



# Thursday, November 14

## 9:00 am - 12:30 pm

Join us at this multi-state virtual event on current issues in agribusiness, co-hosted by:




**Mark Scanlan** *Senior Vice President, Agriculture and Rural Policy - ICBA*

MARK SCANLAN is senior vice president of agriculture and rural policy for Independent Community Bankers America (ICBA). He leads the association's advocacy with members of Congress and federal regulators for all issues related to agriculture and rural America.

Scanlan has over 30 years of agricultural policy experience and serves as the secretary for ICBA's

Agriculture-Rural America Committee, which includes agricultural bankers from virtually every region in America. Scanlan's family owned a Holstein dairy farm in Abilene, Kansas.

Prior to joining ICBA in 1994, Scanlan worked for the Dept. of Agriculture in the Office of Congressional Relations. For eight years prior, he handled agricultural issues on Capitol Hill for Sen. Bob Dole (Kansas). Scanlan also worked for the Drovers Journal, a national livestock publication.


**Lynn Paulson** *Senior VP and Director of Agribusiness Development - Bell Bank*

LYNN PAULSON often speaks to financial, commodity and other farm groups on agricultural lending and finance, the global economy and the ag economy, discussing timely issues like the difficulties farmers, lenders and others face in the aftermath of super-cycle prosperity.

Financing farm operations and businesses for more than 35 years and having owned and operated a family farm in Benson County, ND have given Paulson a unique perspective on the agricultural sector's challenges and opportunities. He works with and

assists a number of correspondent banking partners and agricultural operations and businesses across several Midwestern states.

Paulson's experience in banking and financial operations includes starting a new bank and later merging 4 banks and 3 holding companies into one company that grew to \$600 million before he joined Bell Bank. He also writes a quarterly publication on agricultural issues called AgViews. Paulson is a past member of the American Bankers Association Agricultural and Rural Bankers Committee and other financial boards.


**Dave Muth** *Managing Director, Asset Mgmt - Peoples Company-Capital Markets*

As the Capital Markets team's Managing Director of Asset Management, DAVE MUTH utilizes his extensive experience in farmland investing and operations to acquire and manage investment grade assets on behalf of clients and capital partners.

He spent the first several years of his career building tech in advanced biofuels in partnership with the US Dept. of Energy. In 2013 he co-founded AgSolver, Inc., an ag data service. There he created a concept called Precision Business Planning that integrated data resources to deliver economically focused strategies at

the sub acre scale. The strategies create a platform for simultaneously improving operating income, investor returns, and environmental performance. David led the acquisition of AgSolver, Inc. in 2017 by EFC Systems, Inc. an ag retail-focused software/tech company. As the VP of Agronomic Planning and Sustainability he continues to support integration of AgSolver tech into EFC.

Dave has a PhD in mechanical engineering from Iowa State University. David maintains a daily presence in production agriculture through his farming operation, working with his family farm where he grew up in North Central Iowa.


**Kent Thiesse** *Senior Vice President, Senior Ag Loan Officer - MinnStar Bank*

KENT THIESSE has over 40 years of experience in farm management and agricultural lending with MinnStar Bank and the U of M Extension Service. He is responsible for all aspects of agricultural lending. Kent also writes a weekly ag column titled "Focus on Ag".

He currently serves on the Lake Crystal Welcome Memorial School Board, and is active in a variety of organizations including Independent Bankers of MN, GreenSeam, SCC Center for Agriculture, MN Farm Bureau, MN Famers Union, MN Agri-Growth Council and Farmfest.


**Mike Naig** *Secretary - Iowa Department of Agriculture & Land Stewardship*

MIKE NAIG grew up on a family farm in the northwest corner of the state near Cylinder, Iowa and he continues to be involved in the operation today. Mike is a graduate of Buena Vista University in Storm Lake with degrees in biology and political science.

Mike was elected as the 15th Iowa Secretary of Agriculture in November 2018 and was re-elected in 2022. As Secretary, he is committed to lead efforts to expand economic opportunities for Iowans and is an advocate on behalf of the hard-working men and women who keep us fed and fueled.





### **Chris Chinn** *Director - Missouri Department of Agriculture*

A 5th generation farmer, CHRIS CHINN was named Director of the Missouri Department of Agriculture in 2017. Director Chinn has held leadership positions in agriculture on the local, state and national level for more than 17 years, working to move the state's agriculture

industry forward. As Director, Chinn created the MORE Strategic Initiative to protect and promote Missouri's ag industry.

Director Chinn is a member of the National Assoc. of State Depts. of Agriculture (NASDA), and a director on the Missouri Development Finance Board and Missouri Agricultural and Small Business Development Authority.

She is also a member of ALOT (Agriculture Leaders of Tomorrow). In 2007, she served as chairman for the American Farm Bureau Young Farmers and Ranchers Committee and served on the board of directors for the American Farm Bureau Federation. In 2013, Chinn was named one of four Faces of Farming and Ranching by the US Farmers and Ranchers Alliance. Chris is a member of the Missouri Pork Association and served on its state board since 2015.

Chinn resides on her family's farm in Shelby County where she helps manage their 1,600 sow farrow-to-finish hog operation and feed mill. Chinn and her husband also have a small cow-calf herd, as well as raise corn, soybeans and hay.



### **Mike Beam** *Secretary - Kansas Department of Agriculture*

MIKE BEAM was appointed Secretary of the Kansas Department of Agriculture (KDA) in January 2019. Beam came to KDA following 38 years with the Kansas Livestock Association (KLA). He has served as the Executive Director of the Ranchland Trust of Kansas for 16 years.

He has dedicated his career to assisting farmers and ranchers to advance their policy and public relations needs and in building highly visible, responsive and respected organizations. In his role at KLA he participated and led coalitions in strategizing and

implementing legislative and regulatory initiatives.

In addition to his professional duties at KLA, Beam has demonstrated his leadership as president of several state and regional organizations, including Partnership of Rangeland Trusts, Symphony in the Flint Hills, Agribusiness Council of Kansas City and Kansas Society of Association Executives.

Beam began his career as a County 4-H and Youth Extension Agent in Dickinson County, following his graduation from Kansas State University with a bachelor's degree in animal sciences and industry.



### **Thom Petersen** *Commissioner - Minnesota Department of Agriculture*

THOM PETERSEN was appointed Commissioner of the Minnesota Department of Agriculture in 2019 and reappointed in 2023. Since 2002, Petersen served as the Dir. of Government Relations for Minnesota Farmers Union, working on behalf of MFU's farmer-members in both

Washington DC and St. Paul. He has a wide range of experience in state and federal farm policy, traveling to almost every county in Minnesota each year to understand how these policies affect farmers' daily lives.

He has served on many boards and committees, including the University of Minnesota Extension Citizens Advisory Committee, Farmers Legal Action Group, Minnesota Ag in the Classroom, Minnesota State Organic Task Force, and the Minnesota Rural Broadband Coalition.

Prior to his work at the Minnesota Farmers Union, Commissioner Petersen spent most of his life working for his family and his own horse and farm business. The Commissioner and his wife, Alana, live in Pine City, MN and horses around the state, competing at the Minnesota State Fair for over 26 years.



### **Blayne Arthur** *Secretary - Oklahoma Department of Agriculture, Food, & Forestry*

BLAYNE ARTHUR was sworn in as Oklahoma's Secretary of Agriculture in 2019—the state's first female to hold the position. Acting as Governor Stitt's chief ag policy advisor, she holds the titles of Oklahoma Commissioner of Agriculture and President of the Oklahoma State Board of Agriculture.

Graduating with a B.A. in ag economics from Oklahoma State Univ., Sec. Arthur took a role in small-business financing for Rural Enterprises, Inc. In 2009 she was hired as the Oklahoma Dept. of Ag's social media coordinator. Sec. Jim Reese offered her the position as Deputy Commissioner of Agriculture in 2011, where she stayed until 2016. From 2016-2019 she served as Exec.

Director for the Oklahoma 4-H Foundation.

She is the 2016 Oklahoma Cattlemen's Assoc. Distinguished Service Award Recipient, remains active in Oklahoma Farm Bureau, American Quarter Horse Association, Oklahoma Beef Council, and was selected for honors including Oklahoma Agricultural Leadership Program Class XV, a Journal Record 2011 Achievers Under 40 honoree, and 2014 Oklahoma Agricultural Woman of the Year.

Active in 4-H and FFA, Sec. Arthur grew up in Chickasha, OK where her family raised horses, cattle, wheat, alfalfa and soybeans. Her mother was a veterinary medical officer for the USDA, and her father owns and operates Spencer Livestock LLC focusing on show horses and cattle.

# EVENT SCHEDULE

**9:00-9:05a** ..... **Welcome**

**9:05-9:35a** ..... **Guest Speaker Mark Scanlan**  
"ICBA Ag Update"

**9:35-10:30a** ..... **Secretaries' Discussion Panel**

A by-state update on current conditions & future trends in state agricultural issues.

Moderated by **Kent Thiesse**, SVP, Sr. Loan Officer - MinnStar Bank, Lake Crystal, MN

**9:35-9:40** ..... **Welcome & Introductions**

**9:40-9:45** ..... Iowa: **Mike Naig**

**9:45-9:50** ..... Missouri: **Chris Chinn**

**9:50-9:55** ..... Kansas: **Mike Beam**

**9:55-10:00** ..... Minnesota: **Thom Petersen**

**10:00-10:05** ..... Oklahoma: **Blayne Arthur**

**10:05-10:30** ..... **Round Table Discussion**

**10:30-11:00a** ..... **Guest Speaker Lynn Paulson**

SVP, Director of Agribusiness - Bell Bank

Introduced by **Mary Voss**, SVP Correspondent Banking Business Development - Bell Bank

**11:00-11:30a** ..... **Guest Speaker Dave Muth**

Managing Director, Asset Mgmt  
Peoples Company-Capital Markets

**11:30a-12:30p** ..... **Guest Speaker To Be Determined**

"USDA Update"

# REGISTRATION

**ICBSD Members: \$150**

**Non-Members: \$250**

**REGISTER HERE**

**The 2024 Virtual Midwest Ag Conference will be held via Zoom. Attendees will be given the join link upon registration.**

## **ICBSD CANCELLATION POLICY:**

Substitute attendees are allowed. Only cancellations received prior to Tuesday, November 12 will be refunded.

## **Independent Community Bankers of South Dakota**

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