Strength and Success through Collaboration

Welcome from the NGFA Chairman

It’s a pleasure to welcome more than 600 members and guests to Scottsdale for the National Grain and Feed Association’s (NGFA) 122nd annual convention!

I especially want to extend greetings to all new members, first-time attendees and spouses. It’s great to have all of you here. I encourage you to participate actively!

A special welcome, too, to new NGFA committee apprentices who are attending their first convention. It’s our fifth year of extending this welcome, and it’s been wonderful to see the program grow and to work with these talented representatives from NGFA-member companies as they get involved in NGFA’s committee system.

This year’s convention is focused on “Strength and Success through Collaboration.”

The agricultural industry and the marketplace in which it operates are constantly changing and demanding that businesses adapt. Growing pressure to find new talent, maintain a positive reputation in the public eye and battle policies that stifle business growth can seem to make progress a daunting task. But just as we find within our own businesses, success in meeting those challenges necessitates that we collaborate in new and different ways than we may have done in the past.

This year’s convention will focus on several major achievements NGFA has accomplished in public policy and industry operations – through extensive sweat equity by our members and staff and through concerted collaboration with others. We’ll also reflect on what our Association and our industry do best, as we face the challenge of growing and improving. Expect sessions that deliver expert knowledge and resources with plenty of opportunities to meet new colleagues, as well as network with veteran members of the industry.

In many cases, NGFA membership “runs in the family.” In that vein, I hope you’ll enjoy the legacy video segments that will air during the general sessions that feature NGFA members reflecting on memories of their and their families’ involvement in the Association.

When it comes to building on our legacy and designing a path to continued success, the NGFA’s new five-year Long-Range Plan is a visionary and inspiring game-changer that is being implemented starting this year! One area of emphasis highlighted in this plan is the need for NGFA and our industry to engage more proactively and strategically with consumers and the public on food- and agriculture-related issues. It also calls on the NGFA to more effectively leverage its inherent grassroots political strength in ADVOCACY to achieve the pro-growth and regulatory-relief agenda so badly needed by our industry, our farmer- and end-user customers, and our nation. That means each of us needs to step up our level of involvement!

I want to thank those of you who work tirelessly serving in leadership positions on the NGFA Board of Directors, as committee chairs and committee members, as arbitrators, as elected industry leaders or executive staff members of State and Regional Grain and Feed Associations, and in countless other capacities. Thank you, too, to the NGFA staff for its dedicated service in proactively addressing the issues that this Association tackles day-in and day-out for the benefit of the industry as a whole.

I encourage you to continue your involvement at this convention by participating in the many open committee meetings to learn first-hand about the major issues that will affect our businesses in the year ahead. I also encourage you to attend the open forum on the new tax law – including the latest on the Section 199A provision – and the transportation forum scheduled for Sunday afternoon.

We also have outstanding general sessions on Monday and Tuesday mornings, and are particularly honored by the presence of former NGFA Board member and now Secretary of Agriculture Sonny Perdue! Interacting with our convention speakers, exchanging ideas with your industry colleagues and enjoying this vibrant community with your friends and family are integral parts of the NGFA convention experience.

Finally, let me thank you for the privilege and honor of serving as NGFA chairman for the past two years. It’s been a tremendous and gratifying experience!
A Special Thank You
Our Sponsors

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DEKRA  
Farm Credit Services of America  
Faegre Baker Daniels  
GATX Rail  
The Greenbrier Companies  
JMI Covers LLC  
J.W. Nutt Co.  
Kokomo Grain  
National Steel Car  
Northwest Grain Growers  
TrinityRail  
Union Pacific Railroad  
Union Tank Car  
US Commodities  
Wheeler Brothers Grain Company LLC
Sunday, March 18, 2018

9:00 AM – 6:00 PM  Registration Open
Trailblazers | 2nd Floor

9:00 AM – 11:00 AM  NGFA Executive Committee (Closed)
Cushing AB | 2nd Floor

10:00 AM – 5:30 PM  Ag Village
Hall of State | 2nd Floor

11:00 AM – 12:30 PM  Past Presidents’/Chairmen’s Brunch (Invitation only)
Nellie Cashman’s Chamber Room | Lobby

11:00 AM – 12:30 PM  Past Presidents’/Chairmen’s Spouse Brunch (Invitation only)
Deseo | Lobby

11:00 AM – 12:30 PM  Committee Apprentice Program (CAP) Brunch (Invitation only)
Kierland 1A | 2nd Floor

Committee Meetings: Unless otherwise noted, committee meetings are open to all NGFA members

Noon – 1:00 PM  Country Elevator Committee
Trailblazers DE | 2nd Floor
• Update on Federal Grain Inspection Service Exceptions and Service Agreements
• Regulatory Relief Progress under Trump Administration
• Update on USDA Systems Approach for Reducing Weed Seed Content in U.S. Soybean Shipments to China

12:30 PM – 3:00 PM  Rail Shipper/Receiver Committee (closed)
Powell | 2nd Floor
Sunday, March 18, 2018, continued…

1:00 PM – 3:00 PM
Committee Meetings: Unless otherwise noted, committee meetings are open to all NGFA members
Kierland 2 | 2nd Floor

Open Forum on Tax Cuts and Jobs Act of 2017
Hosted by Finance & Administration Committee
(All convention registrants invited)
Moderator: Larry Callahan, Chairman, Finance and Administration Committee; Chief Financial Officer, Demeter LP, Fowler, IN
- Tax Reform – Section 199A and Beyond
  Guest Speaker: Paul Neiffer, CliftonLarsonAllen, Walla Walla, WA
  - Section 199A – Consequences and Solution
  - Other Tax Provisions Important to Grain, Feed and Processing Industry

Kierland 1BC | 2nd Floor
Trade Rules Committee
- Rules issues under review related to DDGs, IP grains, rail shipments, billing of barges
- New rules provisions for container trading
- Barge freight digitization and electronic bills of lading
- New issues for review in 2018

1:00 PM – 4:00 PM
NGFA-NAEGA Joint Grain Grades & Weights Committee
Trailblazers C | 2nd Floor
- Federal Grain Inspection Service (FGIS) Update
  Featured Speaker: Dana Coale, Acting Program Administrator
- Industry/FGIS Workshops to Address Official Grain Inspection Process
- International Issues
  - NAFTA
  - China – FMWeed Seed Issue
Sunday, March 18, 2018, continued…

3:15 PM – 5:15 PM  

**Committee Meetings:** Unless otherwise noted, committee meetings are open to all NGFA members

**International Trade/Agricultural Policy Committee**
- Status of NAFTA Negotiations and other Trade Agreement Negotiations and Their Impact on U.S. Agricultural Exports
- Status of China’s Trade Action Against U.S. Grain Sorghum Imports
- Update on USDA Systems Approach for Reducing Weed Seed Content in U.S. Soybean Shipments to China
- NGFA Priorities for Farm Bill and Preview of Potential Farm Bill Outcomes

**Joint Feed Committees / Biofuels & Co-Products Committee**
- Status of FDA’s Implementation of Food Safety Modernization Act
- Regulatory Reform under Trump Administration
- NGFA Comments on FDA Guidance Documents
- NGFA Education and Training Activities
- NGFA/PFI Feed and Pet Food Joint Conference

**Joint NGFA Biotech Committee/NAEGA Production Technology**
- Transparency Needs of Grain Industry Concerning Plant Breeding Innovation (e.g., Gene Editing)
- Update on International Biotech Activities, with Focus on China and EU
- Status of USDA Rulemaking on National Bioengineered Food Disclosure Law

**Risk Management Committee**
- Corn and Soybean Contract Convergence – VSR/Fixed Storage Rate Discussion
- Block Trading at CME – Concerns with Liquidity and Transparency
- Update on CFTC Speculative Position Limit Rule
Sunday, March 18, 2018, continued…

3:30 PM – 5:30 PM  
Transportation Open Forum  
Kierland 2 | 2nd Floor

**Moderator:** Gary Devlin, Chairman, Rail Shipper/Receiver Committee; Senior Director, Transportation, Ag Processing Inc., Omaha, NE

**Honorable Deb Miller,** Vice Chairman  
Surface Transportation Board, Washington, DC

**Mike Rutherford,** Vice President of Merchandise Sales & Marketing, CSX Transportation Co., Jacksonville, FL

**Derek Leathers,** President and CEO  
Werner Enterprises, Omaha, NE

**Inland Waterways Infrastructure Update**

- **Deb Calhoun,** Senior Vice President  
  Waterways Council Inc., Washington, DC
- **Bobby Frederick,** Director of Legislative Affairs and Public Policy, National Grain and Feed Association, Arlington, VA

5:30 PM – 6:00 PM  
New Member/First Time Attendee Reception *(Invitation only)*  
Sandpiper’s Courtyard

6:00 PM – 7:30 PM  
CoBank Welcome Reception  
Marshall’s Outpost Pavilion

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Monday, March 19, 2018

7:30 AM – 12:00 PM  
Registration Open  
Trailblazers Registration | 2nd Floor
Monday, March 19, 2018, continued…

7:30 AM – 12:15 PM  
Ag Village  
Hall of State | 2nd Floor  
Open 7:30 a.m. – 9:00 a.m. (before Grand Opening Breakfast), and 11:30 a.m. – 12:30 p.m. (following morning programming)

8:00 AM – 8:45 AM  
Rail Arbitration Rules Committee Meeting  
Cushing B | 2nd Floor  
- NGFA Rail Arbitration – overview and general report

8:45 AM – 11:30 AM  
Grand Opening Plated Breakfast  
& General Session  
Trailblazers Ballroom | 2nd Floor

Moderator: John Heck, NGFA Chairman;  
Senior Vice President, Scoular, Omaha, NE

Keynote Address: Honorable Sonny Perdue  
Secretary of Agriculture, Washington, DC

NGFA Distinguished Service Awards

Industry Keynote: A Conversation with Soren Schroder  
Chief Executive Officer, Bunge Limited, White Plains, NY

“Connecting with Consumers”

Featured Speaker: Jayson Lusk, Distinguished Professor,  
Head of Department of Agricultural Economics  
Purdue University, West Lafayette, IN

10:00 AM – 11:30 AM  
Guest Brunch (Registered guests only)  
Deseo | Lobby  
Come and create a custom-branded leather keychain souvenir!

12:30 PM – 5:00 PM  
National Grain and Feed Foundation Golf Tournament  
Westin Kierland Golf Club

1:00 PM – 4:00 PM  
Off-Site Tour - Horseback Riding (separate registration and fee required)  
Transportation departs from South Terrace. Please arrive 10 minutes prior to start time for boarding.

6:00 PM – 7:30 PM  
Bunge North America Inc. Reception (All registrants)  
Northern Sky Terrace & Rainmakers Ballroom | 1st Floor

Evening Open for Private Dinners
Tuesday, March 20, 2018

7:30 AM – Noon
Registration Open
Trailblazers Registration | 2nd Floor

7:30 AM – 1:00 PM
Ag Village
Open 7:30 – 8:45 a.m. (during continental breakfast), 10:30 – 10:50 a.m. (during program break), and 12:00 – 1:00 p.m. (following morning programming)
Hall of State | 2nd Floor

7:30 AM – 8:45 AM
Wells Fargo Continental Breakfast
Vista Morada | 2nd Floor

7:30 AM – 8:45 AM
Committee Meetings: Unless otherwise noted, committee meetings are open to all NGFA members
Merriam A | 2nd Floor
Arbitration Appeals Panel (closed)

Cushing A | 2nd Floor
Waterborne Commerce Committee
- Update on Trump Administration’s Infrastructure Plan
- Priorities for 2018 Water Resources and Development Act (WRDA)
- Discussion on Barge Documents Digitization Initiative (e.g., Electronic Bills of Lading, etc.)
- Industry and Region Report

Merriam B | 2nd Floor
National Grain and Feed Foundation (closed)
Tuesday, March 20, 2018, continued…

9:00 AM – Noon
Trailblazers Ballroom | 2nd Floor

**General Session**

*Moderator: John Heck*, NGFA Chairman; Senior Vice President, Scoular, Omaha, NE

**Annual Business Meeting**

- Election of Industry Officers
- Election of Board of Directors
- Ratification of Amendments to NGFA Bylaws and Trade Rules
- Reports on NGFA’s Activities and Financial Condition

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

“Corteva Agriscience Perspective on Agriculture Sector Trends and the Need for Innovation”

*Featured Speaker: James C. Collins Jr.*
Chief Operating Officer, Agriculture Division, Corteva Agriscience *(formerly DowDuPont)*, Wilmington, DE

**NGFA Chairman’s Address:** *John Heck*, Senior Vice President, Scoular, Omaha, NE

**NGFA Awards and Recognitions**

- Retiring Members of Board of Directors
- Committee Chairs Serving under Chairman Heck
- Congressional Witness
- Arbitrators
- Friend of Industry Presentation

*Moderator: David Baudler*, NGFA Second Vice Chairman; Managing Director – Grain, Cargill Agricultural Supply Chain North America, Cargill Inc., Minneapolis, Minn.

**Membership Awards Ceremony**

“Trump Tariffs and Asian Retaliation”

*Featured Speaker: Dr. Derek M. Scissors*  
Resident Scholar, American Enterprise Institute; Chief Economist, *China Beige Book*, Washington, DC
Tuesday, March 20, 2018, continued...

Noon – 12:45 PM
NGFA Board of Directors and Committee Chairs Luncheon
Kierland 1B | 2nd Floor
(Closed)

1:00 PM – 4:00 PM
Off Site Tours (x2) Spring Training Ballgame; Desert Jeep Adventure
(Kierland 1B | 2nd Floor)
(Separate registration and fee required) Transportation departs from South Terrace.
Please arrive 10 minutes prior to start time for boarding.

1:00 PM – 3:30 PM
NGFA Board of Directors
Kierland 2 | 2nd Floor
(Closed)

3:30 PM – 4:00 PM
NGFA Executive Committee
Cushing A | 2nd Floor
(Closed)

6:30 PM – 10:00 PM
Convention Farewell Bash
Trailblazers Ballroom & Northern Sky Terrace | 2nd Floor
Don’t miss the Tuesday night Farewell Bash, which includes a Southwestern dinner buffet and drinks, cowboy games like Roller Roper and Quick Draw, a tasting bar featuring Scottsdale breweries, musical entertainment provided by the Desert Dixie country band, and telescope viewings on the patio with a professional astronomer. Once the band concludes, join us “late night” on the Northern Sky Terrace for fire pits, S’mores, cocktails, and hand-rolled cigars.
Floor Plans – Westin Kierland
First Floor
Floor Plans – Westin Kierland
Second Floor
Resort Map – Westin Kierland
Ag Village Exhibitors

Sunday, Monday, and Tuesday
Hall of State | 2nd Floor

**AgriCharts**
- Chicago, Ill.

**Bushel**
- Fargo, N.D.

**Central Life Sciences**
- Schaumburg, Ill.

**DTN/The Progressive Farmer**
- Omaha, Neb.

**EFC Systems**
- Brentwood, Tenn.

**Green Future, Inc.**
- Seward, Neb.

**Silveus Financial**
- Chicago, Ill.

**Sukup Manufacturing Co.**
- Sheffield, Iowa

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Special Welcome

The following new member companies have representatives attending the convention.
Please give them a warm NGFA welcome!

- Bryan Cave LLP
- C.K. Industries Inc.
- C.R. Narayanan & Company
- ED&F Man Capital Markets
- Green Future Inc.
- Progressive Rail
- Ragan & Associates
- The Russell Marine Group
- WL Port-Land Systems Inc.
# NGFA Board of Directors
## 2017-18

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
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<tbody>
<tr>
<td>Travis Antonsen</td>
<td>Agtegra Cooperative</td>
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<td>Matt Ashton</td>
<td>Central Valley Ag Cooperative</td>
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<td>Keith Bailey</td>
<td>AgVentures NW LLC</td>
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<td>James Banachowski</td>
<td>The Andersons Inc.</td>
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<td>Augusto Bassanini</td>
<td>United Grain Corporation</td>
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<td>David Baudler</td>
<td>Cargill Inc.</td>
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<td>Gary Beachner</td>
<td>Beachner Grain Inc.</td>
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<td>Chis Boem</td>
<td>Archer Daniels Midland Company</td>
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<td>Robert Bond</td>
<td>AGREX Inc.</td>
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<td>JoAnn Brouillette</td>
<td>Demeter LP</td>
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<td>Jeremy Burkhart</td>
<td>CHS Sun Prairie</td>
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<td>Jim Byrum</td>
<td>Michigan Ag-Business Association</td>
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<td>Chad Carlson</td>
<td>Aurora Cooperative</td>
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<td>Sharon Clark</td>
<td>Perdue AgriBusiness LLC</td>
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<td>Charles Colbert</td>
<td>Zen-Noh Grain Corporation</td>
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<td>Jerry Cope</td>
<td>Dakota Mill and Grain Inc.</td>
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<td>Tom Coyle</td>
<td>COFCO International</td>
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<td>Mitch Dawson</td>
<td>MFA Incorporated</td>
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<td>Scott Day</td>
<td>AgProducers Cooperative</td>
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<td>Scott Docherty</td>
<td>Topflight Grain Cooperative</td>
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<td>John Every</td>
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<td>John Fletcher</td>
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<td>Roger Fray</td>
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<td>Gary Gantz</td>
<td>D.E. Bondurant Grain Company Inc.</td>
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<td>Matt Gibson</td>
<td>Bunge North America Inc.</td>
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<td>Riceland Foods Inc.</td>
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<td>Phil Greene</td>
<td>Foster Commodities</td>
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<td>Jeff Hainline</td>
<td>Advance Trading Inc.</td>
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<td>Jarvis Haugeberg</td>
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<td>John Heck</td>
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<td>Rex Holstein</td>
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<td>Chris Peha</td>
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<td>Harris-Crane Inc.</td>
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<td>Robert Zelenka</td>
<td>Minnesota Grain and Feed Association</td>
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Shuttle Schedule
Shuttle leaves from the South Terrace

Sunday 3/18: 12:30 pm - 8:00 pm

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Monday 3/19: 7:30 am - 12:00 pm; 5:30 pm - 8:00 pm

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Tuesday 3/20: 7:30 am - 12:30 pm; 6:30 pm - 10:30 pm

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NGFA’s 122nd Annual Convention – Scottsdale, Ariz.

Board of Directors: Thank You!

NGFA thanks the following Board members who will be completing their terms of office:

JoAnn Brouillette, Demeter LP

Jerry Cope, Dakota Mill and Grain Inc.

Tom Coyle, COFCO International

Dan Mack, CHS Inc.

Jim Moore, Southern States Cooperative Inc.

Tours

Transportation departs from the South Terrace. Please arrive 10 minutes prior to start time for boarding.

See the NGFA Registration Desk for details.

Horseback Riding

Monday March 19 | 1:00 pm – 4:00 pm | Transportation Provided | Additional registration/fee required

Spring Training Ballgame

Tuesday March 20 | 12:15 pm – 5:00 pm | Transportation Provided | Additional registration/fee required

Desert Jeep Adventure

Tuesday March 20 | 1:00 pm – 4:00 pm | Transportation Provided | Additional registration/fee required

SAVE THE DATE!

123rd NGFA Annual Convention

March 17 - 19, 2019
Ritz-Carlton Amelia Island
Amelia Island, Fla.
Committee Chairs

Arbitration Appeals
Biofuels and Co-Products
Biotechnology
Country Elevator
Executive Committee
Feed Legislative/Regulatory Affairs
Feed Manufacturing/Technology
Finance & Administration
Grain Grades & Weights
International Trade/Ag Policy
Legal Council
Rail Arbitration Rules
Rail Shipper/Receiver
Risk Management
Safety, Health & Environmental Quality
Trade Rules
Waterborne Commerce

Sharon Clark
Carole Koch
Anthony Reed
Mitch Dawson
Gary Beachner
Chris Olinger
Matt Frederking
Larry Callahan
Nick Friant
JoAnn Brouillette
Simon Buckner
Tim McNulty
Gary Devlin
MJ Anderson
Greg Rowe
Dean O’Harris
Scott Leininger

About Committees

Comprised of more than 300 dedicated industry volunteers from all types and sizes of member companies, NGFA committees work proactively for the mutual benefit of the industry. They ensure that diverse issues are addressed effectively by a cross-section of members who have expertise and experience in the subject matter.

NGFA Staff

- Randall C. Gordon, President and Chief Executive Officer
- Todd E. Kemp, Senior Vice President of Marketing and Treasurer
- David A. Fairfield, Senior Vice President of Feed Services
- Charles M. Delacruz, Senior Vice President, General Counsel and Secretary
- Jess McCloud, Vice President, Safety and Regulatory Affairs
- Max Fisher, Director of Economics and Government Relations
- Bobby Frederick, Director of Legislative Affairs and Public Policy
- Sarah Gonzalez, Director of Communications and Digital Media
- Rebecca Grubbs, Director of Meetings and Marketing
- Tamela S. Elliott, Senior Manager of Business Operations
- Mary Hitchcock, Manager of Arbitration/Mediation Services
- Jim Selbert, Manager of Regulatory Affairs, Education and Training
- Faith Silvers, Manager, Database/Member Services
NGFA Executive Committee
2017-18

Gary Beachner, Chairman
Beachner Grain Inc.

James Banachowski
The Andersons Inc.

David Baudler
Cargill Inc.

Chris Boerm
Archer Daniels Midland Company

Tom Coyle
COFCO International

John Fletcher
Central Missouri AGRIService LLC

Roger Fray
Landus Cooperative

Matt Gibson
Bunge North America Inc.

John Heck
Scoular

Dave Hoogmoed
Purina Animal Nutrition LLC/Land O’Lakes

Diana Klemme
Grain Service Corporation

Alan Koenig
Grain Craft

Todd Lafferty
Wheeler Brothers Grain Company

Dan Mack
CHS Inc.

Chris Peha
Northwest Grain Growers Inc.

Ryan Pellett
J.D. Heiskell & Co.

Eric Wilkey
Arizona Grain Inc.

Randy Gordon
NGFA

Chairman
John Heck
Scoular
Omaha, NE

First Vice Chairman
Eric Wilkey
Arizona Grain Inc.
Casa Grande, AZ

Second Vice Chairman
David Baudler
Cargill Inc.
Minneapolis, MN

Immediate Past Chairman
Gary Beachner
Beachner Grain Inc.
Parsons, KS

NGFA Mission Statement

Advocate a global open market environment to efficiently produce and provide a safe, abundant, affordable, sustainable and wholesome supply of grain, oilseeds, feed and related products responsive to market demand. The NGFA focuses on member interests through representation, training, communication and education to members, government and the public.
NGFA 2018 Calendar of Events

July 25—26
CONVEY18
Hosted with Grain Journal
Hilton Omaha | Omaha, NE
Registration Opens April 2018

July 25—26
Ag Transportation Summit
Hosted with USDA & Soy Transportation Coalition
Westin Crystal City | Arlington, VA
Registration Opens April 2018

September 17-19
Feed & Pet Food Joint Conference
Hosted with Pet Food Institute
Hyatt Regency St. Louis at the Arch | St. Louis, MO
Registration Opens May 2018

December 2—4
CEC & Trade Show
St. Louis Union Station Hotel | St. Louis, MO
Registration Opens August 2018
Established in 1965, the National Grain and Feed Foundation supports public education and research projects that benefit the grain, feed and processing industry, enhance the industry's presence to the public, and positions it for future growth. The Foundation is funded entirely by voluntary corporate and individual contributions. As a 501(c)(3) charitable organization, contributions to the Foundation are tax deductible.

Food Safety Modernization Act Compliance Tools
The Foundation provided nearly $80,000 to co-sponsor the development of a customized evaluation tool to help facilities comply with the requirement to determine if hazards exist that require preventive controls under FDA's regulations implementing the Food Safety Modernization Act. This tool will save individual NGFA-member companies thousands of dollars and countless hours of intensive work each were they to have to develop their own hazard-evaluation method.

Inland Waterways Education Initiative
The Foundation has provided $20,000 to the Waterways Council Inc. in each of the last two years to support an on-going educational campaign that highlights the importance of inland waterways transportation to agricultural producers and agribusinesses.

Conservation Reserve Program Study
The Foundation funded a major study of economic impacts of the Conservation Reserve Program on small towns/rural communities and on the general economy.

Fire and Explosion Research
In conjunction with Kansas State University, the Foundation helps fund annual reports on grain facility explosions that continue to show an improving trend line and is useful in documenting the industry's proactive efforts to enhance employee safety to OSHA and others.

Regional Safety and Regulatory Compliance Seminars
The Foundation provides ongoing support for a series of ongoing Regional Safety and Regulatory Compliance Seminars co-sponsored each year by the NGFA and its State/Regional Affiliate Associations.
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