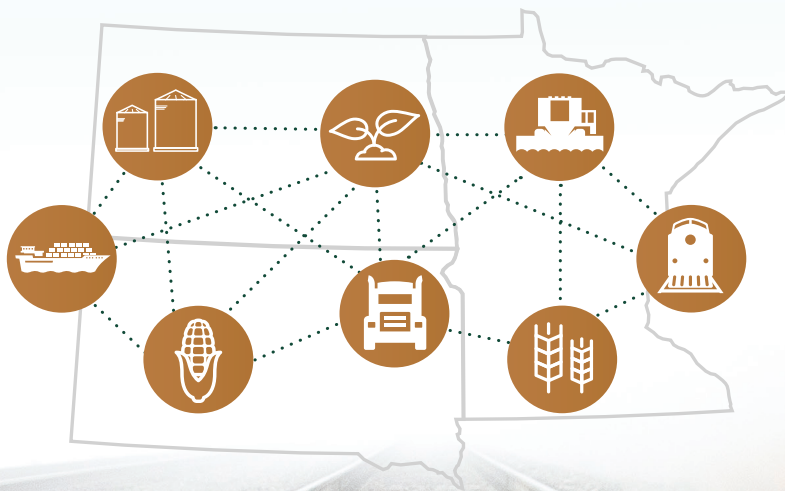




NORTHERN COMMODITY TRANSPORTATION CONFERENCE

March 11-12, 2020
Hyatt Regency, Bloomington, MN





Northern Commodity Transportation Conference
March 11-12, 2020 | Hyatt Regency, Bloomington, MN

Wednesday, March 11

12 - 12:45 p.m.

Registration

1 - 1:20 p.m.

Keynote speaker and Master of Ceremony – John Baize, John C. Baize & Associates

1:25 - 2:10 p.m.

How transportation affects basis - Frayne Olson, North Dakota State University

2:15 - 3:00 p.m.

Commodity Group Panel – Transportation fears, strengths and opportunities; moderated by John Baize
 Monte Peterson, ND, U.S. Soybean Export Council
 Lisa Richardson, South Dakota Corn Council
 Tim Dufault, Minnesota Wheat Research & Promotion Council
 Scott German, North Dakota Corn Utilization Council
 Dawn Schier, SD, U.S. Soybean Export Council

3:00 - 3:20 p.m.

Networking break

3:25 - 4:20 p.m.

Trade Opportunities Panel; moderated by Eric Wenberg, Specialty Soya and Grains Alliance
 Kim Nill, MN Soybean Research & Promotion Council
 Brentt Roberts, United Grain Corporation
 Randy Gordon, National Grain and Feed Association
 Scott Sindelar, former USDA Foreign Agricultural Service official

4:25 - 5:20 p.m.

Transportation and Infrastructure Issues Panel; moderated by Daniel R. Elliott III
 Victor Meyers, Red River Valley & Western Railroad Company
 John Hausladen, MN Trucking Association
 Kristin Meira, Pacific Northwest Waterways Association
 Brock Lautenschlager, CHS
 Rob Keller, BNSF Railway

5:30 p.m.

Social and Dinner with speaker - Daniel R. Elliott III – past Surface Transportation Board chair

Thursday, March 12

7:30 - 8:30 a.m.

Breakfast with keynote speaker – Jay O'Neil, HJ O'Neil Commodity Consulting

8:35 - 9:35 a.m.

Elevator/Trader Issues panel – moderated by Jay O'Neil
 Isaac Crawford, POET
 Alex Richard, Maple River Grain & Agronomy
 Dr. Lin Tan, Hopefull Group – China
 John Borchers, Agtegra

9:40 - 10:30 a.m.

Public Policy Panel; moderated by Bill Gordon, American Soybean Association president
 Thom Petersen, Minnesota Commissioner Agriculture
 Doug Goehring, North Dakota Agriculture Commissioner
 Chance Costello, Senator John Thune staff (SD)

10:30 - 10:45 a.m.

Networking break

10:45 - 11:30 a.m.

The Future of Commodities Panel; moderated by Tom Slunecka, Ag Management Solutions
 Seth Naeve, University of Minnesota Extension
 Cary Sifferath, U.S. Grains Council
 Kearney Klein, Indigo Ag

11:30 a.m. - 11:45 a.m.

Closing Remarks - John Baize

12:15 p.m.

Optional Tour Departs; Lunch available for tour participants only
 BNSF Railyard - 80 44th Ave NE, Minneapolis, MN 55421
 Participants drive their own vehicles or carpool to tour

Speaker Biographies

Keynote Speakers



John C. Baize

John C. Baize is president of John C. Baize and Associates, an international agricultural trade and policy consulting firm specializing in the oilseeds sector. His clients include international agribusiness firms, agricultural trade associations and investment firms. He has chaired and participated in international conferences on oilseeds and oilseed products in the U.S., Europe, Asia and Latin America.

Prior to establishing his own firm in 1989, Baize served for over 10 years as the head of the American Soybean Association's Washington Office, and he has also served as a member of the staff of the Office of the U.S. Trade Representative and the U.S. House Committee on Agriculture.



Daniel R. Elliott III

Daniel R. Elliott is founding partner at his firm where he mainly handles railroad regulatory matters for railroad shippers. He has been involved in demurrage, reciprocal switching, rate case and revenue adequacy proceedings before the Surface Transportation Board (STB). He advises shippers on industry track agreements and other arrangements between shippers and railroads.

Additionally, he was presidentially appointed and Senate confirmed to two terms in 2009 and 2015 on the STB, and was confirmed by the U.S. Senate both times. He was designated by the President to be chairman for both of these terms until January 2017.

As chairman, Elliott became an authority in railroad economic regulatory matters handled before the STB, in Congress and through the courts. He was responsible for decisions regarding complex rulemakings, rate cases, preemption issues and major rail construction cases.



Jay O'Neil

Jay O'Neil has 46 years of varied and extensive experience in both domestic and international commodity markets. O'Neil has his own consulting company where he has gained ample knowledge in grain transportation, domestic and export grain trading, risk management, hedging and futures trading. He is an emeritus member of the North American Export Grain Association contracts and arbitration committee and a certified arbitrator for the association.

His past experience includes growing the International Grains Program at Kansas State University as a senior agricultural economist by designing and conducting successful training programs for international clients on the subjects of commodity trading, commodity risk management, commodity transportation, commodity marketing and storage. Before that, he worked for Barlett Grain Company holding roles in exports, grain procurement and overseeing trade dispute issues.

Dr. Frayne Olson - How transportation affects basis



Dr. Frayne Olson is the crop economist/marketing specialist with the North Dakota State University Extension and director of the Quentin Burdick Center for Cooperatives. Olson conducts educational programs and research in evaluating crop marketing strategies, crop outlook and price analysis, and the economics of crop contracting. As director of the Center for Cooperatives, he teaches a senior level course on cooperative business management and coordinates the center's research and outreach activities. Olson received his doctorate degree from the University of Missouri in agricultural economics and his Master of Science and Bachelor of Science in agricultural economics from North Dakota State University.

Tim Dufault - Commodity Group Panel



Tim Dufault is a fourth-generation farmer from Crookston, Minnesota. Dufault and his wife Marlene grow Hard Red Spring Wheat and soybeans on their 1600-acre farm. He serves on the board of the Minnesota Wheat Research and Promotional Council as treasurer. He is also on the advisory committee for the University of Minnesota's Northwest Research and Outreach Center. In the past, he has served on the boards of the Minnesota Association of Wheat Growers and the Minnesota Agricultural and Rural Leadership program.

Scott German - Commodity Group Panel



Scott German is a fourth-generation farmer from Oakes, North Dakota. His family farm raises hogs, corn and soybeans. German serves as the secretary of the North Dakota Corn Utilization Council and is a delegate on the U.S. Grains Council.

Monte Peterson - Commodity Group Panel



Monte Peterson is a fourth generation soybean and corn farmer from Valley City, North Dakota. Peterson is a director on the board of the American Soybean Association, serving on the Trade Promotion and International Affairs Committee. He has also served on Membership and Corporate Relations, Finance and Administrative Services and Strategic Planning committees. In his state, Peterson serves as a director on the North Dakota Soybean Growers Association (NDSGA), where he is on the Legislative Committee. Peterson is a member of the Agricultural Advisory to the Commodity Futures Trade Commission (CFTC) and is past chairman of the North Dakota Soybean Council (NDSC) and still serves on their Marketing Committee.

Lisa Richardson - Commodity Group Panel



Lisa Richardson became executive director of the South Dakota Corn Utilization Council in 1997 and took over that position for the South Dakota Corn Growers Association when the two organizations combined staff. She looks out for the interests of the association's 1,500 members and oversees federal policy issues. She administers rules coming out of Washington and makes sure farmers know how they will be affected by policy changes and updates. Richardson is known for having a good grasp of "the big picture." She stays on top of new issues and is good at sensing what's coming down the road.

Dawn Scheier - Commodity Group Panel



Dawn Scheier currently farms full time with her husband Pat in Salem, South Dakota. Scheier Farms is a 4th generation farm where they raise corn and soybeans. Scheier is a graduate of the South Dakota Agricultural and Rural Leadership Program. Besides being active on the farm, she has over 23 years of experience working in agriculture businesses. Some of the positions she has held for agricultural companies include credit manager and national sales manager. Additionally, Scheier has become an active and passionate volunteer with CommonGround, which is a consumer outreach group that helps start conversations about farming and food.

Randy Gordon - Trade Opportunities Panel



Randy Gordon is president and chief executive officer of the National Grain and Feed Association (NGFA). He has been with NGFA for nearly 42 years, having joined its staff in 1978. He was selected NGFA's chief staff executive in September 2012, after serving the previous nine months as acting president upon the retirement of his predecessor. Previously, Randy had been NGFA's vice president for communications and government relations since 1987. In that capacity, he worked on a wide range of legislative and regulatory policy issues, authored the NGFA Newsletter and other publications, and conveyed NGFA's views to the news media.

Kim Nill - Trade Opportunities Panel



Kim Nill is the director of market development for the Minnesota Soybean Research & Promotion Council (MSR&PC), where he works to expand domestic and overseas markets for Minnesota-origin soybeans and soy products. He has 35 years of experience in marketing and market development of agricultural products while working for MSR&PC, U.S. Soybean Export Council, Moorman Manufacturing Company and Monsanto Company. Nill has authored numerous papers and articles on various aspects of the marketing, technology, and sustainability of soybeans and soy products for U.S. and European journals.

Brentt Roberts - Trade Opportunities Panel



Brentt Roberts is the senior merchant of corn for United Grain Corporation. Roberts joined UGC in 2012 as the company was expanding into the corn and soybean business, adding an \$80 million dollar upgrade to participate in the corn and soybean export business. Prior to taking over the senior merchant position in 2016, Roberts worked on the central hedge desk and then became a merchandiser for corn and soybeans. Roberts has actively been involved with Nation Grain and Feed Association, arbitrating two cases while remaining actively on the Arbitration Committee. Roberts continues to promote northern plains corn and soybeans to SE Asian markets, as well as working to get active in markets that the Pacific Northwest doesn't traditionally sell to.

Scott Sindelar - Trade Opportunities Panel



Scott Sindelar is chief executive officer of Edgewise Trade Advisers, which provides agricultural trade, policy and market development guidance to its business partners. From 1987 until 2017, Sindelar was a foreign service officer with the U.S. Department of Agriculture's Foreign Agricultural Service (FAS). His overseas assignments include China (three tours), Thailand, Taiwan, South Africa and India. Sindelar also held several positions at FAS headquarters in Washington, DC, including deputy administrator. He retired from the Foreign Service at the end of 2017 with the rank of career minister.

Eric Wenberg - Trade Opportunities Panel



Eric Wenberg is the executive director of the Specialty Soya and Grains Alliance (SSGA). He retired in 2018 as a career member of the Senior Foreign Service, rank of minister counselor, after a 28-year career with United States Department of Agriculture Foreign Agricultural Service, serving in American Embassies in Ottawa, Pretoria, Warsaw and Moscow. Wenberg was active abroad, assisting U.S. agricultural businesses export, negotiating trade agreements, settling disputes with foreign governments and speaking and publishing reports on foreign agricultural conditions. On domestic assignments at USDA headquarters, Wenberg served as assistant deputy administrator, Foreign Service Operations, directing 90 offices abroad.

John Hausladen - Transportation and Infrastructure Issues Panel



John Hausladen is president and chief executive officer of the Minnesota Trucking Association (MTA) since 1996. He is responsible for the overall management of the organization's multi-faceted, state-wide advocacy, information and member service programs. His dual passions are improving highway safety and the public image of the trucking industry. Hausladen leads the MTA in achieving its mission of serving as the voice for a safe and successful Minnesota trucking industry through advocacy, education, and focused initiatives.

Rob Keller - Transportation and Infrastructure Issues Panel



Rob Keller began his career with BNSF Railway in 1994 and is currently the director of feed grains, oilseeds and feeds, a position he has held since 2011. During his railroad career, he has held various commercial and support roles in the agricultural products and industrial products business units of BNSF. Keller holds a Bachelor of Science in agriculture from the University of Nebraska-Lincoln and a Master of Science in Transportation Management from the University of Denver.

Brock Lautenschlager - Transportation and Infrastructure Issues Panel



Brock Lautenschlager, rail services director at CHS, has 20 years experience in rail transportation. Lautenschlager is responsible for leading all rail transportation activities in CHS agronomy, grain marketing, processing and food ingredients divisions. A North Dakota native, Lautenschlager earned his bachelor's degree in agricultural economics from North Dakota State University.

Kristin Meira - Transportation and Infrastructure Issues Panel



As Pacific Northwest Waterways Association (PNWA) Executive Director, Kristin Meira leads the association's work with Congress, federal agencies and regional decision makers on transportation, trade, energy and environmental policies and projects. PNWA's membership includes over 135 public ports, transportation providers, agriculture and forest products producers, public utilities, manufacturers, labor groups and others in Washington, Oregon, and Idaho. Meira joined the PNWA team in 2002. Meira moved to Portland in 2000 after spending five years on Capitol Hill in Washington DC, where she worked for U.S. Senator Patty Murray and U.S. Senator Bill Bradley.

Victor Meyers - Transportation and Infrastructure Issues Panel



Victor Meyers joined Red River Valley & Western Railroad Company (RRVW) in January of 2018 as President. He is responsible for providing leadership and guidance for the company's strategic long-term plan to ensure the safe, effective and efficient movement of freight rail transportation services to the customers that RRVW serves and the communities in which RRVW operates. Prior to serving as president of RRVW, Meyers spent five years as the vice president operations at Twin Cities & Western Railroad Company (TCWR). Meyers' railroad career began with BNSF Railway in Ft. Worth, Texas. Throughout his seven years with BNSF, Meyers worked in a variety of positions and locations with progressive leadership responsibilities.

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John Borchers - Elevator/Trader Issues Panel



John Borchers started his career in 2002 with DeBruce Grain, Inc. which was later acquired by Gavilon, LLC. His roles included merchandiser, location manager and area manager. After spending 17 years working in Nebraska, Iowa, Kansas and most recently in Illinois, John "came back home" to South Dakota in the fall of 2018 to work for Agtegra Cooperative. As the soy product line manager, Borchers is currently responsible for managing the soybean, soybean meal and soyhull positions and logistics for Agtegra Cooperative's network of 40 elevators, including 11 shuttle loaders located throughout South Dakota and North Dakota.

Isaac Crawford - Elevator/Trader Issues Panel



Isaac Crawford was raised on a farm in southwest Minnesota and graduated from the University of Minnesota with a bachelor of science degree. Since 2011, Crawford has worked for POET and most recently holds the position of vice president of trading and portfolio management. Prior to working for POET, Crawford worked for Ag Processing, Inc.

Alex Richard - Elevator/Trader Issues Panel



Alex Richard grew up on a farm just south of Fargo, North Dakota. After graduating from North Dakota State University in 2005, he took a position as a farm marketing consultant with Hurley and Associates in Glenwood, Minnesota. In 2008, Richard started at Maple River Grain and Agronomy, LLC as a grain merchandiser and eventually grain department manager. Currently, Richard is assistant general manager at Maple River Grain and vice president of North Dakota Grain Dealer's Association Board of Directors.

Dr. Lin Tan - Elevator/Trader Issues Panel



Dr. Lin Tan works for Hopefull Group, a soybean importing and processing company in China. He is responsible for the company's overseas business and new development. Tan grew up in a farming family in Shanxi Province, China. Tan spent nine years teaching and conducting research at China Agricultural University. He worked five years for an American consulting company on food and agricultural research projects for multinational companies and international organizations, such as USDA, Monsanto and Bunge. Tan works part time as China correspondent of DTN. He is an affiliated professor of China Agricultural University, teaching International Trade in Agricultural Products in the MBA program.

Chance Costello - Public Policy Panel



Chance Costello has served as a legislative assistant for Senator John Thune since January 2019, primarily covering transportation issues. Previously, Costello served as a majority professional staff member on the Senate Committee on Commerce, Science, and Transportation, focusing on the Surface Transportation Board, rail and pipeline safety, passenger rail policy and infrastructure financing.

Doug Goehring - Public Policy Panel



A third-generation farmer, Commissioner Goehring, along with his son, Dustin, operates a 2,600-acre, no-till farm near Menoken in south central North Dakota, where they raise corn, soybeans, spring wheat, sunflowers, and barley. Goehring is the current president of the National Association of State Departments of Agriculture (NASDA), a nonpartisan, nonprofit association which represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. Beyond his responsibilities to North Dakota's agriculture industry and research, his portfolio as commissioner includes oil and gas, water, trade, business development, tax equalization, and infrastructure.

Bill Gordon - Public Policy Panel



Bill Gordon, a farmer from Worthington, Minnesota, is president of the American Soybean Association (ASA). Gordon previously served as vice president and treasurer and has been on the ASA Board of Directors since 2012. He has served on the Policy, BNSF Advisory and Strategic Planning committees. Gordon is a fourth-generation farmer. With his father, he grows 50/50 soybeans and corn across 2,000 acres, including 250 acres of buffer strips and wetlands. Gordon is the owner of Worthington Tax and Business Services, a full service business including farm analysis and planning.

Thom Petersen - Public Policy Panel



Thom Petersen was appointed Commissioner of the Minnesota Department of Agriculture by Governor Tim Walz in January 2019. Commissioner Petersen is a longtime resident of Royalton Township near Pine City where he lives on a horse farm. Before being appointed Commissioner, Petersen served as the Director of Government Relations for Minnesota Farmers Union (MFU) since 2002, working on behalf of MFU's farmer-members in both Washington, D.C. and St. Paul.

Seth Naeve - The Future of Commodities Panel



Dr. Seth Naeve is a soybean agronomist with the University of Minnesota and is an associate professor in the Department of Agronomy and Plant Genetics. His effort is split between a soybean production/physiology research project and his soybean extension activities. Naeve's research program focuses on development of novel strategies for the efficient production of high quality soybean. His research effort is split between analyzing genetic, environmental, and cultural effects on soybean seed quality (oil, protein, fatty acid, amino acid, and carbohydrate composition) and researching management strategies to maximize production efficiencies.

Kearney Klein- The Future of Commodities Panel



Kearney Klein applies over two decades' experience and business acumen to optimizing the agriculture supply chain as Vice President of Indigo Transport. For more transparency, efficiency, and reliability in how grain and other harvests are shipped around the country, Kearney leads the business line to address pain points for a variety of stakeholders – including growers, shippers and carriers. Accustomed to establishing innovative business models for success in the digital-age, Kearney's experience include Bunge Limited, Air Products, and Marakon. He helped design and implement a global agribusiness organization while at Bunge, including functions and platforms to assess risk.

Cary Sifferath - The Future of Commodities Panel



Cary Sifferath serves as the senior director of global programs for the U.S. Grains Council, a non-profit organization that promotes the global use of U.S. barley, corn, sorghum and related products including ethanol and distiller's dried grains with solubles (DDGS). In this capacity, Sifferath is responsible for oversight of the Council's 10 international offices and all worldwide programs. Sifferath has held various positions within the Council since joining in 1993. From 1993 to 1995, Sifferath was the manager of international operations/Asia at the Council's Washington, D.C., office. He was responsible for managing all programs within the Asia region.

Tom Slunecka - The Future of Commodities Panel



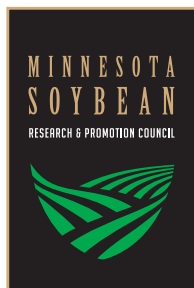
Tom Slunecka has been the chief executive officer of Minnesota Soybean since August of 2012. Since then, he has overseen the creation of several new non-profit and for-profit entities, including Plasma Blue, and the Soy Innovation campus and also the creation of Ag Management Solutions, which focuses on providing services to ag associations and the businesses they manage. He currently serves as CEO of AMS. Throughout his career, he has launched several products, services and companies, many of which are still relevant today. His previous experience includes serving as executive director of the Ethanol Promotion & Information Council, Omaha, Nebraska, and vice president of marketing for the National Corn Growers Association, St. Louis, Missouri.

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