



## 2017 NGFA Annual Convention General Session Speaker Spotlight

### SUNDAY March 19<sup>th</sup>, 3:30 pm – Transportation and Trade Open Forum



**Commissioner Ann Begeman** currently is serving her second five-year term as a member of the STB. She also has served three stints as the STB's vice chairman, and was co-chair of the National Grain Car Council in 2011, 2013 and 2015. A Humboldt, S.D., native who grew up on a soybean farm, Ann Begeman brought to the STB more than 20 years of transportation policy experience. Prior to being nominated and confirmed to the STB in 2011, she served in several influential Senate staff positions, playing a key role in crafting major transportation legislation – including the law that created the STB in the aftermath of the Interstate Commerce Commission. She served as Republican staff director and deputy staff director for the Senate Commerce,

Science and Transportation Committee, and as transportation policy adviser for Sen. John McCain, R-Ariz., for whom she also served as legislative director and acting chief of staff. She received her undergraduate degree in business administration from the University of South Dakota.



**Patrick J. Ottensmeyer** was elected as KCS' president and chief executive officer, effective July 1, 2016. From April 2015 to June 2016, he served as president of KCS. From October 2008 through March 2015, he served as KCS' executive vice president sales and marketing. He joined KCS in May 2006 as executive vice president and chief financial officer and served in that role until October 2008



**Bob Young** joined American Farm Bureau Federation in 2003 as the Chief Economist. The Economics team looks at short-term issues in support of the policy implementation effort of the Federation and also helps to maintain the longer-term view of factors driving the overall farm sector.

Specializing in the analysis of global agricultural policy, prior to coming to Farm Bureau, Dr. Young served as Co-Director of the Food and Agricultural Policy Research Institute or FAPRI from 1991 through 2003. FAPRI is an internationally recognized policy analysis center that models global food, agriculture, natural resources and trade. Bob was also an associate professor in Agricultural Economics at the University of Missouri. Before becoming the Co-Director of FAPRI, Bob served as the Chief Economist of the United State Senate Committee on Agriculture from 1987 through 1991.

Bob has a Ph.D. in Agricultural Economics from the University of Missouri, with a B.S. and M.S. in Atmospheric Sciences.



**Christopher W. Wenk** is executive director of international policy at the U.S. Chamber of Commerce. Wenk is responsible for promoting the Chamber's international trade agenda, including bilateral free trade agreements, multilateral negotiations under the World Trade Organization (WTO), and Trade Promotion Authority (TPA) with the administration, on Capitol Hill, and in the business community.

Since joining the Chamber in 2007, Wenk played a leading role in successful campaigns to win bipartisan congressional passage of trade agreements with Colombia, Panama, Peru, and South Korea. He also led the Chamber's efforts to secure Permanent Normal Trade Relations (PNTR) with Russia and reauthorization of the Export-Import Bank, among other trade initiatives.

Wenk plays a key role in the Chamber's efforts related to the work of the Geneva-based WTO, including negotiations to expand manufacturing and services trade and to promote trade facilitation. He has led numerous delegations of Chamber member companies to Geneva to meet with key WTO officials to press U.S. business priorities. Wenk also serves as staff executive for the Chamber's International Policy Committee and Trade Task Force, which develop policy positions and recommendations on international trade and investment.

Previously, Wenk was director of international trade policy at the National Association of Manufacturers (NAM), the nation's largest industry trade association. At NAM, he advocated on behalf of its members on international trade issues with the administration and Congress. He also worked with NAM policy organizations to formulate positions on trade issues and managed industry group coalitions to support manufacturing priorities, including the Miscellaneous Tariff Bill (MTB).

Before joining NAM, Wenk spent more than five years working on Capitol Hill. He worked for the House Small Business Committee, Reps. Steve Chabot (R-OH) and Dave Camp (R-MI), who is now chairman of the House Ways and Means Committee. He also interned at the Delegation of the European Commission in Washington, D.C.



**Gary C. Martin** has served since June of 2000 as President and Chief Executive Officer of the North American Export Grain Association (NAEGA,) the association of U.S. grain and oilseed exporters. Among several related activities, has served with the U.S. Department of Agriculture and U.S. Trade Representative Agricultural Policy Trade Advisory Committee, the International Grains Program at Kansas State University Advisory Council and the International Grain Trade Coalition.<br/>

Before assuming the presidency of NAEGA, Mr. Martin was a NAEGA Board Director and officer, representing Farmland Industries, Inc. At Farmland he had several responsibilities including Director of Trade and International Relations, Director of Grain Marketing, and Founder and President of Farmland Graños in Mexico.<br/>

From 1990 to 1992 Mr. Martin served the Administration of George H.W. Bush at the U.S. Department of Agriculture as Deputy Administrator of Commodity Operations and as an officer of the Commodity Credit Corporation. In the first year of the Clinton Administration, from 1992 to 1993, he served as an advisor to the Special Ambassador to the former Soviet Union at the U.S. Department of State.<br/>

Gary Martin earned a B.Sc. in Agricultural Economics, with highest honors, from the University of Illinois, Champaign-Urbana. He is also a graduate of the University of Missouri, Institute of Cooperative Leadership, and has graduate studies in International Transactions at the George Mason University.



**Gary LaGrange** is one of the country's foremost authorities on inland waterway and port issues. He currently heads up an organization representing all 32 ports in the state of Louisiana. Prior to assuming those duties, he served 15 years as president and chief executive officer of Port of New Orleans. Under his direction, the Port of New Orleans undertook great expansions despite facing considerable adversity. He restored the port's operations just two weeks after Hurricane Katrina, the most extensive natural disaster in U.S. history. During his tenure, the port opened state-of-the-art container, cruise and refrigerated terminals. With more than \$500 million invested in port expansion and enhancement in the last decade, the Port of New Orleans now is recognized as America's number one port for operations and

logistics.

Prior to taking leadership at the Port of New Orleans, LaGrange served as Executive Director of the Mississippi State Port Authority at Gulfport, Miss., the Port of South Louisiana and the Port of West St. Mary. LaGrange's commitment to the maritime industry is reflected in the numerous leadership positions he has held at state, regional and national levels. He has served as chairman of the American Association of Port Authorities, an alliance of 350 ports in the Western Hemisphere, as a Board member of the Gulf Ports Association of the Americas; as past chairman and past president of the Gulf Intracoastal Canal Association; as a member of the Board and past president of the National Waterways Conference; and as a member of Waterways Council Inc.'s Board of Directors and Executive Committee. He also serves on the Executive Committee of the National Academies of Sciences' Transportation Research Board.

He was named the Maritime Person of the Year by the Propeller Club of New Orleans in 2003 and the Maritime Person of the Year by the Propeller Club of the Port of Gulfport in 2001. He also received the Leadership Award for Post Katrina by the International Maritime Association Hall of Fame at the United Nations in New York. He also is a member of the National Rivers Hall of Fame and the International Maritime Association's Hall of Fame at the United Nations in New York.

LaGrange received an undergraduate degree in geography and economics from the University of Louisiana at Lafayette (formerly known as the University of Southwestern Louisiana), and earned his masters in urban planning, with honors, from USL.

### **MONDAY March 20<sup>th</sup>, 9:00 am – Keynote Industry Speaker**



**Juan R. Luciano** is chairman of the board of directors and chief executive officer of Archer Daniels Midland Company.

Luciano joined ADM in 2011 as executive vice president and chief operating officer. He was named president in February 2014, and in January 2015 became the ninth chief executive in ADM's 112-year history. He became chairman of the board in January 2016.

Under Luciano's leadership, ADM has taken significant actions to deliver shareholder value through strategic growth. Since January 2015, the company has invested in port facilities in Europe and South America, announced construction of new feed plants in the U.S. and China, and expanded sweetener production capacity in Eastern Europe. Luciano has also led ADM's continued expansion into the ingredients business, growing the company's production capacity of specialty nuts and seeds and adding to ADM's flavor capabilities. At the same time, Luciano has spearheaded operational excellence initiatives that have significantly enhanced the company's capital, cost and cash positions, and has led efforts to continue building the organization's internal leadership capacity.

As president and chief operating officer, Luciano oversaw the commercial and production activities of ADM's Corn, Oilseeds and Agricultural Services businesses, as well as its research, project management, procurement and risk management functions.

Before joining ADM, Luciano had a successful 25-year tenure at The Dow Chemical Company, where he last served as executive vice president and president of the performance division.

Luciano is a member of the board of directors of Eli Lilly and Company. He also serves as a governor of the Boys and Girls Clubs of America, and Midwest chair of the organization's National Trustees Board. He holds an industrial engineering degree from the Buenos Aires Institute of Technology.

### **MONDAY March 20<sup>th</sup>, 10:00 am**



**Dr. Mathias Kremer**, born on August 21, 1962 in Bolzano, Italy, joined Bayer in 1990, after studying Agricultural Engineering at Soest College, Agricultural Science at the University of Göttingen, and after completing a PhD in Phytopathology at the University of Munich, all in Germany.

He spent 10 years in Product Development – first as a product manager in insecticides in Monheim, Germany, then as a trial manager in Spain and as a Group Leader in herbicides back in Monheim. After the merger of Bayer and Aventis, he later led the integration of the Agronomic Development organization of Bayer CropScience. In 2002, he joined Bayer AG's Strategic Planning team in Leverkusen, Germany.

He returned to Monheim in 2005 where he served two years as a consultant and assistant to the former Bayer CropScience CEO, Friedrich Berschauer. In 2007, he embarked on a new adventure in Central America and the Caribbean where he took on the role of Regional Manager for Bayer CropScience and became beginning of 2008 also President & CEO (Country Speaker) of the Bayer Group in Central America and the Caribbean.

In July 2011, he became the Global Head of Seeds (former BioScience), Agricultural Commercial Operations (ACO), Bayer CropScience. In June 2013, he became head of the unit 'Strategy'. Since June 1, 2015 he leads the unit 'Strategy & Portfolio Management'. In this function Mathias Kremer is a member of the Crop Science Executive Committee.

Mathias Kremer is married and has three children. His hobbies are hiking, reading, mountain biking and skiing.

## TUESDAY March 21<sup>ST</sup>, 9:00 am – Featured Railroad Speaker



**Lance M. Fritz** is Union Pacific chairman, president and chief executive officer. He became chairman of the board effective October 1, 2015. Fritz became president and chief executive officer February 5, 2015, when he also was elected to the corporation's board of directors.

He previously served as president and chief operating officer of Union Pacific Railroad, a position he had held since February 2014, after serving as executive vice president-Operations and vice president-Labor Relations, respectively. He began his Union Pacific career in July 2000 as vice president and general manager-Energy in the company's Marketing and Sales department.

Before joining Union Pacific, Fritz worked for Fiskars Inc., Cooper Industries and General Electric. He is a graduate of Bucknell University and earned a master's degree in management from the Kellogg School of Management at Northwestern University.

Fritz serves on the boards of the Association of American Railroads and the U.S. Chamber of Commerce. He is also a member of the STRATCOM Consultation Committee.

Fritz is deeply involved with organizations in his local community. He is a member of the board of directors for Nebraska Medicine, Omaha Symphony and Omaha's Henry Doorly Zoo & Aquarium.

Fritz and his wife, Julie, have two children and are committed to helping women and children at risk in the Omaha community.

## TUESDAY March 21<sup>ST</sup>, 10:00 am



**Scott Geller** is the Head of Specialized Industries for JPMorgan Chase's Middle Market Banking & Specialized Industries business. Leading a team of national managers that focus their sales teams on verticals such as Technology, Healthcare, Agribusiness and Beverage, Scott is dedicated to understanding and serving the complexities of each industry across our banking, service and credit organizations.

Prior to this role, Scott was the CEO of Business Banking for three years, also serving on the Executive Management team for the business. He has held several other roles in Commercial Banking, including Chief Risk Officer and Head of the Northeast Middle Market segment, Financial Institutions and Hedge Fund businesses.

Scott has been with JPMorgan Chase for the past 29 years. His career has spanned our Retail, our Commercial Banking and our Investment Bank businesses in a variety of risk and line positions.

He received his undergraduate degree from Binghamton University in central New York and his masters from the University of North Carolina in Chapel Hill. He is a native New Yorker, and resides in Westchester, New York with his wife and three children.



**Brian Klatt** is the Managing Director/Group Head for Middle Market Banking Agribusiness & Food at JPMorgan Chase. Brian joined JPMorgan Chase as Head of the Agribusiness and Food Banking Group in May 2014. He is responsible for the bank's national efforts to provide banking products and services to its clients in the agribusiness and food industry which encompasses dairy, protein, fruits, nuts and vegetables, grain and agronomy and diversified food manufacturing and processing . The scope of his endeavors includes leading a team of bankers in developing client relationships, understanding industry trends and opportunities, establishing portfolio objectives and structuring bank debt financings.

He has 30 years of banking and corporate finance experience. Prior to joining JP Morgan Chase, he was senior managing director and division head in the Capital Markets group at CoBank. In that role, Brian provided financial solutions for their food and agribusiness, communications and power generation clients. He was responsible for managing the loan origination, structuring and syndication team, and was also a member of the senior leadership team. Prior to CoBank, Brian was a relationship manager at Rabobank, where he was responsible for covering middle market agribusiness and food clients in the Midwest. His career has come full circle, as he also spent seven years at First Chicago, a predecessor bank of the firm.

Brian earned a B.S. in Economics and Livestock Marketing from Morningside College and an MBA from The University of Chicago Graduate School of Business.