



# Montana Grain Growers Association Convention & Trade Show

December 3-5, 2019

*Gaining the Upper Hand*



It is my pleasure to invite you to MGGA's 64th Annual Convention and Trade Show! Each year, convention offers an opportunity for farmers and our agribusiness partners to come together to reflect on the year that's been and regroup for next year. With nearly 900 attending in recent years, participants gain the inside track on ag's latest innovations from over 80 exhibitors, hear from some of the nation's most savvy ag leaders as they address current issues, and enjoy networking with friends new and old. Hope to see you there!

*-Vince Mattson, Convention Chairman*

## 3 Nights of Receptions

- Tuesday – All attendees, exhibitors and sponsors are welcome at the Partnerships in Ag Reception hosted by Northern Ag Network and MGGA.
- Wednesday – The Trade Show Reception will have a light meal, MillerCoors products and a special spirit tasting that will feature three Montana distillers, offering their creations made from Montana grains for you to taste.
- Thursday - The MSU Reception is followed by the MGGA President's Banquet where we will honor outgoing President Lyle Benjamin.

## Back by popular demand - MGGA advocacy raffle!

1<sup>st</sup> place prize: \$5,000 cash

2<sup>nd</sup> place prize: \$3,000 cash

3<sup>rd</sup> place prize: \$1,500 cash

4<sup>th</sup> place prize: DJI Mavic Air Drone

5<sup>th</sup> place prize: Milwaukee M18 Fuel ½" Impact Wrench Kit

*Tickets are \$100 each and available from any MGGA Director. Only 300 tickets will be sold. Drawing will take place at the MGGA Convention President's Banquet – need not be present to win!*

## Speaker Highlights



Ted McKinney serves as the U.S. Department of Agriculture Under Secretary for Trade and Foreign Agricultural Affairs. He leads the development and implementation of the Department's trade policy, oversees and facilitates foreign market access, and promotes opportunities for U.S. agriculture through various trade programs and high-level government negotiations. McKinney will join a panel of trade experts including President and CEO of United Grain Corporation, Augusto Bassanini and Co-Executive Director of Farmers for Free Trade, Angela Marshall Hofmann. The panel will be moderated by Spencer Chase from Agri-Pulse.



Lyndy Phillips was raised on a farm in the Texas Panhandle, served fifteen years in full-time ministry, worked in sales for seven years, fundraising and development for five years and raised two children with his wife of thirty years. He is now a humorous speaker and comedy magician who recharges, renews and refreshes corporate, association and educator audiences with his positive, upbeat presentations. Lyndy shares his Laugh More, Stress Less philosophy across the nation to help people laugh, relax and recharge so they are happier, healthier and less stressed.



Jennifer Forsyth is the owner and attorney at Hi-Line Law, PLLC. She helps her clients form and manage their farms, ranches and small businesses, advising them with all their legal needs.

Curt Barnekoff is a MGGA Director-at-large. He is a partner at Wipfli, LLP, specializing in agricultural tax and business succession. He helps family agriculture businesses maximize their after-tax net worth and assists in developing and implementing plans to keep the family business "in the family."

# Tuesday Workshop

## The Art of Negotiation



How often in the course of an average week do you find yourself negotiating something; with suppliers, vendors, employees, brokers, landowners, bankers? Family and friends? Doesn't it make sense to improve yourself in this critical life skill? Tuesday's half day workshop will feature practicing professional negotiator and long-time instructor for The Executive Program for Agricultural Producers (TEPAP), Jack Williams. His workshop will be dynamic, fun, interactive, fast-paced, and most of all, experiential. You will be going eye to eye with others, practicing and learning new negotiating skills. You can only get better at negotiation by practicing, not just talking about it.

## Convention Agenda

### Tuesday, December 3

- 1:00 – 5:00 The Art of Negotiation – Jack Williams  
*\*separate reg fee, limited to 75 participants*
- 5:30 Partnerships in Ag Reception
- 3:00 – 7:00 Trade Show Exhibitor Set-Up

### Wednesday, December 4

- 7:00 Welcome Breakfast
- 7:30 Address from Dr. Sreekala Bajwa, MSU
- 8:00 Pulse Market Outlook – Carlos Carius, The Redwood Group
- 8:30 Pulses as Food Ingredients – Mackenzie Christensen, AGT Food & Ingredients
- 9:00 Trade Show Opening
- 10:00 MGGA Committee Meetings
- 12:00 Northern Ag Network Lunch
- 1:00 Emerging Ag Technologies & the Law – Cort Jensen, MT Dept. of Ag
- 2:00 Managing Agricultural Ecosystems – Dwayne Beck, SDSU Dakota Lakes Research
- 3:00 Trade Show Break
- 3:30 Canola Production & Marketing Strategies in Montana – panel: Karen Sowers, PNW Canola Association; Don Nagy, Sunburst; Brad Birch, Dry Fork Ag
- 4:00 Farm Business Operating Structure & Tax Management Analysis – Jennifer Forsyth, Hi-Line Law; Curt Barnekoff, Wipfli
- 5:00 USDA-FSA presentation – speaker TBD
- 5:30 Trade Show Reception

### Thursday, December 5

- 7:00 Crop Insurance Industry Breakfast
- 7:30 The Role of Northern Crops Institute & Wheat Marketing Center in Promoting Montana Wheat – Brian Sorenson, NCI; Janice Cooper, WMC
- 8:30 Grain Foods 'Breadbasket Products' Industry Checkoff – Christine Cochran, Grain Foods Foundation
- 9:00 Trade Show Break
- 10:00 International Trade Discussion Panel – USDA Undersecretary for Trade & Foreign Ag Ted McKinney; Augusto Bassanini, UGC; Angela Hofmann, Farmers for Free Trade; moderated by Spencer Chase, Agri-Pulse
- 11:15 Everything You Need to Know About Podcasts – Spencer Chase, Agri-Pulse
- 12:00 Lunch
- 1:00 Laugh More, Stress Less – Lyndy Phillips, humorous speaker & comedy magician
- 2:00 Global Markets, Local Impacts & Maximizing ROI on Stored Grain – Britt O'Connell, Commodity Risk Management Group
- 3:00 Closing Trade Show Break
- 3:30 MGGA Resolutions
- 5:30 MSU Reception
- 6:30 MGGA President's Banquet
- 8:30 President's Reception

