

Emerging Issues in
**AGRICULTURAL
 LENDING**

PROGRAM

Thursday, June 6, 2019

Moderator: Dr. Scott Brown, Associate Professor, Division of Applied Social Sciences, University of Missouri

- 8:00 a.m. **World Agriculture Macro Outlook & Implication for Farmers Now**.....N201
 Matt Roberts, Founder, The Kernmantle Group
- 9:00 a.m. **Farm Financial Stress – USDA Farm Service Agency Perspective**
 Dan Gieseke, Missouri State Farm Loan Chief, USDA Farm Service Agency
- 9:45 a.m. **Break**
- 10:00 a.m. **Agricultural Credit Conditions**
 Kevin Kliesen, Business Economist, St. Louis Federal Reserve Bank
- 10:45 a.m. **Options Available for Financially Challenged Borrowers**
 Robert Bock, Chief Credit Officer, FCS Financial
 Brett Bryant, Vice President, FCS Financial
- 11:45 a.m. **Lunch**N214
- 1:00 p.m. **Teach Your Borrowers about Lending Process – Why & How**
 Matt Roberts, Founder, The Kernmantle Group
- 1:30 p.m. **Cattle & Protein Market Situation**
 Randy Blach, President, CattleFax
- 2:30 p.m. **Break**
- 2:45 p.m. **Farm Bankruptcy Update – Trends, Laws, Procedures, Implications**
 David Warfield, Partner, Thompson Coburn LLP
- 3:30 p.m. **Virtual Panel Discussion – What Lenders Are Thinking**
- 3:45 p.m. **2018 Farm Bill Implementation & FAPRI Baseline Projections**
 Scott Gerlt, Program Leader, US Crop Market & Policy, FAPRI - Missouri
 Scott Brown, Director of CAFNR Strategic Partnerships, University of Missouri
- 5:00 p.m. **Social Networking Event Begins** Stotler Lounge

Friday, June 7, 2019

Moderator: Joe Horner, Agricultural Economist, University of Missouri Extension

- 8:00 a.m. **Growing and Finishing Beef Indoors in Missouri**N201
 Eric Bailey, Assistant Professor, Animal Sciences, University of Missouri (Moderating)
- Missouri Cattle Performance Inside vs Outside**
 Phillip Lancaster, Assistant Professor, Animal Sciences, Missouri State University
- Our Farm’s Experience Raising Cattle Indoors**
 Mark Lehenbauer, Lehenbauer Farms, Inc.
- USDA Financial Assistance through EQIP**
 Lauren Cartwright, Agricultural Economist, USDA - National Resources Conservation Service
- Missouri SWCD Cost Share**
 Jim Plassmeyer, Environmental Specialist, Missouri Department of Natural Resources
- 9:30 a.m. **Break**
- 9:45 a.m. **Insights from the Census of Agriculture 2017**
 Bob Garino, Missouri State Statistician, USDA – National Agricultural Statistics Service
- 10:15 a.m. **Future Agricultural Water Availability and Demand in Missouri**
 Jennifer Hoggat, Director, Water Resources Center, Missouri Department of Natural Resources
- 11:00 a.m. **Adjourn**

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BIOGRAPHIES



Matt Roberts, *Founder, The Kernmantle Group*

Matt Roberts is founder of The Kernmantle Group, an economics research and training consultancy. Dr. Roberts is a nationally-renowned expert and speaker on the grain and energy markets. He has been quoted in the Wall Street Journal, the Chicago Tribune, Associated Press, and Forbes, and has been interviewed on CNBC. Roberts received a B.A. in Economics from William Jewell College in Liberty, Missouri, and a Ph.D. in Economics from North Carolina State University. Prior to graduate school Roberts worked as a commodity and energy derivatives broker in Vienna, Austria and as a market research consultant to the pharmaceutical industry in North Carolina. From 2001 through 2016, Roberts was an assistant and associate professor in the Department of Agricultural Economics at The Ohio State University. He is an active speaker, appearing approximately 50 times per year around the nation on grain, petroleum, and biofuels markets, and is also an active consultant to the commodity industry.



Dan Gieseke, *Missouri State Farm Loan Chief, USDA Farm Service Agency*

Dan Gieseke is the farm loan chief for the Missouri Farm Service Agency (FSA) located in Columbia, Missouri. He grew up on a row crop farm in Platte County, Missouri and graduated from Missouri State University in 1987 with a B.S. in Agriculture Business. He began his career with the agency as a Farm Loan Officer in Southwest Missouri in 1989. After 9 years of direct and guaranteed lending to farmers, Dan became the farm loan program chief. Dan and his staff oversee a \$985 million-dollar loan portfolio. They establish policy, ensure compliance and hire and train FSA farm loan employees.



Kevin Kliesen, *Business Economist, St. Louis Federal Reserve Bank*

Kevin L. Kliesen is a business economist and bank officer in the Research Division at the Federal Reserve Bank of St. Louis. He joined the Bank in 1988. He holds an M.A. in Economics from Colorado State University. In his position as a business economist, he analyzes current U.S. macroeconomic and financial market developments and trends for the Bank president and staff economists prior

to each Federal Open Market Committee meeting. He also reports on and analyzes economic conditions in the seven states of the Eighth Federal Reserve District. Another important aspect of this position involves speaking to the general public and professional groups about U.S. and Eighth District economic developments. He has written and published extensively and was instrumental in the development of the St. Louis Fed's Financial Stress Index and the St. Louis Fed's Price Pressures Measure. In addition to his responsibilities at the Federal Reserve Bank of St. Louis, he taught part-time for the Department of Economics at Washington University from 2006 to 2013. Professionally, he is a member of the American Economic Association, the National Association for Business Economics (NABE), and the Association of Christian Economists. In September 2011, he was recognized as a NABE Fellow, one of the organization's highest honors. In October 2015, he was designated as a Certified Business Economist by the NABE.



Robert Bock, *Chief Credit Officer, FCS Financial*

Robert Bock is the chief credit officer for FCS Financial. He helps borrowers understand financial ratios, earnings, risk management techniques and how these impact their business and personal goals.

He started his career with the Farm Credit system in 1979 and joined FCS Financial in 2003. He has extensive knowledge of underwriting and structuring of large and complex agricultural and food companies. He maintains ongoing awareness of trends in agricultural enterprises and evaluates the impact of changes on borrower profitability and financial position. He was raised on a dairy farm in southeast Missouri. He is involved in the Inter District Chief Credit Officer Group, Missouri Dairy Growth Council and Habitat for Humanity.



Brett Bryant, *Vice President, FCS Financial*

Brett is from a crop farm in Northeast Missouri, currently operated by his father and brother. He received his Bachelor of Arts in Business Administration with emphasis in Finance and Management from Columbia College, and completed his MBA through William Woods University. Brett has worked in the credit department of FCS Financial since 2012 and became a team leader in 2017. In his free time, Brett enjoys spending time with his wife and dog, playing golf, watching Mizzou Athletics, and the St. Louis Cardinals.



Randy Blach, *President, CattleFax*

Randy Blach was born and raised on a ranch near Yuma, Colorado. The Blach family settled in the Yuma area in 1887 where they were involved in farming and ranching. Randy remains actively involved in all aspects of the family operation. After graduating from

Colorado State University, Blach was hired by CattleFax in the fall of 1980 and went to work full time in January 1981 as an analyst trainee before becoming a regional market analyst. In 1985 he was promoted to director of market analysis, a position he held for 15 years. In 2001, Blach was named executive vice president.

His role at CattleFax, includes more than just analyzing the cattle and grain markets, though those tasks are crucial. He also serves in various capacities on important industry projects dealing with cash and futures markets, quality audits and numerous long range and strategic plans.

In addition to his highly visible role at CattleFax, Blach has served on various committees at Colorado State University (CSU) in the College of Agriculture and the Department of Athletics. Blach was awarded the Honor Alumni Award from the CSU College of Agricultural Sciences in 2004 and the Livestock Leader Award in 2011. He has also served as a director for the National Western Stock Show for 15 years, a member of the Junior Sale Committee for nearly 20 years and currently sits on the Executive Livestock Committee.



David Warfield, *Partner, Thompson Coburn LLP*

David is a 30-year veteran of the financial restructuring world who provides practical, straight-forward advice to all types of institutions that interact with a distressed business.

As the lead attorney for multiple high-profile matters, David is skilled at managing complex restructurings and unraveling the competing interests of all relevant parties. In both in-court bankruptcies and out-of-court workouts, David has led work on many complex, multi-party matters, including one recent case involving a large-scale fraud and tens of thousands of consumer claims. His clients include debtors, senior secured lenders, bondholders, creditors' committees, receivers and asset purchasers.

Tapping his business education, David looks for creative solutions that satisfy the diverse constituencies of a distressed business. He puts a premium on speed, as value erodes and options diminish nearly every day in a financial restructuring. David's quick thinking and persistence helps clients preserve value and plan for the future even as "the ice cube melts."



Scott Gerlt, *Program Leader, US Crop Market & Policy, FAPRI – Missouri*

Scott Gerlt is the program leader of U.S. crops and policy analysis at FAPRI-MU. He has a B.S. and M.S. and is a doctoral candidate in agricultural economics from the University of Missouri.

Scott helps maintain the U.S. crop model at FAPRI-MU. He is directly responsible for supply projections. Additionally, Scott helps coordinate the deterministic modeling system and leads much of the stochastic modeling effort. His work helped provide Congressional staff with analytics for the 2014 farm bill.

Additionally, Scott has been involved with education. He has helped develop outreach tools to assist agricultural producers make budgeting and policy decisions. This work has been used by thousands of people. Scott has presented to farm groups around the state and helps train students and outside interests about agricultural markets and modeling.



Scott Brown, *Director of CAFNR Strategic Partnerships, Associate Professor, Division of Applied Social Sciences, University of Missouri*

Scott is an associate extension professor in the Division of Applied Social Sciences and the director of

strategic partnerships for the College of Agriculture, Food and Natural Resources at the University of Missouri. Scott has worked with U.S. Congress over the past three decades in determining the quantitative effects of changes in dairy and livestock policies and has testified regarding dairy and livestock policy issues before House and Senate Agriculture committees. In addition, Scott works with the Missouri Legislature on the economic effects of state policy options on Missouri agriculture. Scott received his PhD degree in agricultural economics from the University of Missouri and his BS degree in agricultural business from Northwest Missouri State University. Scott grew up on a diversified farm in Northwest Missouri.



Eric Bailey, *State Extension Specialist in Beef Nutrition, University of Missouri*

Dr. Bailey is the state extension specialist in Beef Nutrition for MU Extension. He joined the University of Missouri in June 2017 after a stint as the Endowed Chair of Cow

Calf Nutrition and Management at West Texas A&M University. He was born and raised on a commercial cow-calf and stocker operation outside of Santa Rosa, New Mexico. He has degrees from West Texas A&M University and Kansas State University.



Phillip Lancaster, *Assistant Professor, Animal Sciences, Missouri State University*

Dr. Phillip Lancaster was born and raised on a family livestock and crop farm in west central Illinois. He earned his B. S. degree in Agricultural Science from Western Illinois University in 1999.

He worked as assistant manager of a 2400-hd capacity feedlot in Illinois for 3 years before returning for his M. S. degree in Animal Science in 2004 from the University of Missouri, and Ph. D. degree in Animal Science with an emphasis in ruminant nutrition in 2008 from Texas A&M University. He has held positions at Oklahoma State University (Postdoc) and University of Florida (Asst. Prof. Beef Cattle Management). He is currently an assistant professor of beef cattle production in the William H. Darr College of Agriculture at Missouri State University. In addition to teaching animal nutrition and beef cattle production classes, his research efforts focus on managing cattle in confinement barns, and development of a selection traits to improve feed efficiency of mature beef cows. His wife, Sarah, also teaches at Missouri State University and they have two boys, Levi, 6, and Caleb, 4.



Mark Lehenbauer, *Hannibal, Missouri*

Lehenbauer Farms, Inc. is located just west of the Mississippi River in Northeast Missouri. It is a fourth generation, diversified family farm focused on innovation, sustainability and profitability.

Their farm's livestock operation includes a registered Angus cow herd, commercial cow herd and cattle finishing. They strive to out-perform the industry averages in both the feedlot and on the rail, while maintaining growth and maternal ability in their females.

Their calves are ready to market at 15-16 months of age if not sooner. Recently they reworked their cattle feeding facility to provide better comfort for animals and to allow recycling of all waste generated on cropland. The biggest obstacles that cattle feeders face in Missouri are heat, humidity and mud, so this was their solution to the problem, with cattle comfort at the forefront of the design process.

Their farm use by-products, such as dried distillers grains (DDGs), that are produced by many bio-fuel and other processing plants located in their area and value adding to some of their corn production.



Lauren Cartwright, *Agricultural Economist, USDA - National Resources Conservation Service (NRCS)*

Lauren is a state economist/natural resources specialist for USDA/NRCS. Current work emphasis includes cover crops economics, forestry economics and grazing economics.

Lauren started her career with the US Army Corps of Engineers, Institute for Water Resources in Alexandria, VA.

Work there included assessing flood damage reduction projects and collaborative planning for controversial water resource demands. In 2004, she moved to Missouri to begin working for the Natural Resources Conservation Service (NRCS) on the Watershed Staff working on economic analysis of PL 566 watershed projects. Starting in 2007 she began to get more involved in Farm Bill conservation programs administered by NRCS. Current duties include coordinating the Environmental Quality Incentives Program (EQIP) for Missouri NRCS, serving on the regional payment schedule development team to develop EQIP payment rates, and conservation economic work including the development of user friendly economic decision support tools for conservation planning.



Jim Plassmeyer, *Environmental Specialist, Missouri Department of Natural Resources*

Jim Plassmeyer is an environmental supervisor for the Missouri Department of Natural Resources – Soil and Water Conservation Program. Jim assists in the management the program's \$40 million cost-share program that

provides assistance to landowners for implementing erosion control and water quality improvement practices on their land. Jim leads the program's development of the policies for the available practices. Jim also supervises district coordinators who work directly with the soil and water conservation districts to ensure the practices are being implemented according to policy and provide guidance on district operations. Jim started working for the program as a district coordinator in 1997 and has a BS in Animal Science from University of Missouri.



Bob Garino, *Missouri State Statistician, USDA – National Agricultural Statistics Service (NASS)*

Bob Garino is the Missouri state statistician for USDA-NASS based in Columbia, Missouri. He has been with NASS over 25 years working in Arkansas, Florida, Washington D.C., Texas and Missouri. He is originally from Illinois.



Jennifer Hoggatt, *Director, Water Resources Center, Missouri Department of Natural Resources*

Jennifer Hoggatt serves as the director of the Department's Water Resources Center. She has been with the Department since 2008, previously working in the Director's Office and for

the Division of Environmental Quality's Water Protection Program. A native of Southwest Missouri, Jennifer grew up enjoying plentiful fishing, hiking and water recreation activities around places such as Roaring River State Park and Table Rock Lake. She holds a Bachelor of Science in Biology from Missouri Southern State University and a Master of Environmental Science and Management from University of California-Santa Barbara.