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,

[Signature]

Candy Gordon
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Sunday, Dec. 8, 2013

8:30 am – 1:30 pm
Leadership Conference for State/Regional Associations Affiliated with NGFA (by invitation only)
Regency C

2-3:15 pm
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)
Regency B

3:15-5:30 pm
NGFA Country Elevator Committee Meeting
(open to NGFA members)
Regency C

4-7 pm
Trade Show Open
Grand Ballroom

5:30-7 pm
Welcome Reception in Trade Show
Grand Ballroom

Monday, Dec. 9, 2013

6:30 am-7 pm
Registration
Grand Coatroom

6:30-8 am
Idea-Exchange Continental Breakfast
Trade Show Open
Grand Ballroom

7-8 am
Grain and Feed PAC Breakfast with Congressman Blaine Luetkemeyer, R-Mo.
Regency A

8:15 am
Conference Convenes
Regency CD

“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

“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  Conference Program Reconvenes
Regency CD

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  NGFA Grain and Feed PAC Committee Meeting
Mills 1  (committee members only)
Monday, Dec. 9, 2013 (cont’d)

Noon – 2 pm
Walk-Around Lunch in Trade Show
Grand Ballroom
Trade Show Open

2 pm
Conference Program Reconvenes
Regency CD
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
Conference Program Reconvenes
Regency CD
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
Committee Apprentice Program Reception
Mills 7
(invitation only)
Monday, Dec. 9, 2013  (cont’d)

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

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

“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
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