

2018 Rural Development & Lending Conference
May 21-22, 2018 ■ King and Prince Beach & Golf Resort ■ St. Simons

Registration Information

The registration price is \$350/pp for registrations received through May 7; \$400 beginning May 8. You may register online at www.gabankers.com or return the form in the brochure to GBA's Alison Moreau at amoreau@gabankers.com. If submitting form by mail, send to 50 Hurt Plaza, Suite 1050, Atlanta, 30303. Registration payments may be made by check or you may request an invoice.

Hotel Information

To reserve a room at The King and Prince, call 800.342.0212 and be sure to mention that you are with the Georgia Bankers Association to receive GBA's special nightly rates: \$206 (Resort View – Historical Building), \$221 (Oceanview), or \$236 (Oceanfront). Rates are available three days before and after the conference dates based on availability. Room rate includes wi-fi in guest room, complimentary daily fitness center usage, and complimentary self-parking. The cut-off for reservations is April 20 and rooms in the GBA block may sell out before that date. Reservations must be guaranteed with a major credit card. A one-night charge will result for failure to show up for a confirmed reservation or for cancellation within 72 hours before arrival. Check-in time is 4 p.m. and check-out time is 11 a.m.

Registration Cancellation and Refund Policy

Cancellations must be in writing and submitted to **Alison Moreau** at amoreau@gabankers.com by Monday, May 14, to receive a refund. Substitutions are welcome at any time. Contact GBA's **Kathy Friestad** at 404.420.2024 or kfriestad@gabankers.com with questions.

Registration Form

To register, complete form below and return to GBA's Alison Moreau at amoreau@gabankers.com. If submitting form by mail, send to 50 Hurt Plaza, Suite 1050, Atlanta, 30303. Registration payments may be made by check or you may request an invoice.

Name: _____ Nickname: _____

Title: _____

Bank/Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Bank Assets: ☐ Below \$100 M ☐ \$100 M - \$ 250 M ☐ \$251 M - \$500 M ☐ \$501 M - \$750 M ☐ Over \$750 M

☐ Check if this is your first time to attend this GBA conference.

☐ Check if this is your first time to attend any GBA event.

Payment Information

☐ \$350/pp (submitted through May 7)

☐ \$400/pp (submitted May 8 and after)

☐ Check enclosed (payable to the Georgia Bankers Association).

☐ Send an invoice to my bank/company.

GBA

GEORGIA BANKERS ASSOCIATION
the resource that empowers

Rural Development & Lending Conference



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St. Simons

www.gabankers.com

GEORGIA BANKERS ASSOCIATION

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Letter from the Chair

Dear Fellow Bankers:

On behalf of the GBA Agriculture Committee, I would like to extend an invitation to your bank’s agribusiness lenders, directors and others to attend the 2018 Rural Development and Lending Conference May 21-22 at The King and Prince Golf & Beach Resort on St. Simons. Our committee has had another busy year, and we are excited about the slate of informative and interesting sessions we have lined up for our 2018 agenda.

Our goal is to provide you with relevant and insightful information that will empower you to serve your customers better and help your bank prosper. We encourage you to take advantage of this opportunity to learn and network with your colleagues.

Thank you for allowing me to serve as chair of the 2017-2018 GBA Agriculture Committee. My thanks to the committee members for their time, effort and continued contributions. You have made my job easy this past year.

We hope to see you at the conference May 21-22.

With kindest regards,

Chris McCard, Chair
2017-2018 GBA Agriculture Committee
SVP/Ashburn City President
South Georgia Banking Company



GBA 2017-2018 Agriculture Committee

Chris McCard, Chair
South Georgia Banking Company,
Ashburn

Todd Harrell, Vice Chair
United National Bank, Cairo

Luke Lanier, Group 1
Metter Bank, a Division of Durden
Banking Company

John Gandy, Group 2
Colony Bank, Moultrie

Trae Dorough, Group 5
Touchmark National Bank, Alpharetta

Kevin Cobb, Group 6
Queensborough National Bank & Trust
Company, Louisville

Ryan Bateman, Group 8
Bank of Hazlehurst

Shannon Fortson, Group 10
Pinnacle Bank, Elberton

Scott Beeley, At Large
Bank of Terrell, Dawson

Frank Cox, At Large
Ameris Bank, Moultrie

Barry Lyle, At Large
Bank of Dawson

Danny Minick, At Large
The Citizens Bank of Americus

Will Moore, At Large
Guardian Bank, Valdosta

Matt Reed, At Large
The Citizens State Bank of Taylor
County, Reynolds

Adam Smith, At Large
First National Bank of Coffee County,
Douglas

Thomas Carter
Associate Member Representative
Georgia Development Authority, Monroe

Joe Durham
Associate Member Representative
J. Durham & Associates, Inc., Albany

Monday, May 21

Noon	Conference Registration
12:45 p.m.	GBA Industry and Advocacy Update Joe Brannen, President and CEO Georgia Bankers Association
1 p.m.	Welcome and Introductions Chris McCard, SVP, City President South Georgia Banking Company
1:15 p.m.	Hot Button Topics and How to Address Them Ben Pitts, Examiner Division of Risk Management Supervision FDIC, Albany <i>This year, Pitts’ main focus will be on loan restructuring. He will also address bank performance, real estate evaluations and will take your questions.</i>
2:15 p.m.	Afternoon Break and Door Prizes
2:30 p.m.	Market Trends and Economic Overview Dr. John C. McKissick, Professor Emeritus Center for Agribusiness and Economic Development (CAED), Agricultural & Applied Economics, University of Georgia <i>The economic outlook for Georgia’s rural economy will be explored in this session. Special emphasis will be placed on factors affecting Georgia’s agriculture sector.</i>
4 p.m.	Sponsor and Exhibitor Presentations
4:15 p.m.	Georgia’s Animal Industry – Animal Disease Control and Prevention, Biosecurity and Food Safety Dr. Robert Cobb, Director of Animal Industry and State Veterinarian Georgia Department of Agriculture <i>Dr. Cobb will share an overview of the Georgia Department of Agriculture, Animal Industry Division and how animal disease can affect food safety. He will also discuss current animal disease concerns and the use of biosecurity.</i>
5:15 p.m.	Opening Reception — Co-Sponsored by CICCER and J. Durham and Associates
6:15 p.m.	Evening Free to Enjoy Your Own Plans

Tuesday, May 22

7:30 a.m.	Breakfast Buffet Open
8:15 a.m.	Cotton Outlook and Strategy Ashley Arrington, Credit Analyst Queensborough National Bank <i>During this session, Arrington will discuss what is moving today’s cotton market. Arrington will also explore best practices when discussing strategic marketing with clients. While lenders can’t market for their clients, lenders can be sure they and their clients are educated on the market.</i>
9:15 a.m.	Morning Break / Door Prizes
9:30 a.m.	Current Legal Issues of Interest to Rural Lenders Sherman Willis, Managing Partner Gardner, Willis, Sweat, & Goldsmith <i>Willis will address the hot topic legal issues facing agribusiness leaders. His session will include real -life case studies with the names and locations changed to protect confidentiality.</i>
10:45 a.m.	Morning Break / Door Prizes
11 a.m.	The 2018 U.S. Peanut Markets and Impact in Georgia Marshall C. Lamb, Agricultural Research Service, United States Dept. of Agriculture <i>In this session, Lamb will provide an overview of U.S. peanuts with focus on trends and opportunities in both domestic and international markets. The session will include an outlook on future opportunities for market expansion of U.S. peanuts.</i>
Noon	Adjourn
12:10-12:45 p.m.	GBA Agriculture Committee Post-Conference Meeting