



2023 Virtual Midwest Ag Conference

Thursday, November 2
10:00 am - Noon & 1:30 - 4:00 pm

Join us at this two-session, multi-state virtual event on current issues in agribusiness, hosted by:





Mark Scanlan *Senior Vice President, Agriculture and Rural Policy - ICBA*

MARK SCANLAN is Senior VP of agriculture and rural policy for Independent Community Bankers America (ICBA). He leads the association's advocacy with members of Congress and federal regulators for all issues related to agriculture and rural America.

Scanlan has over 30 years of agricultural policy experience and serves as the secretary for ICBA's Agriculture-Rural

America Committee, which includes agricultural bankers from virtually every region in America. His family owned a Holstein dairy farm in Abilene, KS.

Prior to joining ICBA in 1994, Scanlan worked for the Dept. of Agriculture in the Office of Congressional Relations. For eight years prior, he handled agricultural issues on Capitol Hill for Sen. Bob Dole (R-KS). Scanlan also worked for the Drovers Journal, a national livestock publication.



Dr. David Kohl *Professor Emeritus, Agricultural and Applied Economics - Virginia Tech University*

As facilitator of the U.S. Farm Financial Standards Task Force and member of the Canadian Agricultural Financial Standards Task Force, DR. DAVID KOHL was one of the leaders in establishing guidelines for the standardized reporting and analysis of agricultural producers' financial information on a national and international basis.

Kohl has addressed the American Bankers Agricultural Conference for more than 40 consecutive years, and has appeared before numerous state bankers' schools and conferences throughout the world. He has conducted

more than 6,000 workshops and seminars for bankers, regulators, producers and agribusiness groups. He has published four books and over 2,100 articles on financial and business-related topics. Kohl regularly writes for Corn and Soybean Digest, and other ag lending publications including "Dave's GPS", a regular blog for Farmer Mac.

Kohl is currently President of AgriVisions, LLC, a knowledge-based consulting business providing cutting-edge programs to leading agricultural organizations worldwide.



Lynn Paulson *Senior Vice President and Director of Agribusiness Development - Bell Bank*

LYNN PAULSON is Senior VP and director of agribusiness development for Bell Bank. He often speaks to financial, commodity and other farm groups on agricultural lending and finance and the global and ag economies, discussing timely issues like the difficulties farmers, lenders and others face in the aftermath of super-cycle prosperity.

Financing farm operations and businesses for more than 35 years and having owned and operated a family farm in Benson County, ND have given Paulson a unique perspective on the agricultural sector's challenges

and opportunities. He works with and assists a number of correspondent banking partners and agricultural operations and businesses across several Midwestern states. Paulson's experience in banking and financial operations includes starting a new bank and later merging four banks and three holding companies into one company that grew to \$600 million before he joined Bell Bank. He also writes a quarterly publication on agricultural issues called AgViews.

Paulson is a past member of the American Bankers Association Agricultural and Rural Bankers Committee and other financial boards.



Blaine Nelson *Senior Economist, Strategy, Research, and Analytics - Farmer Mac*

BLAINE NELSON is the Senior Economist on the Strategy, Research, and Analytics team at Farmer Mac. In his role, he analyzes trends within America's agricultural sector, with areas of focus including farmland values, commodity prices, interest rates, and agricultural sector profitability. He disseminates this information to borrowers and

lenders to help keep them well-informed about the environment they operate in and to help guide their decisions.

Blaine was raised on a commercial row crop and dairy farm in Northern Minnesota and went on to earn a bachelor's degree in Applied Economics from the University of Minnesota and a master's degree in Agricultural and Applied Economics from the University of Illinois at Urbana-Champaign.



Mike Downey *Co-Owner, Accredited Land Consultant/Certified Farm Succession Coordinator - Next Generation Ag Advocates; Associate - Farm Financial Strategies*

MIKE DOWNEY grew up on his family's grain and livestock farm in west-central Illinois, near Roseville. He began his career in land management and real estate with Hertz Farm Management, responsible for a 7-county area in eastern IA and western IL. He has since joined Farm Financial Strategies to pursue his interest in helping farm families and landowners with their estate planning and strategies for passing their family farm to the next generation.

He is also co-owner of Next Generation Ag Advocates, which was founded in 2018 by two farmers from Iowa to help match retiring farmers and

landowners that don't have a successor to like-minded producers that will carry on their farm operation. He utilizes his past experiences to help them and others as an independent 3rd party for their lease relationships as well as other consulting services such as real estate, farm financial consulting, and young farmer programs.

Mike holds the designations of Accredited Farm Manager through the American Society of Farm Managers and Rural Appraisers, Accredited Land Consultant through the Realtors Land Institute, and Certified Farm Succession Coordinator through the International Farm Transition Network. He and his family live on a small farm near Lisbon, IA.



Brad Kruse *Attorney - Dickinson Law*

BRAD KRUSE has more than 20 years' experience representing clients in bankruptcy and creditors' rights matters, receiverships, foreclosures, and collection actions. He also has extensive experience representing clients in corporate and business law matters, including mergers and acquisitions, corporate governance, contract

negotiation and drafting, debt and equity financing, business litigation, shareholder matters, and regulatory compliance.

Brad received a J.D. from the University of Iowa where he was Associate Managing Editor of the Iowa Law Review, and his B.A. from Stanford University, graduating with Honors.



Bill Northey *CEO, Agribusiness Association of Iowa*

An Iowa State University graduate, BILL NORTHEY grew up on a family farm in Dickinson County that is still in the family today. Northey's public service began as a District Commissioner for the Dickinson County Soil and Water Conservation District. His involvement with the Iowa Corn Growers Association and the National

Corn Growers Association culminated in his role as President of NCGA in 1995-1996. Northey was elected three times as Secretary of Agriculture for Iowa in 2006, 2010, and 2014. Most recently, Northey served as Under Secretary for Farm Production and Conservation for the U.S. Department of Agriculture, his term ending in January of 2021. In April 2022, Bill joined the Agribusiness Association of Iowa as Chief Executive Officer.



Mike Naig Secretary - Iowa Department of Agriculture & Land Stewardship

MIKE NAIG grew up on a family farm in the northwest corner of the state near Cylinder, Iowa. Early in his life, Mike learned the value of hard work by helping his dad and uncle run their crop and livestock farm. He continues to be involved in the operation today.

Mike served as IA Deputy Secretary of Agriculture for Bill Northey since September 2013. Before joining the Department, Mike had been active in the agribusiness industry for more

than 13 years, having served in public policy roles for state and national trade associations and in private industry.

In 2018 Mike succeeded Bill Northey as Iowa Secretary of Agriculture. As Secretary, he is committed to leading efforts to protect consumers, expanding economic opportunities for Iowans and advocating in Iowa and around the globe on behalf of the hard-working men and women who keep us fed and fueled.



Mike Beam Secretary - Kansas Department of Agriculture

MIKE BEAM was appointed Secretary of the Kansas Department of Agriculture (KDA) in January 2019. Beam came to KDA following 38 years with the Kansas Livestock Association (KLA). He has served as the Executive Director of the Ranchland Trust of Kansas for 15 years.

He has dedicated his career to assisting farmers and ranchers to advance their policy and public relations needs. In his role at KLA he participated and led coalitions in strategizing and implementing

legislative and regulatory initiatives.

In addition to his professional duties at KLA, Beam has demonstrated his leadership as president of several state and regional organizations, including Agribusiness Council of Kansas City and Kansas Society of Association Executives.

Beam began his career as a County 4-H and Youth Extension Agent following his graduation from Kansas State University with a bachelor's degree in animal sciences and industry.



Sherry Vinton Director - Nebraska Department of Agriculture

SHERRY VINTON was appointed as the Director of the Nebraska Department of Agriculture in January 2023. She oversees all programs of the agency including animal disease traceability programs, plant and animal regulatory programs, food safety and consumer protection programs, and the promotion of Nebraska agriculture and ag products.

A lifelong Nebraskan and fifth-generation rancher, she brings a wide range of experience, leadership, and knowledge to this position. Vinton has experience on various ag organizations and advisory committees at the

local, state, and federal levels. She was appointed to the Cattlemen's Beef Board in 2012 and represented Congressional District 3 on the Nebraska Environmental Trust board for 14 years after her appointment in 2007. Vinton also served as treasurer and mentor for the Nebraska Grazing Lands Coalition and is a member of the Agriculture Builders of Nebraska. Starting in 2019 Vinton served as VP of Nebraska Farm Bureau, where she was also a member of the Board of Directors for 6 years.

Vinton attended the University of Nebraska-Lincoln where she studied accounting, and currently manages the business end of the family ranch located in the Sandhills of Nebraska.



Doug Goehring Commissioner - North Dakota Department of Agriculture

DOUG GOEHRING has been North Dakota Agriculture Commissioner since 2009. A third-generation farmer, he and his son Dustin operate a 2,600-acre, no-till farm in south central North Dakota. Long active in farm organizations, Commissioner Goehring has served as VP of the North Dakota Farm Bureau and is a member of the North Dakota Stockmen's Association, the North Dakota Grain Growers, the North Dakota Soybean

Association, the North Dakota Corn Growers Association and the National Association of Corporate Directors.

Goehring is a member and a past president of the Board of Directors for the Food Export Association of the Midwest, a non-profit organization composed of 13 Midwestern state agricultural promotion agencies that use federal, state, and industry resources to help U.S. suppliers increase product sales overseas. He is also a past president of the National Association of State Departments of Agriculture (NASDA).

Beyond his responsibilities to North Dakota's agriculture industry and research, his portfolio as commissioner includes oil and gas, water, trade, business development, tax equalization, and infrastructure.



Thom Petersen Commissioner - Minnesota Department of Agriculture

THOM PETERSEN was appointed Commissioner of the Minnesota Department of Agriculture in 2019, and reappointed in 2023. Before being appointed Commissioner, Petersen served as the Director of Government Relations for Minnesota Farmers Union (MFU) since 2002, working on behalf of MFU's farmer-members in both Washington DC and St. Paul. He has a wide range of experience in state and federal farm

policy, and travels to almost every county in Minnesota each year to fully understand how these policies affect farmers' daily lives.

He also has served on many boards and committees, including the University of Minnesota Extension Citizens Advisory Committee, Farmers Legal Action Group, Minnesota Ag in the Classroom, Minnesota State Organic Task Force, and the Minnesota Rural Broadband Coalition.

Prior to his work at the Minnesota Farmers Union, Petersen spent most of his life working for his family and his own horse and farm business. The Commissioner and his wife Alana live in Pine City, MN and show horses around the state, competing at the Minnesota State Fair for 25+ years.



Dr. Tim Boring Director - Michigan Department of Agriculture & Rural Development

DR. TIM BORING serves as Director for the Michigan Department of Agriculture & Rural Development supporting the department's continued commitment in investing in the state's rural communities, expanding food and agriculture businesses, protecting consumers from the pump to the plate, and preserving Michigan's environmental resources. He previously served as the State Executive Director of the USDA Farm Service

Agency. Boring's family operates a six generation farm in Stockbridge, Michigan.

Prior to his appointment at the USDA, he was the president and founder of Michigan Agriculture Advancement. He also previously served as the Vice President of the Michigan Agri-Business Association and worked as research director of the Michigan Soybean Promotion Committee. Governor Whitmer had previously appointed Dr. Boring to the Michigan Commission of Agriculture and Rural Development in 2019.

EVENT SCHEDULE

MORNING SESSION:

- 10:00-10:10a** Welcome
"State Associations Update"
- 10:10-10:30a** Guest Speaker **Mark Scanlan**
"ICBA Ag Update"
- 10:30-11:30a** Guest Speaker **Dr. David Kohl**
"Ag Outlook 2024"
- 11:30a-Noon** Guest Speaker **Lynn Paulson**
SVP, Director of Agribusiness
Bell Bank

AFTERNOON SESSION:

- 1:30-2:30p** Guest Speaker **Blaine Nelson** - Farmer Mac
- 2:30-3:30p** Panel: "Midwest Ag Secretary Update"
Moderator: **Bill Northey**, CEO, Agribusiness Association of Iowa and former Iowa Sec'y of Agriculture
Mike Naig - Iowa **Mike Beam** - Kansas
Sherry Vinton - Nebraska
Doug Goehring - North Dakota
Dr. Tim Boring - Michigan
Thom Petersen - Minnesota
- 3:30-4:00p** Panel: "Farm Succession"
Mike Downey - Next Gen Ag Advocates
Brad Kruse - Dickinson Law

REGISTRATION

CBI Members: \$175
Non-Members: \$250

Registrants of the 2023 Virtual Midwest Ag Conference will be given the join link upon registration.

REGISTER HERE NOW

CBI CANCELLATION POLICY:

Substitute attendees are allowed. Only cancellations received prior to October 27, 2023 will be refunded.

Community Bankers of Iowa

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