

Challenges and Opportunities in Agriculture

“Welcome the challenges. Look for opportunity to learn and grow in wisdom.”

Brian Tracy

2023 Annual FFSC Conference



Join us in Moline, Illinois

July 26 - 28

Wyndham Moline on John Deere Commons

1415 River Drive

Moline, IL



Farm Financial Standards Council 2023 Conference

Vibrant Arena at the Mark
Moline, IL

Wednesday, July 26

Committee Meetings: Committee meetings will be held next to the hotel in our conference room at the Vibrant Arena at the Mark. Take the sidewalk from the pool area door to the side door of the building, head right down the hall until you see our room on the left. All committee meetings are open to anyone with an interest.

Noon to 1:15 p.m.

Finance Committee

1:15-3:00 p.m.

Membership/Marketing Committees

3:00 to 5:00 p.m.

Technical Committee

6:00 to 9:00 p.m.

Reception and Poster Exhibit To be held at the Vibrant Arena.

Everyone and their registered guests are invited to this special reception for a time to meet the other attendees, visit with the poster authors, and enjoy some light food and drinks. Posters will also be available Thursday morning during continental breakfast and break.

Thursday, July 27

7:00-8:00 a.m.

A continental breakfast will be available in the room adjoining our meeting room for all registered meeting attendees. The hotel provides a free breakfast in the area off the entrance on the main floor for hotel guests.

**8:00 a.m. to
5:00 p.m.**

General program – information listed on next page. Speaker times and more detail will be available prior to the conference.

Lunch

Meeting attendees and their registered guests are invited to attend the Member Recognition Luncheon.

5:30 p.m.

Those purchasing the Celebration Belle River Cruise dinner tickets will need to be in the parking lot area to get on the bus to the boat. The boat returns at 9 p.m.

Friday, July 28

7:00- 8:00 a.m.

A continental breakfast will be available in the room adjoining our meeting room for all registered meeting attendees. The hotel provides a free breakfast in the area off the entrance on the main floor for registered guests.

8:15-11:30 a.m.

Committee Reports followed by Annual Business Meeting, Election of Officers/Directors

Noon to 6:00 p.m.

Lunch provided for all registered attendees and guests. Immediately followed by the bus and plant tour registrants leaving on the bus. Driving tour to key John Deere locations, followed by an Ethanol plant tour.

Meeting Program for Thursday, July 27

The final program details and eligible Illinois Public Accountants Continuing Education Credits, will be provided at a later date. **If you would like to register for credit, please be sure to check the box on the registration form and provide your email address.**

State of Illinois Department of Financial and Professional Regulation License #158-002205.

Welcome – Looking at Challenges and Opportunities in Agriculture

Overview of Agriculture in Illinois

Opportunities and Challenges Ahead in Agriculture

- **Gary Schnitkey, Ph.D. University of Illinois**, Professor of Farm Management. Looking at some key economic challenges, such as longer-term outlook impacts on U.S. ag by key global players, production costs, interest rates, and inflation while evaluating potential opportunities and strategies.

- **Mike Gunderson, Farm Credit of Illinois**, Chief Credit Officer (past Professor of Agricultural Economics at Purdue University). Land prices- how does it pencil out and the effect on the next generation. Challenges for the future of ag operations from the eyes of a lender and how to find the opportunities.

Panel of Ag Lenders

Deena Brown, CGB Agri Financial Services; Sarah Lukach, Compeer Financial; Andy Bastert, Fortress Bank. How are lenders using the FFSC guidelines and ratios, as well as other resources in their lending process? What other tools do they use or recommend to assist producers in their operational analysis? Plus, other insights from the lender's view.

Succession Planning for the Future

Jared Holt, Co-founder and CEO and **Craig Borchardt**, Consulting Director at **Ascent Financial**. Key steps, considerations, and insights for planning and executing a successful succession plan from over 3,000 transition plans. Important financial analysis and other financial considerations, various scenarios, and miscellaneous tools to aid the process will be presented.

Farm Financial Standards Council 2023 Conference July 26 - 28 Moline, IL

For more information call (262) 253-6902

Register online at www.ffsc.org and click on the Annual Meeting notice on the Home Page or complete this form and mail or fax to

Farm Financial Standards Council
N78 W14573 Appleton Ave., #287
Menomonee Falls, WI 53051
Fax: (262) 253-6903

Name: _____
Organization: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ E-mail: _____
Name for Badge: _____
Name for Badge (Guest): _____

Enroll me for eligible Continuing Education credits as noted in the program information page. (No extra cost.)

Meeting Registration Fees

Meeting Registration***

(Includes materials, reception, breakfasts,
breaks, lunches, and some events)

\$220 (members) \$ _____
\$250 (non-members) \$ _____

Spouse/Children \$140 (includes 7/26 reception, 7/27 luncheon, 7/28 lunch)
\$ _____

Celebration Belle -- Mississippi River Cruise (Full dinner buffet, entertainment, 2 1/2-hour cruise)
7/27 5:30 - 9:00 p.m. (Bus limit is 45)
Separate registration fee required \$60 adults \$ _____

Friday Local Ag Tour (bus limit is 48)
(No extra cost but need count) _____ Total \$ _____

*** Corporate Partners receive complimentary registrations based upon their level of participation.
Celebration Belle dinner cruise registration not included. Please contact the FFSC Office for registration information.

Make checks payable to — Farm Financial Standards Council

Registration Deadline is July 7 (NO EXCEPTIONS)

Cancellations made prior to July 7 will receive FULL REFUND for REGISTRATION FEES. No refunds after that date.

Register online at: <https://ffsc.org/2023/05/register-now-ffsc-annual-conference>

or via credit card or check and mail at FFSC Address above:

CC #: _____ Exp. Date: _____

Lodging

The hotel for the conference is the Wyndham on John Deere Commons, 1415 River Drive, Moline, IL.

The room rate is \$119.00 for Single, Double, Triple or Quad.



The block is 'live' and ready for reservations. Guests wanting to make online reservation(s) may click the link below:

<https://tinyurl.com/4yvhyneh>

OR Toll Free: 877-999-3223 – mention Group CODE: 072523FAR

OR Hotel Direct: 309-764-1000 – mention Group NAME: Farm Financial Standards Council

Cutoff date for Hotel Reservations is July 5.

The website link will work until July 5th. After the July 5th cutoff date, guests need to contact the hotel directly to make a reservation. The group rate is no longer guaranteed after July 5th room release date.