

# Registration

2025 Kansas State University  
Agricultural Lenders Conference

In-Person Fee: \$120 | Online Fee: \$40  
Registration fee after deadline: \$135 | \$50  
Registration deadline: September 25, 2025

Register by credit card:  
<http://commerce.cashnet.com/KSUagecon>

OR:

**Make checks payable to:**  
*K-State Research and Extension*, and remit to:  
Rich Llewelyn  
Dept. of Agricultural Economics, KSU  
324 Waters Hall  
1603 Old Claflin Place  
Manhattan, KS 66506

## Registration

2025 K-State Agricultural Lenders Conference

Name(s) \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone: \_\_\_\_\_

Email \_\_\_\_\_

In-person registrants @ \$120

Online registrants @ \$40

Total Enclosed: \$ \_\_\_\_\_

**Location** (please check one)

- ☐ **September 30 — Garden City (\$120)**  
☐ **October 1 — Manhattan (\$120)**  
☐ **October 1 — Online (\$40)**

**September 30, 2025**

Clarion Inn

1911 E. Kansas Ave., Garden City, KS

**October 1, 2025**

International Grains Program (IGP) Center

1980 Kimball Ave., Manhattan, KS

OR: ONLINE (Livestream) from Manhattan

## CONFERENCE SCHEDULE

- 8:30 **Registration** (coffee, juice, & donuts)
- 9:00 **Beef Cattle Market Outlook**  
Glynn Tonsor
- 9:45 **Land Rental Rates for 2026**  
Gregg Ibendahl
- 10:30 Break
- 10:45 **Macroeconomy and Interest Rates**  
Brian Briggeman
- 11:30 **Grain Market Expectations, Possibilities  
and Risks for 2025-2026**  
Daniel O'Brien
- 12:15 Lunch
- 1:00 **Kansas Farm and Ranch Succession  
Planning Update**  
Ashlee Westerhold
- 1:45 **Ag Policy Update &  
Early Indicators of Farm Financial Stress**  
Robin Reid, Jenny Ifft
- 2:45 **Adjourn**

Kansas State University: Agricultural Experiment Station  
and Cooperative Extension Service

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**KANSAS STATE**  
UNIVERSITY | Agricultural Economics

2025 Kansas State University

# Agricultural Lenders Conference



## FEATURING...

- Beef Cattle Market Outlook
- Land Rental Rates for 2026
- Macroeconomy and Interest Rates
- Grain Market Expectations for 2026
- Succession Planning Update
- Ag Policy Update/Indicators of Financial Stress

**Clarion Inn**

**Garden City, September 30, 2025**

**International Grains Program Center  
Manhattan, October 1, 2025**

**Online Livestream From Manhattan  
October 1, 2025**

# SPEAKERS

## Daniel O'Brien

Daniel O'Brien was raised on a grain and livestock farm in south central Nebraska. He received bachelors and masters degrees in Agricultural Economics from the University of Nebraska-Lincoln. After completing his Ph.D. at Iowa State, he worked as the Extension Agricultural Economist at the Northwest Research and Extension Center in Colby. His ongoing extension and applied research interests and efforts are in the areas of a) grain market supply-demand analysis, bioenergy impacts and risk management strategies; b) grain industry market structure, conduct and performance; and c) economic analysis of irrigated and dryland cropping systems, and cropland leasing arrangements.

## Brian Briggeman

Brian Briggeman joined the Department of Agricultural Economics at Kansas State University in July 2011 as an Associate Professor and Director of the Arthur Capper Cooperative Center. His research interests include agricultural finance, agribusiness and cooperative management and macroeconomic implications for U.S. agriculture. Prior to joining Kansas State University, Brian was an economist with the Federal Reserve Bank of Kansas City. He holds a bachelor's degree in agribusiness from Kansas State University, an M.S. degree in agricultural economics from Texas A&M University and a Ph.D. degree in agricultural economics from Purdue University. He is originally from Iuka, Kansas where his parents own and operate the family farm.

## Jenny Ifft

Jennifer Ifft is the Flinchbaugh Agricultural Policy Chair, and Associate Professor and Extension Specialist in Agricultural Policy. She has an integrated research and extension program that covers policy and regulatory issues that affect the viability of U.S. and Kansas agriculture. Her current projects are in the areas of nontraditional finance, crop insurance, farmland markets and farm labor. Before coming to Kansas State University, she was an assistant professor at the Cornell University Charles H. Dyson School of Applied Economics and Management and worked in the Farm Economy Branch of the USDA Economic Research Service. She has a PhD from the University of California - Berkeley, an MPhil from the University of Cambridge and a BS from the University of Illinois at Urbana-Champaign. She grew up on her family's farm in central Illinois.

## Robin Reid

Robin Reid is an Extension Farm Economist with the Agricultural Economics Department at Kansas State University. Robin works on a variety of economic topics including farm policy, farm financial management, land values, Women in Ag. programming, and much more. Robin grew up on a farm in Wisconsin and earned a B.S. in Agricultural Business from UW-River Falls. She also holds a M.S. in Agricultural Economics from K-State.

## Gregg Ibendahl

Gregg Ibendahl joined the faculty in fall 2012 as an associate professor of agricultural economics with a major appointment in extension. Prior to joining the K-State faculty, he served as an associate extension professor at Mississippi State University. His specialty areas are farm management and agricultural finance. Ibendahl earned his Ph.D. from the University of Illinois in agricultural economics. He also has an MBA from Northern Illinois University. His undergraduate degree is from Southern Illinois University, where he majored in agricultural mechanization and earned a minor in computer science.

## Glynn Tonsor

Glynn Tonsor joined the KSU Agricultural Economics faculty as an Assistant Professor in March, 2010. He obtained his Ph.D. from KSU in 2006 and was an Assistant Professor in the Dept. of Agricultural, Food, and Resource Economics at Michigan State University from May 2006 to March 2010. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. His broader interests cover aspects throughout the meat supply chain ranging from production level supply issues to end-user consumer demand issues.

## Ashlee Westerhold

Ashlee Westerhold is the Director of the Office of Farm and Ranch Transition at Kansas State University. She earned a B.S. and an M.S. in Agricultural Economics from the University of Nebraska-Lincoln. Westerhold was an Area Extension Educator in the Department of Agricultural Economics and Rural Sociology for University of Idaho where she created, delivered and collaborated on major risk management programs including Farm Succession Planning, Farm and Ranch Management, Women in Agriculture, Farm Business Benchmarking and Agricultural Outlooks. Westerhold has always been passionate about Succession Planning because of her advisor, Dr. Ron Hanson, at University of Nebraska. Her main objective is to keep families in farming and ranching.

**K-State's annual Agricultural Lenders Conferences are designed to provide the Kansas financial community with updates on current agricultural topics. The 2025 conference includes:**

- **Beef Cattle Market Outlook**

*Glynn Tonsor*

- **Land Rental Rates for 2026**

*Gregg Ibendahl*

- **Macroeconomy and Interest Rates**

*Brian Briggeman*

- **Grain Market Expectations for 2026**

*Daniel O'Brien*

- **Kansas Farm and Ranch Succession Planning Update**

*Ashlee Westerhold*

- **Ag Policy Update/Indicators of Financial Stress**

*Robin Reid/Jenny Ifft*

### Questions and information:

Rich Llewelyn

Dept. of Agricultural Economics

Email: [rvl@ksu.edu](mailto:rvl@ksu.edu)

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