31st Annual Tri-State Agricultural Lender’s Seminar
Thursday, October 26th, 2017    Best Western Plus, Dubuque, IA

9:30 am    Registration and Refreshments

10:00 am   Dairy Marketing and Risk Management Update
            Robert Cropp, Dairy Marketing Specialist, UW Professor Emeritus

10:45 am   Dairy Production Systems Profit Performance 2016
            Larry Tranel, Dairy Field Specialist, ISU Extension and Outreach

11:05 am   Break

11:15 am   Farm Financial Health Situation & Land Price Outlook
            Dan Manternach, President & Founder of Perfect Fit Presentations LLC, Senior
            Economist for Roach Ag Marketing; former General Mgr & Senior Economist
            with Doane Agricultural Services.

12:00 pm   Lunch

1:00 pm    Performance Benchmarking: Better P&L Diagnostics
            Dan Manternach, President & Founder of Perfect Fit Presentations LLC, Senior
            Economist for Roach Ag Marketing; former General Mgr & Senior Economist
            with Doane Agricultural Services.

1:45 pm    Break

2:00 pm    Grain & Livestock -- Marketing and Risk Management
            Chad Hart, Grain Marketing Specialist, ISU Extension and Outreach

The program will adjourn around 3:00 pm. The Tri-State Ag Lender’s Seminar is sponsored by: Iowa State
University Extension and Outreach; University of Illinois Extension; University of Wisconsin-Extension and the
UW-Platteville College of Agriculture. The cost of the program is $100. Please register with Dubuque County
Extension at 563-583-6496 or email lklatt@iastate.edu or tranel@iastate.edu for registration information. To get
to the Best Western Plus Hotel at 3100 Dodge Street, simply follow Highway 20 into Dubuque (which is Dodge
Street). The hotel is between Kmart and Cedar Cross Road.

Iowa State University Extension and Outreach programs are available to all without regard to race, color, age, religion, national origin,
sexual orientation, gender identity, genetic information, sex, marital status, disability, or status as a U.S. veteran. Inquiries can be directed
to the Director of Equal Opportunity and Compliance, 3280 Beardshear Hall, (515) 294-7612.
To: Agricultural Lenders in SW Wisconsin, NE Iowa and NW Illinois

Re: Tri-State Agricultural Lender’s Seminar

Dear Agricultural Lender:

The 31st Annual Tri-State Ag Lender’s Seminar will be held on Thursday, October 26th at the Best Western Plus Hotel in Dubuque, Iowa (3100 Dodge Street). This seminar is sponsored by Iowa State University Extension and Outreach; University of Illinois Extension; University of Wisconsin-Extension; and the UW-Platteville School of Agriculture.

Please forward this to other agriculture lender's in your bank or vicinity that may not have received a copy.

The agenda this year again focuses the marketing outlooks of dairy, livestock and grains along with the issues of cropland leasing, dairy beef and organic dairying. The seminar should once again provide fruitful discussion to issues of concern to agricultural lenders.

The cost of the program is $100 per person, which includes handouts, refreshments and lunch. To register, please mail the enclosed registration with payment by October 16th. Thank you.

To get to the Best Western Plus Hotel follow US 20 into Dubuque. The hotel is at 3100 Dodge Street (which is Highway 20) between Kmart and Cedar Cross Road.

I look forward to seeing you there.

Sincerely,

Dr. Larry F. Tranel
Dairy Field Specialist, NE/SE Iowa
Iowa State University Extension
14858 West Ridge Lane
Dubuque, Iowa 52003
email: tranel@iastate.edu
Tri-State Agricultural Lender’s Seminar
Thursday, October 26th, 2017
10:00 am - 3:00 pm
Best Western Plus Hotel, Dubuque, IA

To register, mail the registration slip with check payable to Dubuque County Extension to:

Larry Tranel, ISU Extension Dairy Specialist
Dubuque County Extension
14858 West Ridge Lane
Dubuque, IA 52003

Cost is $100 per person. We look forward to seeing you on October 26th.

REGISTRATION FORM

Name of Institution: _______________________________________________________

Address of Institution: ____________________________________________________

Names of Persons Attending: (if convenient, please add email for future notification)

1. ___________________________ email: _________________________________
2. ___________________________ email: _________________________________
3. ___________________________ email: _________________________________
4. ___________________________ email: _________________________________
5. ___________________________ email: _________________________________
6. ___________________________ email: _________________________________
7. ___________________________ email: _________________________________
8. ___________________________ email: _________________________________