

**Registration**  
**2018 Kansas State University**  
**Agricultural Lenders Conference**

Pre-registration: \$100  
 Registration at the door: \$110  
 Pre-registration deadline: Oct. 4, 2018

Register by credit card:  
<http://commerce.cashnet.com/KSUagecon>

OR:  
**Make checks payable to:**  
*K-State Research and Extension*, and remit to:  
 Rich Llewelyn  
 Dept. of Agricultural Economics, KSU  
 345 Waters Hall  
 1603 Old Claflin Place  
 Manhattan, KS 66506

**Registration**  
**2018 K-State Agricultural Lenders Conference**

Name(s) \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Firm \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Email \_\_\_\_\_  
 Number of registrants @ \$100 \_\_\_\_\_  
 Total Enclosed: \$ \_\_\_\_\_

Location (please check one)

- October 9 — Garden City**  
 **October 10 — Manhattan**

**October 9, 2018**  
**Finnup Center**  
**312 Finnup Dr., Garden City, KS**

**October 10, 2018**  
**K-State Alumni Center**  
**1720 Anderson Ave., Manhattan, KS**

**CONFERENCE SCHEDULE**

- 8:30 **Registration (coffee, juice, & donuts)**
- 9:00 **Beef Cattle Market Outlook for 2019**  
 Glynn Tonsor
- 9:45 **Including Forages in Dryland Cropping Rotations (Garden City)** Monte Vandever
- 9:45 **Crop Profitability and Management Factors (Manhattan)** Dustin Pendell
- 10:30 Break
- 10:45 **Grain Market Outlook for 2019**  
 Dan O'Brien
- 11:30 **2018 Farm Bill**  
 Mykel Taylor and Art Barnaby
- 12:15 Lunch
- 1:00 **Comparing ROA and ROE and Using These Ratios to Forecast Ag Loan Delinquency**  
 Gregg Ibendahl
- 1:45 **Land Values and Rental Rates in Kansas**  
 Mykel Taylor
- 2:30 **Concluding Questions/Remarks**

Kansas State University: Agricultural Experiment Station and Cooperative Extension Service

K-State Research and Extension is an equal opportunity provider and employer. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating Extension, John Floros, Director.

**KANSAS STATE UNIVERSITY** | Agricultural Economics

2018 Kansas State University

**Agricultural Lenders Conference**



**FEATURING...**

- Beef Cattle Market Outlook for 2019
- Cropping Systems and Profitability
  - Grain Market Outlook for 2019
  - 2018 Farm Bill
- Using ROA/ROE to Forecast Ag Loan Delinquency
- Land Values and Rental Rates in Kansas

**Finnup Center**  
**Garden City, October 9, 2018**

**K-State Alumni Center**  
**Manhattan, October 10, 2018**

# SPEAKERS

## Glynn Tonsor

Glynn Tonsor joined the Dept. of Agricultural Economics at K-State in March 2010. He obtained his Ph.D. from KSU in 2006 and was an Assistant Professor in the Dept. of Agricultural, Food, and Resource Economics at Michigan State University until 2010. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. He has broad interests and experiences which span issues throughout the meat supply chain. Through both applied research and first-hand knowledge with livestock production, Glynn has expertise in animal ID and traceability, animal welfare and handling, food safety, and price risk management and analysis.

## Monte Vandever

Monte Vandever joined the KSU Extension Farm Management team in February 2016 as the Southwest Area extension agricultural economist, based in Garden City. He grew up on a farm in south-central Kansas with wheat and cow-calf operations. He received B.S. and M.S. degrees in agricultural economics from Kansas State University and a Ph.D. in ag economics from Purdue University. Besides working for K-State Research and Extension, he also has experience working with the Economic Research Service, (USDA), the University of Nebraska-Lincoln's Extension Service, and volunteer service in Vietnam. He has a special interest in risk management and crop insurance.

## Art Barnaby

Art Barnaby was raised on a diversified farm, located in Elk County, Kansas. Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979. He currently holds the rank of Professor. Art conducts national extension education programs on market risk, government commodity programs, crop insurance and public policy. In 2016, Art was named one of Farm Credit's Fresh Perspectives Top 100 Honorees. In 2013, Art was 1 of 30 people who were named on Top Producer Editors' list of "Brave Thinkers: 30 Leaders Who Made a Difference" and on their list of "7 Economists, Bankers Who Challenged the Status Quo". His research work with the private sector was the basis for the first revenue insurance contract. Art's wife, Nancy, holds a B.S. degree from Fort Hays State University in Nursing. Art and Nancy have two sons and five granddaughters.

## Mykel Taylor

Mykel Taylor's research and extension programs are focused in the areas of crop marketing and farm management. She grew up on a cattle ranch in Montana and attended Montana State University majoring in Agribusiness Management. She has worked in extension positions at both Kansas State University and Washington State University. Some of her current research areas include measuring basis risk for commodity grains, understanding the implications of the 2014 Farm Bill, and analyzing trends in Kansas agricultural land values, rental rates, and leasing arrangements.

## Dan O'Brien

Daniel O'Brien was raised on a grain and livestock farm in south central Nebraska. He received degrees in Agricultural Economics from the University of Nebraska-Lincoln. After his Ph.D. at Iowa State, he has worked as the Extension Agricultural Economist at the Northwest Research and Extension Center in Colby. His extension and applied research interests and efforts are a) grain market analysis, bioenergy impacts and price-income risk management strategies, b) grain industry market structure, conduct and performance, and c) economic analysis of irrigated and dryland cropping systems, and associated cropland leasing arrangements.

## Gregg Ibendahl

Gregg Ibendahl joined the faculty in fall 2012 as an associate professor of agricultural economics with a major appointment in extension. Prior to joining the K-State faculty, he served as an associate extension professor at Mississippi State University. His specialty areas are farm management and agricultural finance. Ibendahl earned his Ph.D. from the University of Illinois in agricultural economics. He also has an MBA from Northern Illinois University. His undergraduate degree is from Southern Illinois University, where he majored in agricultural mechanization and earned a minor in computer science.

## Dustin Pendell

Dustin Pendell joined the Department of Agricultural Economics as an Associate Professor in 2015. He received his BS in Agribusiness from Illinois State University, MS in Agribusiness Economics from Southern Illinois University and PhD in Agricultural Economics from Kansas State. His research and extension programs are focused in the areas animal health and livestock production economics. He teaches an undergraduate course in data analysis and optimization. Prior to joining K-State, Dustin was a faculty member at Colorado State University. He has also taught courses in marketing, production economics, and farm management.



**K-State's annual Agricultural Lenders Conferences are designed to provide the Kansas financial community with updates on current agricultural topics. The 2018 conference includes:**

- **Beef Cattle Market Outlook for 2019**  
*Glynn Tonsor*
- **Including Forages in Dryland Crop Rotations (Garden City only)**  
*Monte Vandever*
- **Crop Profitability & Management (Manhattan only)** *Dustin Pendell*
  - **2018 Farm Bill**  
*Mykel Taylor and Art Barnaby*
- **Grain Market Outlook for 2019**  
*Dan O'Brien*
- **Using ROA and ROE Ratios to Forecast Ag Loan Delinquency**  
*Gregg Ibendahl*
- **Kansas Land Values and Rental Rates**  
*Mykel Taylor*

**For more information, contact:**

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