

# SCHOOL OF AGRICULTURAL LENDING

## 2026 Course Schedule

### MONDAY, JUNE 15

12:30pm - 1:00pm	Registration
1:00pm - 1:45pm	Welcome & Class Introductions..... Jessie Pfaff - ICBND
1:45pm - 3:15pm	How to Speak to Your Customers: Addressing Stress Levels, Attitude & Reaction..... Mark Holkup - Former Farm Mgmt Education Instructor
3:15pm - 3:30pm	Break
3:30pm - 4:45pm	Which Title Product is Right for my Transaction..... Nick Hacker - The Title Team

### TUESDAY, JUNE 16

8:30am - 9:30am	State Banking Update - State Exams..... Corey Krebs - ND DFI & Ryan Spah - ND DFI
9:30am - 9:45am	Break
9:45am - 12:00pm	FSA Farm Loan Programs - Direct & Guaranteed Loans..... Ryan Lindbom - FSA; Holly Heimark - FSA; Lisa Menne - FSA
12:00pm - 1:00pm	Lunch at BSC
1:00pm - 2:00pm	Farm Bill Update - Projected ARC/PLC Payments..... Bryon Parman - NDSU
2:00pm - 2:15pm	Break
2:15pm - 3:30pm	Livestock Market Outlook..... Tim Petry - NDSU
3:45pm - 4:45pm	Crop Commodity Outlook..... Randy Martinson - Martinson Ag Risk Management
5:35pm - 10:00pm	Bismarck Larks vs. Minot Hot Tots Baseball Game Bismarck Municipal Ballpark - 201 W Front Ave, Bismarck <i>All attendees, instructors, special guests and ICBND board and staff are welcome to attend.</i> <i>Includes: Premium Ballpark Buffet, unlimited soda and water, 5 drink tickets, and seats in the Petro Hunt Clubhouse A.</i> <i>Food starts at 5:35 PM/Game starts at 6:35 PM</i>

### WEDNESDAY, JUNE 17

8:00am - 12:15pm	AgBank Sim with Breaks..... Ryan Larsen - Utah State University
12:15pm - 1:00pm	Lunch at BSC
1:00pm - 1:45pm	AgBank Sim Recap and C's of Credit..... Ryan Larsen - Utah State University
1:45pm - 2:00pm	Break
2:00pm - 3:30pm	Agricultural Loans..... John Schroeder - Dakota Law Group
3:30pm - 3:45pm	Break
3:45pm - 5:00pm	Bankruptcy Preparedness - What You Need to Know..... John Schroeder - Dakota Law Group

### THURSDAY, JUNE 18

8:30am - 9:30am	Crop Insurance Importance..... Curt Christofferson - NAU Country Insurance
9:30am - 10:00am	Lenders Perspective on Loan Guarantees..... Todd Neurohr - Security First Bank of North Dakota
10:00am - 10:15am	Break
10:15am - 11:15am	Livestock Risk Protection..... Tyler Schau - AgMarket.net
11:15am - 12:00pm	Environmental Services Program..... Scott Ressler - ND Stockmen's Association
12:00pm - 1:00pm	Lunch at BSC
1:00pm - 1:15pm	Depart for Tour
1:15pm - 3:30pm	Tour of USDA ARS Northern Great Plains Research Lab 1701 10th Ave SW, Mandan..... David Archer - Northern Great Plains Research Lab
6:00pm	Dinner at Stonehome Brewing Company 1601 N 12th Street, Bismarck All are welcome to attend for dinner and refreshments.

### FRIDAY, JUNE 19

8:30am - 9:30am	Appraisals, Valuations & Trends..... Scott Steffes - Steffes Group <i>(invited)</i>
9:30am - 10:30am	The AI Culture: Are We Ready..... Doug Johnson - Johnson Ag Outlook, LLC
10:30am - 10:45am	Break
10:45am - 11:45am	Closing Keynote..... Doug Goehring - ND Agriculture Commissioner <i>(invited)</i>
12:00pm	Dismissal - Lunch not provided

**COURSE SCHEDULE SUBJECT TO CHANGE**