

LOCATION

The Agricultural Lending Development Program Year 1 classes will be held at **Anthology Event Center**, located at 706 Williams Blvd. in Richland, WA. Classes will include a field trip to agricultural sites throughout the area.

CAPSTONE & PREWORK

The capstone is the culmination of the week-long program, providing students the opportunity to apply techniques learned throughout the week during a credit presentation case on a case study provided before the course begins.

Students are asked prior to the course, to read and be familiar with the case study used in Friday's class. Students are also encouraged to discuss the case study with senior ag lenders at their institution.

LODGING

WBA has a block of rooms at the Homewood Suites Richland, located half a mile from the venue, for \$139 plus tax per night. Reserve your room by calling (509) 371-1550 and let the agent know you are with the WBA group. For other hotel information, please contact WBA staff.

ADVISORS

A critical piece of the success of the WBA Development Programs is the program's advisor. The advisors are: **Curt Covington**, Senior Vice President for Agricultural Finance at Farmer Mac, and **Roy Martin**, Senior Vice President, Credit and Counterparty Risk, Bank of the West.

Students are encouraged to connect with their advisors with any questions they have about the program or class materials.

COST FOR PROGRAM

Registration must be received by August 28 to qualify for early bird pricing.

- WBA/OBA/IBA/MBA/UBA Members*: \$2,450 early bird, \$2,950 regular
- Non Members: \$3,450 early bird, \$3,950 regular

REGISTRATION FORM

(photocopy for additional registrants)

Name _____

Title _____

Bank/Firm _____

Work Address _____

City/State/Zip _____

Phone _____

Cell Phone _____

Email _____

Manager Name _____

Title and Bank _____

Phone Number _____

Email _____

Enclosed is a check for \$ _____

or

VISA/Mastercard # _____

Expiration Date _____

Name on Card _____

Register: registration@wabankers.com

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

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

learn more online www.wabankers.com

*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: For all cancellations that occur up to seven days prior to the start date, a \$50 cancellation fee will be charged. For cancellations with less than seven days notice, there will be no refunds. A substitute can attend at no fee. For cancelled courses and/or seminars, full fees will be refunded. Cancellation Procedure: Cancellations must be sent in writing to the WBA office via email, fax, or mail. No refunds will be granted until a written cancellation request is received by WBA.

AGRICULTURAL LENDING DEVELOPMENT PROGRAM

YEAR ONE



WHO SHOULD ATTEND?

The **Agricultural Lending Development Program** is designed for agriculture lending professionals, credit analysts, accountants, commercial loan officers and managers, loan review officers and branch managers. In order to obtain the greatest benefit from this course, participants should have a general understanding of accounting and have a basic understanding of financial statements and credit analysis.



MONDAY, SEPTEMBER 11

8:00 - 9:30 am General Session: U.S. Agriculture Outlook 2017

John Blanchfield, Principal, Agricultural Banking Advisory Services, Damascus, MD

Dive into the first session looking at the current state of agriculture in the U.S. and what to expect in the future, as well as trends and issues facing the agriculture industry and specific issues concerning the Pacific Northwest.

9:30 - 10:30 am Integrated Approach to Financial Statement Analysis

Curt Covington, Senior Vice President, Federal Agricultural Mortgage Corporation, Washington, D.C.

As agriculture consolidates, small borrowers get bigger and bigger, borrowers diversify, it is important for lenders to understand how this affects their financial reporting. Requirements include better reporting and many institutions are playing catch-up. This session will include learning about key elements that bring together quality financial statements with stronger financial analysis.

10:30 - 10:45 am Coffee Break

10:45 - 12:00 pm Integrated Approach to Financial Statement Analysis

12:00 - 1:00 pm Lunch

1:00 - 3:00 pm Integrated Approach to Financial Statement Analysis

3:00 - 3:15 pm Break

3:15 - 5:00 pm Integrated Approach to Financial Statement Analysis

5:00 - 6:00 pm Welcome Reception

TUESDAY, SEPTEMBER 12

8:00 - 10:00 am Agricultural Risk: Can't Live With It; Can't Lend Without It

Clive Humphrey, Director, 360 Credit Training Limited, Lapworth, U.K.

The day with Clive Humphrey will involve a wide-ranging discussion of the many risk factors facing the ag lender in today's complex agricultural credit markets. He will address a variety of risk mitigation tools available to lenders. Students will learn ways to simplify the process of risk analysis and how to apply a consistent risk analysis approach.

10:00 - 10:15 am Coffee Break

10:15 - 12:00 pm Agricultural Risk: Can't Live With It; Can't Lend Without It

12:00 - 1:00 pm Lunch

1:00 - 3:00 pm Agricultural Risk: Can't Live With It; Can't Lend Without It

3:00 - 3:15 pm Break

3:15 - 4:30 pm Agricultural Risk: Can't Live With It; Can't Lend Without It

4:30 - 5:00 pm Wrap-Up and Questions

WEDNESDAY, SEPTEMBER 13

7:45 - 8:35 am Good Crop, Bad Crop: What to Look For When Inspecting Crops and More

Roy Martin, Senior Vice President, Credit and Counterparty Risk, Bank of the West, Fresno, CA

Collateral is a key element of ag lending. What are we looking for in the field? In this session, learn about techniques to use when visiting customers in the field.

8:45 - 12:00 pm Field Trip: WSU Experiment Station and Boogards Dairy Farm

*Roy Martin, SVP Credit and Counterparty Risk, Bank of the West, Fresno, CA
Nancy Boetcher, SVP, Commercial Banker, INB, Kennewick, WA
Colin Mears, Collateral Inspector, KeyBank, Yakima, WA*

This tour of the WSU Experiment Station and Boogards Dairy

Farm will give students an opportunity to see first-hand inspection techniques, as well as learn from experienced field officers. *NOTE: Students should be prepared for hot weather and in-field conditions by wearing hats and closed-toed shoes.*

12:30 - 1:00 pm Boxed Lunch on Bus Tour

1:30 - 3:00 pm Dairy Budgeting Tools & Techniques

Roy Martin, Senior Vice President, Credit and Counterparty Risk, Bank of the West, Fresno, CA

This session will explore best practices in the development and use of dairy farm budgets for monitoring loan performance.

3:00 - 3:15 pm Break

3:15 - 4:30 pm Dairy Budgeting Tools & Techniques, Intro to Crop Budgeting

Roy Martin, Senior Vice President, Credit and Counterparty Risk, Bank of the West, Fresno, CA

This session will continue to explore best practices in the development and use of various ag farm budgets for monitoring loan performance. Students will also learn about inspection of crops.

4:30 - 5:00 pm Wrap-Up and Questions

THURSDAY, SEPTEMBER 14

8:00 - 10:00 am Clause & Effect: Anatomy of a Good Deal Gone Bad

*Hal Bolen, Esq., Bolen, Fransen & Russell LLP, Fresno, CA; Moderator
Dave Hague, Retired Senior Credit Officer, Farm and Business Planning Consultant, Murietta, CA
Phil Kunkel, Principal, Gray Plant Mooty, St. Cloud, MN
Steve Turner, Partner, Baird Holm, Omaha, NE*

This session brings together legal minds and bank workout specialists to look at several case examples of loans where mistakes were made in due diligence, loan structure, deal points, securitization, documentation and client management. This will be an interactive session.

10:00 - 10:15 am Coffee Break

10:15 - 12:00 pm Clause & Effect: Anatomy of a Good Deal Gone Bad

12:00 - 1:00 pm Joint Lunch with Year 2 Students

1:00 - 3:00 pm Making Good Use of Good Financial Ratios

Clive Humphrey, Director, 360 Credit Training Limited, U.K.

Any good banker can calculate a set of financial ratios. This session gets to the root of what ratios mean in terms of the borrower's financial performance and what ratios are most important when setting financial covenants.

3:00 - 3:15 pm Break

3:15 - 4:30 pm Making Good Use of Good Financial Ratios

4:30 - 5:00 pm Wrap-Up and Questions

FRIDAY, SEPTEMBER 15

8:00 - 10:00 am Capstone

*Dave Hague, Retired Senior Credit Officer, Farm and Business Planning Consultant, Murietta, CA
Danny Odom, Senior Underwriter, Bank of the West, Fresno, CA*

This session provides students with the opportunity to apply credit risk principles discussed during the week. Students will be asked to prepare a credit presentation based on a case study.

10:00-10:15 am Coffee Break

10:15 - 12:00 pm Capstone Conclusion and Closing Comments