



Northeast Agribusiness Seminar

Presented by the New York Bankers Association

**"Learning is not attained by chance, it must be sought for with ardor and attended to with diligence."
- ABIGAIL ADAMS**



JULY 11-12, 2019

Hilton Garden Inn
74 State Street
Auburn, NY
315-252-5511

FEES

\$370 NYBA members;
\$420 non-members

QUESTIONS?

Contact **Kim Mendelsohn**
Senior Vice President,
Professional & Program
Development
212-297-1672
kmendelsohn@nyba.com

For Hilton Garden Inn reservations, call 315-252-5511, and mention NYBA meeting. Group rate is \$139 plus tax. Room block will be held until June 11; after that date, rooms and rates are subject to availability.

**THANK YOU TO OUR
SPONSOR
Farmer Mac**

Annual Symposium on Agricultural Banking and Agribusiness...

The Northeast Agribusiness Seminar is an annual agricultural and economic symposium that focuses on current issues related to **agricultural banking, agribusiness, farm management** and **rural businesses**. The program is developed by NYBA's Agriculture and Rural Affairs Committee in cooperation with the Cornell University Dyson School of Applied Economics & Management and the New York State Agricultural Experiment Station. The seminar presents a great opportunity for informal discussion with lenders and agribusiness representatives from across the state.

Audience

The seminar should be of special interest to agricultural lenders and other senior officers and directors of banks engaged in agricultural lines of business or located in agricultural communities. Representatives from the Farm Service Agency and other agribusiness and agricultural credit entities are encouraged to attend.

Highlights

- Agricultural Tours – DuMond Farms | Beak & Skiff Apple Orchards & Distillery
- Agriculture Today: It Is What It Is...What Should We Do About It? with *David Kohl*
- Panel: Hemp Industry Perspectives & Changes in NY
- Financial Strategies Dairy Farmers Should Consider in the Current Market
- Panel: Value Added Processing
- Overview of Tax Law Changes, Tax Credits and CPA Prepared Financial Statements for Ag Clients
- Perspectives and Changes in the Grocery Industry
- Washington Perspective on Agricultural Issues

The New York Bankers Association is registered with the New York State Board for Public Accountancy as a sponsor of continuing professional education. This program qualifies for 6 hours – specialized knowledge.

Northeast Agribusiness Seminar

PROGRAM

Thursday, July 11, 2019

- 2:00 pm **Registration and Refreshments – Hilton Garden Inn**
- 2:30 pm *Tours: DuMond Ag, LLC / Beak & Skiff, 1911 Established*
- 6:00 pm **Reception at Hilton Garden Inn**
- 7:00 pm **Dinner**
- 7:45 pm *Remarks - Farmer Mac*

Agriculture Today: It Is What It Is...What Should We Do About It?
Dr. David Kohl, Professor Emeritus, Agricultural Finance & Small Business Management, Virginia Polytechnic & State University

Friday, July 12, 2019

- 8:00 am *Welcome*
Scott MacKenzie, Chair, NYBA Agriculture & Rural Affairs Committee; Vice President, Lyons National Bank

Value Added Discussion
Dr. David Kohl, Moderator; Professor Emeritus, Agricultural Finance & Small Business Management, Virginia Polytechnic & State University

Kevin Ellis, Cayuga Milk Ingredients
Todd DuMond, DuMond Ag
Carl Byrne, Byrne Dairy
- 9:30 am *Refreshment Break*

- 9:45 am *Financial Strategies Dairy Farmers Should Consider in the Current Market – Dr. Christopher Wolf*, Professor, Department of Agricultural, Food & Resource Economics, Michigan State University
- 10:15 am *Overview of Tax Law Changes, Tax Credits and CPA Prepared Financial Statements for Ag Clients* - Grace Richardson, CPA & Tim Moag, CPA from Freed Maxick
- 10:50 am *Washington Perspective on Agricultural Issues* - Ed Elfmann, Senior Vice President, Agricultural and Rural Banking Policy, American Bankers Association
- 11:35 pm *Farm Service Agency Update*
John M. Liddington, Farm Loan Chief, USDA-Farm Service Agency – New York
- 12:00 pm **Lunch**
- 12:45 pm *Perspectives and Changes in the Grocery Industry* - Martha Hilton, Wegmans
- 1:30 pm *Hemp Industry Perspectives & Changes in NY*
Julie C. Suarez, Moderator, Associate Dean for Government & Community Relations, Cornell University

Morgan Hopkins, CPA, Director, Cannabis & Hemp Advisory Services, Dejoy, Knauf, & Blood, LLP

Jason Klimek, Esq., Chair of Cannabis Practice Group, Boylan Code, LLP
- 2:40 pm *Closing Remarks*
- 2:45 pm **Adjourn**

Registration: Complete the attached form and return by mail, fax or email.

Please note there is a dinner only registration option for Thursday's reception/dinner/Dr. David Kohl presentation at a cost of \$95/NYBA member; \$125/non-member.

NEW YORK BANKERS ASSOCIATION

Registration Form – 2019 Northeast Agribusiness Seminar, Auburn, NY 7/11-12, 2019

Registration Fees: \$370 NYBA members; \$420 non-members Total Fees: _____

\$95 NYBA members; \$125 non-members - Thursday rec/dinner/talk only

Payment type: ___ Check enclosed ___ MasterCard ___ Visa ___ Discover ___ Please invoice me

Make checks payable to New York Bankers Association Card # _____ Exp _____ V-Code _____

Name on Card _____

Signature _____

Please fill out completely; copy form for additional registrants.

Name _____ Nickname _____ Title _____

Mailing Address _____ Dinner Only? _____

City _____ State _____ Zip _____ CPE requested _____

Phone _____ Fax _____ E-mail _____

Name _____ Nickname _____ Title _____

Mailing Address _____ Dinner Only? _____

City _____ State _____ Zip _____ CPE requested _____

Phone _____ Fax _____ E-mail _____

Name _____ Nickname _____ Title _____

Mailing Address _____ Dinner Only? _____

City _____ State _____ Zip _____ CPE requested _____

Phone _____ Fax _____ E-mail _____

Authorized by:

Name _____ Title _____

Institution _____ Phone _____

Send registration form and payment to:

Northeast Agribusiness Seminar
New York Bankers Association
99 Park Avenue, 4th Floor
New York, NY 10016

Or, FAX/EMAIL to:

(212) 297-1683 | kmendelsohn@nyba.com

Cancellation Policy: Cancellations made on or before 6/27/19 will be refunded in full. Cancellations made after 6/27/19 will be refunded less an \$85 cancellation fee. There are no refunds for cancellations made after 12:00 PM, 7/5/19. There is no charge for substitutions. Please call 212-297-1666 with names of replacements.