REGISTRATION
Registration Deadline: October 25
Pre-registration is $85 for the first person from the business/organization, and $60 for each additional person. Includes materials, lunch and refreshments.
Registration at the door is $100 per person with no lunch guaranteed.
Register via mail by detaching this form, via phone at 712-737-4230, or online at https://form.jotform.com/4Hregion1/siouxland-lenders-seminar
Make checks payable to:
ISU Extension and Outreach Sioux County
Mail to: ISU Extension and Outreach Sioux County
400 Central Ave, NW, Suite 700
Orange City, IA 51041

Questions?
Fred Hall, NW Iowa Extension Dairy Specialist
712-737-4230 or fredhall@iastate.edu

Name of Institution/Organization:
________________________________________
Address:
________________________________________
________________________________________
Phone: ___________________________________
Email: ___________________________________
Individual(s) Attending:
________________________________________
________________________________________
________________________________________
________________________________________
$85 (first attendee) + $60 x (number of additional people)
Total Due $__________
AGENDA

8:45 a.m. — Registration
9:00 a.m. — Convergence of the Big Three in Agriculture: Economy, Technology and Experience
Doug Johnson, Moody’s Analytics

10:00 a.m. — Break

10:15 a.m. — Combining FINBIN and DHIA Data to Predict Expansion Success
Jim Salfer, University of Minnesota

11:00 a.m. — Dairy Market Outlook
Mark Stephenson, University of Wisconsin-Madison

12:00 Noon — Lunch

12:45 p.m. — How Dairies are Ramping Up Their Financial Reporting
Gary Vande Vegte, Van Bruggen & Vande Vegte, PC

1:45 p.m. — Break

2:00 p.m. — Tax Law Changes
Tom Thaden, Iowa Farm Business Assn.

2:45 p.m. — Market Outlook
Chad Hart, Iowa State University

3:45 p.m. — Adjourn and Evaluation plus Price Prognostications

Thank you to these supporting partners who help make this program possible:

Doug Johnson is a Director at Moody’s Analytics specializing in Agriculture and has been with Moody’s Analytics for over 26 years. Doug has worked with ag lenders all across the United States and Canada, and is a frequent presenter on agricultural topics via webinars, speaking at numerous State, Regional and National ag conferences, Graduate Schools of banking, and leads the charge on new ag functionality within our solution to help serve our agricultural customer base. His strong passion for agricultural awareness stems from growing up on his fourth generation family farm coupled with his teaching education background. Doug has first-hand experience with the cyclical and volatile nature of the Ag markets, which enables him to pull from his background and provide a valuable perspective while working with lenders and producers across the country.

Nathan J. Hulinksy is a Regional Extension Educator with the University of Minnesota Extension. Nathan has been in this role for over three years. He works on the development and delivery of educational programs dealing with agricultural risk management with an emphasis on dairy risk management, farm financial management, labor management, succession planning, land economics, and taxation. The focus of his programs is to reduce risk and increase profits of farmers.

Mark Stephenson is the Director of Dairy Policy Analysis at the University of Wisconsin-Madison. In this position, Dr. Stephenson conducts and coordinates research and outreach activities related to the dairy industry. He is involved in applied research at the firm-level, including milk assembly costs, processing costs and efficiencies, new processing technologies and new dairy ingredients. He is also active in sector-level performance including dairy policy and milk price forecasting. Prior to his present position, Mark was the Associate Director for Educational Outreach with the Cornell Program on Dairy Markets and Policy.

Gary Vande Vegte, CPA, CMA, is a managing partner who oversees firm operations by strategically planning for the future, and communicating the company vision and goals throughout the organization. He also represents the firm in the communities VB & VV serves. His professional focus is to provide a wide range of accounting, tax, and consulting services to individuals, agricultural producers and entities, and small businesses in various industry sectors. Gary assists owner-operated dairies and dairy related entities throughout the United States, offering consulting, tax services, and accrual basis financial statement preparation.

Tom Thaden is a consultant with the Northwest Iowa Farm Business Association, and has been in his position since 1979. The Iowa Farm Business Association provides a business management service for the individual farm business. The Association is controlled and operated by its members who hire an Ag Consultant to assist them with financial management, record keeping, total farm and enterprise analysis, income tax management and other farm related management areas. The Iowa Farm Business Association is dedicated to better farm management and better farm family living. The Association has been helping Iowa farmers and agri-businessmen achieve their goals for over 80 years.

Dr. Chad Hart has served as the U.S. Policy and Insurance Analyst with the Food and Agricultural Policy Research Institute (FAPRI) and a Scientist with CARD. For FAPRI, He was responsible for directing econometric and modeling efforts for the crop insurance component of the FAPRI modeling system. For CARD, he served in multiple roles, concluding as the head of the Biorenewables Policy Division and examined the interactions between the agricultural and energy sectors. His research has examined the interaction between the agricultural commitments within the World Trade Organization (WTO) and the agricultural policies and programs of WTO members, crop insurance, international trade, biofuel policy, federal agricultural policy, and crop marketing.