



NGFA's 42nd Annual Country Elevator Conference and Trade Show

Dec. 8-10, 2013 | St. Louis, Mo.

The best, most popular conference of the year for country elevators is here – the NGFA's Country Elevator Conference, scheduled for Dec. 8-10 at the Hyatt Regency at the Arch in St. Louis, Mo.

For managers, merchandisers, operations employees and others, this conference is chock-full of business ideas you can take home and implement now! This year's program features sessions with unparalleled business value to the grain elevator and grain processing sectors. The conference's in-depth programming and Q & A format will enable registrants to explore important issues in detail.

SUNDAY, DECEMBER 8

- ◆ **8:30 a.m. – 1:30 p.m.** NGFA Leadership Conference for State/Regional Grain and Feed Associations
(by invitation only)
- ◆ **2 – 3:15 p.m.** Workshop on Training Employees on Changes to OSHA Hazard Communication Standard
(Hosted by NGFA Country Elevator Committee)
- ◆ **3:15 – 5:15 p.m.** NGFA Country Elevator Committee Meeting *(Open)*
- ◆ **4 – 7 p.m.** NGFA Trade Show Open
(Beer and Popcorn Available, 4 - 5:30 p.m.)
- ◆ **5:30 – 7 p.m.** Welcome Reception in Trade Show

MONDAY, DECEMBER 9

- ◆ **6:30 – 8 a.m.** Continental Breakfast in Trade Show; Trade Show Open
- ◆ **7 – 8 a.m.** NGFA Grain and Feed PAC Breakfast *(Tickets for Purchase)*
- ◆ **8:15 a.m.** Country Elevator Conference Convenes

When to Arrive and Depart

Suggested Arrival Date: Sunday, Dec. 8

The NGFA Country Elevator Committee will meet from 2 – 5:15 pm on Sunday, Dec. 8. The meeting is open to any NGFA members. Don't miss the Welcome Reception from 5:30 – 7 p.m. on Sunday in the Trade Show hall.

Suggested Departure Date: On or After Tuesday, Dec. 10

The final session will run until 11:30 a.m. on Tuesday. Make your travel plans so you don't miss this important and timely discussion.

General Session (8:15 am-Noon)

- ◆ **“Welcome to the Show Me State”**

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



◆ **“Congressional Agenda for 2014”**

Speaker: Rep. Blaine Luetkemeyer, R-Mo.

As a farmer, Luetkemeyer will provide a unique perspective on agriculture and Washington, D.C. He has said, he is "proud to bring real-world experience and perspective to Congress. For the heartland to succeed in the global economy, we must lessen government regulation of American agriculture and encourage the expansion of markets for Missouri goods."

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

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

Speakers: Dan M. Berkovitz, Partner, WilmerHale, Washington, D.C.

Rob Creamer, President and CEO, Geneva Trading, Chicago, Ill.

Rep. Blaine Luetkemeyer



Dan Berkovitz

From Dodd-Frank to MF Global to the advent of high-frequency trading in agricultural futures markets, times are changing for traditional hedgers. Dan Berkovitz left the CFTC earlier this year after serving as the Commission's general counsel from 2009-2013. Berkovitz will discuss recent Commission action on customer protection and to implement a new position limit/bona fide hedging regime; and he will shed light on the CFTC's recent "concept release" that could be the first step toward tighter regulation of high-frequency trading firms.



Rob Creamer

Creamer will present an enlightening view of the growing participation of proprietary trading firms – aka "high-frequency traders" – in agricultural futures markets. How do HFT firms view ag futures markets, and what are their trading strategies? What do they view as their contribution to markets, and how do they perceive their interaction with traditional market participants? For anyone who has been concerned about HFT impacts, this is a "don't-miss-it" session.

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

Comments: Todd Kemp, Vice President, Marketing/Treasurer, NGFA, Washington, D.C.



Robert Marlow

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

Speaker: Robert Marlow, The Andersons Inc., Maumee, Ohio

Marlow is an acknowledged industry expert on best practices for maintaining grain quality under challenging circumstances. With this year's big harvest and difficult conditions in several areas, Marlow's presentation will focus on key topics, such as managing, sourcing, drying and inspecting that play a critical role in maintaining overall valuable grain quality – he will deliver information you can take home and use right away!

● **“2013 Farm Bill – Changes in How Farm Programs Will Operate in 2014”**

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

Westhoff will provide unique perspective on the 2013 farm bill and how that legislation – will it be approved by then or not? – will change farm policy leading into 2014. Previously a senior staff member of the Senate Agriculture Committee, Westhoff now serves as a professor at the University of Missouri-Columbia and is director of FAPRI, long the go-to economic analysis organization for Congress as it develops farm policy.



Patrick Westhoff

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

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

- ◆ **Noon - 2 pm: Trade Show Open - Buffet Lunch**

General Session Continues (2-5 pm)

- **“NGFA Policy Minute – Rail and Waterway Transportation Issues Affecting Grain Shippers and Receivers”**

Comments: Randy Gordon, President, NGFA, Washington, D.C.

Jared Hill, Director of Legislative Affairs, NGFA, Washington, D.C.

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

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

In recent years, debates on U.S. federal crop insurance programs have been some of the liveliest during farm bill consideration – and this year has been no different. Funding levels, prevented planting provisions, producer premiums ... all have been hot topics. Brandon Willis, Administrator of USDA’s Risk Management Agency, will provide insights on the future of crop insurance and potential changes that may be coming.



Brandon Willis

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

Comments: Jess McCluer, Director of Safety and Regulatory Affairs, NGFA, Washington, D.C.

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

Comments: David Fairfield, Vice President, Feed Services, NGFA, Atlantic, Iowa

- **“Biofuels – Its Future and Impacts on Grain Handlers”**

Speaker: Marty Ruikka, Principal, The ProExporter Network, Chelsea, Mich.

Repeat attendees may recognize Ruikka from previous NGFA conferences – he has provided valuable insights on renewable fuels policy and impacts on grain handlers and processors. This year, the federal Renewable Fuels Standards has come under increased scrutiny, with changes rumored to be coming soon from the Environmental Protection Agency. Ruikka will sketch out potential scenarios and provide a practical business-focused approach for responding to market realities and changing federal priorities.



Marty Ruikka

- ◆ **5 - 7 p.m. Trade Show Open**

- ◆ **5:30 - 6:30 p.m. Reception in Trade Show**

TUESDAY, DECEMBER 10

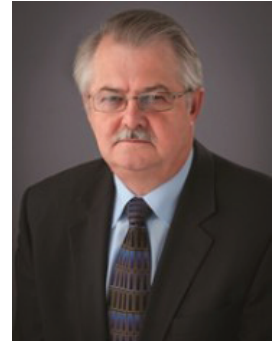
◆ **6:30 - 7:45 a.m. Networking / Idea Exchange Breakfast**

General Session (8 am-11:30 am)

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

Speaker: **Terry Barr, Director, Knowledge Exchange Group, CoBank
Washington, D.C.**

Barr is acknowledged in agricultural and public policy circles as one of the leading economists on the production agriculture and agribusiness sectors. He is an expert on factors shaping the rapid structural transformation of the U.S. and global food, energy, fiber and agriculture business systems, as well as the implications for farm policy, agricultural trade policy and rural infrastructure. Barr will present a comprehensive market and economic outlook.



Terry Barr

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

Comments: **Charlie Delacruz, Vice President, General Counsel and Corporate Secretary
NGFA, Washington, D.C.**



Fred Luckey

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

Speaker: **Fred Luckey, Chairman, Field to Market:
The Alliance for Sustainable Agriculture, St. Louis, Mo.**

Sustainability – it's been the coming thing for U.S. agriculture for several years now. But what does sustainability really mean in a real-world setting, and how can the industry plan and prepare for what may be expected from your buyers, food retailers and foreign markets? As chairman of the agriculture-based Field to Market initiative, which includes grower groups, conservation organizations, agribusinesses, food, restaurant and retail companies, academia and research organizations, and university partners, Luckey will explain the organization's mission and how agribusiness can take a pro-active role in defining sustainability for the industry.

- **“The New Health Care Law and Other Employee Benefit Programs”**

Speaker: **Michael Nader, Partner, Faegre Baker Daniels LLP, Fort Wayne, Ind.**

So what's going on with Obamacare and what does my business/employer need to do to comply? The question is on everyone's mind these days. Nader will help demystify the law's requirements and provide practical advice for compliance. Perhaps more importantly, this session will help attendees develop winning strategies for using healthcare and other employee benefit programs to attract and keep high-quality employees.



Michael Nader

◆ **11:30am Conference Adjourns**

The NGFA thanks its “Platinum Level” sponsors for this conference:

