

Pennsylvania Ag Leaders Take Local Business Acumen To Mid-West Bankers

EVERETT NEWSWANGER
Managing Editor

MILWAUKEE, WI — The American Bankers Association held the 1997 National Agricultural Bankers Conference here this week. Darvin Boyd, vice president and director of agri-finance at CoreStates Bank, is chairman of the group and included a strong representation from Pennsylvania on the program that is usually stacked with mid-West people.



Sonja Hillgren

Mike Firestine, vice president at Lebanon Valley National Bank, helped kick-off the event last Sunday in a pre-conference seminar entitled "Is Your Bank Farmer Friendly?"

Boyd opened the general session by noting the conference theme: "Taking Charge of Change." "Agriculture and agri-finance is big business in America and in many of the states we represent, but it's landscape is changing dramatically," Boyd said. This conference is a wake-up call for ag bankers who want to serve the industry beyond the year 2000. Each of us must receive and utilize the management tools we need to make 'dollars and sense' of the forces shaping banking's future."

Listing some of the major developments in agriculture, Boyd listed the demise of government payments in 2002; 21st century technology; the maturing of the world economy; the birth of new industries like genetically manipulated organisms; escalating funding and interest rate risk, and accessibility of funds and the funding needs of speciality markets.

Also in the general session, Sonja Hillgren, editor of Farm Journal, moderated a panel entitled: Women in Ag: Farmers' Daught-



At the national Agricultural Bankers Conference are this group from Pennsylvania. From left, Mike Horn, president, Pennfield Corp.; Darvin Boyd, vice president, agri-finance, Corestates Bank; Ron Kreider, president, Kreider Farms; Allen Rider, president, New Holand North America; Louis Moore, professor of ag economics, Penn State; and Mike Firestine, vice president, senior loan officer, Lebanon Valley National Bank. Also on the program from Pennsylvania was Sonja Hillgren, editor, Farm Journal.

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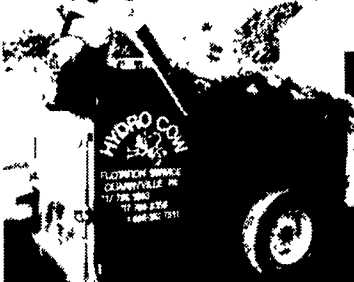
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