

# Guaranteed Lender Training Meetings - 2016

Kansas Farm Service Agency - State Office - Manhattan, KS

Adrian J. Polansky, State Executive Director

Robert E. White - Farm Loan Chief

## AGENDA

- **Farm Service Agency (Farm Loan Programs) Presenters:**
  - **Bob White, Farm Loan Chief**
  - **Shelly Wolf, Farm Loan Specialist**
- *FSA Guaranteed Loan Narrative quality – how it makes or breaks an application request*
- *FSA's Digital Signature Initiative – efficiency in the 21<sup>st</sup> century*
- *FSA's Guaranteed Loan Servicing*
  - *Low Commodity Prices and Tight Cash Flows*
  - *Restructure Existing Loan vs New Loan*
  - *Emergency LOC advances vs Protective Advances*
  - *Annual Financial Analysis and LOC Review Requirements*
  - *When to Prepare an Estimated Loss Claim*
- *Transferring a FSA Guaranteed Loan to the Secondary Market – A lender marketing tool*
- **Farm Service Agency (Farm Program) Presenters:**
  - **Your Local County Executive Director**
    - *Overview of FSA ARC-PLC Farm Program Benefits*
    - *Overview of FSA Noninsured Crop Disaster Assistance Payment (NAP)*
- **Other Partners with Farm Service Agency:**
  - *Rural Development Programs*
  - *Small Business Administration Programs*
  - *Kansas Agricultural Mediation Services*



## 2016 FSA – KANSAS Guaranteed Lender Meetings

Date/ Time	Site	Directions <i>If directions provided are not clear, please contact your local FSA Farm Loan Programs staff.</i>
<b>Feb 16</b>  1:00 pm	<b>Pratt County Community College Riney Conference Student Center</b> 348 NE SR 61 <b>Pratt, KS</b>	PCCC is located just north of Hwy 400 on Highway 61, east of Pratt. The college is on the east side of the highway, turn into the south drive (Marion Ackley Drive) and either park at the main parking lot, walking through the main campus to the Riney Student Conference Center. Or follow Marion Ackley Drive around to the back side of the main campus. The conference center is north of the baseball field on the left. Parking is on the right side of the driveway across from the conference center. <a href="http://prattcc.edu/">http://prattcc.edu/</a>
<b>Feb 17</b>  9:00 am	<b>Lee Richardson Zoo Finnup Center Lecture Hall</b> 312 E. Finnup Drive <b>Garden City, KS</b>	Finnup Center Lecture Hall @ Zoo, Garden City From Hwy 83 (Main St), take Finnup Dr. (between RR tracks and Arkansas River bridge) east to Fourth St. <a href="http://leerichardsonzoo.org/">http://leerichardsonzoo.org/</a>  ~The building is closed from 12 – 1 p.m.~
<b>Feb 18</b>  9:00 am	<b>Buffalo Bill Cultural Center</b> 3083 US Hwy 83 <b>Oakley, KS</b>	<u>From the North</u> off I-70 at exit 70, travel south 4 miles on Hwy 83, reaching the site of the bronze buffalo. <u>From the South</u> on Hwy 83, getting into Oakley, turn left on Hwy 40 then right getting back on Hwy 83 until you reach the site of the bronze buffalo. <b>Meeting will be located in the room to the west of the lobby.</b> <a href="http://www.buffalobilloakley.org">www.buffalobilloakley.org</a>
<b>Feb 22</b>  1:00 pm	<b>USDA – NRCS Office</b> 3012 Broadway <b>Hays, KS</b>	The Natural Resources Conservation Office is located behind the mall on Broadway, south of I-70. E/W cross street is 33 <sup>rd</sup> Street. <a href="http://www.nrcs.usda.gov">www.nrcs.usda.gov</a>
<b>Feb 23</b>  9:00 am	<b>USDA – NRCS Office</b> 747 Duvall <b>Salina, KS</b>	From I-135 take the Crawford Street exit, travel east to Broadway Blvd, turn south and travel a short distance to Duvall Ave. Turn West on Duvall, the NRCS Conference Center is located on the north side of the street. <a href="http://www.nrcs.usda.gov">www.nrcs.usda.gov</a>
<b>Feb 24</b>  1:00 pm	<b>Memorial Building and Auditorium</b> 101 S. Lincoln <b>Chanute, KS</b>	From the West Hwy 39 turns into Cherry St, curving right onto Lincoln or from the East Hwy 39 turns into Elm St, turn south onto Lincoln. There is a parking lot adjacent to the Auditorium. <b>Meeting will be in the Alliance Room.</b> <a href="http://www.chanute.org">www.chanute.org</a>
<b>Feb 25</b>  9:00 am	<b>Dreher Family 4-H Building</b> 2110 Harper <b>Lawrence, KS</b>	<u>From I-70</u> take Exit 197 (Lecompton Exit) – turn right onto the K-10 Bypass. Travel about 4 miles turn east onto Clinton Pkwy – follow Clinton Pkwy (becomes West 23 <sup>rd</sup> /K-10 at Iowa St.) east approximately 8 miles to Harper Street, turn left and in about a block you will turn right at the facility. <u>From the South:</u> From US-59 turn east onto 23 <sup>rd</sup> and Iowa Street, travel east approximately 4 miles to Harper Street, turn left and in about a block turn right into the facility. <a href="http://www.douglas.ksu.edu/">www.douglas.ksu.edu/</a>

**Note: all times are Central Standard Time**

Persons with disabilities who require accommodations to attend or participate in this meeting should contact Shelly Wolf, Farm Loan Specialist on voice phone 785.564.4765 or e-mail address [shelly.wolf@ks.usda.gov](mailto:shelly.wolf@ks.usda.gov) by February 10, 2016.