

WHAT IS INCLUDED?

All participants will receive:

FAST subscription and portfolio
Program materials
Lunch

PRESENTERS

Paul Ellinger, Associate Professor

Gary Schnitkey, Associate Professor

Travis Farley, Research Assistant

Steve Ayers Extension Educator

Kevin Brooks, Extension Educator

Jim Endress, Extension Educator

Ruth Hambleton, Extension Educator

Paul Mariman, Extension Educator



AGENDA

9:00 AM

Credit Assessment and Ratio Analysis

10:00 AM

Enterprise Budgets, Cash Flow Planning
and Break-Even Analysis

Noon

Lunch Provided

1:00 PM

Repayment Capacity Assessment Tools

2:00 PM

Borrower Risk Management Tools

SPONSORED BY



**USDA Risk
Management
Agency**



The Center for Farm and
Rural Business Finance



FAST TRAINING LENDER WORKSHOPS

Wednesday, December 1, 2004
DeKalb County Center for Agriculture
Sycamore, IL

Friday, December 3, 2004
Holiday Inn – Wildcatter Room
Mt. Vernon, IL

Tuesday, December 7, 2004
University of Illinois Macon Unit
Conference Center
Decatur, IL

ABOUT THE WORKSHOP

The changing structure of agriculture and increasing competitiveness of the financial services sector continue to present challenges for agricultural lenders. This computer workshop provides hands-on training for lenders on state-the-art decision tools.

FAST Tools will be utilized. All participants will have access to a computer laptop and **FAST** decision-making tools software.

New and updated tools include ratio assessment, balance sheet preparation, repayment capacity analysis, and risk measurement. Enterprise budgets will also be presented.

By attending the workshop, you should gain insights on how the **FAST** Tools can assist you and your clients.

In order to facilitate the computerized training, the **lender workshop has a limited enrollment of 25**. Please register early. You will be notified about the status of your registration.

FOR ADDITIONAL QUESTIONS:
CALL (217)333-0737, FAX (217)-333-2312
OR EMAIL PELLINGE@uiuc.edu

WORKSHOP LOGISTICS

December 1, 2004

DeKalb County Center for Agric.
1350 West Prairie Drive
Sycamore, IL 60178
(815) 758-8194

December 3, 2004

Holiday Inn – Wildcatter Room
Route 15 & I-57 (222 Potomac Blvd)
Mt. Vernon, IL
618-244-7100
800-243-7171
www.holiday-inn.com/mtvernonil/

December 7, 2004

University of Illinois Macon Unit
Conference Center
2535 Millikin Parkway
Decatur, IL 62526
217-877-6042

Maps will be provided upon registration.

REGISTRATION FORM

Name: _____

Organization: _____

Street _____

Address _____

City: _____

State: _____ Zip: _____

Phone: _____

Fax: _____

Email: _____

If you are bringing your laptop with CD drive, please check here _____

Registration and Payment due Monday, November 29, 2004

\$_____ Participant fees (\$60 per person)

____ I've enclosed a check payable to the University of Illinois. (FEIN #37-6000511)

Please circle card type:

Credit Card # _____
Visa MC Amer Ex Discover

Exp. Date: _____

Signature (Name as it appears on the card):

MAIL TO: MELISSA WARMBIER, UNIVERSITY OF ILLINOIS
304 MUMFORD HALL, 1301 W. GREGORY DRIVE
URBANA, IL 61801