

**AGRICULTURAL LENDING SCHOOL**  
**July 12-16, 2021 ~ Bluemont Hotel ~ Manhattan, Kansas**

<b>MONDAY July 12</b>	<b>TUESDAY July 13</b>	<b>WEDNESDAY July 14</b>	<b>THURSDAY July 15</b>	<b>FRIDAY July 16</b>
<b>7:30-8:00 am Registration</b>	<b>7:00-7:45 am Breakfast</b>	<b>7:00-7:45 am Breakfast</b>	<b>6:45-8:15 am Breakfast</b>	<b>7:00-7:45 am Breakfast</b>
8:00 am-8:30 am <b>Welcome &amp; Orientation</b> 8:30 am-9:30 am <b>Mega Forces in Agriculture</b>	7:45 am-8:45 am <b>Mega Forces in Ag</b> (continued) 8:45 am-10:00 am <b>Credit Analysis/Credit Scoring &amp; Risk Rating</b>	7:45 am-9:30 am <b>Credit Analysis/Credit Scoring &amp; Risk Rating</b> (continued)	7:15 am-8:15 am <b>Case Study Leader Orientation**</b> 8:15 am-10:00 am <b>Marketing-Track I</b> <b>Marketing-Track II</b>	7:45 am-8:45 am <b>Final Exam</b>  8:45 am-9:45 am <b>Case Study Wrap Up/ Question &amp; Answer Session</b>
<b>9:30-9:45 am Break</b>	<b>10:00-10:15 am Break</b>	<b>9:30-9:45 am Break</b>	<b>10:00-10:15 am Break</b>	<b>9:45-10:00 am Break</b>
9:45 am-11:15 am <b>Mega Forces in Ag</b> (continued) 11:15 am-12:15 pm <b>Agricultural Financial Statements</b>	10:15 am-12:15 pm <b>Credit Analysis/Credit Scoring &amp; Risk Rating</b> (continued)	9:45 am-12:15 pm <b>Credit Analysis/Credit Scoring &amp; Risk Rating</b> (continued)	10:15 am-10:45 am <b>Marketing-Tracks I/II</b> (continued) 10:45 am-12:15 pm <b>Loan Structuring</b>	10:00 am-11:00 am <b>Case Study Wrap Up/ Question &amp; Answer Session</b> (continued)  <b>Closing Comments</b>
<b>12:15-1:00 pm Lunch</b>	<b>12:15-1:00 pm Lunch</b>	<b>12:15-1:00 pm Lunch</b>	<b>12:15-1:00 pm Lunch</b>	<b>11:00 am Adjourn</b>
1:00 pm-3:00 pm <b>Agricultural Financial Statements</b> (continued)	1:00 pm-3:30 pm <b>Credit Analysis/Credit Scoring &amp; Risk Rating</b> (continued)	1:00 pm-3:00 pm <b>Problem Loans</b>	1:00 pm-2:00 pm <b>Loan Structuring</b> 2:00 pm-2:15 pm Transition to Case Study Room 2:15 pm-3:30 pm <b>Case Study/Group Work</b>	(Note: Schedule subject to variations in sequence and minor adjustments in length of class sessions.)
<b>3:00-3:15 pm Break</b>	<b>3:30-3:45 pm Break</b>	<b>3:00-3:15 pm Break</b>	<b>3:30-3:45 pm Break</b>	
3:15 pm-5:30 pm <b>Agricultural Financial Statements</b> (continued)	3:45 pm-5:15 pm <b>Borrower's Perspective Panel</b>	3:15 pm-5:00 pm <b>Problem Loans</b> (continued) 5:00 pm-5:30 pm <b>Final Exam Review</b>	3:45 pm-6:00 pm <b>Case Study/Group Work</b> (assignments due to mentor upon completion)	
<b>FREE EVENING</b>	<b>FREE EVENING</b>	<b>FREE EVENING</b>	<b>FREE EVENING</b>	

\*\*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.