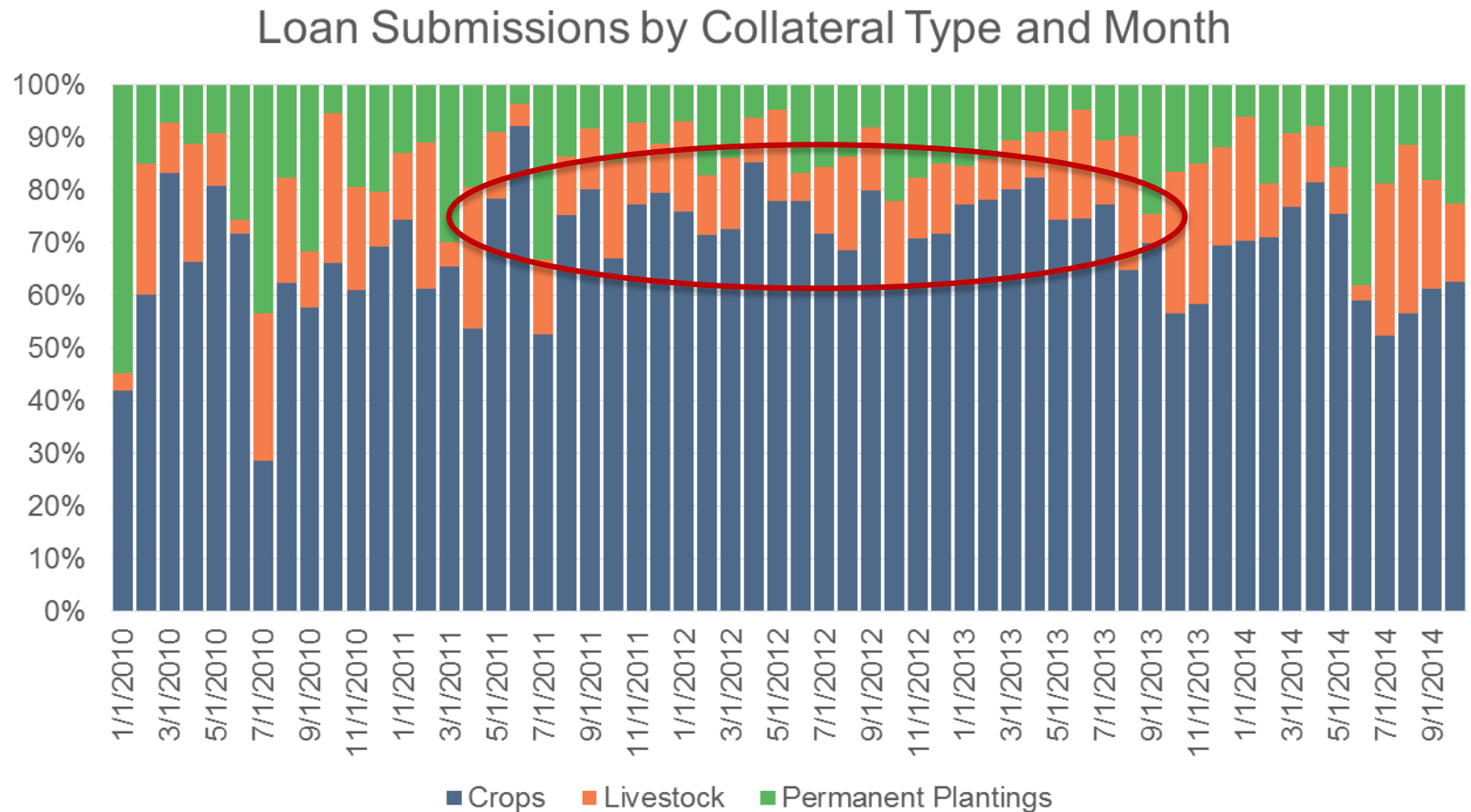
Geographic Representations

- Look for trends in geography



Commodity Trends

- Look at summary of collateral types
- How does mix change over time



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Work smart. Lend profitably.



10:00 – 10:30 a.m.

**American Jersey Cattle Association
and National All-Jersey, Inc.
("US Jersey") Milk & Coffee Break**

Grand Ballroom Foyer, Ballroom Level

Sponsored by



10:30 – 11:30 a.m.

Workshop Series I

**Which Way Will They Go? Using Data to
Foresee Credit Problems**

Rooms 213-214, Ballroom Level

Robert H. Craven, Director, Center for Farm
Financial Management, Professor, Department
of Applied Economics, University of Minnesota,
St. Paul, Minnesota

Dale W. Wordquist, Assistant Director, Center
for Farm Financial Management, Department
of Applied Economics, University of Minnesota,
St. Paul, Minnesota

For many farms, it looks like we are
turning the corner on the extreme profits
and high working capital of the past
several years. Has it been a while since
you saw a bad loan? Will you know one
when you see one? How can you use the
data you have to foresee credit problems
before they happen?

When Can You Have Too Much Data?

Rooms 215-216, Ballroom Level

Mark Gold, Managing Partner, Top Third Ag
Marketing, LLC, Chicago, Illinois

Join 16-year veteran ABA speaker Mark
Gold as he discusses the impact of big
data on agricultural marketing. Will all of
today's data inputs—including weather,
supply and demand, yields, acres and
GPS technology—help the American
farmer, or will they cause
a data overload? How will this data affect
your clients? What, if anything, is the ag
lender's role in helping the ag producer
manage this data?

When "Yes" is Not the Best Answer

Rooms 201-202, Ballroom Level

Laurie Richards, Laurie Richards Associates,
McLean, Virginia

Learn how to effectively and efficiently
communicate with your customers and
your co-workers so that you can get
the results you need. Say "no" without
alienating others or losing customers,
ask for what you need, and eliminate the
frustration and wasted time caused by
miscommunication.

**Inspired Questions for Perpetuating the
Generational Farm**

Rooms 203-204, Ballroom Level

David Specht, Founder, Advising Generations LLC,
Connell, Washington

This session will explore penetrating
and crucial questions that every family-
owned farm must answer to navigate
the generational transition. Learn how
to talk to your farm customers about
these challenging issues—this will be the
catalyst they need to initiate the planning
necessary for them to stay a family and
perpetuate their farm legacy.

11:45 a.m. – 1:25 p.m.

**Corporation for American Banking
Luncheon with Guest Speaker**

South Ballroom, Ballroom Level

Sponsored by



Corporation for American Banking, LLC

The Stine Seed Company Story

Harry Stine, CEO, Stine Seed Company, Adel, Iowa

The name Harry Stine is synonymous with
many titles—innovator, businessman,
entrepreneur—but the title holding
the most significance to him and to
those who know him well is farmer. The
consummate researcher, Stine's interest
in seed breeding started when he found
some unusual soybean plants in one of
his company fields. While yield checking
the soybean lines, he came to understand
what a conventional breeding program
could bring to the soybean industry and
to growers.

Today, Stine is a member of the American
Society of Agronomy and the American
Seed Trade Association. He also serves on
the board of directors of the Trees Forever
Foundation, the Iowa Arboretum and the
Brenton Arboretum.

1:30 – 2:30 p.m.

Workshop Series II

**Cultivating the Next Generation and Legacy
Generation of Farmers**

Rooms 213-214, Ballroom Level

David Specht (Moderator), Founder, Advising
Generations LLC, Connell, Washington

Fred D. Bruning, President, Bruning State Bank,
Bruning, Nebraska

Gene Copenhaver, Vice President, Regional
Supervisor, Agricultural Lending, First Bank and
Trust Company, Abington, Virginia

Mate Franzen, President, Ag Division, First Dakota
National Bank, Yankton, South Dakota

The future of agricultural banking will
depend on how well we cultivate the
next generation of farmers and respond
to the needs and concerns of the legacy
generation of farmers. Examine tasks such
as implementing programs for beginning
farmers, succession and estate planning,
and effectively communicating with the
new generation and the legacy generation
in meeting their unique business needs.



MONDAY, NOVEMBER 10

continued

Technology—Drones! What's Next?

Rooms 215-216, Ballroom Level

Ed Kasper, Kasper Ag Solutions, LLC,
Poplar Grove, Illinois

Earlier this year USA Today had this to say about UAVs in agriculture: "Drones are quickly moving from the battlefield to the farmer's field—on the verge of helping growers oversee millions of acres throughout rural America and saving them big money in the process." Our expert in the emerging agricultural UAV business will share his thoughts about how drones can and will transform agriculture.

There is More Debt Out There Than You Think

Rooms 201-202, Ballroom Level

Allen Featherstone, Ph.D., Interim Head, Professor and Director of the Master of Agribusiness, Department of Agricultural Economics, Kansas State University, Manhattan, Kansas

Dr. Featherstone found that in 2010 the average debt-to-asset ratio for leveraged farmers was higher than it was in 1979. If commodity prices take a dive downwards, the future for some farmers will be far less golden. His research has been widely quoted, and he is known for his opposing (negative) view on the farm balance sheet.

Financing Multiple Entity Businesses

Rooms 203-204, Ballroom Level

Jacqueline A. Pueppke (Moderator), Partner, Baird Holm LLP, Omaha, Nebraska

Curt Covington, Managing Director, AgriBusiness Division, Bank of the West, Fresno, California

Neal Wietgreffe, Senior Regional Credit Officer, Credit Administration, ND/SD Regions, Wells Fargo Bank, NA, Aberdeen, South Dakota

Wayne Williamson, Senior Vice President of AG Finance, First Dakota National Bank, Yankton, South Dakota

Multiple entity operations are becoming more and more prevalent and bring with them complications in credit analysis, added counterparty risk and sometimes

internal communications problems. Our experienced banker panel will discuss how they work with these complicated operations to pull together the entire financial picture and put in place loan policies to manage bank risk exposure.

2:30 – 3:15 p.m.

Refreshment Break and Exhibit Hall Preview

Exhibit Hall: North Ballroom, Ballroom Level

3:15 – 4:30 p.m.

General Session

South Ballroom, Ballroom Level

The Farmer Decision: ARC or PLC

Nate Franzen (Moderator), President/Ag Division, First Dakota National Bank, Yankton, South Dakota

Chad E. Hart, Ph.D., Associate Professor of Economics, Crop Markets Specialist and Extension Economist, Iowa State University, Ames, Iowa

Gary D. Schnitkey, Ph.D., Professor, Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign, Urbana, Illinois

Myles Watts, Ph.D., Professor, Agricultural Economics, Montana State University, Bozeman, Montana

The new farm bill introduced new types of crop support programs and crop insurance options available, some of which require a five-year commitment from farmers. How does the farmer decide which one is best? What could the farmer be giving up by choosing one particular option over another? Learn about Ag Risk Coverage (ARC) vs. Price Loss Coverage (PLC) and how to weigh the options.

4:30 – 5:30 p.m.

AXA Equitable AgriFinance Reception with Exhibitors

Exhibit Hall: North Ballroom, Ballroom Level

Sponsored by



TUESDAY, NOVEMBER 11

7:00 a.m. – 5:00 p.m.

Registration Open

CenturyLink Center Omaha, Ballroom Level

7:00 – 8:15 a.m.

Continental Breakfast with Exhibitors

Exhibit Hall: North Ballroom, Ballroom Level

7:15 – 8:25 a.m.

Outlook Tuesday Commodities Sessions

Hear from the top economic forecasters in the country on all things agricultural. Each 30-minute session is repeated, so you'll be able to attend at least two out of the six sessions offered.

Land Values

Rooms 213-214, Ballroom Level

Michael Duffy, Ph.D., Professor of Economics (Emeritus), Iowa State University, Ames, Iowa

Beef/Livestock

Rooms 215-216, Ballroom Level

Gary Brestler, Ph.D., Department of Agricultural Economics & Economics, Montana State University, Bozeman, Montana

Crops

Rooms 201-202, Ballroom Level

Gary D. Schnitkey, Ph.D., Professor, Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign, Urbana, Illinois

Dairy

Rooms 203-204, Ballroom Level

Marin Bozic, Ph.D., Assistant Professor, Department of Applied Economics, University of Minnesota, St. Paul, Minnesota

Pork

Room 211, Ballroom Level

Christopher A. Hurt, Ph.D., Professor of Agricultural Economics, Purdue University, West Lafayette, Indiana

Farm Machinery

Room 212, Ballroom Level

Terrance Wynne, Chief Economist, Iron Solutions, Franklin, Tennessee



8:30 – 10:00 a.m.
General Sessions

South Ballroom, Ballroom Level

Are the Good Times Still Rolling?

Jason R. Henderson, Associate Dean and Director of Purdue Extension, Purdue University, West Lafayette, Indiana

Brent Gloy, Founding Director, Center for Commercial Agriculture, Purdue University, West Lafayette, Indiana

Purdue University economists Jason Henderson and Brent Gloy were a sensation last year when they talked about the current boom in the farm economy and compared it to the past. Find out if we are at the turning point in this economy, and connect the dots between the past booms in the agricultural economy and the present one. There really is no "new" normal when you consider what is happening today. We have been to this rodeo before.

The Bruning Award Presentation

10:00 – 10:30 a.m.
Stinson Leonard Street LLP
Coffee Break with Exhibitors

Exhibit Hall: North Ballroom, Ballroom Level

Sponsored by



10:30 – 11:30 a.m.
Workshop Series III

The Elephant in the Room—Credit Risk in Secured Ag Lending—A Survey of Recent Caselaw and What it Means to Bankers

Rooms 213-214, Ballroom Level

David L. Bracht, Partner, Stinson Leonard Street LLP, Omaha, Nebraska

Barkley Clark, Partner, Stinson Leonard Street LLP, Washington, DC

Aaron Johnson, Partner, Stinson Leonard Street LLP, Omaha, Nebraska

James M. Pfeffer, Partner, Stinson Leonard Street LLP, Omaha, Nebraska

This session will explore the risks in agricultural lending, some of which may not be particularly evident considering the high prices agriculture producers have enjoyed during the last several years. The most recent and interesting bankruptcy cases that highlight bankruptcy risk and important points for securing ag products as collateral will be summarized and a look at issues such as:

- Competing claims between bank lenders and bankruptcy trustee or account creditors
- Vendors (like grain companies) that try to retain title until payment
- Grain products sold to large commercial users like ethanol plants and cattle feed yards

Repayment Risk in a Variable Price Environment

Rooms 215-216, Ballroom Level

Freddie L. Barnard, Ph.D., Professor, Agricultural Economics, Purdue University, West Lafayette, Indiana

Doug Johnson, Vice President, WebEquity Solutions, Omaha, Nebraska

David M. Kohl, Ph.D., Professor Emeritus, Agricultural and Applied Economics, Virginia Tech, AgriVisions, LLC, Blacksburg, Virginia

What is ahead for 2015? Who knows, but our agriculture past tells us we better be ready to assess the repayment risk for each of our borrowers and then know the effectiveness of using the various tools we have available in our financial toolbox to reduce repayment risk. The impact of higher interest rates, combined with lower commodity prices and increasing input costs, on the term debt coverage ratio will vary across farm borrowers with different degrees of leverage.

Straight Talk on the Farm Service Agency Guaranteed Farm Loan Programs

Rooms 201-202, Ballroom Level

Randi Sheffer, (Moderator) Chief, Guaranteed Farm Loans Branch, USDA, Farm Service Agency, Washington, DC

Blake Howsden, President & CEO, Nebraska State Bank, Oshkosh, Nebraska

Kent E. Ketteler, Senior Vice President and Chief Lending Officer, Bank of the Valley, Bellwood, Nebraska

Maureen Mausbach, Farm Loan Manager, USDA, Farm Service Agency, David City, Nebraska

Tim Reimer, Farm Loan Specialist, USDA, Farm Service Agency, Lincoln, Nebraska

The USDA Farm Service Agency guaranteed farm loan program has been a remarkable success. Nearly \$12 billion in farm and ranch loans are made by banks and other lenders that are guaranteed by the USDA. There are nearly 43,000 loans outstanding. The program has grown over the past five years, with less than \$9 billion outstanding at the close of FY 08 to nearly \$12 billion today. Join representatives from USDA's national office, state office and bankers who work with these programs to learn how you can expand your farm lending.

Regulating Ag Banking in America

Rooms 203-204, Ballroom Level

David P. Baker, Assistant Deputy Comptroller, Specialties and Operations, Office of the Comptroller of the Currency, Denver, Colorado

James D. LaPierre, Regional Director, Federal Deposit Insurance Corporation, FDIC Kansas City, Missouri

Ray A. Pont, Acting Director, Nebraska Department of Banking & Finance, Lincoln, Nebraska

All banks are regulated so it is important to be aware and proactive about the regulators "hot topics." Find out directly from our panel of regulators how agencies are training future regulators, what they consider their "hot topics" are and their overall thoughts regarding the ag industry.



TUESDAY, NOVEMBER 11

continued

11:45 a.m. – 1:30 p.m.

Farmer Mac Luncheon with Guest Speaker

South Ballroom, Ballroom Level

Sponsored by

FARMER MAC

Agriculture at a Crossroad: The Impact of the Federal Reserve's Normalization Process

Ed Seifried, Ph.D., Professor Emeritus, Lafayette College, Co-Chairman, Seifried & Brew LLC, Bethlehem, Pennsylvania

"Dr. Ed" has touched the hearts and minds of almost every director and CEO of community banks across the nation. Recognized for his keynote speeches, Seifried has led the educational programs as dean for the West Virginia Banking School and the Virginia School of Banking, and has been on the faculty of many banking schools, including Stonier and the Graduate School of Banking at LSU.

1:30 – 2:30 p.m.

Workshop Series IV

Managing Social Media Policy for Your Bank

Rooms 213-214, Ballroom Level

Kelli P. Lieurance, Partner, Baird Holm LLP, Omaha, Nebraska

Social media is here to stay and continues to be a dominant form of communication. Do you need a social media policy in your bank? If you don't think so, you definitely need to come to this session! Bring your questions and you will find out what all of the fuss is about. Even if you don't currently use Facebook, Twitter or Pinterest, this session is designed to help you sort all of it out.

Farmer Mac: A Vital Part of Your Bank's Equation After Big Data Analysis

Rooms 215-216, Ballroom Level

Patrick Kerrigan, Director, Business Development, Farmer Mac, Washington, DC

Mark A. Litton, Executive Vice President & Chief Credit Officer, BankWest, Inc., Pierre, South Dakota

Rodger Dean, Executive Vice President, First National Bank of Omaha, Columbus, Nebraska

Caleb Hopkins, Loan Officer, Westside State Bank, Westside, Iowa

Analyze bank and producer data with our panel of savvy ag bankers. Explore winning strategies that will grow your ag lending portfolio. Find out why banks of all sizes are successfully using Farmer Mac to expand market share and increase customer loyalty.

Women as Financial Decision Makers and Marketers

Rooms 201-202, Ballroom Level

Linda Cruikshank, Progressive Farm Marketing, Arcada, Nebraska

As farm operations continue to grow larger, women are becoming more involved as financial managers. Learn more about the dynamics of the increasing role of women in the financial planning process, and the benefits of effectively communicating across families, as they navigate the farm business decisions together.

When Theory Meets Reality—The Professor Goes Farming

Rooms 203-204, Ballroom Level

Brent Gloy, Founding Director, Center for Commercial Agriculture, Purdue University, West Lafayette, Indiana

Brent Gloy made a life-changing decision in 2014: he and his family returned to their family farm operation in Nebraska. In this session, Gloy will discuss a variety of topics, including "the top five things I learned about farm management this

year," including "the trends that are going to shape my future in farming" and "the bright lights of Walmart never looked so welcoming before."

2:30 – 3:00 p.m.

Refreshment Break with Exhibitors

Exhibit Hall: North Ballroom, Ballroom Level

3:00 – 5:15 p.m.

General Sessions

South Ballroom, Ballroom Level

Alpha Pup Farmers: Farming Bigger, Stronger, Faster and Smarter Than Any Generation of American Farmers in History

David M. Kohl, Ph.D. (Moderator), Professor Emeritus, Agricultural and Applied Economics, Virginia Tech, AgriVisions, LLC, Blacksburg, Virginia

Casey Coulter, Brusett, Montana

Ryan Brodersen, Randolph, Nebraska

Mike Drayer, Red Oak, Iowa

Josh Larson, Columbia, South Dakota

Alpha, both as a symbol and term, is used to refer to or describe a variety of things, including the first or most significant occurrence of something. Those of us who have heard Dr. Kohl many times are familiar with his term, "Alpha Farmers". For this first-time session (we hope to follow these pups over the coming decades) we combed the Midwest to find the youngest, toughest, smartest and most successful young farmers to see how they use technology, market their production, what their business objectives are, and what they think about their banker. We call them *Alpha Pups* because they are leading everyone who farms or ranches into the 21st Century. If you don't understand them, don't know them, or don't want to bank them, you won't survive in this market.

Panel sponsored by



JOHN DEERE
FINANCIAL



The American Farmer

Paul Mobley, Author/Photographer

An award-winning photographer, Mobley has traveled the world over to capture and celebrate humanity. In 2005, Mobley set out to capture the soul of rural America. Traveling across the country with his camera, he was welcomed into the homes of more than 300 farm families who shared their personal histories. The result is his book, *American Farmer: The Heart of Our Country*, vividly telling the story of America's farmers through compelling photography that will make you even more proud to finance America's heartland.

5:15 – 6:15 p.m.

Farewell Reception with Exhibitors

Exhibit Hall: North Ballroom, Ballroom Level

WEDNESDAY, NOVEMBER 12

7:00 – 11:00 a.m.

Registration Open

CenturyLink Center Omaha, Ballroom Level

7:00 – 8:00 a.m.

Continental Breakfast

Ballroom Foyer, Ballroom Level

8:00 a.m. – 10:15 a.m.

General Sessions

South Ballroom, Ballroom Level

Sustainability—A Real Deal?

Chuck Cruickshank, Consultant, Driving Consumer Confidence in America's Dairy Producers and Dairy Products, Ham Lake, Minnesota

Consumers are demanding that agriculture respond to their concerns about animal welfare and sustainability. Agriculture is ultimately a consumer driven business. While there has been and likely always be some conflict between the producers and the consumers, ultimately the customer is always right, and always wins. Our speaker has worked on sustainability and animal welfare issues from the farming and processing side for years. His unique insights, focused on the lender, will provoke new thinking on these complex issues.

Straight Talk and Straight Actions

David M. Kohl, Ph.D., Professor Emeritus, Agricultural and Applied Economics, Virginia Tech, AgriVisions, LLC, Blacksburg, Virginia

Every year we track down Dr. Kohl and ask him the perennial question, "Dave, what are you going to talk about at the conference this year?" This year was no exception when we finally caught up with him outside of Spearfish, South Dakota. When asked, Dave said, "We are nearing the end of the greatest boom in agriculture in my lifetime, and in the lifetimes of everyone who will be at the conference this November. I want the audience to know that when it does end, that is when the value of ag bankers will never be greater to the farmers and ranchers who are their customers. The future will require straight talk and straight actions."

10:15 – 10:30 a.m.

Coffee Break

Ballroom Foyer, Ballroom Level

10:30 – 11:30 a.m.

Closing General Session

South Ballroom, Ballroom Level

Fair Play: The Moral Dilemmas of Spying

James Olson, Author, Professor, George Bush School of Government and Public Service, Texas A&M University, College Station, Texas

A career officer in the Directorate of Operations of the Central Intelligence Agency, Olson is the author of *Fair Play: The Moral Dilemmas of Spying*. In his book, Olson uses fascinating true intelligence operations to illustrate how murky the moral choices can be for a clandestine service member. He asserts that guidelines on what is or is no permissible behaviors should come from the American public and not from within the intelligence community. Born in LeMars, Iowa, the CIA assigned Olson to the George Bush School of Government and Public Service at Texas A&M, where he remains today teaching courses in cold war intelligence, U.S. national security and international crisis management.





Alpha Pup Farmers

Farming Bigger, Stronger, Faster and Smarter
Than Any Generation
of American Farmers in History

The Brodersen Family – Randolph, NE













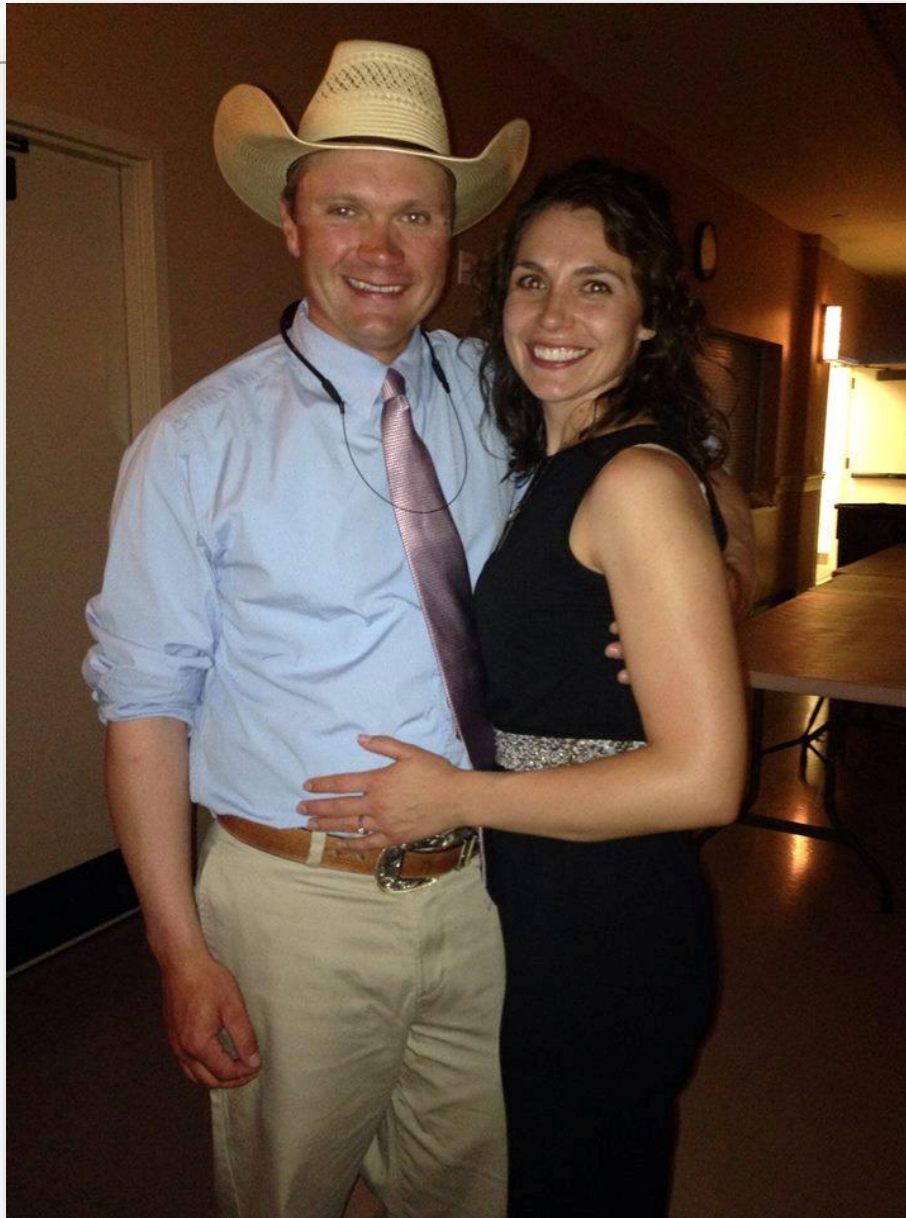
The Coulter Family – Brusett, MT













The Larson Family – Columbia, SD













The Really Big Things I Got from the 2014 ABA National Agricultural Bankers Conference

- The great 21st century agricultural super cycle has either ended or is mighty tired.
- Some farmers may experience repayment difficulties as early as 2015.
- Interest rates will go up – possibly in mid-2015.
- The decisions farmers have to make as a result of the 2014 Farm Bill are complex – perhaps too complex.
- No Farm Bill payments on 2014 production until sometime in late 2015.
- Technology continues to drive agriculture and technological changes are accelerating.
- A written business plan is still valuable.
- There are a lot of young men and women who are ag bankers today, and that is a good thing.





*A Vital Part of Your
Bank's Equation after Big
Data Analysis*

*ABA National Ag Bankers Conference
November 11, 2014*

Caleb Hopkins . . .

Bank Panel Members

- Mark Litton, EVP, Chief Credit Officer
 - BankWest, Inc., Pierre, SD
 - Total Assets: \$868 million
- Rodger Dean, Executive Vice President
 - First National Bank of Omaha, Columbus, NE
 - Total Assets: \$16 billion
- Caleb Hopkins, Loan Officer
 - Westside State Bank, Westside, IA
 - Total Assets: \$87 million



Question: Risk Transfer Strategies

- What risks are currently present in your market?
 - How does Farmer Mac figure into the bank's overall risk transfer strategies?

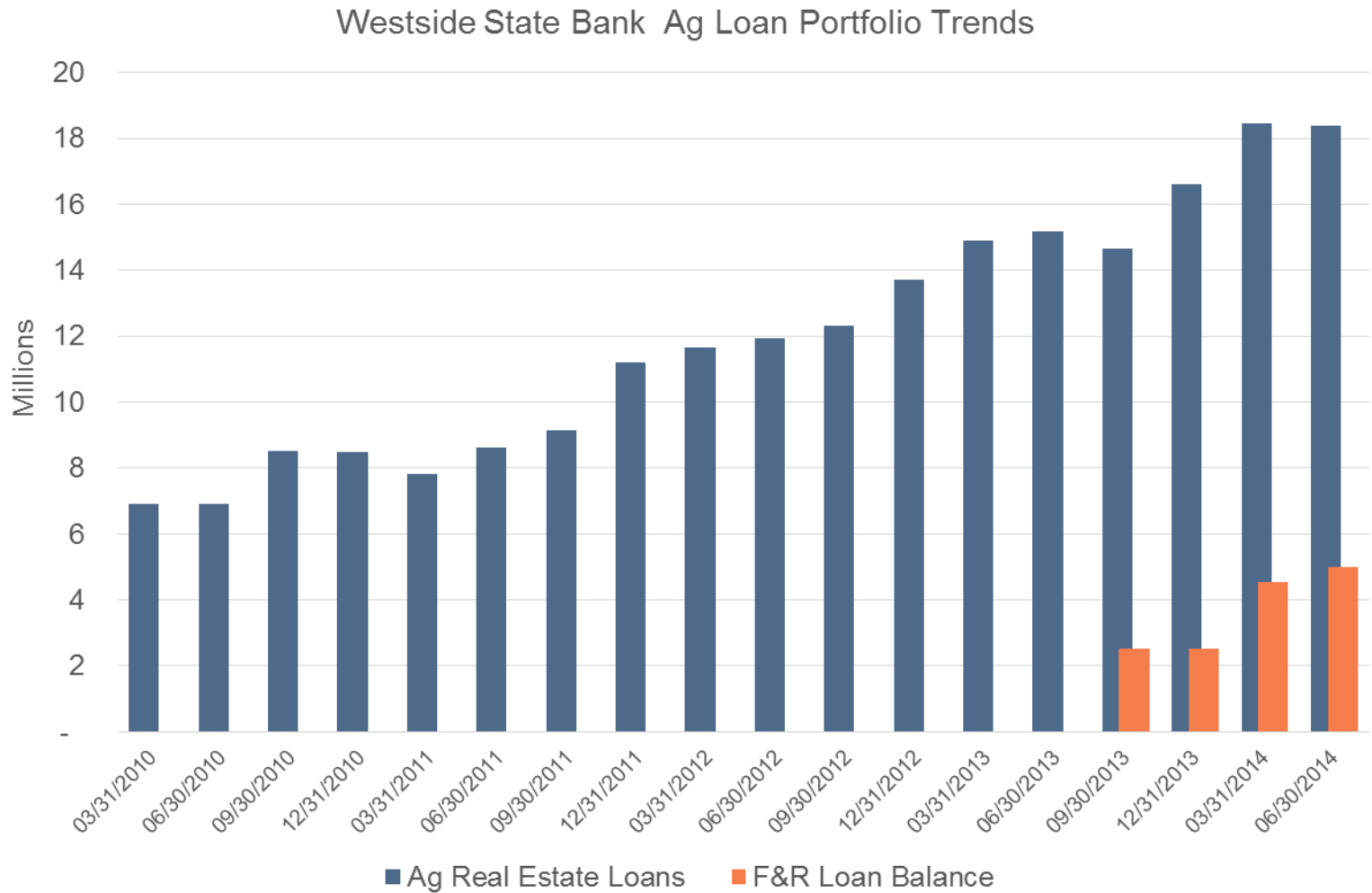


Question: Bank's Ag Portfolio

- What effect has the use of Farmer Mac products had on your own portfolios?
 - Has your ag portfolio remained stable as you have adopted secondary market strategies?
 - Have you experienced portfolio runoff?



Question: Bank's Ag Portfolio



Questions: Profitability

- Are your secondary market transactions profitable?
 - What are your strategies for origination fees and servicing fee income?
 - Is this non-interest income noticeable within the bank?



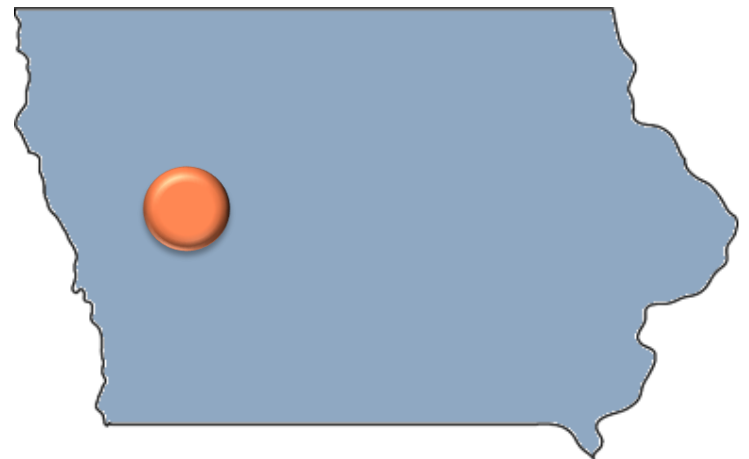
Recent Transactions- Iowa

Transaction Details

- Full Underwrite
- Loan Amount: \$1,261,000
- 5 yr. ARM, 15 yr.
- Semi-Annual Payments
- 34% LTV on 307 ac.
- Standard Pricing
- 3.82% Note Rate
- *0.40% Field Servicing Fee*
- ***\$59,668 estimated Seller income for life of loan***
- *Timeline: 86 calendar days*

Peer Analysis Data

- Commodity:
 - Grain
- Region:
 - Mid-North



Takeaways from the conference?





Questions?



Thank You

Contact Us: www.farmermac.com

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