



Mid America Cooperative Education, Inc.

Credit Conference

September 27-28, 2011

Four Points-Sheraton, 251 E Pennsylvania Parkway. Indianapolis, IN

AGENDA

Tuesday, September 27th

- 12:50 **Co-op Development Centers** Debbie Trocha, ICDC
- 1:00 pm **Energy Assistance Programs** Paul Krievins, Deputy Director of Energy
- Program Availability,
 - How to access
- 2:00 **Managing Payment Options:** Rod Kelsay & Kevin Geron
Note: Kevin is VP Loan Accounting for FCS Mid America
- Roundtable discussion of Online Payment Options & Fees
 - Credit Card, Debit Card, Online Payments, & Other Pmt Options
- 3:00 Break
- 3:30 **Economic Outlook & Energy Markets** Dr Wally Tyner, Economists
- Macro Economic Outlook with Midwestern Focus
 - Key Driver of Energy Markets
 - Impact of Alternative Energy
- 6:30 Dinner
- 7:30 Networking & Open Discussion

Wednesday, September 28th

- 7:00 a.m. Breakfast on your own
- 8:00 **Managing Livestock Input Credit** Gary Callaway
- Jackson-Jennings Coop Price Risk Mgmt. Strategy
 - Knowing Production Costs with examples
- 9:00 **USDA Farm Service Agency Update** Greg Faulk
- Options for Credit Challenges
 - Approved Lenders & New Program Options
- 10:00 Break
- 10:30 **Legal Responsibilities of Credit Collections** Morris Kelsay
- Individual Strategies
 - Corporate Strategies
- 12:00 p.m. Adjourn with Box Lunch

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This conference is supported by the
National Society of Accountants for Cooperatives

To receive CPE Credits, attendee's must fill out and sign the MACC-NSAC CPE Credit Sign In Sheet in this packet. Leave the form at the registration desk as you leave the conference. Thanks for attending.