

AGRICULTURAL LENDING SCHOOL
July 22-26, 2019 ~ Bluemont Hotel ~ Manhattan, Kansas

MONDAY July 22	TUESDAY July 23	WEDNESDAY July 24	THURSDAY July 25	FRIDAY July 26
7:30-8:00 am Registration	7:00-7:45 am Breakfast	7:00-7:45 am Breakfast	6:45-8:15 am Breakfast	7:00-7:45 am Breakfast
8:00 am-8:30 am Welcome & Orientation 8:30 am-9:30 am Mega Forces in Agriculture	7:45 am-8:45 am Mega Forces in Ag (continued) 8:45 am-10:00 am Credit Analysis/Credit Scoring & Risk Rating	7:45 am-9:30 am Credit Analysis/Credit Scoring & Risk Rating (continued)	7:15 am-8:15 am Case Study Leader Orientation** 8:15 am-10:00 am Marketing-Track I Marketing-Track II	7:45 am-8:45 am Final Exam 8:45 am-9:45 am Case Study Wrap Up/ Question & Answer Session
9:30-9:45 am Break	10:00-10:15 am Break	9:30-9:45 am Break	10:00-10:15 am Break	9:45-10:00 am Break
9:45 am-11:15 am Mega Forces in Ag (continued) 11:15 am-12:15 pm Agricultural Financial Statements	10:15 am-12:15 pm Credit Analysis/Credit Scoring & Risk Rating (continued)	9:45 am-12:15 pm Credit Analysis/Credit Scoring & Risk Rating (continued)	10:15 am-10:45 am Marketing-Tracks I/II (continued) 10:45 am-12:15 pm Loan Structuring	10:00 am-11:00 am Case Study Wrap Up/ Question & Answer Session (continued) Closing Comments
12:15-1:00 pm Lunch	12:15-1:00 pm Lunch	12:15-1:00 pm Lunch	12:15-1:00 pm Lunch	11:00 am Adjourn
1:00 pm-3:00 pm Agricultural Financial Statements (continued)	1:00 pm-3:30 pm Credit Analysis/Credit Scoring & Risk Rating (continued)	1:00 pm-3:00 pm Problem Loans	1:00 pm-2:00 pm Loan Structuring 2:00 pm-2:15 pm Transition to Case Study Room 2:15 pm-3:30 pm Case Study/Group Work	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)
3:00-3:15 pm Break	3:30-3:45 pm Break	3:00-3:15 pm Break	3:30-3:45 pm Break	
3:15 pm-5:30 pm Agricultural Financial Statements (continued)	3:45 pm-5:15 pm Borrower's Perspective Panel	3:15 pm-5:00 pm Problem Loans (continued) 5:00 pm-5:30 pm Final Exam Review	3:45 pm-6:00 pm Case Study/Group Work (assignments due to mentor upon completion)	
FREE EVENING	5:30 pm-7:00 pm Pizza Dinner	FREE EVENING	FREE EVENING	

**Only Case Study Leaders are required to attend Thursday morning orientation, although all students are welcome. Class will begin at 8:15 am on Thursday.