

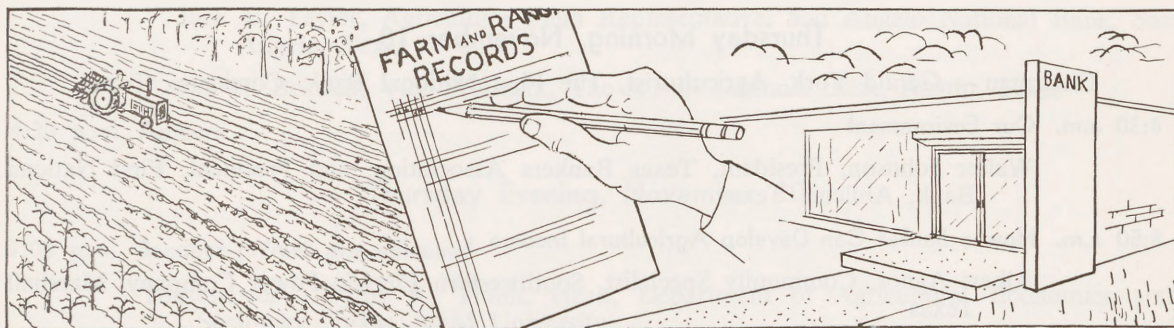
FARM AND RANCH BULLETIN

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TEXAS FARM AND RANCH CREDIT SCHOOL FOR COMMERCIAL BANKERS

Texas A&M University, November 9-11



The 15th Annual Texas Farm and Ranch Credit School for Commercial Bankers will be held at Texas A&M University on November 9-11. The program has been designed to depict the fast-changing capital requirements of agriculture and the challenge which the change poses for all those interested in farming. The expansion of credit places a great responsibility upon lending institutions. The changing environment of the agricultural setting requires that the many problems of financing agricultural enterprises be analyzed more completely.

Today's farm units are large and complex, requiring a high level of management for success. The managerial process must have access to current and accurate accounts if rational decisions are to be forthcoming. Despite the type of farm enterprise, there can be no substitute for good record keeping. A complete analysis of the total farming operation can help determine the best use of credit.

The substitution of capital for labor has required a greater dependence upon outside financing. In fact, internal accumulation of capital becomes more difficult since technological developments occur faster than the farm operator's ability to generate savings. Furthermore, farmers' attitudes toward the use of credit have changed greatly in recent years. To meet the financial needs of farmers will require foresight in the development of effective lending practices.

The growth in farm size, expenses, and purchased inputs and the narrowing of operating margins call for an evaluation of lending practices from the standpoint of both the borrower and lender. The full coordination of loans for short-, intermediate-, and long-time financial needs must be weighed against the capacity for repayment. A complete set of records and a thorough analysis is the best way of determining the potential of a farm operation.

PROGRAM

Texas A&M University, Memorial Student Center

Wednesday, November 9

1:30 p.m. Registration

7:00 p.m. Smorgasbord (Wives are welcome)

Toastmaster — R. E. Patterson, Dean, College of Agriculture, Texas A&M University

Welcome — Earl Rudder, President, Texas A&M University

Response — Carlton J. Chapman, Chairman, Bankers Advisory Committee, 1966 Farm and Ranch Credit School, and President, Wolforth State Bank, Wolforth, Texas

Entertainment — Singing Cadets of Texas A&M University

Announcements — Reagan V. Brown, Extension Sociologist, Texas A&M University

Thursday Morning, November 10

Chairman — Gerald York, Agriculturist, The First National Bank, Corsicana, Texas

8:30 a.m. Our Environment

Walter Johnson, President, Texas Bankers Association, and President, First National Bank, Abilene, Texas

8:50 a.m. How a Banker Can Develop Agricultural Income

Albert Agnor, Community Specialist, Southwestern Electric Power Company, Marshall, Texas

9:30 a.m. Profitable Beef Cattle Loans

Financing Stocker Cattle

George Logan, Vice President and Agriculturist, The First National Bank, Waco, Texas

Financing Beef Cattle Feedlots

Tom Simmons, Cattle Feeder, Lubbock, Texas

10:15 a.m. Questions

10:30 a.m. Coffee Break

10:50 a.m. Production and Management Standards for Profitable Range Cattle Operations

Cal Boykin, Agricultural Economist, U.S. Department of Agriculture, Texas A&M University

11:30 a.m. Questions

11:45 a.m. Lunch

Thursday Afternoon, November 10

Chairman — Clyde Gordon, Vice President, Citizens National Bank, Lubbock, Texas

1:15 p.m. Where We Are in the Beef Cattle Cycle

Ed Uvacek, Extension Livestock Marketing Specialist, Texas A&M University

1:45 p.m. Questions

2:00 p.m. Farm Credit Analysis Handbook

Tom Prater, Extension Farm Management Specialist, Texas A&M University

2:15 p.m. Coffee Break

2:30 p.m. Bull-Whipper Sections

1. Influence of Cotton Program on Texas Economy

Robert W. Heard, South Texas Cotton Improvement Association, Inc., Victoria, Texas

James W. Graves, Assistant Professor, Department of Agricultural Economics and Sociology, Texas A&M University

2. Necessary Records for Appraising Agricultural Loans

Carlton J. Chapman, President, Wolforth State Bank, Wolforth, Texas

3. How to Attract Agricultural Loans and Savings

H. M. Breedlove, Vice President, Farmers State Bank, Clarendon, Texas

Jack B. Taylor, Agriculture Field Representative, San Angelo National Bank, San Angelo, Texas

Jim N. Boswell, Vice President, The Austin National Bank, Austin, Texas

4:30 p.m. Adjourn

Thursday Evening, November 10

7:00 p.m. Banquet (Wives are welcome)

Toastmaster — Tyrus R. Timm, Head, Department of Agricultural Economics and Sociology, Texas A&M University

“You and That First Million” — Bob Murphy, Humorist, Lawyer, and Philosopher, Nacogdoches, Texas

Friday Morning, November 11

Chairman — A. C. Spencer, Executive Vice President, The Huntsville National Bank, Huntsville, Texas

8:30 a.m. Application of the Uniform Commercial Code to Agriculture

W. H. Kelley, President, The State First National Bank, Texarkana, Arkansas

9:00 a.m. Discussion

9:30 a.m. Sources of Funds to Meet Credit Needs

Chas. N. Shepardson, Member, Board of Governors, Federal Reserve System, Washington, D. C.

10:15 a.m. Discussion

10:30 a.m. Challenges in Agricultural Financing

T. D. Brown, Chairman, Agricultural Committee, American Bankers Association, and President, The Security State Bank, Sterling, Colorado

11:15 a.m. We Are Glad You Came

Sidney L. Jenkins, Extension Dairy Marketing Specialist, Texas A&M University

Planned by:

Bankers Advisory Committee

Sponsored by:

Texas Agricultural Extension Service

Texas Agricultural Experiment Station of The College of Agriculture

Texas A&M University

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Texas Bankers Association

Conducted by:

The Department of Agricultural Economics and Sociology