



THE 42<sup>ND</sup> ANNUAL

# COUNTRY ELEVATOR

CONFERENCE & TRADE SHOW



ST. LOUIS, MO. | DEC. 8-10, 2013



## Welcome to St. Louis Enjoy the Conference

On behalf of the NGFA's Country Elevator Committee, Officers and staff, welcome to St. Louis for the 42nd annual Country Elevator Conference and Trade Show!

St. Louis was the birthplace for this conference, the first one of which was conducted in 1972. It was the brainchild of one of my predecessors – Al Oliver – who viewed it as a way to meet both the specialized business needs of country elevators and to engage and involve country elevator managers and operators in all aspects of the NGFA.

Over the years, this conference has grown and gained the reputation as being the “meeting of the year” for country elevators, with more than 600 in attendance this week. This year, for the first time, we're also pleased to welcome several newer industry members who are serving as apprentices in the NGFA's committee system – another testament to NGFA's commitment to help develop and involve new, energetic talent into the Association.

This year's program features a diverse array of business topics that are front-and-center. We're honored to kick off with Rep. Blaine Luetkemeyer, R-Mo., whose agricultural and business background are real strengths in addressing key policy issues important to our industry.

We'll then delve into the farm bill; the future of federal crop insurance; sustainability initiatives affecting producers and country elevators; proposed changes to the renewable fuel standard and their impact on grain utilization; safety issues – and more. We encourage you to stay for the closing session that will focus on Obamacare-driven changes that may be

required for firms providing health insurance to employees, as well as other employee-benefit programs that country elevators may wish to consider to attract and retain top talent.

Another big attraction at this conference is the Trade Show. This year, there are nearly 100 exhibitors showcasing the newest products and services to enhance the efficiency of your business. You're encouraged to visit each of them.

I'd also like to extend a special thanks to each of our sponsors. Their generous support helps us keep registration fees affordable while at the same time enhancing the conference experience for each attendee. Please let them know you appreciate their support.

Finally, thanks to each of you for attending! We welcome and encourage your ideas and feedback to enable us to maximize the value this conference has for you and your company.

We trust you find this year's conference both enjoyable and thought-provoking, and that you have plenty of opportunity to meet up with old friends and make new business contacts.

We look forward to seeing you at next year's 43rd annual conference in Indianapolis – Dec. 7-9, 2014.

Best wishes for a wonderful holiday season,

A handwritten signature in black ink that reads "Randy Gordon".

# A Special Thank You to our Sponsors

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## Sunday, Dec. 8, 2013

- 8:30 am – 1:30 pm**  
Regency C      **Leadership Conference for State/Regional Associations Affiliated with NGFA** *(by invitation only)*
- 2-3:15 pm**  
Regency B      **Workshop on OSHA-Required Training of Employees on Changes to Hazard Communication Standard** *(open to all conference registrants at no additional charge; Hosted by NGFA Country Elevator Committee)*
- 3:15-5:30 pm**  
Regency C      **NGFA Country Elevator Committee Meeting** *(open to NGFA members)*
- 4-7 pm**  
Grand Ballroom      **Trade Show Open**
- 5:30-7 pm**  
Grand Ballroom      **Welcome Reception in Trade Show**

## Monday, Dec. 9, 2013

- 6:30 am-7 pm**  
Grand Coatroom      **Registration**
- 6:30-8 am**  
Grand Ballroom      **Idea-Exchange Continental Breakfast**  
**Trade Show Open**
- 7- 8 am**  
Regency A      **Grain and Feed PAC Breakfast with Congressman Blaine Luetkemeyer, R-Mo.**
- 8:15 am**  
Regency CD      **Conference Convenes**
- “Welcome to the Show Me State”**  
Bruce Sutherland, Vice President, Michigan Agricultural Commodities Inc., Lansing, Mich. Chairman, NGFA Country Elevator Committee
- Moderator: John Fletcher, General Manager, Central Missouri AGRIService LLC, Marshall, Mo., and Chairman, NGFA Grain and Feed PAC Committee*

**Monday, Dec. 9, 2013** (cont'd)

**“Congressional Agenda for 2014”**

- The Honorable Blaine Luetkemeyer, R-Mo.  
Member, House Financial Services and Small Business  
Committees

*Moderator: Diana Klemme, Vice President,  
Grain Service Corp., Atlanta, Ga.*

**“Futures Market Customer Protection Rules and  
High-Frequency Trading”**

- Dan Berkovitz, Partner, WilmerHale, Washington, D.C.
- Rob Creamer, President and Chief Executive Officer  
Geneva Trading, Chicago, Ill.

**NGFA Policy Minute – “NGFA’s Views on Futures  
Market Customer Protection”**

- Todd Kemp, Vice President, Marketing and Treasurer,  
NGFA, Washington, D.C.

**10:20-10:40 am**

**Break**

**10:40 am**  
Regency CD

**Conference Program Reconvenes**

*Moderator: Jim Black, General Manager,  
Maplehurst Farms Inc., Rochelle, Ill.*

**“Maintaining Grain Quality After a Big,  
High-Moisture Harvest”**

- Robert Marlow, Central Region Operations Manager,  
The Andersons, Maumee, Ohio

**“2013 Farm Bill – Potential Changes in How Farm  
Programs May Operate in 2014”**

- Patrick Westhoff, Director, Food and Agricultural Policy  
Research Institute (FAPRI), Columbia, Mo.

**NGFA Policy Minute – “NGFA’s Policy Priorities  
on the New Farm Bill”**

- Max Fisher, Director of Economics and Government  
Relations, NGFA, Washington, D.C.

**Noon – 2 pm**  
Mills 1

**NGFA Grain and Feed PAC Committee Meeting**  
*(committee members only)*



**Monday, Dec. 9, 2013** (cont'd)

**Noon – 2 pm**  
Grand Ballroom

**Walk-Around Lunch in Trade Show**  
**Trade Show Open**

**2 pm**  
Regency CD

**Conference Program Reconvenes**

*Moderator: Duane Madoerin, Merchandising Manager,  
Gold-Eagle Cooperative, Goldfield, Iowa*

**NGFA Policy Minute – “Transportation Policy Priorities”**

- Jared Hill, Director of Legislative Affairs, NGFA, Washington, D.C.
- Randy Gordon, President, NGFA, Washington, D.C.

**“Future Direction of the Federal Crop Insurance Program”**

- Brandon Willis, Administrator, Risk Management Agency, U.S. Department of Agriculture, Washington, D.C.

**NGFA Policy Minute – “Required Training for Employees on the New OSHA Hazard Communication Standard”**

- Jess McCluer, Director, Safety and Regulatory Affairs NGFA, Washington, D.C.

**3:20 – 3:45 pm**

**Break**

**3:45 pm**  
Regency CD

**Conference Program Reconvenes**

*Moderator: Randy Broady, Director of Grain Operations,  
Trupointe Cooperative Inc., Botkins, Ohio*

**NGFA Policy Minute – “FDA’s Food and Feed Safety Rulemakings – Impacts on Country Elevators”**

- Randy Gordon, President, NGFA, Washington, D.C.

**“Biofuels and the RFS – Potential Impacts of Future Policy Changes on Grain Utilization”**

- Marty Ruikka, Principal, The ProExporter Network  
Chelsea, Mich.

**5 pm**

**Conference Recesses**

**5-5:30 pm**  
Mills 7

**Committee Apprentice Program Reception**  
*(invitation only)*

## Monday, Dec. 9, 2013 (cont'd)

**5:30-7 pm**                      **Country Elevator Conference Reception  
Grand Ballroom**                      **in Trade Show**

**5:30-7 pm**                      **Trade Show Open**  
Grand Ballroom

## Tuesday, Dec. 10, 2013

**6:30-7:45 am**                      **Idea-Exchange Continental Breakfast**  
Regency BCD Foyer

**8 am**                                      **Conference Program Reconvenes**  
Regency CD

*Moderator: Bruce Sutherland, Vice President, Michigan  
Agricultural Commodities Inc., Lansing, Mich.*

### **“Economic and Market Outlook for 2014”**

- Terry Barr, Director, Knowledge Exchange Group  
CoBank, Denver, Colo.

### **NGFA Policy Minute – “Trends and Changes in NGFA Arbitration”**

- Charlie Delacruz, Vice President, General Counsel and  
Corporate Secretary, NGFA, Washington, D.C.

### **“Sustainability Initiatives and Impacts on Grain Handlers and Producers”**

- Fred Luckey, Chairman/President, Field to Market –  
The Alliance for Sustainable Agriculture, St. Louis, Mo.
- Jennifer Luchte, Co-Chair, Food, Beverage and  
Agriculture Sector Working Group, The Sustainability  
Consortium; Corporate Responsibility Manager,  
Monsanto, St. Louis, Mo.

**10:30 am**  
Regency CD

*Moderator: Steve Domm, General Manager, FREMAR LLC,  
Central Farmers Cooperative, Marion, S.D.*

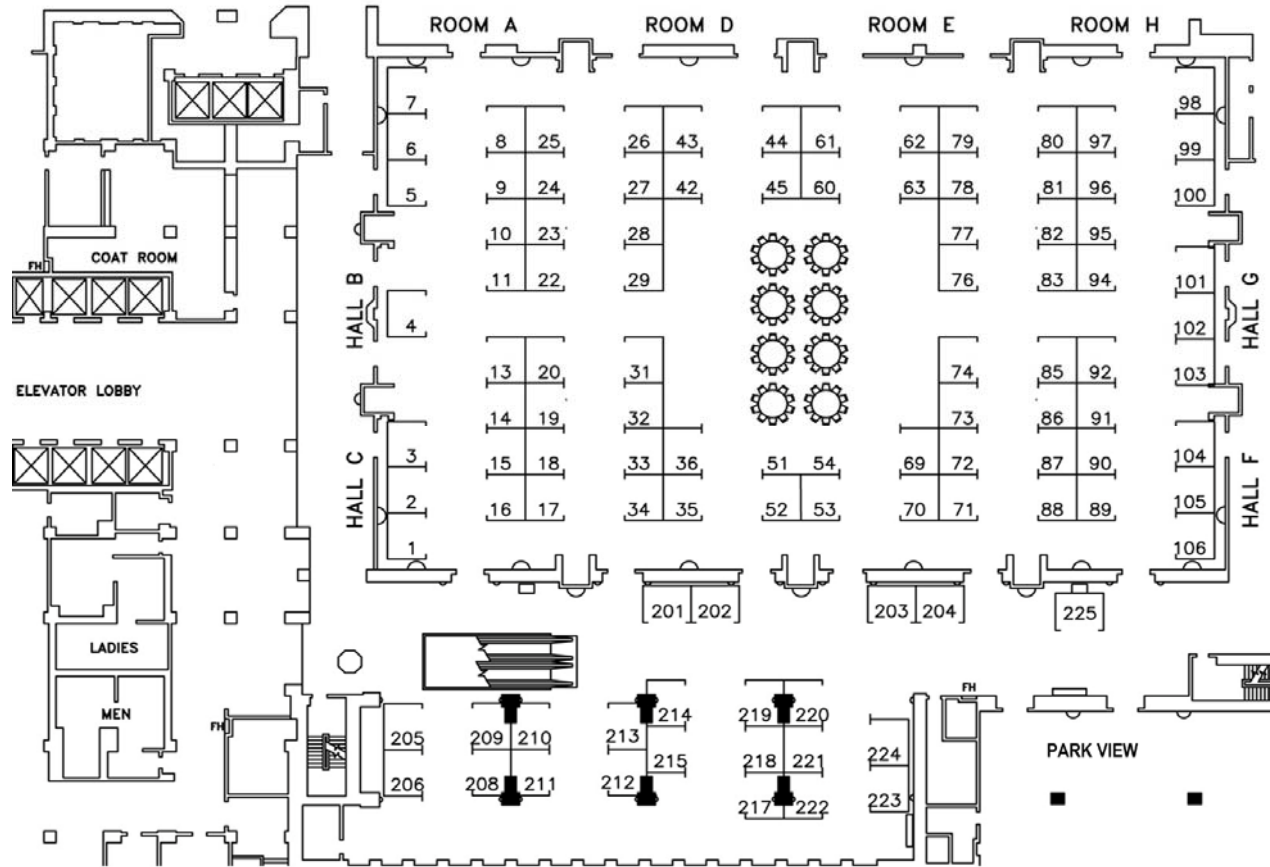
### **“Obamacare: Dung Heap or Fertilizer (and Other Employee Benefit Programs)”**

- Michael Nader, Partner, Faegre Baker Daniels LLP,  
Ft. Wayne, Ind.

**11:30 am**                                      **Country Elevator Conference Adjourns**



# Trade Show



## Registration Open NGFA Annual Convention

March 30 – April 1, 2014

**Hilton Head**  
Westin Hilton Head Resort

NGFA's annual convention features top policy makers, substantive open forums and outstanding general sessions that explore the most important issues facing the industry in the year ahead. It also provides an ideal opportunity to interact and exchange ideas with industry leaders.

Save the date to join us at the 2014 Annual Convention in Hilton Head, SC. Registration is now open.

[ngfa.org/annualconvention](http://ngfa.org/annualconvention)