

AIB Introduction to Agricultural Lending

(Registration deadline is one week prior to start date)

Designed for individuals who are new to Ag Lending or who have limited experience, *Introduction to Agricultural Lending* will provide participants with the basic skills needed to begin to undertake credit analysis, loan structuring, monitoring, and provide guidance on dealing with problem loans. This course was developed in conjunction with the Schools of Banking, Inc., a jointly-owned subsidiary of the Kansas and Nebraska Bankers Associations.

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| Price | \$475 Nonmembers / \$375 Members | |
| Course Length | 8 Weeks | |
| Course Credits | AIB: 1.0; ICB: 30 CLBB | |
| Prerequisites | None | |
| Required Software | Adobe Acrobat Reader; Microsoft Internet Explorer Browser 7.0 or Mozilla Firefox 2.0 or higher | |
| Textbook | All reading materials are provided online | |
| Start date/Catalog # | April 19, 2010 | 3005465 |
| | June 21, 2010 | 3005499 |

Audience

Those new to agricultural lending or with limited experience.

Learning Objectives

After successfully completing this program, you will be able to:

- Describe the size and scope of U.S. agriculture and the characteristics of the four main classifications of farm size
- Describe the purpose of the Farm Financial Standards Council (FFSC) and the impact of the FFSC recommendations on agricultural lending
- Recognize and identify the key financial statements as recommended by the FFSC
- Define the classification of assets and liabilities for two category and three category balance sheets
- Calculate deferred taxes and the impact of such taxes on agriculture financial analysis and lender decisions
- Understand the differences between cash and accrual income statements
- Have a working knowledge of accrual income statements and their impact on proper financial analysis and lender decision making
- Understand the statement of owner equity
- Understand the role of cash flow analysis in an agriculture operation and in making lending decisions
- Have a working knowledge of the "Sweet Sixteen" ratios, specifically: Repayment, Liquidity and Solvency Analysis

- Describe the importance and purpose of a loan policy in your bank

Topics Covered

- Overview of Agriculture
- Information Collection and Decision Making—Application and balance sheet.
- Information Collection and Decision Making—Income statement
- Information Collection and Decision Making—Owners Equity and Cash Flow
- Credit Analysis
- Loan Structuring and Problem Loans

