

Northwest Agriculture Conference

Program:

May 2-3, 2017

Location:

Springhill Suites
7048 W. Grandridge Blvd.
Kennewick, WA 99336
(509) 820-3026

Lodging Location:

Hilton Garden Inn
701 North Young Street
Kennewick, WA 99336
(509) 735-4600 (reference
WBA17)

FEES:

Register By 4/18 After 4/18

WBA/OBA Member: \$525 \$575

Non-Members: \$850 \$950

Register early and save!

** Attendance at WBA programs is limited to employees, officers and directors of WBA members, non-members eligible for membership in the WBA and members of other state banking associations which grant reciprocal privileges to WBA members.*

Cancellation Policy: Registrations may be cancelled up to seven days prior to the conference. All cancellations have a \$50 charge. No cancellations within the seven day period will be accepted; however, a substitute may attend.

Registration Form

Please complete the following information:

Name _____

Title Bank/Firm _____

Work Address _____

City/State/Zip _____

Phone _____

Fax _____

Email _____

Register: registration@wabankers.com

For more information:

Mail: 1601 Fifth Avenue, Suite 2150, Seattle WA 98101.

Call: (206) 447-1700. **Fax:** (206) 223-6453.

Total Payment Amount \$ _____

Credit Card # _____

VISA Mastercard Expiration Date _____

Name on Card _____

2017 Northwest Agriculture Conference



WASHINGTON
BANKERS ASSOCIATION

1601 Fifth Avenue
Suite 2150
Seattle, WA 98101
www.wabankers.com



Northwest Agriculture Conference

May 2-3 2017

Springhill Suites

Kennewick, WA

OREGON
BANKERS
ASSOCIATION
The Voice of Oregon Banking • Since 1905



WASHINGTON
BANKERS ASSOCIATION

Who Should Attend?

Targeted to ag lenders, credit managers and analysts, this conference is also designed for any lender who manages ag credits. This conference presents information against the backdrop of general macro-economic forces. Highlighting numerous outstanding national and local speakers, attendees will gain insight on a local, regional, and national scope.

WBA and OBA would like to thank the following sponsors for their support of this event:

Farmer Mac
WBA PROS

For sponsorship opportunities, contact Donna Madsen at donna@wabankers.com or (206) 344-3484.

Tuesday, May 2

8:00 - 8:30 Registration & Continental Breakfast

8:30 - 9:45 Welcome

Liz Wilson, Executive Vice President, Washington Bankers Association, Seattle, WA

Nancy Boettcher, Vice President, Commercial Loan Officer, INB, Kennewick, WA; Agriculture Committee Chair

Ag Banking in the Post Farm Boom Economy

John Blanchfield, National Ag Banking Expert, Owner, Agricultural Banking Advisory Services, Damascus, MD

Farm income in 2017 will look a lot like it was in 2016. There is no great change on the horizon that will bail agriculture out of another poor earnings year. As cash flows get tighter, and asset values shrink bankers and their customers will have to make more difficult financial adjustments. A renewed focus by bankers on loan policy and a refinement of lending practices is the bitter medicine this farm economy requires. Challenges will be many this year as we try to understand the policies of a new Administration, new leadership at USDA, and new fiscal policy. Successful bankers and their customers will make adjustments.

9:45 - 10:15 The Seasonal Agricultural Workforce After Trump

Dan Fazio, CEO, WAFLA, Lacey, WA

The labor shortage is the number 1, 2, and 3 concern for every labor intensive farmer. To make matters worse, a significant percentage of the current seasonal workforce is not authorized to work in the U.S. Add the new administration to the mix: Will they be farmer friendly or immigrant unfriendly? Dan Fazio, a seasoned labor attorney and the CEO of the largest H-2A provider west of the Mississippi, is working hard to make sense of the immigration and the labor shortage. You won't want to miss his insights.

10:15 - 10:30 Coffee Break

10:30 - 11:00 Northwest Legislative and Political Update

Denny Eliason, WBA Lobbyist, Principal, Alliances Northwest, Tacoma, WA

11:00 - 11:45 An Overview of Growth in Washington Agriculture

Derek Sandison, Director, Washington State Department of Agriculture, Olympia, WA

Washington's agricultural industry is highly dynamic. Over 300 different crops or commodities are grown or produced in Washington making our state's agricultural industry one of the most diverse in the nation. Washington's agricultural industry is vitally important to the state's economy and directly supports approximately 160,000 jobs. About 30% what is grown or produced in Washington State is exported overseas. In 2016, that amounted to about \$6.75 billion worth of agricultural products and food being exported. The health of our agricultural economy is affected by a number of factors including demand, commodity prices and related commodity production levels, trade policy, the strength of the U.S. dollar, regulatory policy, and many other factors. The effect of some of those factors on the growth of Washington's agricultural industry will be evaluated.

11:45 - 12:45 Luncheon

12:45 - 1:30 Accounting Update: Income Tax Reform and How it Will Affect Our Farmers

Paul Neiffer, CPA, CliftonLarsonAllen, Yakima, WA

Although income tax reform has not yet been finalized, we have a fairly good idea what it might look like. This update will examine the major tax reform initiatives and how they will affect Washington state farmers.

1:30 - 2:15 Water Rights and Columbia River Updates

Thomas Tebb, Office of Columbia River, WA, Department of Ecology, Union Gap, WA

Water rights are extremely important for agriculture businesses. As the leader of the Department of Ecology for the Office of the Columbia River, Thomas Tebb understands water supply projects in the area and will share his unique insights into the complex nature of water rights.

2:15 - 3:00 Maintaining the Flow: The Snake River Dams As Part of Washington's Transportation System

Madi Clark, Agriculture Research Director, Washington Policy Center, Pasco, WA

3:30 - 5:00 Tour of Zen-Noh Hay, Inc.

*2444 East Dock Street, Pasco, WA
Buses depart at 3:15 pm and 4:00 pm*

5:00 - 8:00 Reception & Dinner at Gordon Estate Wine Bar

Wednesday, May 3

7:00 - 8:00 Hearty Breakfast Buffet

8:00 - 10:00 Agriculture & Ag Lending at the Crossroads

Dr. Dave Kohl, Professor Emeritus, Virginia Tech, Department of Agricultural and Applied Economics, Blacksburg, VA

Dr. Kohl will discuss the characteristics of the top and bottom twenty percent of agricultural producers. What are the characteristics of customers headed for the off ramp? How can lenders tell which customers are financially vulnerable versus resilient and agile? Find out the new methods of calculating burn rate on working capital and core equity that will be critical in working with your customers. Be sure to come to this high-energy session that will provide tools and techniques that you can take back to your lending institutions.

10:00 - 10:15 Coffee Break

10:15 - 11:30 Panel

Dr. Dave Kohl, Professor Emeritus, Virginia Tech, Department of Agricultural and Applied Economics, Blacksburg, VA

Jack Field, Executive Director, Cattle Feeders Association, Yakima, WA

Matt Harris, Director of Government Affairs & Assistant Executive Director, Washington State Potato Commission, Moses Lake, WA

What does the outlook for agriculture look like in 2017? With all the changes occurring in D.C., what outcomes can we anticipate? How is it going to affect the bottom line? A panel of industry experts will discuss their insights on issues like trade, labor, regulations, prices and much more.

11:30 Closing Comments and Adjourn

Optional Jet Boat Tour

Join us for a narrated boat tour up the Columbia River, on Monday, May 1, as well as a guided walking tour of Hanford Reach from noon to 4 p.m.
Cost is \$87 per person, \$10 extra for lunch.

Register online at s.wabankers.com/agconf