

Tuesday, Dec. 9, 2014 (cont'd)

**NGFA Policy Minute: NGFA's Efforts to Move the Needle on Rail Policy**

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

9:40 am

**Theft and Other Loss-Prevention Strategies**

- Simon (Chip) Buckner, Counsel, Bartlett Grain Company, Kansas City, Mo.
- Jonathan Sandoz, Counsel, CGB Enterprises Inc., New Orleans, La.

*Moderator: Glen Hofbauer, Senior Group Manager, The Scoular Company, Overland Park, Kan.*

11 am

**The War for Talent or How to Convince a 5-Legged Sheep to Relocate**

- David Turner, Managing Partner & Latin America Region Leader, Kincannon & Reed, Waynesboro, Va.

*Moderator: Keith Bailey, Chief Executive Officer, AgVentures NW LLC, Odessa, Wash.*

11:45 am

**Closing Remarks**

- Randy Broady, Director of Grain Operations, Trupointe Cooperative Inc., Botkins, Ohio; Chairman, NGFA Country Elevator Committee

12 - 2 pm

Room 309/310

**Membership, Marketing & Communications Committee Meeting (Committee members only.)**

## Registration Open

### 119<sup>th</sup> Annual Convention

San Antonio | Hyatt Regency

March 15-17, 2015

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.

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

### Trade Rules Seminar

St. Louis | Hilton St. Louis Airport

May 4-5, 2015

Offered only once every other year, NGFA's Seminar on Trading, Trade Rules and Dispute Resolution provides attendees with a primer on contracting principles and trading practices designed to minimize costly trade disputes and contract non-performance.

Register online: [ngfa.org/rulesseminar](http://ngfa.org/rulesseminar)

NGFA 2014  
ELEVATE YOUR BUSINESS

COUNTRY ELEVATOR CONFERENCE

DECEMBER 7-9  
INDIANAPOLIS, IN



# Country Elevator Conference

2014 Schedule of Events

## Welcome to Indianapolis Enjoy the Conference

On behalf of the NGFA's Country Elevator Committee, as well as our Officers and staff, welcome to Indianapolis for the 43rd annual Country Elevator Conference and Trade Show! We're glad you're here!

Over the years, this conference has gained the reputation as being the "meeting of the year" for country elevators, with nearly 600 in attendance this week. This year, we're introducing a new program for **Next Generation Agribusiness Leaders**. It's the second year we've introduced a new program aimed at talented newer personnel with NGFA-member companies who want to pursue a future in this great industry and gain the benefits of networking with their colleagues. It's a part of NGFA's strong commitment to contribute to the development and involvement of new, energetic talent into our industry and the NGFA. **Please plan to get together with your peers at our special "Next Gen Meet & Greet Reception" on Sunday, Dec. 7 from 4:30 to 5:30 p.m. in the Trade Show.**

This year's conference program features a diverse array of business topics that are front-and-center for our industry. Our keynoter, Rep. Todd Young, R-Ind., is one of the real up-and-comers in the U.S. House, and a key member of the Ways and Means Committee, which has jurisdiction over trade and tax policy.

We'll also delve into the U.S. and world grain market situation; ways to commercialize new biotech-enhanced crop traits without disrupting domestic or foreign markets; the ins-and-outs of the new farm bill's commodity programs; emerging technologies that will reshape ag production practices; the transportation capacity and service challenges facing rail and truck shippers; ways to enhance professional development

in our industry and how to prevent theft and losses in elevator operations. We encourage you to stay for the closing session that will focus on the war for talent. In this ever-competitive business environment, hiring and retaining the right people is key for success.

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

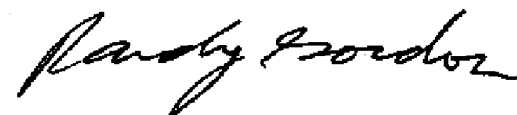
I'd also like to extend a special thanks to each of our sponsors. Their generous support helps us keep registration fees affordable while at the same time enhancing the conference experience for each attendee. Please let them know you appreciate their support.

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.

Finally, mark your calendars now for next year's 44th annual conference in Kansas City, Mo. – Dec. 6-8, 2015.

Best wishes for a wonderful holiday season,



## Monday, Dec. 8, 2014 (cont'd)

### Emerging Technologies in Agriculture

- Cory Reed, Senior Vice President, Intelligent Solutions Group, John Deere, Moline, Ill.
- Dr. Richard Baker, Executive Director, Center for Unmanned Systems & Human Capital Development, Indiana State University, Terre Haute, Ind.
- Dr. Johnny Park, Research Assistant Professor, Purdue University, West Lafayette, Ind.

*Moderator: Chad Carlson, Vice President, Grain, Aurora Cooperative, Aurora, Neb.*

5:30 pm

### Conference Recesses

5:30-7 pm  
JW Grand Ballroom 1-5

### Trade Show Open – Country Elevator Conference Reception

## Tuesday, Dec. 9, 2014

6:30-8 am  
JW Grand Foyer

### Idea-Exchange Continental Breakfast

8 am  
JW Grand Ballroom 6-10

### Conference Program Reconvenes

#### Welcome

- Honorable Lt. Gov. Sue Ellspermann, State of Indiana

*Moderator: Beth Bechdol, President, Agribusiness Council of Indiana/Indiana Grain and Feed Association*

### Ag Transportation Capacity and Service Challenges – Can Shippers Increase Their Leverage

- Tom Brugman, Immediate Past Deputy Director, Office of Public Assistance, Governmental Affairs and Compliance, Surface Transportation Board, Washington, D.C.
- Jon Samson, Executive Director, Agricultural and Food Transporters Conference, American Trucking Associations, Arlington, Va.

*Moderator: Scott Day, Operations Manager, Attebury Grain LLC, Amarillo, TX*



**Monday, Dec. 8, 2014** (cont'd)

**NGFA Policy Minute: Collaborative Efforts to Prevent Biotech-Related Market Disruptions**

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

**Noon- 2 pm**

JW Grand Ballroom 1-5

**Walk-Around Lunch in Trade Show**

**1- 2 pm**

Room 300

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

**2 pm**

JW Grand Ballroom 6-10

**Conference Program Reconvenes**

**2014 Farm Bill – What’s In It & It’s Impact on Producer Behavior**

- Jonathan Coppess, Clinical Assistant Professor of Law & Policy, University of Illinois, Urbana, Ill.

*Moderator: Robert Geers, Grain Merchandiser, Michigan Agricultural Commodities, Lansing, Mich.*

**2:40 pm**

**Enhancing Communication, Coaching and Goal Setting in Today’s Business World**

- Carey Bennett, Director of Business Development, RCI Safety, Horton, Kan.

*Moderator: Robert Geers, Grain Merchandiser, Michigan Agricultural Commodities, Lansing, Mich.*

**3:20-3:40 pm**

**Break**

**3:40 pm**

**NGFA Policy Minute: Update on CFTC Rulemaking**

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

**A Special Thank You**  
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**Thank you to our printed program sponsor: Wells Fargo, NA**

**Save the Date:**

Registration opens early 2015

**NGFA-Grain Journal Elevator Design Conference**  
July 28-30, 2015 | Sheraton Kansas City Crown Center  
(Kansas City, Mo.)

**Ag Transportation Summit**  
August 4-5, 2015 | Westin O’Hare (Rosemont, Ill.)

*(See back page for more events!)*



**Download the conference app!**

Use the QR Code to the left to instantly access the app. It gives you all of the program information and more in the palm of your hand.

## Schedule of Events

### Elevate Your Business

#### Sunday, Dec. 7, 2014

<b>9 am – 7 pm</b> JW Grand Ballroom Foyer	<b>Registration Open</b>
<b>7:30 am – 1:30 pm</b> JW Grand Ballroom 7	<b>Leadership Conference for State/Regional Associations Affiliated with NGFA</b> <i>(By invitation only.)</i>
<b>1-3:30 pm</b> JW Grand Ballroom 8	<b>NGFA Country Elevator Committee Meeting</b> <i>(Open to NGFA members.)</i>
<b>3:45-5:15 pm</b> JW Grand Ballroom 9	<b>Workshop: New Kid on the Block – FDA Inspections of Grain Elevators</b> <i>(Open to all conference registrants at no additional charge. Hosted by NGFA Country Elevator Committee.)</i> <ul style="list-style-type: none"> <li>Dave Fairfield, Vice President, Feed Services, NGFA, Atlantic, Iowa</li> </ul>
<b>4-7 pm</b>	<b>Trade Show Open &amp; Welcome Reception</b> JW Grand Ballroom 1-5
<b>4:30-5:30 pm</b>	<b>Meet &amp; Greet for Next Generation Agribusiness Leaders</b> JW Grand Ballroom 1-5
<b>5:30-7 pm</b>	<b>Welcome Reception in Trade Show</b> JW Grand Ballroom 1-5

#### Monday, Dec. 8, 2014

<b>6:30 am-7 pm</b> JW Grand Ballroom Foyer	<b>Registration</b>
<b>6:30-8 am</b> JW Grand Ballroom 1-5	<b>Idea-Exchange Continental Breakfast – Trade Show Open</b>
<b>7- 8 am</b> Room 304/6	<b>Grain and Feed PAC Breakfast with Todd Young, R-Ind.</b> <i>(Ticked event; see NGFA staff for more information.)</i>
<b>8 am</b> JW Grand Ballroom 6-10	<b>Conference Convenes</b> <b>Welcome to Indiana</b> <ul style="list-style-type: none"> <li>Randy Broady, Director of Grain Operations, Trupointe Cooperative Inc., Botkins, Ohio; Chairman, NGFA Country Elevator Committee</li> </ul>

#### Monday, Dec. 8, 2014 (cont'd)

- NGFA Priorities for 2015**
- Gary Beachner, President, Beachner Grain, Inc. Parsons, Kan.; Chairman, NGFA

- Impact of the Elections on the Next Congress**
- Honorable Rep. Todd Young, R-Ind., Member House Ways and Means Committee

*Moderator: JoAnn Brouillette, Partner, Demeter LP, Fowler, Ind., Chair, NGFA International Trade/Agricultural Policy Committee*

- 9 am**
- Overview of the World Grain Situation**
- Dr. Parry Dixon, Director of Economic Research, Archer Daniels Midland Company, Decatur, Ill.

*Moderator: JoAnn Brouillette, Partner, Demeter LP, Fowler, Ind., Chair, NGFA International Trade/Agricultural Policy Committee*

- NGFA Policy Minute: Top-line OSHA and EPA Issues for Country Elevators**
- Jess McCluer, Director, Safety and Regulatory Affairs, NGFA, Washington, D.C.

- 10 -10:15 am**
- 10:15 am**  
JW Grand Ballroom 6-10
- Break**
- Conference Program Reconvenes**
- NGFA Policy Minute: FDA's Food and Feed Safety Rulemakings – Impacts on Country Elevators**
- Dave Fairfield, Vice President, Feed Services, NGFA, Atlantic, Iowa

- Biotech Innovation and Protecting Access to Markets – Can They be Compatible?**
- Matt Rekeweg, Industry Relations Leader, Dow AgroSciences LLC, Indianapolis, Ind.
  - Chris Novak, Chief Executive Officer, National Corn Growers Association, St. Louis, Mo.

*Moderator: Mitch Dawson, Director, Grain Operations, MFA Inc., Columbia, Mo*