



Schedule as of 11/28/16

Sunday December 11, 2016

- 11:00 am – 7:00 pm** **Registration Open**
- 8:00 am - 1:30 pm** **Leadership Conference for State/Regional Associations**
Affiliated with NGFA (By invitation only)
- 1:30 pm - 4:00 pm** **Country Elevator Committee Meeting** *(Open to NGFA Members)*
Committee members provide overviews of their region's crop production, grain quality and marketing conditions. Discussion on NGFA's development of FDA- and FSMA-related guidance for grain elevators, the role of grain handlers in the sustainable agriculture value chain, NGFA's policy priorities for Trump administration & an update on the Surface Transportation Board's rail proceedings.
- 4:00 pm - 7:00 pm** **Trade Show Open**
- 5:30 pm - 7:00 pm** **Reception in Trade Show**

Monday December 12, 2016

- 7:00 am – 6:30 pm** **Registration Open**
- 7:00 am – 8:15 am** **American Breakfast Buffet - Trade Show Open**

8:30 am - 9:45 am **Opening General Session**

GS | Welcome to Chicago

- Mitch Dawson, Director of Grain Operations, MFA Incorporated, Columbia, Missouri; Member, NGFA Board of Directors, Chairman, NGFA Country Elevator Committee

GS | NGFA Priorities for 2017

- John Heck, Senior Vice President, The Scoular Company, Omaha, Nebraska; Chairman, NGFA

GS | Connecting the Macro Environment to Your Strategy: Trend vs. Cycle

- Michael Swanson, Senior Vice President and Agricultural Economist, Wells Fargo & Company, Bloomington, MN

Moderator: Eric Wilkey, President, Arizona Grain Inc., Casa Grande, Arizona; First Vice Chairman, NGFA

- 9:45 am – 10:15 am** **Break**

Breakout Room 1

Session A | Tales from the Crypt – Stories on Merchandising and Operations

Keywords: Merchandising; Operations; panel discussion

This session features managers from within the grain industry that will be sharing stories of sticky situations and how they overcame those situations, plus they'll share how they prevent problems through good planning.

- Dustin Toberman, District Manager, Bunge North America, St. Louis, Missouri
- Kevin Green, Operations Manager, Bunge North America, Vicksburg, Mississippi

Moderator: Jason Klootwyk, Vice President, Director of Interior Assets, Bunge North America, St. Louis, Missouri, Member, NGFA Country Elevator Committee

Breakout Room 2

Session B | OTC Markets – Creative Risk Management for Merchandising Opportunities

Keywords: Merchandising; Management; panel discussion

This session will explain the benefits of the relatively new price risk management alternatives available in the OTC markets and provide a detailed knowledge foundation including terminology, concepts and strategies.

- Richard Jelinek, Vice President Global Education, INTL FCStone Financial, Inc., Chicago, Illinois
- Jake Moline, Risk Management Consultant, INTL FCStone Financial, Inc., West Des Moines, Iowa
- Matt Zeman, Vice President of Grain, Cooperative Farmers Elevator, Ocheyedan, Iowa

Moderator: Brian Gordon, Chief Executive Officer, Ritzville Warehouse Co., Ritzville, Washington; Member, NGFA Country Elevator Committee

Breakout Room 3

Session C | Contracting Pitfalls that Lead to Disputes

Keywords: Merchandising; Management; Legal; panel discussion

This session will feature 3 veterans from the grain industry that will share their knowledge on how to resolve and prevent disputes with customers.

- Randy Broady, General Manager, CHS; Shipman, Illinois; Past Chairman, NGFA Country Elevator Committee
- Doug Johns, Vice President Grain - River, ADM, Decatur, Illinois; Member, NGFA Country Elevator Committee
- Steve Lucas, President, Jayhawker Consulting Co. LLC, Trumbull, CT; Member, NGFA Biofuels and NGFA Trade Rules Committees

Moderator: Charlie Delacruz, Senior Vice President, General Counsel and Secretary, NGFA, Arlington, VA

11:30 am - 1:30 pm

Trade Show Open - Walk Around Lunch

Cont'd ...

Breakout Room 1

Session A | Tales from the Crypt – Stories on Merchandising and Operations

Keywords: Merchandising; Operations; panel discussion

This session features managers from within the grain industry that will be sharing stories of sticky situations and how they overcame those situations, plus they'll share how they prevent problems through good planning.

- Dustin Toberman, District Manager, Bunge North America, St. Louis, Missouri
- Kevin Green, Operations Manager, Bunge North America, Vicksburg, Mississippi

Moderator: Jason Klootwyk, Vice President, Director of Interior Assets, Bunge North America, St. Louis, Missouri, Member, NGFA Country Elevator Committee

Breakout Room 2

Session B | OTC Markets – Creative Risk Management for Merchandising Opportunities

Keywords: Merchandising; Management; panel discussion

This session will explain the benefits of the relatively new price risk management alternatives available in the OTC markets and provide a detailed knowledge foundation including terminology, concepts and strategies.

- Richard Jelinek, Vice President Global Education, INTL FCStone Financial, Inc., Chicago, Illinois
- Jake Moline, Risk Management Consultant, INTL FCStone Financial, Inc., West Des Moines, Iowa
- Matt Zeman, Vice President of Grain, Cooperative Farmers Elevator, Ocheyedan, Iowa

Moderator: Rango Springer, Merchandising Manager, Stratford Grain Company, Stratford, TX; Member, NGFA Country Elevator Committee

Breakout Room 3

Session C | Contracting Pitfalls that Lead to Disputes

Keywords: Merchandising; Management; Legal; panel discussion

This session will feature 3 veterans from the grain industry that will share their knowledge on how to resolve and prevent disputes with customers.

- Randy Broady, General Manager, CHS; Shipman, Illinois; Past Chairman, NGFA Country Elevator Committee
- Doug Johns, Vice President Grain - River, ADM, Decatur, Illinois; Member, NGFA Country Elevator Committee
- Steve Lucas, President, Jayhawker Consulting Co. LLC, Trumbull, CT; Member, NGFA Biofuels and NGFA Trade Rules Committees

Moderator: Charlie Delacruz, Senior Vice President, General Counsel and Secretary, NGFA, Arlington, VA

2:45 pm - 3:15 pm

Break

Breakout Room 1

Session D | On the Road to Harvest

Keyword: Merchandising; Management; panel discussion

An in-depth look into managing the economics and logistical planning of a multi modal transportation grain warehousing company.

- Jeff Hainline, Chairman, Advance Trading Inc., Bloomington, IL
- Curt Strubhar, Commercial Merchandising Consultant and Vice President, Advance Trading Inc., Bloomington, IL
- Lance Adams, Merchandiser, Team Marketing Alliance, Moundridge, KS

Moderator: Bill Doyscher, Assistant General Manager, Farmers Cooperative Elevator Company; Member, NGFA Country Elevator Committee

Breakout Room 2

Session E | Those Who Know...Know

Keywords: Merchandising; Management; Operations

Part I. From the Beginning to the End – Grain

This presentation will help you gain critical perspective about the grain supply chain that will help you make more informed decisions.

- Greg Beck, Senior Vice President, Grain Division, CGB Enterprises, Inc., Mandeville, Louisiana; Member, NGFA Executive Committee, Board of Directors and Country Elevator Committee

Part II. What a Grain Handler Needs to Know about Feed Processing and the Food Safety Modernization Act

This presentation will provide information about the regulatory compliance obligations established for country grain elevators by the Food Safety Modernization Act.

- David Fairfield, Senior Vice President of Feed Services, NGFA

Moderator: Robert Geers, Merchandising Manager, Michigan Agricultural Commodities, Member, NGFA Country Elevator Committee

Breakout Room 3

Session F | Banking and Counterparty Risk Management Roundtable

Keywords: Management; Financial; panel discussion

Audience participation will guide a discussion about everything from producer finances and evaluating counterparty risk to the impact of land values, the awareness and mitigation of fraud and gaining efficiencies in your payment system.

- David Sparks, Eastern Region President, Regional Agribusiness Banking Group, CoBank
- Shannon Ganschow, Senior Vice President, Commercial Markets, 1st Farm Credit Services
- Steve Sebade, Senior Vice President and Division Manager, Agribusiness Banking Group, Commerce Bank

Moderator: Jim Dell, Senior Vice President of Grain, Cooperative Producers, Inc., Hastings, Nebraska; Member, NGFA Country Elevator Committee

4:30 pm – 6:30 pm

Trade Show Open – Walk Around Reception

9:00 pm – 10:00 pm

NextGen Holiday Reception

Cont'd ...

Tuesday December 13, 2016

7:00 am - 8:00 am:

American Breakfast Buffet

8:00 am - 9:15 am

Breakout Sessions Reconvene – Round 4

Breakout Room 1

Session D | On the Road to Harvest

Keyword: Merchandising; Management; panel discussion

An in-depth look into managing the economics and logistical planning of a multi modal transportation grain warehousing company.

- Jeff Hainline, Chairman, Advance Trading Inc., Bloomington, IL
- Curt Strubhar, Commercial Merchandising Consultant and Vice President, Advance Trading Inc., Bloomington, IL
- Lance Adams, Merchandiser, Team Marketing Alliance, Moundridge, KS

Moderator: Travis Antonsen, Producer Marketing Manager, South Dakota Wheat Growers Association, Aberdeen, SD; Member, NGFA Country Elevator Committee

Breakout Room 2

Session E | Those Who Know...Know

Keywords: Merchandising; Management; Operations

Part I. From the Beginning to the End – Grain

This presentation will help you gain critical perspective about the grain supply chain that will help you make more informed decisions.

- Greg Beck, Senior Vice President, Grain Division, CGB Enterprises, Inc., Mandeville, Louisiana; Member, NGFA Executive Committee, Board of Directors and Country Elevator Committee

Part II. What a Grain Handler Needs to Know about Feed Processing and the Food Safety Modernization Act

This presentation will provide information about the regulatory compliance obligations established for country grain elevators by the Food Safety Modernization Act.

- David Fairfield, Senior Vice President of Feed Services, NGFA

Moderator: Daniel Carmichael, Director – Technical Services, Maplehurst Farms Inc., Rochelle, IL, NGFA Country Elevator Committee

Breakout Room 3

Session G | Safety Tips and Technology Enhancements

Keywords: Management; Operations

Part I. A Safety Journey

This presentation is about my personal safety journey, mistakes that I've made, key events that shaped my thinking, and how I've come to learn that safety drives business results.

- Jason Meyer, Commercial Leader - Rivers Region, Cargill Inc., Wayzata, Minnesota, Member, NGFA Country Elevator Committee

Part II. Grain Elevator Technology – Where it's Been and Where It's Going!

How technology could change the way a country elevator operates from a dreamer's point of view.

- Dennis Inman, Director of Strategic Asset Management, Land O'Lakes, Shoreview, Minnesota

Moderator: Mike Schon, Grain Department Manager, Pro Cooperative, Pocahontas, Iowa; Member, NGFA Country Elevator Committee

9:30 am - 12:00 pm

Ballroom

General Session Reconvenes

GS | Thriving Across Generations - Why Embracing Generational Differences is the Key to Agribusiness Success

- Mark Jewell, Creator of the Millennial Mastermind and The Survivor's Guide to Thriving, Omaha, Nebraska
 - Panelists: Mitch Dawson, Chad Nagel and Lacey Seibert

GS | CBOT Delivery Process

- Tom Coyle, General Manager, Nidera US LLC, Chicago, Illinois

GS | Plant Breeding Innovation: An International Strategy

- Dr. Bernice Slutsky, Senior Vice President Domestic and International Policy, American Seed Trade Association, Alexandria, Virginia

Moderator: Jeff Adkisson, Executive Vice President, Grain and Feed Association of Illinois; Member, NGFA Country Elevator Committee

GS | Closing Remarks, Announcement of Foundation Raffle Winner and Photography Contest Winner

- Mitch Dawson, Director of Grain Operations, MFA Incorporated, Columbia, Missouri; Member, NGFA Board of Directors, Chairman, NGFA Country Elevator Committee

#####