







2027 MBA Agriculture Conference

February 24 & 25

Courtyard by Marriott
Columbia

MBA
MISSOURI BANKERS ASSOCIATION

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Join MBA for a Target Banker Visit!

Ag Day at the Capitol

February 24

Agenda

Wednesday, February 24

9 a.m. - Noon **Target Banker Visit**
Missouri Bankers Association Office
207 E Capitol Ave, Jefferson City, MO 65101
After a legislative briefing, join MBA staff at the Missouri Capitol to meet your lawmakers and discuss issues important to the banking community.

1 p.m. **Registration**
Courtyard by Marriott
3301 Lemone Industrial Blvd, Columbia, MO 65201

2 – 2:15 p.m. **Welcome**

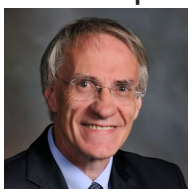
2:15 – 3:15 p.m. **The Rural Transition Cliff: The Lender's Role in Helping the Next Generation Thrive**



Wesley Tucker, Farm & Ranch Transition Specialist I University of Missouri Extension
Across rural America, farms and small businesses are approaching one of the largest generational transitions in history. When ownership and management transfers are poorly planned, the consequences can include business failure, family conflict, loss of key customer relationships, and economic challenges for rural communities. Agricultural lenders are uniquely positioned to help clients navigate these transitions and develop strategies that support long-term success. Building on last year's introduction to family business dynamics, this session will explore practical transition structures, ownership arrangements, and succession strategies that can improve business continuity, preserve family relationships, and create opportunities for the next generation to thrive.

3:15 p.m. **Break**

3:30 – 5 p.m. **Future-Proofing Agricultural Lending: Strategies for the Road Ahead**



Dr. David Kohl, Professor Emeritus I Virginia Tech
The agricultural lending environment is entering a period of increased volatility, rapid change and new opportunities. In this forward-looking and practical session, Dr. David Kohl shares timely economic insights and strategic perspectives to help agricultural lenders stay ahead of emerging trends.

Drawing on decades of experience working with producers, lenders and agribusiness leaders across the globe, Dr. Kohl will examine the key economic, financial and demographic forces shaping agriculture and credit markets. Participants will gain valuable insight into credit quality trends, land values, interest rates and the evolving risk profile of agricultural customers.

5 – 6 p.m. **Reception**
Dinner on Your Own

Agenda

Thursday, February 25

7 a.m. **Breakfast**

8 – 9:15 a.m. **State Crop Market**



Ben Brown, Senior Research Associate I University of Missouri Food and Agricultural Policy Research Institute

Ben Brown discusses the outlook for Missouri crop markets, policy and profitability in 2027. Some of the topics that will be covered include supply and demand for corn, soybeans and wheat; updates on relevant farm policy for 2027; and an overview of MU Extension's 2027 crop enterprise budgets and input costs.

State Livestock, Poultry and Meat Market



Elliott Dennis, State Extension Specialist- Livestock and Meat Economics I University of Missouri Extension

Elliott Dennis discusses the outlook for Missouri livestock, poultry and meat markets; federal policy; and state-level profitability in 2027. Some of the topics that will be covered include supply and demand for cattle, hogs, and poultry; consumer demand for livestock and poultry products and its interaction with relevant national policy; and an overview of MU Extension's 2027 livestock and poultry enterprise budgets and input costs.

9:15 a.m. **Break**

9:30 – 10:30 a.m. **Breaking Barriers to Digital Agriculture Technology Adoption through Collaboration**

Kent Shannon, Assistant Teaching Professor & Co-Director, Field Specialist in Ag Engineering, Plant Science and Technology, University of Missouri

10:30 – 10:45 a.m. **Break**

10:45 – 11:45 a.m. **Strategic insights**



Steve Morgan, Area Sales Manager - South Central Region I Farmers National Company

The presentation explores the massive wealth transfer accelerating into 2027, highlighting historical estate-transition patterns, the dramatic rise in real estate values, and how those trends have expanded the size and complexity of specialty asset portfolios. It outlines valuation approaches, emerging headwinds in asset values and management, and the strategic steps advisors and families must take to prepare for the next decade. Despite challenges, strong tailwinds point toward a new era of opportunity in specialty asset ownership and stewardship.

11:45 a.m. – 12:45 p.m. **Lunch**

12:45 – 1:15 p.m. **Legislative Update: Key Policy Developments Impacting Ag Banking**



Jackson Hataway
President & CEO
Missouri Bankers Association



David Kent
Senior VP, Chief Lobbyist
Missouri Bankers Association

Agenda

Thursday, February 25

1:15 – 1:30 p.m. **Break**

1:30 – 2:45 p.m. **High Impact Meteorology**



Eric Snodgrass, Senior Science Fellow I Nutrien Ag Solutions

Weather risk in production agriculture is ubiquitous, and the successful execution of a crop plan requires accurate weather forecasting and analysis. Farmers plan their operations based on weather averages and their experiences over recent growing seasons, but each year presents a new set of weather challenges. This session focus on how to use the abundance of weather data to stay ahead to disruptive weather events. Eric Snodgrass will talk about the limits of predictability for weather events and share resources available to monitor changes in longer-range forecasts. He will review the major lessons from the last growing season and talk about Missouri's risk from severe storms – especially high winds, hail events and tornadoes – and big seasonal drivers like El Niño and La Niña . He will finish with a discussion about the next growing season in South America, which competes directly with our crops.

2:45 p.m. **Adjourn**

General Information

Date & Seminar Location

February 24 & 25, 2027
Courtyard by Marriott
3301 Lemone Industrial Blvd.
Columbia, MO

Registration Fees

Fees include meals, reception, refreshment breaks and conference materials. These fees do not include hotel accommodations.

Member Fees

1-3 Bankers	$375 per person
Group of 4 or more	$350 per person
Ag Guest Fee	$190 per person

(customer of the bank/FFA or Ag High School Student)

Nonmember Fees

Banker Fee	$1,200 per person

The cost of meals included in the registration fee for each conference is $70. This information is provided for your bank's tax records, in keeping with the IRS 50% deductible provisions under Section 274(n) of the Internal Revenue Code.

Hotel

Overnight accommodation is available at the Courtyard by Marriott hotel.

Courtyard by Marriott
3301 Lemone Industrial Blvd.
Columbia, MO
573-443-8000

Hotel Group Rate of: $112 USD per night

Cutoff Date For Room Block: Wednesday, February 10th

Be sure to state you are attending the Missouri Bankers Association's Ag Conference. After the cutoff dates listed above, availability is not guaranteed, and room rates may revert to the published rate. Early reservations are encouraged!

Dress Attire

Business casual is recommended for all sessions. Layered clothing is recommended for your comfort.

Conference Cancellation Policy

The Association understands that unforeseen circumstances may arise. The following cancellation policy has been established to ensure fairness and consistency for all participants.

Cancellation & Refund Schedule

- 30 days or more prior to the event:
  Registrants will receive a 100% refund of the registration fee.
- 14–29 days prior to the event:
  Registrants will receive a 50% refund of the registration fee.
- 7–13 days prior to the event:
  Registrants will receive a 25% refund of the registration fee.
- Less than 7 days prior to the event:
  No refunds will be issued.

Substitutions

If you are unable to attend, you may transfer your registration to another individual within your organization at any time prior to the event at no additional charge. Please notify the Association prior to the event date.

Cancellation Process

All cancellation requests must be submitted in writing (email is acceptable) and will be processed based on the date received.

Who Should Attend

This program is designed for the bank management team, ag lenders and their ag customers, and high school and college students interested in agriculture careers.

Questions and Disabilities / Dietary Restrictions

If you have any questions for MBA and / or disabilities that require special assistance, send a brief message explaining how we may best accommodate your needs to *elawson@mobankers.com* or call 573-636-8151.

MBA Agriculture Conference | Feb. 24 – 25, 2027 | Columbia

Registration Form

MBA
MISSOURI BANKERS ASSOCIATION

Please register the following individual(s).

Organization Information

Bank _____

Address _____

City/State/ZIP _____

Phone _____

Names of Attendees

Name _____

Title _____

Email _____

Name _____

Title _____

Email _____

Name _____

Title _____

Email _____

Name _____

Title _____

Email _____

Name _____

Title _____

Email _____

Method of Payment

MBA Member Registration(s)

Bankers Fee.....$375 #____$_____
(1 – 3 bankers)

Group Fee *(per person)*.....$350 #____$_____
Must have at least four people attending for group rate.

Ag Guest Fee.....$190 #____$_____

Nonmember Registration(s)

Banker Fee.....$1,200 #____$_____

Total amount due: ..... **$**_____

☐ **Invoice** ☐ **Credit Card**

Exp. Date _____ **CVV**_____

No. _____

Name _____

Signature _____

Four Ways to Register

573-636-8151

mobankers.com

mba@mobankers.com

Mail check payable to Missouri Bankers Association and form to:

Missouri Bankers Association
P.O. Box 57
Jefferson City, MO 65102