

2026 MBA Agriculture Conference



March 24 & 25

Courtyard by Marriott
Columbia



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Join MBA for a Target Banker Visit!
Ag Day at the Capitol

March 24



Agenda



Tuesday, March 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.

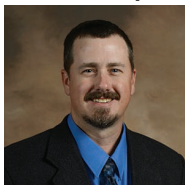
1 p.m.

Registration

Courtyard by Marriott

3301 Lemone Industrial Blvd, Columbia, MO 65201

1:45 – 3 p.m.



Farm Succession – Planning for Transition, Sweat Equity & Communication

Wesley Tucker, Farm & Ranch Transition Specialist I University of Missouri Extension

All farmers want to see their kids continue their legacy, but let's be honest – how many of our client's businesses would successfully make the transition today if dad or grandpa suddenly dropped dead of a heart attack? Would the business survive squabbles between farming and off-farm heirs? Farm succession and estate planning are not the same thing. If our clients want to avoid a "for sale" sign on their farm or ranch, they must make plans for farm succession. Wesley Tucker will dive into the very messy world of family business dynamics and give lenders tips and resources to help clients improve communication and deal with sensitive issues like sweat equity.

3 p.m.

Break

3:15 – 4 p.m.

Cattle Market Outlook – Where Do We Go From Here?

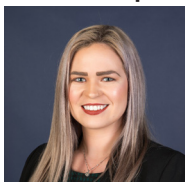
Wesley Tucker, Farm & Ranch Transition Specialist I University of Missouri Extension

2025 can be described as the year we watched cattle markets climb into the biggest roller coaster they could find and take a wild ride. Have markets topped in a repeat of the last cattle cycle where profitability quickly disappeared, or is this just political noise with even brighter days ahead? Wesley Tucker dives into current events driving the market, including beef imports, opening the Mexican border and processing plant closures. He will cover when herd expansion could occur and what prices to expect through 2030 so lenders can help clients prepare for the years ahead.

4 p.m.

Break

4:15 – 5 p.m.



2026 Ag Outlook – What Lenders Need to Know

TaylorAnn Wasburn, Director of Marketing & Commodities I Missouri Farm Bureau

Producers enter 2026 facing tight margins, elevated input costs and continued price volatility. TaylorAnn Wasburn session breaks down the major forces driving commodity markets and highlights the challenges affecting farm profitability. Learn what factors will drive marketing and management decisions in the year ahead.

5 - 6 p.m.

Reception

Dinner on Your Own

Agenda



Wednesday, March 25

7 a.m. Breakfast

8 – 9:30 a.m. **The Pulse of Agriculture and Agricultural Lending**



Dr. David Kohl, Professor Emeritus | Virginia Tech

In this dynamic and fast-paced session, Dr. David Kohl will provide his timely and insightful analysis of the general and agricultural economies – connecting global and national trends directly to the realities of rural businesses. With decades of experience and a pulse on ag lenders, producers, and industry shifts, Dr. Kohl will explore the key economic forces impacting your customers and portfolios.

Gain clarity on the lead and lag indicators that matter most in today's uncertain environment, from interest rates to commodity cycles, consumer behavior and geopolitical risk. Dr. Kohl will break down current and future trends in land values, liquidity and credit quality – equipping you with the tools to ask the right questions and make proactive decisions.

9:30 a.m. Break

9:45 – 10:45 a.m. **Plow into Profits – Harness the Power of Ag Lending**



Rob Newberry, Senior Consultant | Abrigo

What can your financial institution do to mitigate the risk in lending while having profitable ag loan growth? What can lenders do to prepare their customers for potential market adjustments in commodity prices and changing interest rates? Should financial institutions' credit policies or product offerings be updated to help mitigate additional credit risk? Rob Newberry discusses these credit issues in more detail and then looks at how automation, loan pricing and product feature strategies can help drive profitable growth in today's rate environment. He will discuss the changes in ag lending culture on the horizon and how to prepare your teams for whatever is in store.

10:45 – 11 a.m. Break

11 a.m. – Noon **Renewables on the Farm: What to Know About Wind and Solar Leases**



Connie Hayden, Founder & Partner | Haden & Colbert LLC

As renewable energy development accelerates across Missouri farmland, ag bankers are increasingly asked to evaluate the financial and legal impacts of wind and solar leases. Connie Hayden breaks down key legal provisions in energy lease agreements, including payment terms, easements, lien subordination, insurance, decommissioning and surface use restrictions. Learn best practices for reviewing lease documents, protecting the bank's security interests and advising clients who are considering or negotiating these long-term contracts. This session provides legal insights that ag bankers need to make informed credit decisions in an evolving energy landscape.

Noon – 1 p.m. Lunch

Agenda



Wednesday, March 25

1 – 1:45 p.m. Legislative Update: Key Policy Developments Affecting Ag Banking



Jackson Hataway
President and CEO
Missouri Bankers Association



Ed Elfmann
Senior Vice President
Agricultural and Rural Banking Policy
American Bankers Association

Jackson Hataway and Ed Elfmann provide an overview of the most pressing advocacy issues facing ag bankers in 2026. Gain an understanding of how new policies at the state and federal levels may affect ag lending practices, compliance requirements and the broader farm economy.

1:45 – 2 p.m. Break

2 – 3 p.m. High Impact Meteorology



Eric Snodgrass, Senior Science Fellow | Nutrien Ag Solutions

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

3 p.m. Adjourn

General Information



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.

Date & Seminar Location

March 24 & 25, 2026
Courtyard by Marriott
3301 Lemone Industrial Blvd.
Columbia, MO

Registration Information

Payment by Check or Invoice Fees

MBA-Member (1 – 3 bankers)	MBA-Member Group of 4 or more	Nonmember
Banker Fee - \$320 per person	Banker Fee - \$300 per person	Banker Fee - \$1,200 per person
Ag Guest Fee (customer of the bank/FFA or Ag High School Student) \$190 per person		

The cost of meals included in this registration fee for this seminar is \$60. 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

The seminar will be held at the Courtyard by Marriott in Columbia. Overnight accommodation is available at the hotel.

Courtyard by Marriott
3301 Lemone Industrial Blvd.
Columbia, MO
573-443-8000
Hotel Group Rate of: \$109 USD per night
Cutoff Date For Room Block: Tuesday, March 10

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!

Cancellations/Refunds

Full refunds will be granted for cancellations received by MBA at least 10 days before the seminar date. After that date, an administrative fee of \$10 per canceled registration will be retained. Cancellations will not be accepted five days before the seminar. Substitutions are always permitted.

Disabilities and Dietary Restrictions

If you have any 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.

Image Use Policy

Registration or participation by an individual in attending Missouri Bankers Association events and activities constitutes an agreement by the attendee to the MBA's use and distribution, both current and future, of the attendee's name, image or voice in print, media, social media, photographs, videotapes, electronic reproductions, and audiotapes of, or reporting, such events, and activities and promoting MBA activities, services and programs. Attendees waive any right to inspect or approve the finished materials and MBA communications and publications and agree that all such images, pictures, video or audio recordings, and any reproduction thereof, shall remain the property of the MBA to use at its discretion. Consent is binding, perpetual and may not be revoked.

Registration Form



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.....\$320 # _____ \$ _____
(1 – 3 bankers)

Group Fee *(per person)*.....\$300 # _____ \$ _____
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 _____

Three Ways to Register

☎ 573-636-8151

🌐 mobankers.com

✉ Mail check payable to Missouri Bankers Association and form to:

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