

REGISTRATION

Select Your Preferred Date/Location:

July 31, 2019
9:00 a.m. to 2:00 p.m.
Pinter's Gardens and Pumpkins
2475 State Highway 9
Decorah, Iowa

Or

August 1, 2019
9:00 a.m. to 2:30 p.m.
Forster Community Center
404 Main Street
Rock Rapids, Iowa

REGISTER ONLINE

[https://
form.jotform.com/4Hregion1/
planning-for-profitability](https://form.jotform.com/4Hregion1/planning-for-profitability)

Registration Deadline: July 26

REGISTER BY PHONE

Call in your pre-registration to:

- Decorah: 563-382-2949
 - Rock Rapids: 712-737-4230
- to reserve your meal & materials.

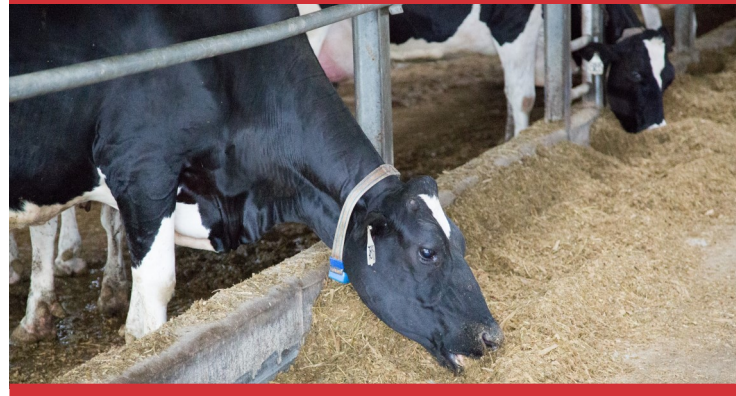
Registration Deadline: July 26

This program is being hosted free to participants thanks to I-29 Moo University's participating sponsors and institutions.



OBJECTIVES

- Gain helpful insight into options to increase profitability
- Discuss and share potential issues and savings related to Agricultural Marketing Service (AMS)
- Look at new ratios, benchmarks and trendlines when considering capital investments
- Discover what changes ag lenders will be looking for in the future
- Understand how to maximize the benefit of risk management tools



AGENDA

9:00 a.m.

Cash vs. Accrual Accounting

*Tom Thaden, Northwest Iowa Farm Business Association
Eric Hoffland, Northwest Iowa Farm Business Association
Reggie Hostetler, Northwest Iowa Farm Business Association*

9:45 a.m.

Local Ag Lender Panel

11:15 a.m.

Using FINBIN and DHIA Data to Predict Financial Success on Small-Medium Sized Dairies

Joleen Hadrich, University of Minnesota

12:00 p.m.

Lunch

12:45 p.m.

The Value of a Risk Management Strategy in Today's Changing Environment

Cassie Monger, Compeer Financial

1:30 p.m.

Dairy Market Outlook

Fred M. Hall, ISU Extension and Outreach

2:00 p.m.

Adjourn

IOWA STATE UNIVERSITY
Extension and Outreach
Sioux County
400 Central Ave. NW, Suite 700
Orange City, IA 51041



IOWA STATE UNIVERSITY
Extension and Outreach



PLANNING for PROFITABILITY in a Changing Dairy Industry

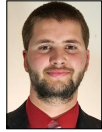
July 31, 2019: Decorah
August 1, 2019: Rock Rapids

A one-day program designed for dairy managers and others involved in production agriculture who are facing shrinking margins in a changing world.

ABOUT THE PRESENTERS



Tom Thaden, Eric Hofland and Reggie Hostetler
Northwest Iowa Farm Business Association
 Tom, Eric and Reggie are consultants with the Northwest Iowa Farm Business Association. Tom has been a consultant since 1979, Eric since 2016 and Reggie since January 1, 2019.



The Iowa Farm Business Association provides a business management service for the individual farm business. The Association is controlled and operated by its members who hire an Ag Consultant to assist them with financial management, record keeping, total farm and enterprise analysis, income tax management and other farm related management areas. The Iowa Farm Business Association is dedicated to better farm management and better farm family living. The Association has been helping Iowa farmers and agri-businessmen achieve their goals for over 80 years.



Joleen Hadrich
University of Minnesota

Joleen Hadrich is as an Extension economist and associate professor in the Department of Applied Economics. Dr. Hadrich's extension program focuses on farm-level decision-making for dairy and crop farmers with an emphasis on maintaining or improving farm-level profitability as new constraints are imposed on the ag producer. Dr. Hadrich grew up on a dairy farm in central Minnesota and gets many of her research project ideas from interacting with farmers and the ag professionals that support farmers.

Joleen's Presentation: Cow level animal health records from DHIA are merged with farm level finances available in FINBIN to identify characteristics common in resilient MN dairy farms. Results show that culling decisions, adequate financial leverage, and proactive adoption of technology are strong indicators of financially resilient small-mediums sized dairy farms.



Cassie Monger
Compeer Financial

Cassie is a Dairy Industry Specialist at Compeer Financial. She was raised on a dairy farm near St. Cloud, MN. Her roots led her back to the family dairy business after graduating college and working off farm for a few years.

Her passion for dairy brought her to Compeer where she provides dairy expertise to mid-sized and commercial dairy operations, providing loans, leases and other related dairy insight and services to meet the goals of the family and business. She is optimistic about what the future of this industry holds.



Fred M. Hall
Iowa State University Extension and Outreach

Fred M. Hall is the Northwest Iowa Extension Dairy Specialist. He has worked in Extension in Iowa and Texas, and has been the Northwest Iowa Dairy Specialist since 2017.

His presentation "Dairy Market Outlook" will review the current components driving the price of milk for producers and give his outlook on future consumption, export and production issues.

ABOUT THE PANELISTS DECORAH



Andy Ludeking
Cresco Bank, a Division of Decorah Bank & Trust Company

Andy Ludeking is Vice President of and an Ag and Business Banker with Cresco Bank, a Division of Decorah Bank & Trust Company, where he has worked for the past 8 years. Ludeking is responsible for management of his loan portfolio, and meeting and advising current and prospective clients. He also manages the use of the Farmer Mac and FSA loan programs.

Andy graduated from the University of Northern Iowa in 2004 with a bachelor's degree in finance. He attended and graduated from several banking schools including: Iowa Bankers Association Iowa School of Banking (2007), Iowa Bankers Association Agricultural Credit School at Iowa State University (2014), Iowa Bankers Association Commercial Lending School (2015), and the University of Wisconsin-Madison-Graduate School of Banking (2011).



Reid P. Mahoney
Freedom Bank

Reid P. Mahoney is a lender with Freedom Bank primarily working with ag credits. Reid is a graduate of Iowa State University with a Bachelor degree in Agricultural Business.



Cassie Monger
Compeer Financial

Cassie is a Dairy Industry Specialist at Compeer Financial. She was raised on a dairy farm near St. Cloud, MN. Her roots led her back to the family dairy business after graduating college and working off farm for a few years.

Her passion for dairy brought her to Compeer where she provides dairy expertise to mid-sized and commercial dairy operations, providing loans, leases and other related dairy insight and services to meet the goals of the family and business. She is optimistic about what the future of this industry holds.



Dan Kuboushek
Citizens Savings Bank

Dan Kuboushek is the Senior Loan Officer with Citizens Savings Bank of Spillville, Fort Atkinson and Protivin.

Kuboushek began his lending career with Citizens Savings Bank in 2002 after graduating from the University of Northern Iowa. During his lending career, he has worked with a variety of customers, including young and beginning farmers, first-time homebuyers, businesses in expansion mode, and retiring business owners and farmers. Dan enjoys working with clients and assisting them in development of plans for the short and long term.

In addition to working at CSB, he is a part of the local family farm that raises crops and finishes out fat cattle. While it may not feel like it currently, he feels there is a bright future in animal agriculture in the Midwest.

ABOUT THE PANELISTS ROCK RAPIDS



Brad Bruxvoort
First State Bank Southwest

Brad Bruxvoort grew up on his family's 40-cow dairy farm in Wisconsin. He holds a bachelor's degree in agribusiness from the University of Wisconsin-Platteville, and attended the Graduate School of Banking at the University of Wisconsin-Madison. Brad began his banking career in 1992 as an ag and commercial lender at a small community bank in Randolph, WI. In 2008, he moved to Edgerton, MN, continuing to work in ag and commercial lending, and in 2014, he moved into his current role as Chief Credit Officer at First State Bank Southwest in Edgerton.

Brad believes that ag banking has allowed him to serve as a lender, advisor, psychiatrist, cheerleader and coach to many farm customers. Through the years, he has learned that relationship banking is most important in the down times.



Chris Kayton
Farm Credit Services of America

Chris Kayton has been with the Agribusiness Capital Dairy Industry team in the role of Vice President Agribusiness Lender since December 1, 2018. Chris began his career with Farm Credit Services of America in 2009 as an inside sales representative with the AgDirect team. In 2012, Chris accepted a position as AgDirect Territory Manager where he took on the responsibility of covering a new region in Southern California and Arizona. During this time, Chris witnessed substantial growth and built numerous new relationships within his territory. Chris has played an important role in the evolution of the Association's relationships with both Farm Credit West and American AgCredit.

Chris is a native Nebraskan and lives in Omaha, NE.



Dale Vander Berg
Peoples Bank

Dale Vander Berg is the Sioux Center Market President at Peoples Bank. He has been in the banking industry since 1993, and at Peoples Bank since 1998.

Peoples Bank has locations in Sioux Center, Rock Valley, Akron, Sheldon, Lester, Hawarden, Sioux City, Hinton and Jasper, MN.



Troy Vander Stouwe
Iowa State Bank

Troy Vander Stouwe joined Iowa State Bank in April of 2015. He is currently the Executive Vice President with responsibilities that include all duties related to agricultural lending and business development and management.

Vander Stouwe was raised on a farm located between Orange City and Sioux Center. In 1991, Troy graduated from Northwestern College with a bachelor's degree in Business Administration. He is also a graduate of the Southwest Graduate School of Banking in Dallas, Texas.

Prior to joining Iowa State Bank, Vander Stouwe was the Correspondent Banking Manager with First National Bank in Sioux Falls. He has over 25 years of bank management and agricultural lending experience in South Dakota and Iowa.

FOR MORE INFORMATION

Northwest Iowa:
 Fred M. Hall, ISU Extension and Outreach
 712-737-4230
 fredhall@iastate.edu

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Registration information on back. No fee to attend, but pre-registration required.