



**2022**

# **AGRICULTURAL CONFERENCE**

*Digging Deep*

April 5 • Marriott Legends • Prattville, AL

# TOPICS INCLUDE

## Lending in the Agricultural Marketplace – 2022 and Beyond

*featuring Dr. David Kohl*

The pandemic's impact and lasting effects have created economic and financial ripples that will be observed throughout the decade. Global trade, consumer behaviors, supply, and marketing chains, and other disruptors are creating challenges, while simultaneously presenting opportunities in the agricultural lending marketplace. Topics include the high tech, high touch approach to building relationships, aligning with producer mindsets, assessing business IQ as it relates to financials and bottom-line economics, and the growth of ag businesses of the future.

## Weather Risk in Production Ag: 2022 Growing Season Outlook

*featuring Eric Snodgrass*

Weather risk is ubiquitous in our economy and preparing for this risk is critical to the successful execution of a business plan. In this talk we will discuss weather's impacts over winter and early spring across the U.S. and study how weather has impacted the South American growing season and ag commodity prices. We will forecast the remainder of spring provide a preliminary outlook for summer weather. Prepare to learn about the limits of weather prediction and how weather and climate patterns have changed over the last 70 years. We will discuss how high-impact, low-frequency events like tornadoes, hail, flooding, drought, extreme heat/cold and hurricanes impact agriculture and how to predict and observe these events. Snodgrass will share his favorite resources for weather data and forecasts and show you where to find the best weather information.

## Agricultural Policy Update from Washington, D.C.

*featuring Ed Elfmann*

In this session, you will hear from Ed Elfmann, the SVP for Agricultural and Rural Banking Policy for the American Bankers Association. Elfmann will bring you up to date on what's going on in Washington D.C. and how it affects you as a banker. He will discuss the current agricultural leadership in Washington D.C., legislation that is being considered on Capitol Hill, policy changes at USDA, and other issues that may be affecting agricultural finance. Washington D.C. has been a busy place since the last election, and this session will provide a great summary of what you need to know.

## Alabama Hemp Program & Medical Cannabis Commission

*featuring Hassey Brooks & Daniel Autrey*

An overview will be given covering areas such as program inception, federal policy and current state. The participants should gain a better understanding of the state regulatory requirements for growing and processing of hemp. The Darren Wesley 'Ato' Hall Compassion Act was passed by the Alabama Legislature in the Spring of 2021, and established the Alabama Medical Cannabis Commission. This presentation will provide a brief summary of the statute and an overview of the current status of the medical cannabis program.

## Question/Answer Session & Adjourn



This event will be held at the

**Marriott Legends in Prattville**  
2500 Legends Circle • 35244

When making hotel reservations, if the ABA room block has not reached capacity, please reference - **Online code C56** or call **Marriott Reservations: 800-593-6429** and give the reservation specialist code **AKAZ**.

## AGENDA Tuesday, April 5

8 a.m.

**Registration**

8:15 a.m. - 3 p.m.

**Business Session**

11:30 a.m. - 12:15 p.m.

**Lunch Provided**

# SPEAKERS



**Daniel Autrey** a native of Greenville, Ala, is a graduate of the University of Alabama Birmingham and the University of Alabama School of Law. Autrey currently serves as the Assistant Director of the Alabama Medical Cannabis Commission, Alabama's newest state agency that will regulate all aspects of medical cannabis in Alabama and fulfill the intent of the Alabama Legislature to create a health care market for medical cannabis in the State.



**Dr. David Kohl** is an academic Hall of Famer in the College of Agriculture at Virginia Tech, Blacksburg, Va. Dr. Kohl has keen insight into the agriculture industry gained through extensive travel, research, and involvement in ag businesses. He has traveled nearly 10 million miles; conducted more than 7,000 presentations; and published more than 2,500 articles in his career. Dr. Kohl's wisdom and engagement with all levels of the industry provide a unique perspective into future trends.



**Ed Elfmann** serves as Senior Vice President of Agricultural and Rural Banking Policy for the American Bankers Association in Washington, D.C. Elfmann has been with ABA since June 2012, and is ABA's head of policy on agricultural and rural credit and lending issues. In addition to agricultural policy, Elfmann works on swaps and derivatives policy, financial services, and appropriations for ABA.



**Eric Snodgrass** is a Science Fellow and Principal Atmospheric Scientist for Nutrien Ag Solutions, where he develops predictive, analytical software solutions to manage weather risk for global production agriculture. He provides frequent weather updates that focus on how high-impact weather events influence global agriculture productivity. His current research uses machine learning to better understand field-level weather impacts on yields in the US and to increase confidence in long-range weather prediction.



**Hassey Brooks** is a graduate from Auburn University at Montgomery where he studied Biology-Environmental Science. Brooks is currently the Deputy Commissioner for the Alabama Department of Agriculture & Industries. In his role as deputy commissioner he interacts with the National Association of State Departments of Agriculture (NASDA) on various federal and state agricultural issues to ensure that department division directors and the current commissioner are abreast of current information that relates to their sector of agricultural interests.

## 2022 AG CONFERENCE REGISTRATION

FEES \$395 Member; \$595 Non-Member

**Return this form and appropriate fees to:**

ABA, 445 Dexter Avenue, Suite 10025, Montgomery, AL 36104 or fax to (334) 244-9382.

Name \_\_\_\_\_ Bank \_\_\_\_\_

Title/Dept. \_\_\_\_\_ Email \_\_\_\_\_

Mailing Address \_\_\_\_\_ City, State & Zip \_\_\_\_\_

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**PAYMENT METHOD:** Total fees due: \$ \_\_\_\_\_ (Payment due prior to event.)

☐ Check enclosed

☐ Please send me an invoice

☐ Please bill the following credit card: ☐ Visa ☐ MasterCard ☐ Discover ☐ Amex

Credit Card No. \_\_\_\_\_ Exp. date \_\_\_\_\_

**IMPORTANT POLICIES – Cancellation:** A processing fee of \$100 applies to all cancellations. We will gladly refund 100 percent of your registration fee (minus \$100 processing fee) if notice is given by 12 noon, 15 business days before the event. After 15 business days, no money can be refunded, credited or transferred, although substitution of a participant is welcomed. **Late Registration:** Please note there will be a \$50 late registration fee for all attendees that register later than 10 business days before the seminar. **Non-ABA Members:** Prepayment is required for all non-member attendees for any event. **Early Bird Rates:** To qualify for the early bird rate, full payment MUST be received by advertised date. Otherwise, additional billing for the regular rate will be necessary. **Note:** If registrant has received any manual/handouts prior to cancellation for a week-long school session, no money can be refunded, credited or transferred. **Photo Use:** By registering, you give your permission to be photographed and for those photographs to be used by the association. **Waiver and Indemnity:** Unless otherwise stated in writing, attendance at this event is governed by the Alabama Bankers Association's "Standard Event Waiver and Indemnity Policy" available at <https://www.alabama.bank/abaimis/AlabamaBankers/Waiver>. Please contact ABA with any questions.