

2012 AAPEX Annual Meeting

Ritz Carlton, Key Biscayne, Florida
February 14-16, 2012

Agenda

Monday, February 13

5:30 - 7:00 pm Cocktail Reception

Tuesday, February 14

8:00 - 10:00 am **Global Agricultural Trends**

Peter Ziehan
STRATFOR
Austin, TX

Peter was one of the two top rated presenters at last winter's annual meeting. The members requested we invite him back to look at global trends again, but focusing more specifically on agriculture. STRATFOR specializes in providing strategic intelligence on global business, economic, security and geopolitical affairs.

10:30 - 12:00 noon

Sustainability: Where Are We Headed and What Do Producers Need to Do to Be Prepared to Capitalize on Potential Opportunities and Mitigate Potential Risks

Sara Hessenflow Harper, Partner
The Clarke Group
Washington, DC

Dr. Marty Matlock
Director of the Center for Agricultural and Rural Sustainability
University of Arkansas

12:00 - 1:00 pm Lunch

1:00 - 5:00 pm **Commercial Agricultural Lending**

Dean Duelke, President
Deannco Financial Enterprises
Irvine, CA

In my opinion, Dean is the top agricultural lending instructor in the country. He is on the faculty of the Pacific Coast Banking School, The Graduate School of Banking at Boulder, CO, and the lead credit trainer for a majority of the Farm Credit System's senior lending schools. This session will not only provide more insight into how commercial agricultural lenders evaluate your loan requests, both operating and term debt; but, should also provide some ideas about how you should be looking at your own operation from a financial standpoint.

7:30 - 9:00 pm

Member Peer Advisory Group Roundtable

There will be a member panel of Harry DeWitt, Pat Duncanson, David Hughes, Les Imboden and Brett MacNeil (not yet confirmed) that are involved in different peer group formats. This is a follow-up to this summer's peer group conference at the Gaylord Texan. This is really intended to be an open discussion for those who didn't attend, but have an interest in learning more.

Wednesday, February 15

8:00 - 12:00 noon

Managing in Turbulent Times

Mike Boehlje
Steve Hofing

12:00 - 1:00 pm

Lunch

1:00 pm - 2:30 pm

Social Media Risk Awareness

Andy Field
Field Vision Productions
Bethesda, MD

With camera phones, You Tube, etc, the risks and potential impacts are high, and they can go viral in a matter of a few hours. Andy will focus on both awareness and risk mitigation strategies. His clients include The White House executive branches, Congress, major law firms and technology companies.

3:00 - 5:00 pm

Expectations of Long Term Outside Equity Investors

(Invited) Ejnar Knudsen, Portfolio Manager
Passport Capital
Goshen, CA

Brian Uken, Principle
International Farming Corporation
Kinston, NC

Ken Warlick
Director of Acquisitions - Agriculture
Hancock Natural Resources Group
Charlotte, NC

This group represents long term equity players rather than quick flip venture capitalists. Some are land investors only, others are also potential investors in the operating business.

Thursday, February 16

8:00 - 12:00 noon

To Increase Revenues by Raising Accountability, Productivity and Efficiency

Mike Scott
Mike Scott and Associates
Hixson, TN

Mike's primary focus will be on how to build personal, employee and organizational accountability. The TEPAP faculty who recommended him for our group say his program is very take-away, implementation oriented.

12:00 - 1:00 pm

Lunch

1:00 - 3:00 pm

The CEO and Board's Responsibility in Successor Development and Management Transition

Kevin Spafford
Legacy by Design
Chico, CA

Dick Wittman
Wittman Consulting
Culdesac, ID

Lance Woodbury
Lance Woodbury, LLC
Garden City, KS

These three know many of you, have worked with several member's operations as well as many other farm families. Besides advice on what they have seen work, they will also talk about common problems and ways you can avoid or minimize the impacts and the mind fields.

3:15 - 4:30 pm

Business Meeting