

Minnesota Agricultural Credit Issues Conference

Best Western Plus Kelly Inn, St. Cloud, Minn. | September 21, 2017

NEW POLICIES, TRENDS AND DEVELOPMENTS IN AG CREDIT

Hear the latest on credit and economic related issues and how they affect your cooperative and members. CEOs, general managers, finance and credit professionals from credit union, Farm Credit, farm supply, livestock, genetics and fuel cooperatives are encouraged to attend.

AGENDA

8 a.m. **Registration**

8:30 a.m. **Welcome and Introductions**

8:45 a.m. **Mitigating Risk at the Cooperative Level**

As a farmer-owned cooperative, your business faces a specific set of challenges. What can your cooperative do to protect itself? Learn how cooperatives are actively managing accounts receivable and communicating with other departments internally. Consider farm succession, transition and estate planning from a cooperative perspective.

Eric J. Beenken, CPA, Manager Agribusiness, CliftonLarsonAllen LLP

9:30 a.m. **Agriculture Economic Update and Forecast**

Agricultural markets remain under pressure in 2017. CoBank will provide up-to-date information and forecasts on the agricultural markets that directly impact producer profitability.

Jason Lueders, Regional Manager, CoBank ACB

10:15 a.m. **Break**

10:30 a.m. **Think Like a Lender, Act Like a Lender**

Learn what steps should be taken to protect your receivables and input liens against competing secured lender interests. Weaver will discuss the basics of the interplay between the bylaw lien and the equity of the member in the cooperative as well.

Peter Nelson, Dorsey Whitney LLP

11:15 a.m. **Minnesota USDA Farm Service Agency Programs Update**

Hear from Minnesota's USDA Farm Service Agency staff on programs and tools available to producers.

Thomas DeCock, Farm Loan Program Specialist, Minnesota Farm Service Agency

Noon **Lunch**

1 p.m. **Collecting from the Difficult Debtor**

You have your judgment now what's the next step if payment is refused? What farm assets can be seized and sold to pay the judgment? How is it done? What are common farm exemptions? How do liens impact your ability to collect an unsecured judgment? This will give credit managers a better understanding of what assets are available for collection and how it's done so they can better assess the likelihood of getting paid why it may be best to aggressively pursue collection.

Jared Peterson, Shareholder, Fafinski Mark & Johnson, P.A.

2 p.m. **Best Practices Panel**

Back by popular demand, the best practices panel will feature credit managers from cooperatives in Minnesota. Panelists will discuss current issues and topics relevant to the role of credit departments and internal procedures and best practices for handling situations. Audience participation and dialogue is welcome.

Credit Managers from Minnesota Farm Supply Cooperatives
Moderator: Alan Bush, Credit Manager, New Vision Co-op

REGISTRATION

	By Sept. 15
Members	\$180
Nonmembers	\$280

Mail completed registration form with payment to:

Cooperative Network

1 South Pinckney Street, Suite 810
Madison, WI 53703-2869
dawn.bausch@cooperativenetwork.coop
Fax: (608) 258-4407

LOCATION

Best Western Kelly Inn

100 4th Avenue South
St. Cloud, MN 56301
Phone: (320) 253-0606

LODGING

Marriott Courtyard St. Cloud

404 West St Germain Street
St. Cloud, MN 56301

Online Reservations:

<http://bit.ly/2weMhht>

Cut-off Date: Sept. 1, 2017

There is skyway access from the Marriott to the Best Western Kelly Inn

CONTACT

Ethan Giebel

Government & Educational Services Director
ethan.giebel@cooperativenetwork.coop
Phone: (608) 258-4405

Thank you to our Sponsors!



Minnesota Agricultural Credit Issues Conference

Best Western Plus Kelly Inn, St. Cloud, Minn. | September 21, 2017

EARLY REGISTRATIONS DUE SEPTEMBER 15

Company _____

Address _____

City _____ State _____ Zip _____

Contact Email _____ Phone _____

REGISTRATION FEES *Include meal, breaks, instructor fees, and conference materials.*

ATTENDEE INFORMATION	Received by Sept. 15	
	Member \$180 each	Nonmember \$280 each
Name, Title, Email		
Name, Title, Email		
Name, Title, Email		
Name, Title, Email		
Name, Title, Email		
Name, Title, Email		
TOTAL DUE		

Please specify any necessary dietary or physical accommodations and for which attendee(s):* _____

** Please note that special requests can only be guaranteed if made at least one month prior to event.*

CANCELLATIONS. Notice must be received by Sept. 15, 2017, for a full refund. No refunds will be issued for late requests.

Please return registration form(s) and payment to:

Cooperative Network

1 South Pinckney Street, Suite 810

Madison, WI 53703-2869

Email: dawn.bausch@cooperativenetwork.coop

Fax: (608) 258-4407

