



## Here to help your business thrive

Free events, webinars and on-demand resources specially designed for AgWest customer-members.





## Learning opportunities

A benefit of your relationship with AgWest Farm Credit

**Register for upcoming events.**  
[AgWestFC.com/events](https://AgWestFC.com/events)

**Subscribe to get emails and event invites.**  
[AgWestFC.com/subscribe](https://AgWestFC.com/subscribe)

**Access on-demand resources.**  
[AgWestFC.com/resources](https://AgWestFC.com/resources)

*“I believe everything I’ve learned will help me become successful in both my business and my personal life.”*

—AgWest customer

## Ag Outlook conferences

National-level experts provide insights on top trends for ag producers at half-day programs hosted regionally. Get answers during a live Q&A and connect over a complimentary lunch.

9 a.m. – 1:30 p.m., with lunch at 12:30 p.m.

Free to all AgWest customers, including family members, employees and board members.

Thursday, October 23  
Visalia, CA

Thursday, November 6  
Kennewick, WA

Tuesday, October 28  
Billings, MT

Wednesday, November 12  
Salem, OR

Tuesday, November 4  
Boise, ID



Register today for the Ag Outlook Conference in your region.  
[AgWestFC.com/events](https://AgWestFC.com/events)

### Ag Outlook speaker lineup



Eric Snodgrass  
**Weather Outlook for Agriculture in the West**  
California, Montana, Oregon, Washington



Dan Chuparkoff  
**AI Trends and Business Application**  
California



Marci Rossell  
**Economic Outlook**  
Oregon



Dr. Dave Kohl  
**Megatrends in Economics for Agriculture**  
Montana, Idaho, Washington



Jacob Shapiro  
**Geopolitical Trends and Look Ahead**  
Idaho

# Ag industries and the economy

Insights available on demand

## Weather Insight Videos

Learn how weather trends impact your operation. Weekly videos by Eric Snodgrass provide short- and long-term forecasts, so you can plan ahead.

## Ag Trends and Insights Videos

View a monthly video from Dr. Dave Kohl and walk away with valuable business planning advice and insights on current ag trends that can help you make informed business decisions.

## Macroeconomic and Interest Rate Outlook Videos

Get insights on economic headlines after each Federal Open Market Committee meeting. Dr. Ed Seifried explains interest rates and economic conditions in easy-to-understand videos.

## AgWest Monthly Market Update Report

Stay informed with monthly reports on agricultural industry drivers in the West, featuring profitability, economic outlooks, drought and water conditions and land values.

## Tariff and Trade Data

Learn about the latest updates to trade related issues, by industry, including tariffs and trade flows. View curated monthly data and charts on exports, imports and tariffs.

## Industry Perspective Reports

Explore major agricultural industries in the West. Annual perspectives cover production fundamentals, market trends, key drivers and best practices.

Resources available through your Relationship Manager or Insurance Agent.

## Peer Financial Benchmarks

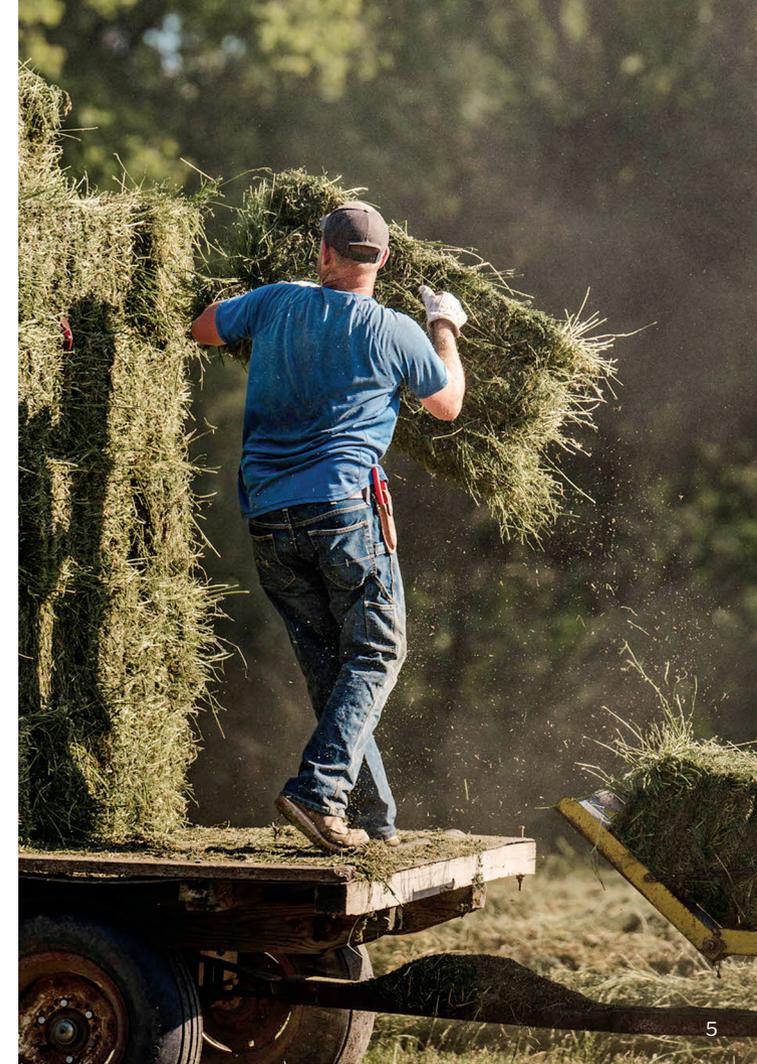
Gain insight into the health of your business by comparing your financial performance to industry peers in our portfolio.

## Special Reports

Discuss quarterly insights on cattle, dairy, hay, potato, and wheat industries. Review annual water reports to understand relevant water policy, moisture conditions, irrigation implications and more.

*“I appreciate that AgWest invests in its customers in so many ways. They show great leadership in helping us all succeed.”*

—AgWest customer



Subscribe today.  
[AgWestFC.com/subscribe](https://AgWestFC.com/subscribe)

## Live webinars

Subscribe for free industry and hot-topic webinars. If you can't attend, recordings will be sent or available on the AgWest website.

September 18

**Fall Weather Outlook**  
with Eric Snodgrass

October 9

**Cybersecurity and Fraud Awareness**  
with Dr. Jessica Barker

November 20

**AI Trends and Business Application**  
with Dan Chuparkoff

December 10

**Geopolitical Trends and Looking Ahead**  
with Jacob Shapiro



Stay informed about upcoming webinars.  
[AgWestFC.com/subscribe](https://AgWestFC.com/subscribe)

# Business leadership and planning

Prepare to lead your business into the future with new skills and strategies.

## AgVision New Producer Summit

March 2-4, 2026, Boise, ID

Establish a solid foundation for business alongside other young, beginning and small producers at this three-day program. Build leadership and communication skills while exploring core business concepts and practical strategies to position yourself and your organization for success—however you define it. Contact your AgWest relationship team to learn more.

**Who should attend:** AgWest customers enrolled in the AgVision program.

Contact your AgWest relationship team to learn more.

## Cybersecurity and Fraud

Protect yourself and your operation from cybercrime and fraud. Check out online articles and videos for tips on staying vigilant in keeping your information secure.

## Business Planning Guides and Templates

Define goals and identify key areas to mitigate risk, capitalize on opportunities and grow your business with free online planning guides and templates.

“Networking is one of the most valuable things to come out of this summit.”

—AgWest New Producer Summit attendee

Access on-demand business planning resources.  
[AgWestFC.com/resources](https://AgWestFC.com/resources)



# Family business succession

## Build your legacy

For over 20 years, AgWest has guided family businesses through successful generational transitions. Let our experienced facilitators help you build your succession plan.

### Family Business Succession Retreat

January 28-30, 2026, Coeur d' Alene, ID

Reserve time with your family to plan for the future. Learn about succession and estate planning from experts. Start your succession plan at the retreat and leave with a roadmap to finish the process together.

**Who should attend:** Open to all AgWest customers. We encourage all family members directly impacted by family business succession to attend together.

### Family Business Succession Workshop

December 4, 2025, at select branches

Learn a step-by-step process to build your succession plan. Explore proven communication strategies and address common challenges.

### Family Business Planning Toolkit

Guide your family through succession planning with a module-based toolkit, including audio recordings, step-by-step guides and templates. Contact [bmc@agwestfc.com](mailto:bmc@agwestfc.com) or your AgWest relationship team to request access to this valuable resource.

## Plan for the future

### Family Business Succession Facilitation Services

AgWest customers can access individual, fee-based family business succession facilitation services. Build a comprehensive plan, strengthen communication, and ensure everyone is aligned in a two-day planning session facilitated in-person by a member of the Business Management Center's professional facilitation team.

### Here's how a facilitated planning session works

*Two-day planning session process:*

1. Initial phone call to assess your needs and fit for AgWest facilitation.
2. Select dates and sign an engagement letter.
3. Individual interviews with each participant.
4. Session pre-work completed individually and as a family.
5. Two-day facilitated planning session.
6. Comprehensive plan document and all meeting notes delivered to session participants.

**Who should attend:** All family members affected by ownership or management transition.

**Location:** Hosted wherever it's convenient for your family, often at AgWest branches or other locations away from the business.

Email [bmc@agwestfc.com](mailto:bmc@agwestfc.com) for pricing and more information.



Visit [AgWestFC.com/events](https://AgWestFC.com/events) to learn more and register.

# Financial management

Use financial information to inform your decisions

## Financial Statement Basics Videos and Templates

*(también disponible en español)*

Drive positive business performance by learning to build and use financial statements through this online series of videos and templates.

- Balance Sheet Basics
- Income Statement Basics
- Cash Flow Budget Basics

## Planning for Growth Webinar Series

Achieve your growth goals and learn how to manage risk in this on-demand webinar series.

- Preparing for Business Growth
- Assessing Growth Opportunities

## Strategic Financial Management Workshop

*Wednesday, March 18, 2026, at select branches*

Learn to evaluate strategic alternatives and use your balance sheet, cash flow budget and income statement as an integrated set of financial statements.

Visit [AgWestFC.com/events](https://AgWestFC.com/events)  
to learn more and register.



## Calendar of events

- September 18: **Fall Weather Outlook Webinar**  
*with Eric Snodgrass*
- October 9: **Cybersecurity and Fraud Awareness Webinar**  
*with Dr. Jessica Barker*
- October 23: **California Ag Outlook Conference** (Visalia, CA)
- October 28: **Montana Ag Outlook Conference** (Billings, MT)
- November 4: **Idaho Ag Outlook Conference** (Boise, ID)
- November 6: **Washington Ag Outlook Conference** (Kennewick, WA)
- November 12: **Oregon Ag Outlook Conference** (Salem, OR)
- November 20: **AI Trends and Business Application Webinar**  
*with Dan Chuparkoff*
- December 4: **Family Business Succession Workshop**  
*(Select AgWest branches)*
- December 10: **Geopolitical Trends and Looking Ahead Webinar**  
*with Jacob Shapiro*
- January 28-30: **Family Business Succession Retreat** (Coeur d'Alene, ID)
- March 2-4: **AgVision New Producer Summit** (Boise, ID)
- March 18: **Strategic Financial Management Workshop**  
*(Select AgWest branches)*



Visit [AgWestFC.com/events](https://AgWestFC.com/events)  
to register.



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