



Montana independent Bankers



MIB NEWS

THE ONLY BANKING ASSOCIATION IN MONTANA REPRESENTING MONTANA-OWNED COMMUNITY BANKS | NOVEMBER 2021



LENDING IN THE AGRICULTURAL MARKETPLACE – 2021 AND BEYOND

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.

Dr. Kohl will draw upon his decades of engagement and interaction with the agricultural industry to provide wisdom and actionable items that can be used with your agricultural customers. 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. Get ready for an action-packed session that provides answers to some of the most commonly asked questions in the agricultural lending marketplace.

AG SEMINAR SPEAKERS

David M. Kohl, Ph.D.

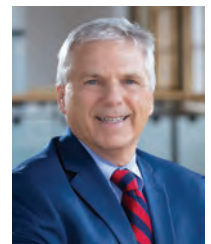
Dr. Dave Kohl is an academic Hall of Famer in the College of Agriculture at Virginia Tech, Blacksburg, VA. Dr. Kohl has keen insight into the agriculture industry gained through extensive travel, research, and involvement in ag businesses. He has traveled nearly 10 million miles; conducted more than 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.



Lynn Paulson

Lynn Paulson is senior vice president and director of agribusiness development for Bell Bank, one of the largest independently owned banks in the nation. He writes and speaks about agricultural lending and finance, the global economy and the ag economy.

Paulson has expert knowledge of the ag industry, having worked in ag lending for more than 35 years and as a retired owner and operator of a Benson County, N.D., family farm. He works with a number of agricultural operations and



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Community Bankers for Compliance Program 2022

CBC Quarterly Virtual Seminars

February 10, 2022

May 10, 2022

September 15, 2022

November 3, 2022

CBC Quarterly virtual seminars will run from 9:00 am to 1:00 pm

Quarterly Regulatory Update - Virtual Webinars

March 4, 2022

June 3, 2022

September 9, 2022

December 2, 2022

Quarterly Regulatory Update virtual webinars will be presented at 9:00 am (mountain time) and approximately 90 minutes in length including questions and answers.

Presented By:



Sponsored By:



The challenge of keeping pace with the ever-changing compliance regulations!



PROGRAM MEMBERSHIP

Pricing of the CBC program is as follows:

- MIB Members: \$1,000 per year for one (1) delegate from your bank.
- MIB Associate Members: \$1,250 per year for one (1) delegate from your bank.
- Non-MIB Members: \$1,500 per year for one (1) delegate from your bank.

Included in the program membership is:

- One delegate for the **4 Quarterly CBC Webinars**. The webinars will run from 9:00 am- 1:00 pm.
- One delegate to the **4 webinars** -Regulatory Update. Each webinar will begin at 9:00 am (Mountain time) and approximately 1 ½ hours, including questions and answers.
- Detailed **electronic manuals** for the CBC Programs.
- Monthly **Compliance Update newsletter** issued electronically.
- **On-line** and **toll-free** access to Young & Associates for compliance questions.

Additional Delegates:

Pricing for additional attendees to each session is:

- MIB Members: **\$150** per attendee per session.
- MIB Associate Members: **\$250** per attendee per session.
- Non-MIB Members: **\$350** per attendee per session.

CANCELLATION POLICY:

Cancellations must be received within 5 or more business days prior to the day of an educational program to receive 100% credit. Refunds are not provided for cancellations or absences which occur on the day of the program. Attendee substitutions are always welcome.

MIB CONVENTION AND TRADE SHOW

July 27-29, 2022 | Book your Rooms Now | Whitefish Lake Lodge

Individual Reservations: Call 877-887-4026 for their individual room reservations on or before Monday, June 27, 2022. Guests must identify themselves as being with the Montana Independent Bankers 2022 Annual Conference in order to receive the group rate.

For Main Lodge, Viking Lodge & Lakefront Condominiums, one night's room and tax will be collected at time of booking to guarantee the reservation. Fourteen (14) days prior to arrival the remaining balance due on the entire stay will be deducted from the credit card on file. If the reservation is made within fourteen (14) days of guest arrival the entire balance due will be collected and reservation will be considered non-refundable and non-transferable.

On-Line Reservations: Guests may book online by visiting our website at <https://lodgeatwhitefishlake.com/groupslogin>, and enter the following details:

Group ID is: MIB2022 | Group PASSWORD is: LODGE

CONVENTION REGISTRATION COMING SOON!

Convention & Trade Show

MIB

SAVE THE DATE

Whitefish Lake Lodge

July 27-29, 2022

DATE mibonline.org



Montana *independent* Bankers



Who Should Attend:
This conference is ideal for HR professionals and individuals who are looking to hone their skills and learn from the best.



Montana Independent Bankers presents

HUMAN RESOURCES CONFERENCE April 7, 2022

DOUBLE TREE BY HILTON | MISSOULA EDGEWATER

REGISTRATION
\$125.00 MIB MEMBERS
\$250.00 NON-MEMBERS

sponsorships available

BREAKFAST SPONSOR \$200.00

SPEAKERS SPONSOR \$500.00

12:00- 12:30 LUNCH SPONSOR \$250.00

to sponsor or register contact Terri
Assistant@thunderdomelaw.com

9:00 AM
REGISTRATION AND CONTINENTAL BREAKFAST

9:30-11 AM
HOW TO TRAIN THE TRAINER | JOEL CULLUM

11:15 AM-12:00 PM
TBA

12:00- 12:30 PM LUNCH

1:00-2:00 PM
EMPLOYEE RECOGNITION AND RETENTION
JOEL CULLUM

Block of rooms are available at a discounted rate.

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businesses across several Midwestern states and has served on various financial boards. Additionally, his banking experience includes merging several banks and holding companies and growing the new company to \$600 million.

To register contact:

Terri at
Assistant@thunderdomelaw.com
or Marie at
Officemanager@thunderdomelaw.com



Montana *independent* Bankers

James Brown, Executive Director
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AG LENDERS SEMINAR featuring David Kohl, Ph.D. and Lynn Paulson, Bell Bank's Director of Agribusiness Development

sponsored by **December 1, 2021**

MIB Montana Independent Bankers

Bell Bank

Northern Hotel
Billings Montana
9 AM - 12 PM

This is a sponsored event. No charge for attending.
seating is limited | sign up today
assistant@thunderdomelaw.com | 406-449-7444

New MIB website launched on November 1st
Be sure to check it out! www.mibonline.org

MIB 2022 PROGRAM CALENDAR

January

2022 Membership Renewals are Due

February

Feb 4 | MIB Board of Directors Meeting | Great Falls
Feb 10 | CBC Quarterly Webinar
Feb 27 - Mar 3 | ICBA Live | San Antonio, TX

March

March 1-3 | ICBA Live | San Antonio, TX
March 4 | CBC Regulatory Update Webinar

April

April 7 | HR Conference Missoula
April 22 | MIB Board of Directors Meeting | Polson

May

May 10 | CBC Quarterly Webinar

June

June 3 | CBC Regulatory Update Webinar
Register for MIB Convention and Trade Show



July

July 27-29 | 55th Anniversary MIB Convention & Trade Show | Whitefish Lake Lodge
July 28 | PAC Auction – *In Conjunction with MIB Convention*
MIB Board of Directors Meeting

September

Sept 9 | CBC Regulatory Update Webinar
Sept 15 | CBC Quarterly Webinar

November

Nov 3 | CBC Quarterly Webinar
Nov 16-17 | Women in Banking Conference | Springhill Suites | Bozeman
Nov 18 | MIB Board of Directors Meeting | Springhill Suites | Bozeman
Nov 19 | Cat/Griz game and MIB Tailgate

December

Dec 2 | CBC Regulatory Update Webinar

