

**New Wednesday-
Thursday
format for 2016**

Wyoming Bankers Association

Presents

2016 AGRICULTURAL BANKERS CONFERENCE



May 18-19, 2016
(Wednesday - Thursday)

Central Office Gymnasium
108 N. 4th Street
Sundance, Wyoming



Golf Tournament Tuesday, May 17, 2016 - Sundance Country Club,

1612 E. Cleveland - 12:30 p.m. shotgun start. See Registration Form.



Wednesday, May 18, 2016 - CENTRAL OFFICE GYMNASIUM

7:30 a.m.

Registration & Continental Breakfast

8:00 a.m.

Welcome Remarks: WBA Ag Committee Chairman: Ty Krell, Sundance State Bank, Sundance
WBA Executive Director, Mike Geesey, Cheyenne

8:15—11:00 a.m.

“Positioning for Success in the Economic Reset”

The great commodity super cycle is in the rear view mirror. The economic transition is in full gear impacting individual customers’ bottom lines and asset values as well as banks’ agricultural portfolios. The duration and depth of the economic reset is unknown. This session will examine global and domestic economic trends that will be bellwethers of economics in the agricultural and rural landscape. Oil prices, interest rates, and land values will be discussed. How are these factors impacting individuals’ economic fortunes? A special screening guide will be presented that will enable bankers to determine which customers are likely to be viable and sustainable in the future. Key financial metrics and guidelines will be presented that can be take home tools in working with customers through these economic cycles. Come to this high energy event for financial and management practices in an environment that has a surprise around corner.

Dr. David Kohl, Professor Emeritus in the Agricultural and Applied Economics Dept.
Virginia Tech, Blacksburg, VA

10:00 - 10:15 a.m.

Refreshment Break - *Sponsored by Central States of Omaha*

11:00 - 12:00 noon

“Muddling Through—Looking for the Right Opportunities in a Tougher Environment”

As exciting as the last ten years have been in agricultural banking, the next ten could be equally less fun. Look at every farm publication in the country and the message is clear: The Boom is Over. For bankers, the pressure is on you to respond to your customer's biggest question: Why me? Bankers who are creative, who have sharp analysis skills, have strong lending policies in place, and who work for management that is supportive, there will be many opportunities to pick up new business from customers who need real help. Blanchfield comes back to Wyoming with a message that he hopes is positive, relevant and actionable, but 2016 is going to be a tough year for everyone in farming and in agricultural banking. Together we will muddle through.

John Blanchfield

Agricultural Banking Advisory Services, Damascus, MD

12:00 noon

Lunch - *Sponsored by Farmer Mac - Washington, D.C.*

Luncheon Speaker: “Spring/Summer Outlook 2016”

Don will take a look at long range weather trends for Spring/Summer 2016 for Wyoming and the region.

Don Day, Jr., President & Meteorologist

DayWeather, Inc., Cheyenne, WY

1:30 - 3:00 p.m.

“Discovering Your Influential Power”

What’s the most valuable tool you can use to make your operation a success? It is your story. Consumers are asking more questions these days about where their food comes from and how it is raised, and they don’t always get their information from credible sources. It is up to us as producers of food and fiber to tell our positive story of production agriculture. In this keynote, the Hadrick’s share with their audiences what it means to be an influential person and gives you the tools to effectively tell their story.

Troy & Stacy Hadrick

Advocates For Ag, Faulkton, SD

3:00 - 3:15 p.m.

Refreshment Break - *Sponsored by Nu Source Financial LLC.*



3:15 - 3:45 p.m.

“Wyoming Agriculture in Action”

Wyoming Agriculture in the Classroom (WAIC) is committed to raising the next generation of youth to be knowledge, capable stewards of Wyoming’s resources. Find out the current programs of WAIC and how you can make a difference in your community.

Jessie Dafoe, Executive Director

Wyoming Ag in the Classroom, Cheyenne, WY

3:45 - 4:15 p.m.

“Outlook for Wyoming’s Mining Industry”

Summary of the outlook for Wyoming’s coal, bentonite, uranium and trona mining industries.

Jonathan Downing, Executive Director

Wyoming Mining Association, Cheyenne, WY

Wednesday, May 18, 2016 Continued - CENTRAL OFFICE GYMNASIUM

- 4:15 - 5:00 p.m. **“Rare Earth Minerals & Mining in Wyoming”** *(Invited)*
George Byers, Vice President—Government & Community Relations
Rare Element Resources Inc., Lakewood, CO
- 5:15 - 6:15 p.m. **RECEPTION AT THE LONGHORN**
Sponsored By Bankers' Bank of the West, Denver, CO

Thursday, May 19, 2016 - CENTRAL OFFICE GYMNASIUM

- 7:00 - 8:00 a.m. Breakfast Buffet
- 8:00 - 9:00 a.m. **“Introduction to Plank Stewardship Initiative and our Programs”**
John Heyneman, Executive Director
Plank Stewardship Initiative, Sheridan, WY
- “Unit Cost of Production—Finding the profit drivers in a ranch business”**
Using the Unit Cost of Production model for ranching businesses, we will examine this powerful managerial accounting tool for finding the profit drivers. We will also share key benchmarks for profitability of a cow-calf operation developed from participating operations.
Dallas Mount, Extension Educator
University of Wyoming, Wheatland, WY
- 9:00 - 10:00 a.m. **“Agricultural Conservation Easements”**
An overview of agricultural conservation easements. The role of land trusts, landowners, and government agencies. Discussion of how agricultural conservation easements can be an estate planning tool.
Bo Alley, Executive Director
Wyoming Stock Growers Land Trust, Cheyenne, WY
Mantha Phillips, Chairman of the Board
Wyoming Stock Growers Land Trust, Casper, WY
- 10:00 - 10:15 a.m. Refreshment Break -*Sponsored By Central States of Omaha*
- 10:15 - 10:45 a.m. **“A Family Affair”**
Jim will talk on how the family started out and how the business has endured, as well as setting up the business for future generations to come. Maneuvering the company through the changing times and challenges of timber supply (Healthy Forest) on Federal Lands.
Jim D. Neiman, President & CEO
Neiman Enterprises, Inc., Hulett, WY
- 10:45 - 12:00 noon **“The Chickenization of the American Rancher”**
The meat packing business has been concentrated almost entirely into the hands of four corporations with global reach, Cargill, Tyson JBS and National Beef. The Global Roundtable for Sustainable Beef was formed in 2012 to facilitate collusion within the beef supply chain. Using their powerful market positions, these packers, together with such other players as McDonald's, Walmart, Rabobank and the World Wildlife Fund admit they are working to impose social, economic and environmental restrictions on the entire beef supply chain, all in the name of "sustainability." Unchecked, they will soon enjoy near total control of not only the food supply chain but all agriculturally productive land and water usage.
Tracy Hunt, Attorney & Rancher
Hunt Law Firm & MW Ranch, Newcastle, WY
- 12:00 noon **Adjourn**

2015-16 Ag Committee
CHAIRMAN: TY KRELL, SUNDANCE STATE BANK, SUNDANCE

Vice Chair: Ken King, First Interstate Bank-Riverton
 Stephanie Arnold, Bank of Commerce - Rawlins
 Steve Feagler, First State Bank-Torrington
 Keith Geis, Platte Valley Bank-Wheatland
 David Hansen, Pinnacle Bank Wyoming-Torrington

Mike Morrison, First State Bank-Newcastle
 Marlin Norling, First Interstate Bank-Sheridan
 Scott Pettit, Community First Bank-Lander
 Dusty Porter, Jonah Bank Wyoming-Casper
 Brett Malm, Platte Valley Bank-Torrington

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Reception



Jeff Bensen
 Banker's Bank of the
 West
 Denver, Colorado

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*Golf Tournament Coordination & Beverages
 Breaks throughout Conference*



Scott Sexson
 Central States of Omaha

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Thursday Luncheon



Larry Jones
 Farmer Mac, Washington, D.C.

Exhibitor

Lisa Johnson
 Wyoming Business Council



Exhibitor

Mark Huston
 Wyoming Smart Capital Network



Exhibitor

Kurt Campbell
 Big Iron Online Auction, Inc.



Exhibitor

Curt Cox
 Wyoming Livestock Roundup



Exhibitor

Lucy Pauley
 Wyoming Agriculture & Natural
 Resources Mediation Program



Speaker Bios



David Kohl ~ David Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from Cornell University. For 25 years, Kohl was Professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Virginia. He was on special leave with the Royal Bank of Canada working on advanced initiatives for two years, and also assisted in the launch of the successful entrepreneurship program at Cornell University. Kohl is Professor Emeritus in the Agricultural and Applied Economics Department at Virginia Tech. Kohl has traveled almost 9 million miles throughout his professional career! He has conducted more than 6,000 workshops and seminars for agricultural groups such as bankers, Farm Credit, FSA, and regulators, as well as producer and agribusiness groups. He has published four books and over 1,500 articles on financial and business-related topics in journals, extension, and other popular publications.

Kohl regularly writes for *Corn and Soybean Digest*, and other ag lending publications. He has received 11 major teaching awards while teaching over 10,000 students, and 18 major Extension and Public Service awards from Virginia Tech, Cornell University, and state and national organizations. Kohl is a two-time recipient of the prestigious American Agricultural Economics Association's Outstanding Teaching Award. Kohl is one of only five professors in the nearly 100-year history of the Association to receive the award twice. He received the Governor's award for his distinguished service to Virginia agriculture, the youngest recipient to receive this award. Kohl was recognized as one of 30 leaders who are the brains behind innovative business management and economic information that agriculture uses today. He also has been named one of 7 economists and bankers who challenge the status quo. Kohl has addressed the American Bankers Agricultural Conference for more than 35 consecutive years, and has appeared before numerous state bankers' schools and conferences throughout the U.S., Canada, Mexico, and the world. He has also been one of the top rated instructors at the LSU and Colorado Graduate Schools of Banking, and is Chancellor of Farm Credit University, which has trained over 700 lenders using an online and face-to-face educational approach. As facilitator of the United States Farm Financial Standards Task Force and member of the Canadian Agricultural Financial Standards Task Force, Dr. Kohl was one of the leaders in establishing guidelines for the standardized reporting and analysis of agricultural producers' financial information on a national and international basis. The Kohl Agribusiness Centre has been established in the College of Agriculture and Life Sciences at Virginia Tech in honor of his long-term commitment to practical teaching, research, and extension. Kohl is currently President of AgriVisions, LLC, a knowledge-based consulting business providing cutting-edge programs to leading agricultural organizations worldwide. He is also a business coach and part owner of Homestead Creamery, a value added dairy business in the Blue Ridge Mountains. If you would like to keep up with Kohl's information and perspectives, you can find his weekly columns on the following websites: *Ag Globe Trotter*: www.northwestfcs.com; *Macro Clinic Video Blog*: <http://www.agstar/edge/Road> *Warrior of Agriculture*: www.cornandsoybeandigest.com; *Dave's GPS*: www.farmermac.com.

John Blanchfield ~ John Blanchfield owns Agricultural Banking Advisory Services, an independent consultancy that is dedicated to helping ag bankers and their customers better understand the intersection of policy and the real agricultural economy. John has been involved in agricultural banking and finance for nearly 40 years. After 25 years of service he recently left the American Bankers Association where he oversaw all agricultural banking policy for the association. While at ABA Blanchfield delivered over 500 speeches on agricultural banking and policy around the US and the world, was interviewed by hundreds of publications, and made numerous radio and television appearances. For many years Blanchfield served on the CFTC AG Advisory Committee, and the Agricultural Advisory Board of the CME Group. He is a member of the World Bank's AgriFin Steering Committee, and is on the faculty of the National School for Advanced Agricultural Lenders. He and his wife live in Maryland and Custer, South Dakota.



Troy & Stacy Hadrick ~ Troy & Stacy Hadrick are passionate about agriculture. They both grew up on farming and ranching operations in South Dakota and have roots in American agriculture that go back several generations. In fact, the common bond of agriculture is how they first met as teenagers. In 1998, they graduated from South Dakota State University, Stacy with a B.S. in Ag Econ and Ag Business degrees and Troy with a B.S. in Animal Science. They returned to ranch with Stacy's family in western South Dakota on a cow/calf operation. Right away, Troy and Stacy became active in Farm Bureau's Young Farmers and Ranchers program. They were able to expand their leadership experiences and talent for

speaking in front of people. Being a leader in agriculture is not an easy job, especially when you are younger and trying to get started in agriculture. Troy & Stacy took advantage of some fantastic opportunity to expand their knowledge of agriculture and saw the need to become advocates for agriculture. Troy and Stacy realized right off the bat that the best way to combat negativity toward agriculture was to stand up and tell your own story. No one can dispute your story. It is Yours. But for far too long, those of us in agriculture have been letting someone else do the talking for us. They also realized that they can't do it all themselves. In 2006, Troy and Stacy decided that they needed to share the importance of standing up and telling the story of agriculture with producers. What started out as a 25 minute speech at the South Dakota Women in Agriculture Conference has evolved into Advocates for Agriculture. Word traveled fast about this young couple in South Dakota and soon they were being asked to speak to locations across the United States, Australia and Canada. Troy and Stacy know first hand how busy producers are, so every presentation gives them tools they can use on a daily basis and the motivation to stand up and tell their own story. Although there is a long fight ahead of us, those who are using Troy and Stacy's techniques are seeing amazing results and having fun doing it! They are active in South Dakota Farm Bureau and the South Dakota Cattlemen's Association. Through Farm Bureau, Troy and Stacy have both won the State Discussion Meet and as couple they won the State Excellence in Agriculture Award. In 2004, they were awarded the National Excellence in Agriculture Award from the American Farm Bureau Federation. Because of these awards, both Troy and Stacy were chosen to participate in Farm Bureau's most prestigious leadership training program, Partners in Agricultural Leadership (PAL). In 2010 the Hadrick's were chosen by BEEF Magazine as their Trailblazer Award winners. Troy and Stacy farm and ranch in North Central South Dakota with Troy's family where they raise cattle, corn, soybeans and wheat. The Hadrick's have three children, Teigen, Olivia and Reese.

Speaker Bios Continued



Don Day, Jr. ~ Don is a professional meteorologist, and owner of DayWeather, Inc. a professional weather forecasting and consulting firm he started in Cheyenne, Wyoming in 1992. DayWeather provides weather forecast services for over 70 radio stations across the Rocky Mountain West. DayWeather also provides forecasts to many newspapers, aviation, construction and agricultural clients. Don specializes in weather forecasting for competitive gas balloon events and stratospheric airship and stratospheric balloon flights. Don and his wife Heather live in Cheyenne, WY with their daughter Kinsale.

Jonathan Downing ~ Jonathan Downing is Executive Director of the Wyoming Mining Association. The Wyoming Mining Association (WMA) is an industry association representing mining companies, contractors, vendors, suppliers and consultants in the State of Wyoming. Prior to joining the WMA, Downing represented the Wyoming Contractors Association from 2004 – 2014. He served as a Policy Analyst for the Wyoming Department of Workforce Services and as the principal advisor for the Governor's Workforce Development Council. Downing previously worked for U.S. Senator Mike Enzi, Governor Jim Geringer, Secretary of State Joe Meyer, and the Wyoming House of Representatives. He has previously served on U.S. Senator John Barrasso's kitchen cabinet. He has over twenty years of experience strategically managing local, state and federal political issues. He earned a B.S. in Finance and a Master of Business Administration from the University of Wyoming. Downing currently serves on the Wyoming's Public Safety Communications Commission (appointed by Governor Mead). Downing has previously served on the following boards: the Associated General Contractors of America, Executive Leadership Council Board of Directors, USS Wyoming Commissioning Committee, Inc., the Wyoming State Society, the Wyoming Republican Party State Central Committee, the Wyoming Society of Association Executives, and the Wyoming Tribune Eagle Editorial Board. He has been a volunteer in several community and statewide activities and organizations. He is a past recipient of the Casper Star Tribune's *Top 40 Under Forty*.



John Heyneman ~ John Heyneman grew up on a registered cattle ranch in southern Montana and is now based in Sheridan Wyoming. John worked on agricultural operations in Brazil and Venezuela before earning his M.S. degree from Montana State University, Bozeman. From 1998 to 2005, John worked on the Padlock Ranch. From 2005 until 2010, he was General Manager of North Rim Ranch LLC, a large cattle ranch and restoration project in northern Arizona and southern Utah. Since returning to Wyoming in 2010 he has been involved in several organizations focusing on economic development. He joined the Plank Stewardship Initiative in 2014. He currently serves on the boards of High Country News, First Interstate Banc System, and Padlock Ranch.

Dallas Mount ~ Dallas Mount serves the Southeast Area of Wyoming as a Livestock Systems Extension Educator with the University of Wyoming. Dallas' background includes ranch work in the cow-calf, yearling, feedlot and hay production segments. He received both his bachelor's and master degrees from Colorado State University. His passions include teaching profit and resource focused ranch management workshops where he constantly learns from innovative ranchers. Dallas co-developed the High Plains Ranch Practicum School, an eight-day systems-based ranch management school focused on economics, range and forage, production and people. Dallas still manages to get his boots dirty as he operates a Management-intensive grazing farm near Wheatland, WY.



Bo Alley ~ Bo is a Wyoming native with deep roots in Wyoming ranching and agriculture. His great-grandfather Jim Grieve (mother's side) began ranching in Natrona County in 1893 on the historic UC Ranch. Later the Grieves purchased and operated the Diamond Ring and the Dumbbell Ranch Company. On his father's side, his grandfather Ralph Alley managed the John Hay sheep company and was very active in the Wyoming sheep industry. Bo is an experienced project manager and business developer, working in the energy, construction, and conservation sectors. In these sectors, Bo has successfully lead complex contract negotiations, land and project acquisitions, public relations, and permitting and entitlement. Immediately prior to joining the Wyoming Stock Growers

Land Trust ("WSGLT"), Bo developed and managed a portfolio of renewable and natural gas-fired power generation development projects across the Western United States for one of the nation's largest Independent Power Producers. Here he identified and engaging business opportunities and assessed markets and policy to inform organizational goals and develop new business opportunities. Since joining the WSGLT in May of 2015, Bo has successfully closed seven conservation easements, totaling nearly 25,000 acres of land. Bo holds a Bachelor of Science in Construction Management from Colorado State University, and is a LEED® Accredited Professional.

Mantha Phillips ~ Mantha Phillips was raised on family ranch at Jay Em, WY and family farm in Torrington, WY. She resides in Casper, WY and has 2 daughters and 4 grandchildren. She is in the ranching and Quarter Horse business. Mantha is a Principal in Merris Group, LLC Real Estate Investments. Her leadership roles include: Chairman Ranchland Succession Program-Wyoming Stock Growers Agricultural Land Trust; Commissioner WY Pari-Mutuel Commission; WY Stock Growers Board of Directors Natrona County; Wyoming Innovative Education Council; Past Chairman of WY Stock Growers Wildlife Committee; Past President of WY Ag in the Classroom; and State Director for Congresswoman Barbara Cubin.



Speaker Bios Continued



Jim D. Neiman ~ Jim D. Neiman is the 3rd generation in his family to work in the forest products industry. His grandfather, A.C. Neiman, started a sawmill in the Black Hills in 1936, and his dad, James S. Neiman, is still actively involved in the family's ranch and timber businesses at the age of 85. The Neiman Family now owns four Forest Products facilities: Devils Tower Forest Products, Hulett, WY; Rushmore Forest Products, Hill City, SD; Spearfish Forest Products, Spearfish, SD; and Montrose Forest Products, Montrose, CO. The Neiman Family also owns Neiman 77 Ranches and The Golf Club at Devils Tower, located in Hulett, WY as well as Heartland Wood Pellets, Spearfish, SD. Jim is a 1974 graduate from the University of Wyoming with a BS degree in Range Management and a minor in Business Administration. He is a past member of the Wyoming Occupational Health & Safety Commission; the Wyoming Economic Development & Stabilization Board; the Independent Forest Product Association; the Enhanced Oil Recovery Commission and the Chairman of the School of Environmental and Natural Resources with the University of Wyoming, past President of the University of Wyoming Board of Trustees and a former director with Summit National Bank. In 1984 Jim received the SBA award for the Small Business Person of the Year. He is very honored that Neiman Enterprises, Inc. has won three prestigious awards – The BBB – Torch Award for Business Ethics and the USFS Stewardship Award and Montrose Forest Products won the 2015 EDIE Company of the Year Award from the Economic Development Council of Colorado. He currently serves on the Hulett Airport Advisory Board, is the Treasurer of the Black Hills Forest Resource Association and a member of the Intermountain Forest Association along with the Federal Forest Resource Coalition. Jim is also one of the members of the Tenth District Economic Advisory Council for the Federal Reserve Bank of Kansas City.

Tracy Hunt ~ Tracy Hunt attended Torrington High School with Kelly Sittner, Gregg Jones, Todd Peterson, Ross Newman, and Cactus Covello, who are all now currently bankers. Tracy attended college at the University of Wyoming, College of Agriculture, BS, Professional Agriculture Economics and University of Wyoming, College of Law, JD. His work experience includes Private Practice Attorney from 1985-Present, Rancher 1985-Present, Weston County and Prosecuting Attorney 1986-1993, Weston County Coroner 2002-2010, Weston County Commissioner 2012-Present, and Wyoming Game and Fish Commission 1994-2000. Tracy, his son, Hans, and wife, Donna own and operate a cow-calf ranching operation in the Black Hills of Wyoming and South Dakota. They run on public, private and leased lands across state borders. Donna also trains horses and is a former Weston County Commissioner. She currently serves on the Wyoming Livestock Board. When Hans is not ranching, he represents Wyoming House District 2 in the Wyoming House of Representatives. He serves presently as the Majority Whip and at 22 years of age, he was the youngest person ever elected to the Wyoming Legislature.

