NGFA 2016
ELEVATE YOUR BUSINESS

COUNTRY ELEVATOR CONFERENCE
DECEMBER 11–13
CHICAGO, ILLINOIS

Schedule as of 9/13/16

Sunday December 11, 2016

11:00 am – 7:00 pm	**Registration Open**
8:00 am - 1:30 pm	**Leadership Conference for State/Regional Associations Affiliated with NGFA** *(By invitation only)*
1:30 pm - 4:00 pm	**Country Elevator Committee Meeting** *(Open to NGFA Members)* Committee members provide overviews of their region's crop production, grain quality and marketing conditions.
2:00 pm - 4:00 pm	**Agroterrorism/Facility Security Committee Meeting** *(Open to NGFA Members)*
4:00 pm - 7:00 pm	**Trade Show Open**
5:30 pm - 7:00 pm	**Reception in Trade Show**

Monday December 12, 2016

7:00 am – 6:30 pm	**Registration Open**
7:00 am – 8:15 am	**American Breakfast Buffet - Trade Show Open**
8:30 am - 9:45 am	**Opening General Session**

GS | Welcome to Chicago
- Mitch Dawson, Director of Grain Operations, MFA Incorporated, Columbia, Missouri; Member, NGFA Board of Directors, Chairman, NGFA Country Elevator Committee

GS | NGFA Priorities for 2017
- John Heck, Senior Vice President, The Scoular Company, Omaha, Nebraska; Chairman, NGFA

GS | Connecting the Macro Environment to Your Strategy: Trend vs. Cycle
- Michael Swanson, Senior Vice President and Agricultural Economist, Wells Fargo & Company, Bloomington, MN

Moderator: Eric Wilkey, President, Arizona Grain Inc., Casa Grande, Arizona; First Vice Chairman, NGFA

9:45 am – 10:15 am	**Break**
10:15 am - 11:30 am	**Breakout Sessions – Round 1**
Breakout Room 1	**Session A | Tales from the Crypt – Comeback Stories on Merchandising and Operations**

Keywords: Merchandising; Operations

- Dustin Toberman, District Manager, Bunge North America, St. Louis, Missouri
- Kevin Greene, Operations Manager, Bunge North America, Vicksburg, Mississippi

Moderator: Jason Klootwyk, Vice President, Director of Interior Assets, Bunge North America, St. Louis, Missouri, Member, NGFA Country Elevator Committee

Breakout Room 2

Session B | OTC Markets – Creative Risk Management for Merchandising Opportunities
Keywords: Merchandising; Management

- Richard Jelinek, Vice President Global Education, INTL FCStone Financial, Inc., Chicago, Illinois
- Jake Moline, Risk Management Consultant, INTL FCStone Financial, Inc., West Des Moines, Iowa
- Matt Zeman, Vice President of Grain, Cooperative Farmers Elevator, Ocheyedan, Iowa

Moderator: Brian Gordon, Chief Executive Officer, Ritzville Warehouse Co., Ritzville, Washington; Member, NGFA Country Elevator Committee

Breakout Room 3

Session C | Contracting Pitfalls that Lead to Disputes
Keywords: Management; Legal

- Randy Broady, General Manager, CHS; Shipman, Illinois; Past Chairman, NGFA Country Elevator Committee
- Doug Johns, Vice President Grain - River, ADM, Decatur, Illinois; Member, NGFA Country Elevator Committee

Moderator: Travis Antonsen, Producer Marketing Manager, South Dakota Wheat Growers Association, Aberdeen, South Dakota; Member, NGFA Country Elevator Committee

11:30 am - 1:30 pm **Trade Show Open - Walk Around Lunch**

1:30 pm – 2:45 pm **Breakout Sessions – Round 2**

Breakout Room 1

Session A | Tales from the Crypt – Comeback Stories on Merchandising and Operations
Keywords: Merchandising; Operations

- Dustin Toberman, District Manager, Bunge North America, St. Louis, Missouri
- Kevin Greene, Operations Manager, Bunge North America, Vicksburg, Mississippi

Moderator: Jason Klootwyk, Vice President, Director of Interior Assets, Bunge North America, St. Louis, Missouri, Member, NGFA Country Elevator Committee

Breakout Room 2

Session B | OTC Markets – Creative Risk Management for Merchandising Opportunities
Keywords: Merchandising; Management

- Richard Jelinek, Vice President Global Education, INTL FCStone Financial, Inc., Chicago, Illinois
- Jake Moline, Risk Management Consultant, INTL FCStone Financial, Inc., West Des Moines, Iowa
- Matt Zeman, Vice President of Grain, Cooperative Farmers Elevator, Ocheyedan, Iowa

Moderator: Rango Springer, Merchandising Manager, Stratford Grain Company, Stratford, Texas; Member, NGFA Country Elevator Committee

Breakout Room 3

Session C | Contracting Pitfalls that Lead to Disputes
Keywords: Management; Legal

- Randy Broady, General Manager, CHS; Shipman, Illinois; Past Chairman, NGFA Country Elevator Committee
- Doug Johns, Vice President Grain - River, ADM, Decatur, Illinois; Member, NGFA Country Elevator Committee

Moderator: Chad Nagel, Manager of Trading, Nagel Farm Service Inc., Wye Mills, Maryland; Member, NGFA Country Elevator Committee

2:45 pm - 3:15 pm **Break**

3:15 to 4:30 pm: Breakout Sessions – Round 3

Breakout Room 1

Session D | Buying and Selling with Purpose
Keyword: Merchandising

- Jeff Hainline, Advance Trading Inc.

Moderator: Jeremy Raley, Grain Manager, Big River Rice & Grain, Epps, Louisiana; Member, NGFA Country Elevator Committee

Breakout Room 2

Session E | Those Who Know…Know
Keywords: Management; Operations

Part I. The Big Picture - Grain
- Greg Beck, Vice President, Grain Division, CGB Enterprises Inc., Mandeville, Louisiana; Member, NGFA Executive Committee, Board of Directors and Country Elevator Committee

Part II. What a Grain Handler Needs to Know about Feed Processing and the Food Safety Modernization Act
- David Fairfield, Senior Vice President of Feed Services, NGFA

Moderator: Robert Geers, Grain Merchant, Michigan Agricultural Commodities, Member, NGFA Country Elevator Committee

Breakout Room 3

Session F | Safety Tips and Technology Enhancements
Keywords: Management; Operations

Part I. A Safety Journey
- Jason Meyer, Commercial Leader – Rivers Region, Cargill Inc., Wayzata, Minnesota, Member, NGFA Country Elevator Committee

Part II. Grain Elevator Technology – Where it's Been and Where it's Going!
- Dennis Inman, Director of Strategic Asset Management, Land O'Lakes, Shoreview, Minnesota

Moderator: Jim Dell, Senior Vice President of Grain, Cooperative Producers, Inc., Hastings, Nebraska; Member, NGFA Country Elevator Committee

4:30 pm – 6:00 pm **Trade Show Open – Walk Around Reception**

8:00 pm – 9:00 pm **NextGen Mixer**

Tuesday December 13, 2016

7:00 am - 8:00 am: **American Breakfast Buffet**

8:00 am - 9:15 am **Breakout Sessions Reconvene – Round 4**

Breakout Room 1

Session D | Buying and Selling with Purpose
Keyword: Merchandising

- Jeff Hainline, Advance Trading Inc.

Moderator: Jeff Adkisson, Executive Vice President, Grain and Feed Association of Illinois; Member, Country Elevator Committee

Breakout Room 2

Session E | Those Who Know…Know
Keywords: Management; Operations

Part I. The Big Picture - Grain
- Greg Beck, Vice President, Grain Division, CGB Enterprises Inc., Mandeville, Louisiana; Member, NGFA Executive Committee, Board of Directors and Country Elevator Committee

Part II. What a Grain Handler Needs to Know about Feed Processing and the Food Safety Modernization Act
- David Fairfield, Senior Vice President of Feed Services, NGFA

Moderator: Daniel Carmichael, Director – Technical Services, Maplehurst Farms Inc., Rochelle, Illinois; Member, NGFA Country Elevator Committee

Breakout Room 3

Session F | Safety Tips and Technology Enhancements
Keywords: Management; Operations

Part I. A Safety Journey
- Jason Meyer, Commercial Leader - Rivers Region, Cargill Inc., Wayzata, Minnesota, Member, NGFA Country Elevator Committee

Part II. Grain Elevator Technology – Where it's Been and Where it's Going!
- Dennis Inman, Director of Strategic Asset Management, Land O'Lakes, Shoreview, Minnesota, Member

Moderator: Mike Schon, Grain Department Manager, Pro Cooperative, Pocahontas, Iowa; Member, NGFA Country Elevator Committee

9:30 am - 12:00 pm General Session Reconvenes

Ballroom

GS | Thriving Across Generations - Why Embracing Generational Differences is the Key to Agribusiness Success

- Mark Jewell, Creator of the Millennial Mastermind, Omaha, Nebraska
    - Panelists: Mitch Dawson, Chad Nagel and Lacey Seibert

GS | CBOT Delivery Process

- Tom Coyle, General Manager, Nidera US LLC, Chicago, Illinois

GS | Gain a Handle on the Grain You Handle: A Biotechnology Primer

- Dr. Bernice Slutsky, Senior Vice President Domestic and International Policy, American Seed Trade Association, Arlington, Virginia

Moderator: David Baudler, President, Cargill AgHorizons, Wayzata, Minnesota; Second Vice Chairman, NGFA

GS | Closing Remarks, Announcement of Foundation Raffle Winner and Photography Contest Winner

- Mitch Dawson, Director of Grain Operations, MFA Incorporated, Columbia, Missouri; Member, NGFA Board of Directors, Chairman, NGFA Country Elevator Committee

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