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# 28<sup>th</sup> Annual Agricultural and Natural Resources Conference

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Thursday and Friday, April 7 and 8, 2016  
**DoubleTree by Hilton DTC,**  
7801 East Orchard Road, Greenwood Village, CO

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Co-Sponsored by  
Independent Bankers of Colorado  
Community Bankers Association of Kansas  
Nebraska Independent Community Bankers  
Independent Community Bankers of America

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**28<sup>th</sup> Annual Ag and Natural Resources Conference**  
**Thursday and Friday, April 7 and 8, 2016**  
**DoubleTree by Hilton DTC, 7801 East Orchard Road, Greenwood Village, Colorado**

**Thursday, April 7, 2016**

- 7:30 – 8:30 am      **Registration and Breakfast**
- 8:30 – 8:35 am      **Opening Remarks**  
*Barbara Walker, Executive Director, Independent Bankers of Colorado*
- 8:35 – 9:45 am      **Cattle Market Update**  
*Randy Blach, CEO, CattleFax*
- 9:45 – 10:00 am    **Break**
- 10:00 – 11:00 am   **Grains Market Outlook**  
*Dr. Stephen Koontz, Professor and Extension Economist, Department of Ag & Resource Economics, Colorado State University*
- 11:00 – Noon        **Early Days of Hemp Research and Development**  
*Speaker to be determined*
- Noon – 1:00 pm     **Lunch**
- 1:00 – 2:15 pm     **Weather Patterns and Predictions**  
*Brian Bledsoe, Chief Meteorologist/Climatologist for KKTU News*
- 2:15 – 2:30 pm     **Break**
- 2:30 – 4:00 pm     **Think Before You Launch – Manned and Unmanned Aerial Vehicles**  
*Jessica Freeman, Executive Director, Colorado Agricultural Aviation Association*
- 4:00 pm              **Adjourn**



**Friday, April 8, 2016**

- 7:30 – 8:30 am      **Breakfast**
- 8:30 – 8:45 am      **State Legislative Update**  
*Barbara Walker, Executive Director, Independent Bankers of Colorado*
- 8:45 – 9:15 am      **ICBA Federal Legislative Update**  
*Mark Scanlan, Director Office of Agriculture & Rural Policy, ICBA*
- 9:15 – 9:30 am      **Break**
- 9:30 – 10:30 am    **Straight Talk, Straight Actions: Agriculture in a Changing Economy**  
*Dr. David Kohl, Professor Emeritus in the AAEC Department at Virginia Tech*
- 10:30 – 10:45 am    **Break**
- 10:45 – 11:30 am   **Straight Talk, Straight Actions Continued**
- 11:30 am            **Wrap Up/Prize Drawings/Adjourn**



*Agenda subject to change.*

## CONTINUING PROFESSIONAL EDUCATION (CPE)

The Independent Bankers of Colorado (IBC) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).



### CPE Credits Earned

Conference attendees can earn up to 10.0 CPE credits in Economics.

### Prerequisites

There are no prerequisites for this conference.

### Program Level

Basic to Intermediate

### Advanced Preparation

There is no advanced preparation required for this conference.

### Delivery Method

This conference will be presented in a live group setting.

### Registration

Please use the attached registration form to register for this conference.

### Additional Information

For additional information contact Maelynn Lewis at 303.832.2000 or [mlewis@ibcbanks.org](mailto:mlewis@ibcbanks.org).

## AUDIENCE

New and experienced ag lenders, directors, bank customers and anyone interested in learning about agriculture and natural resources.

## ACCOMMODATIONS

The conference will be held at DoubleTree by Hilton DTC, 7801 East Orchard Road, Greenwood Village, CO 80111, located near I-25 and Orchard Road. For additional information about the hotel visit: [www.doubletreedenvertech.com](http://www.doubletreedenvertech.com). The hotel just finished a complete a top to bottom remodel.

### Reservations

You must make your own hotel reservations by calling the hotel directly at 1.800.327.2242. Be sure to clearly identify yourself as a member of the Agriculture & Natural Resource / IBC Group to qualify for the special group rate. The room block cut-off date for the conference is **Thursday, March 24, 2016**. Any rooms reserved after this date may not receive the special rate for the conference. **Make your reservations early**. The following rate applies to the conference: King with sofa bed or 2 queen beds: **\$139** plus all applicable state and local occupancy taxes, currently 10.25%. Quoted rates will be offered, based on availability, three days prior and three days post conference. **Cancellations must be made 24 hours in advance of check-in date**. Any reservation not canceled 24 hours prior to arrival date is subject to forfeiture of deposit or charged one night's room and tax. Hotel check-in time is 3:00 p.m. and checkout time is Noon.

## DRESS

Dress for the conference is casual (jeans are appropriate).

## SPECIAL REQUESTS

If you or someone in your party requires special assistance, dietary needs or other, contact Maelynn Lewis at 303.832.2000 to make arrangements. Please provide notice at least one week prior to conference start date.

## **SPEAKERS**

### **Randy Blach**

Randy Blach is CEO of CattleFax, an organization focused on helping member cattle producers make more profitable marketing and management decisions. CattleFax is the cattle and beef industry leader on timely market information, analyses and research. Blach came to CattleFax in 1981 and served as director of market analysis for 15 years and accepted his current role in 2001. During this time, he has been a keynote speaker at hundreds of cattle and beef industry conventions, meetings and seminars. A Colorado native, Blach and his family remain actively involved in cattle ranching with cow/calf, stocker and finished cattle. He was raised on his family's ranch in Yuma, Colo., and graduated from Colorado State University with a degree in animal science. Blach received the Honor Alumni award from its College of Agricultural Sciences in 2004 and the Livestock Leader Award in 2011.

### **Brain Bledsoe**

Brian is the Chief Meteorologist/Climatologist for KKTU News in Colorado Springs. He is also the President and Founder of BrianBledsoeWx which is his private consulting business. He graduated from the University of Northern Colorado in 1997 with a Meteorology Degree. While still in school, he gained valuable experience as a Meteorologist at KGWN-TV in Cheyenne, Wyoming. The last eight years have taken his life and career to KMEG-TV in Sioux City, Iowa, KDLT-TV in Sioux Falls, South Dakota, and then CBS 58 in Milwaukee, Wisconsin. Brian also does extensive work in long range forecasting focused on ag producers and other industries reliant on weather. Brian is a strong advocate for common sense science reporting, rather than claims of man-made climate change.

### **Jessica Freeman**

Jessica Freeman is the Executive Director, Colorado Agricultural Aviation Association (CoAAA). Through Jessica's leadership the CoAAA serves its members in legislative concerns, education of pertinent issues, and to promote technical programs to enhance the betterment of Agricultural Aviation and its related activities.

### **Dr. David Kohl**

Dr. David Kohl energizes agricultural lenders, producers and business persons with his keen insight into the agricultural industry through extensive travel, research, and exposure during his career. He is Professor Emeritus of Agricultural Finance and Small Business Management and Entrepreneurship at Virginia Tech, Blacksburg, VA. Dr. Kohl has traveled over 9 million miles in his professional career and conducted over 6,000 workshops and seminars for a variety of agricultural audiences. Dr. Kohl's personal involvement with agriculture and interaction with key industry players provide a unique perspective into the future trends of the agricultural industry and economy.

### **Dr. Stephen Koontz**

Dr. Stephen Koontz, Professor and Extension Economist, Department of Ag and Resource Economics, Colorado State University specialized in the areas of commercial commodity agricultural markets of significance in Colorado. These industries include cattle and beef, feed grains, wheat, forage and dairy. His research examines market and price analysis tools, forecasting and modeling methods, and linkage of those tools with agribusiness and risk management. In addition, his research also includes long-term scholarly interests in industrial organization, econometric methods, and experimental economics. Recent projects have involved examining the impact of alternative marketing methods used in livestock industries on the performance of cash markets, examining alternative trading and ownership institutions in experimental economic markets, the impact of ethanol demand on corn and other commodity markets, the economic value of sorting fed cattle, and the economics of animal disease control and insurance.

### **Mark Scanlan**

Mark K. Scanlan is senior vice president of agriculture and rural policy for the Independent Community Bankers of America®, where he has worked since 1994. Scanlan monitors all legislative and regulatory issues related to agriculture and issues impacting rural America. Prior to joining ICBA, Scanlan worked for the Department of Agriculture in the Office of Congressional Relations under Secretaries Yeutter and Madigan. He also worked on agricultural issues for Sen. Bob Dole (R-Kan) and for Drovers Journal, a national livestock publication.

# 28th Annual Agricultural and Natural Resources Conference Registration Form

## Thursday and Friday, April 7 and 8, 2016

### Full Conference Registration Fee

#### **Participant Rate**

\$225 first registrant\*      \$200 for each additional registrant from same organization\*

#### **Non-participant Rate**

\$325 first registrant      \$300 per each additional registrant from same organization

### Thursday Only Registration Fee

#### **Participant Rate**

\$195 per registrant

#### **Non-participant Rate**

\$295 per registrant

### Friday Only Registration Fee

#### **Participant Rate**

\$175 per registrant

#### **Non-participant Rate**

\$265 per registrant

\*Members of the following associations please use participant rate: IBC, CBAK, NICBA, ICBA.

**Tax Deduction:** The IRS requires a notice on all registration forms, which informs the attendee of the amount of the registration fee representing food and beverage that is deductible as an ordinary business expense. The estimated food cost of your registration is \$175 for a full registration. Under current IRS Code, Section 274(n), 50% of this amount is deductible as an ordinary business expense.

Name: \_\_\_\_\_

Email Address: \_\_\_\_\_

Bank/Company: \_\_\_\_\_

Address, City, State, Zip: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

### **Additional Attendee(s) from same organization**

Name: \_\_\_\_\_

Email Address: \_\_\_\_\_

Name: \_\_\_\_\_

Email Address: \_\_\_\_\_

\*Register me for (*please circle*) the entire conference, Thursday only, Friday only. If more than one person from your organization is attending the first banker must pay the full first registrant fee. Enclosed is payment in the amount of: \$\_\_\_\_\_. Check here \_\_\_\_\_ to be invoiced.

Registrations must be received by **Friday, March 25, 2016**. Written cancellation must be received in the IBC office by **Friday, March 11, 2016**, for a full refund. NO REFUNDS will be made after **March 11, 2016**, however a substitute may attend. The IBC reserves the right to cancel any program for which there is insufficient funds to cover the expense of the program. In the event of cancellation by IBC registration fees will be refunded. Prepaid registration fees will be refunded. For additional information regarding the IBC's refund, complaint and/or program cancellation policies contact Maelynn Lewis at 303.832.2000.

For additional information contact Maelynn Lewis at IBC, 303/832-2000. **Mail, email or fax this form to IBC:** IBC, 600 Grant Street, Suite 640, Denver, CO 80203; mlew@ibcbanks.org; Fax 303-832-2040.