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FOR AGRICULTURE

TRADE TALK

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25 X '25/Solutions from the Land

Booth: 96

Ernie Shea, president

- reflections on COP 27 - what Solutions from the Land (SfL) farmer envoys did and learned in Sharm el-Sheikh, Egypt
- SfL's next frontier work in advancing agricultural solutions to global sustainable development goals

Ray Gaesser, chair, Iowa Smart Agriculture Work Group and SfL board member

- Iowa Smart Agriculture & circles of life - a vision for the future; circular food and agriculture systems that reduce external inputs, close nutrient loops, regenerate soils, and minimize agriculture's impact on the environment

Bart Ruth, Co-Chair, 25x'25/SfL board member

- the progress on meeting the 25x'25 goal
- role of biofuels in reducing GHG emissions and improving public health

Ag Processing, Inc.

Booth: 111

Reggie Kock, merchandising manager

- Learn how AGP is investing in the future for soybean producers.
- updates to AGP's High Oleic oil program
- harvest progress, demand, and what's ahead in the soybean industry

Agoro Carbon Alliance

Booth: 56

Jerry Stephens, regional sales manager

- straight talk about carbon
- Farmers and ranchers continue to hear more about carbon farming and the carbon market, and it's difficult to know when and how to get started. At Agoro Carbon Alliance, we bring carbon farming down to earth and help ag producers navigate, understand, and win with carbon. The combination of the agronomic knowledge, local boots on the ground, a global network, and technical expertise makes carbon cropping practical and profitable.
- What differentiates us? We're input agnostic and do not sell any other products or services. We also offer opportunities for cattle producers to be rewarded for implementing sustainable management practices, including:
 - grazing management: altering stocking rate and grazing days to improve yield and forage intake, while improving soil carbon
 - biodiversity: adding a species to your ranch to improve yield, carbon storage, and animal health
 - nitrogen efficiency: Judicious use of nitrogen-containing fertilizer helps optimize carbon storage, boost yield potential, and improve forage.

AgReliant Genetics

Booth: 109

Whitney Monin, AgriGold national agronomy manager

- takeaways from the 2022 corn and soybean growing season and how we use that information to make our customers more resilient
- Learn how the 2023 seed lineup expands AgriGold's diverse portfolio to meet farmers' needs.

Jim Rowley, LG Seeds agronomist

- Input prices are high, but the cost of missing out on bushels is higher. Get agronomic tips to help farmers navigate high input costs.
- Find out why crop scouting has never been more important to a farm's bottom line.

Agricultural Economic Insights

Booth: 9

David Widmar, co-founder & managing partner

- Interview Agricultural Economic Insights' (AEI) Managing Partner David Widmar about farm income, macroeconomic challenges, strategies for producer success, and the budget outlook for 2023.

Sarah Hubbard, communications strategist

- Learn more about AEI and our timely, in-depth analysis about key agricultural trends from Lead Communications Specialist Sarah Hubbard.

Dr. Brent Gloy, co-founder & partner

- Swing by to discuss farm income, the budget outlook for 2023, macroeconomic challenges, and strategies for producer success with Dr. Brent Gloy.

Sarah Mock, podcast host & writer

- Sarah Mock, host of *AEI.ag Presents*, will be available to discuss Season 3: "Nothing Borrowed, Nothing Gained," where we are taking a deep dive into the past, present, and future of ag lending.

AgroLiquid

Booth: 86

Reid Abbott, agronomist

- Fertilizer is a big investment that's too important to risk. A soil test helps determine what nutrients you need.
- When input costs are high, AgroLiquid works with farmers to keep nutrient applications efficient.
- where should fertilizer dollars be focused to balance yield and economics
- AgroLiquid has compiled data to develop win-rates to determine the likelihood of achieving a positive response from a fertility program.

Galynn Beer, national strategy & product management lead

- Balance between agronomics and the rising costs of fertilizer is crucial for 2023.
- Good agronomy skills can bridge the economics of high-priced inputs and ensure a ROI.
- Giving up 40 pounds of nitrogen to budget for phosphorus, potassium, sulfur, and micronutrients may coax the best yield.
- Many variables combine to provide a good cost-benefit analysis.

American Angus Association/Certified Angus Beef LLC

Booth: 10

Kara Lee, director of producer engagement

- discuss Cut the Bull, Certified Angus Beef's latest cattle care initiative with Beef Quality Assurance certification
- talk BQA certification and why Certified Angus Beef cares

Troy Marshall, director of commercial industry relations

- discuss how producers can leverage genetics to increase profitability in challenging times
- discuss tools available to assist cow/calf producers in selecting bulls and maximizing returns

Lindsay Graber Runft, director, producer communications

Holly Martin, director, communications

American Coalition for Ethanol

Booth: 62

Brian Jennings, CEO

- future of the RFS
- status of E15 and other policies/politics impacting higher ethanol blends
- Inflation Reduction Act benefits for farmers and biofuel producers
- American Coalition for Ethanol's (ACE) work to secure farmers access to clean fuel markets with climate-smart ag
- clean fuel policy efforts at state/federal levels
- state of the ethanol industry and marketplace

Ron Lamberty, CMO

- USDA Higher Blends Infrastructure Incentive Program (HBIIIP)
- ethanol and EVs (lifecycle GHG comparisons, availability, etc.)
- retail station ethanol equipment requirements and cost
- flex fuel retailing from marketer perspectives
- growth/setbacks of E15, E85 markets
- RINs and ethanol economics
- ethanol logistics – transportation, storage, and handling
- global market development for ethanol and coproducts

American Farm Bureau Federation

Booth: 57

Zippy Duvall, president

- learn more about AFBF's Farm Bill priorities
- regulatory and labor issues facing farmers

Joby Young, executive vice president

- learn more about AFBF's Farm Bill priorities
- SEC proposed climate rule
- climate-smart advancements and priorities

Terri Moore, vice president, communications

- 2022 Thanksgiving dinner cost survey
- Ag Innovation Challenge
- trust in farmers

Mike Tomko, director, communications

- 2022 Thanksgiving dinner cost survey
- farm state of mind mental health resources

American Lamb Board

Booth: 90

Sally Scholle, board member

- Lamb Summit
- sustainability
- updated strategic plan

American Seed Trade Association

Booth: 46

Andy LaVigne, president & CEO

- Farm Bill: What are the seed industry's priorities for the upcoming Farm Bill?
- treated seed: Treated seed has been a hot topic in the states. Why is it used? How is it regulated? What are the steps for stewardship and safety?
- innovation: How is plant breeding evolving? What is the future for new innovations like gene editing?

Eric Woofter, CEO, Star Seed

- cover crop seed: What factors are driving demand? Will seed be available? What can farmers do to prepare?
- environmental & conservation seed: the seed industry's role in land restoration, rehabilitation, reclamation, and conservation, including wildfire response

American Sheep Industry Association

Booth: 89

Peter Orwick, executive director

- the state of the American sheep industry and the American Wool Assurance Program

Susan Shultz, president

- ASI launched the American Wool Assurance program for wool producers in 2021/2022.
- ASI seeking a Section 32 lamb meat purchase from the USDA to assist with ongoing supply and demand factors in the lamb business.
- Sustainability of the sheep industry will be key topic of the industry annual convention, slated for January 18-21, 2023, in Fort Worth, Texas.

American Soybean Association

Booth: 42

Kevin Scott, chairman

Daryl Cates, vice president

- Join American Soybean Association's Chairman Kevin Scott (South Dakota) and ASA Vice President Daryl Cates (Illinois) at Booth #42 to discuss current policies and priorities of the U.S. soybean industry, including:
 - 2023 Farm Bill and ASA's Farm Bill priorities
 - bioeconomy & biobased market opportunities for U.S. soybean growers
 - voluntary conservation & sustainability initiatives
 - maintaining growers' access to crop protection tools
 - developing demand for U.S. soy, domestically & globally
 - efforts & initiatives regarding infrastructure, trade, transportation & more

American Sugar Alliance

Booth: 76

Ryan Weston, chairman

Lillie Zeng, director of communications

- America's sugar farmers and workers help keep America fed, backed by strong farm and trade policies.
- Discuss how current economic conditions and other challenges are affecting sugar producers.
- Learn about how a distorted global sugar market and foreign subsidies threaten U.S. farms and jobs.

AMVAC

Booth: 11

Jim Lappin, SIMPAS product portfolio & alliances

- expanding SIMPAS portfolio to maximize precision mgmt and ROI
- Mark Foster also will be available to discuss AMVAC's product line-up to control corn rootworm and other pests, weeds and disease.
- Ted Walter will discuss AMVAC's investment in a biological product portfolio and its new GreenSolutions division.

Animal Agriculture Alliance

Booth: 97

Emily Solis, manager, communications & content

- latest tactics employed by animal rights extremist organizations, including attempts to disrupt supply chains, pressure restaurant and retail brands, and pass legislation impacting animal agriculture
- how the animal agriculture community can benefit from Alliance programs, including College Aggies Online, Animal Ag Allies, and the 2023 Summit
- advice for engaging about animal agriculture on social media

Hannah Thompson-Weeman, president & CEO

- unique insights for listeners into farm and plant security, including hiring decisions, preparing for protests, and monitoring for activist threats
- timely issues impacting animal agriculture, including animal welfare, antibiotic use, sustainability, and nutrition (including the White House Conference on Hunger, Nutrition, and Health)
- how we can effectively engage influencers

Anuvia Plant Nutrients

Booth: 108

Brett Bell, executive VP, sales

- Learn about new SymTRX XP, the first of Anuvia's new product line of next-generation bio-based enhanced-efficiency fertilizer products that put science and nature to work.

Hugh MacGillivray, chief commercial officer

- Learn about new SymTRX XP, the first of Anuvia's new product line of next generation bio-based enhanced-efficiency fertilizer products that puts science and nature to work.
- Hugh also can share insights on Anuvia's role in the future of the fertilizer industry.

Azotic Technologies, Ltd.

Booth: 104

Nolan Berg, global head of marketing

- Learn about Envita®, the leading systemic nitrogen-fixing technology that balances high-yield agriculture production and sustainability for farmers in crops including corn, soybeans, potatoes, rice, and wheat. Get details about our latest field test results and why farmers are choosing Envita over other N-fixers.

BASF Agricultural Solutions

Booths: 58, 59

Matt Inman, technical marketing manager

- Learn more about how weed resistance eats away at your time and bottom line. Matt Inman can discuss how using the best performing and efficient solutions can decrease resources and costs. Hear how Operation Weed Eradication is tackling growers' biggest weed concerns.

Jared Roskamp, technical service representative

- Hear from Jared Roskamp about why growers can't take a wait-and-see approach with disease management and how timely fungicide applications can preserve productivity. Roskamp also can discuss the importance of plant health benefits when it comes to your fungicide plan.

Doug Little, soybean seed marketing manager

- Stop by to hear about the new and best performing Xitavo soybean seed varieties this year. Learn what growers should know when selecting soybean seed varieties and how disease and weed pressures should be considering factors when evaluating seed.

Matt Malone, senior product manager

- Find out how BASF is partnering with growers beyond seed and solutions. The John Deere Financing Program helps growers lower the cost of doing business by offering zero percent interest rates in a turbulent financial environment. BASF is helping growers do the Biggest Job on Earth because they know that running a successful farming operation means getting the most out of every acre. The John Deere Financial Program allows growers to receive a fixed zero percent interest on seed and crop protection products and help turn growers' smart agronomic decisions into smart economic decisions.

Bayer

Booths: 2, 3, 4

Multiple spokespersons, representing key business topics and brands, will be on hand to speak with reporters.

- Brands and initiatives that will be on hand include: DEKALB, Asgrow, Channel, Climate, agronomic experts, WestBred Wheat, Bayer Carbon Program, the Roundup Ready Xtend Crop System, Bayer Crop Protection, and others.

Belchim

Booth: 28

Tom Wood, president & general manager

- Weeds are resistant to 165 herbicides and 21 of 31 herbicide sites of action, costing farmers \$2 billion annually.
- Belchim's TOUGH offers corn growers a solution.
- Farmers must change their tank mixes due to supply chain issues, environmental considerations, and resistant weeds.
- Belchim's TOUGH is a solution in your tank mix.

BigIron

Booth: 103

Sara Baker, brand awareness manager

- Learn how BigIron's unreserved, online auctions help sellers get the best return on the sale of their land, livestock, and equipment.

Boehringer Ingelheim Animal Health

Booth: 48

Dr. John Davidson, senior associate director, cattle professional services

- Diagnostics may be the missing piece of the bovine respiratory disease puzzle.
- Vaccinate calves for BRSV today to save tomorrow.
- parasite problem: Liver flukes are nothing to mess with.

Dr. Jerome (JD) Feichtner, senior key account veterinarian, U.S. swine division

- the proven pillars of PRRS protection: Discover the three core principles of PRRS control.
- PRRS 101: What is PRRS, and why it is such a challenging disease to manage?
- the importance of vaccine-derived immunity for PRRS protection

Brevant Seeds

Booth: 70

Ashley Bergthold, area business development manager

- Tar spot is spreading with no signs of slowing down. Learn how farmers and retailers can manage tar spot with a two-step approach.
- Get the latest examples of how Brevant® seeds works with ag retail to deliver industry-leading corn and soybean technology, including the next generation of Enlist E3® soybeans.

Cargill

Booth: 102

Nathan Fries, Cargill RegenConnect, program lead

- Speak with Cargill RegenConnect Program Lead Nathan Fries and learn about the considerations farmers need to make before choosing a carbon market program. Discuss how farmers can add profitability to their fields from the environmental outcomes realized through regenerative agriculture practices.

Leonardo Gondim, Cargill Animal Nutrition, strategic marketing & technology leader

- With increasing consumer demand for protein raised sustainably, farmers are looking for new ways to maximize feed conversion, improve animal performance, and lower methane emissions. Speak with Cargill to learn how we help farmers adapt to complex market forces through innovative solutions.

Case IH

Booth: 101

Ben Carlisle, AFS marketing manager

- Learn how AFS Connect helps farmers be more flexible and productive to make better-informed decisions for their operations.

CJ Parker, tillage & pull-type fertilizer marketing manager

- Learn about key soil management best practices and the agronomic advantage of Case IH tools.

Kendal Quandahl, AFS marketing manager

- Hear how farmers are using AFS solutions and precision farming with harvest and hay tools.

Cattlemen's Beef Board

Booth: 50

Greg Hanes, CEO

- overview of Beef Checkoff
- new Cattlemen's Beef Board strategic plan
- CBB's commitment to expand diversity and inclusivity

Norman Voyles, Jr., chair

- Current Beef Checkoff program updates
- Checkoff consumer research - trends
- CBB's focus on outreach to producers

Jimmy Taylor, vice chair

- Beef Checkoff programs to support beef exports overseas
- how Beef Checkoff is playing a role in educating consumers about ranching/raising beef
- CBB's commitment to producer outreach and feedback

Certified Agriculture Dealers

Booth: 25

Patrick Driscoll, president & CEO

- explosive dealer network growth
- new AgPack partnerships, totaling more than \$30K in truck purchase value
- the all-new AgTruckTrader.com
- sweepstakes winner announcement

Chr. Hansen

Booth: 32

Dr. Steve Lerner, senior scientific & business advisor

- The use of probiotics in livestock and poultry is a way to prevent health problems, allowing animals to grow and produce milk, meat, and eggs in a more efficient and sustainable manner. In order to achieve consistency at its highest level, livestock and poultry producers need to consider ways to prevent problems that ultimately result in greater variances between animals.

CHS, Inc.

Booth: 41

CHS Hedging

- CHS Hedging offers full-service brokerage services, commodity price risk management tools, and hedging educational programs to help farmers navigate volatile agricultural markets with more confidence. A grain marketing expert will share commodity and market updates to help farmers make sound, reasoned decisions.

CHS Government Affairs

- The CHS Government Affairs team will have a Washington representative available to discuss the latest happenings in farm policy and what farmers can expect for the next Farm Bill.

CHS Refined Fuels

- As farmers look to get more from their equipment for longer, the diesel fuel they choose can make all the difference. Cenex® premium diesel fuel has provided unmatched performance in the industry for 60 years. Now, Cenex announces the next generation of its Cenex Roadmaster XL® and Ruby Fieldmaster® premium diesel fuels with an enhanced additive package to provide superior performance. Hear from a refined fuels expert about why fuel choice matters and how farmers can get the most out of their fuel investment.

CHS Agronomy

- An expert with CHS Agronomy will discuss the latest innovations and opportunities in crop protection and nutrition, sharing insights for retailers and growers to help navigate the next growing season.

CLAAS

Booth: 80

Daryl Theis, head of marketing & sales

- The ag equipment industry is changing rapidly, from ongoing technological innovations to global supply chain disruptions. As a leading innovator, CLAAS constantly strives to optimize grower operations, provide transparency and help ag professionals improve their bottom line. Stop by to talk with Daryl about: 1.) the latest product innovations; 2.) global supply chain projections; and 3.) how CLAAS plans to meet the needs of growers across North America.

Jeff Gray, regional product supervisor

- This summer, CLAAS launched the TRION 740 combine, a class-7 machine designed to bring new innovations to the small- to mid-size corn and soybean farmer. The TRION 740 features many proven components, easy maintenance, and refinements normally reserved for only the largest harvesters. Stop by and talk with Jeff about the new TRION 740, updates to the flagship line of LEXION combines, and other CLAAS products designed with the grower in mind.

John Schofield, North American marketing coordinator

- CLAAS is an industry leading manufacturer of some of the most advanced ag equipment in the world, including tractors, combines, forage harvesters, and a wide assortment of balers and hay tools. Stop by to talk with John about their latest products, programs, and advertising opportunities.

Clean Fuels Alliance America

Booth: 37

Paul Winters, director of public affairs & federal communications

- newly released Renewable Fuel Standard volumes
- upcoming changes to biodiesel tax incentives based on carbon reductions
- federal grants for biodiesel infrastructure -- pumps, storage tanks
- sustainable aviation fuel and renewable diesel incentives, and market growth

Greg Anderson, governing board member

- environmental and economic benefits of biodiesel production, including carbon reductions
- biodiesel and renewable diesel production's economic benefits for soybean farmers
- Greg Anderson also is a member of the Nebraska Soybean Board.

CME Group

Booth: 18, 19

Steven Stasys, senior director, agriculture & alternative investment products

- CME Group is where the world comes to manage risk, which has been more important than ever as ag producers had to contend this year with the uncertainty of war, supply chain disruptions, and historic levels of inflation. Learn more about how producers use futures and options to manage volatile market conditions and price risk.

Corteva Agriscience

Booths: 68, 69

Kelly White, U.S. product manager, corn herbicides

- Powerful, flexible weed control leads to higher yield potential. The newest corn solution from Corteva Agriscience provides the power and flexibility to combat difficult, herbicide-resistant weeds. Learn how farmers can incorporate it into their 2023 weed control programs.

Justin Dikeman, grower channel lead

- As input costs continue to rise, learn how farmers and ranchers can improve cash flow next year with the TruChoice® offer.
- From spring nitrogen applications to biologicals and crop protection needs, farmers can maximize their acres in 2023 by planning and saving on upcoming crop protection needs now.

Eric Scherder, Ph.D., U.S. crop protection commercial launch leader

- As your listeners evaluate next year's seed decisions, Eric Scherder can speak to the continued success and growth of the Enlist® weed control system and how farmers can better prepare to make a system switch.

Jeff Clark, market development specialist

- Pastures were not immune to this year's weather challenges. Whether too little rain or too much, let's talk about what cattle producers can do to aid recovery. Plus, with high grain prices and historically low hay inventories, it pays to intensify pasture management and grow more low-cost forage.

CropLife America

Booth: 33

Chris Novak, president & CEO

- investing in bringing new pesticides to market
- Are pesticides an ingredient for sustainable agriculture?
- protecting pesticides, endangered species, and our food system

Edge Dairy Farmer Cooperative

Booth: 13

Brody Stapel, president

- significance of climate-smart grant from USDA
- immigrant labor solutions to the farm workforce crisis
- how one of the nation's largest dairy cooperatives empowers farmers to be the "voice of milk" in Washington, D.C.

Mykel Bickham, director of government affairs

- milk pricing and potential reforms to Federal Milk Marketing Orders
- aligning environmental policies with dairy farmers' climate-smart solutions
- implications of the congressional mid-term election results for farm policy

Michael Torrey, principal

- insights from a veteran of Capitol Hill about the impact of the congressional mid-term election results on ag and food policy
- Edge priorities: trade, workforce, climate, dairy labeling, domestic policy
- importance of farmer engagement with lawmakers and administration

Lee Kinnard, farmer & board member

- significance of connecting the supply chain for dairy's sustainability success
- how technology at the farm level can be a game-changer for sustainability
- proving conservation practices can benefit environment and farm economics

Environmental Protection Agency - Region 7

Booth: 74

Meg McCollister, Region 7 administrator

- Our priority is engaging with the agricultural community to ensure environmental equity for all citizens and inform EPA rulemaking.
- Subjects include: rural infrastructure; resiliency in the face of a changing climate; partnerships (farmer to farmer funding); air quality (Flint Hills smoke management); and water quality.

Michal Freedhoff, assistant administrator for the Office of Chemical Safety & Pollution Prevention

- Pesticide-related subjects include: registration review; Endangered Species Act; glyphosate; and atrazine.

Rod Snyder, agriculture advisor

- agriculture advisor to the EPA administrator, focusing on topics at the intersection of agricultural and environmental policy

Doug Jones, Region 7 agriculture advisor

- agriculture advisor to Region 7 administrator, focusing on agriculture-sector engagement through partnerships and support activities that advance environmental outcomes

Shannan Beisser, Region 7 lead press officer

- Region 7 public affairs engages with ag media in Iowa, Kansas, Missouri, and Nebraska.

EVOIA

Booth: 99

Juliette MacKay, CEO

- Join us at the EVOIA booth to learn how we're bringing simple solutions inspired by nature to farmers.
- Learn how we support farmers with crop stress.
- Global Sustainability award winner

Farm Credit

Booths: 23, 24

Matt Erickson, economic & policy advisor, FCSAmerica & Frontier

Farm Credit

- corn and soybean outlook: supply-and-demand fundamentals for 2022 and 2023, and their impact on commodity markets
- land values: FCSAmerica has reported record-high values across its territory in 2022. What factors are shaping the real estate market going into 2023?
- 2023 Farm Bill: the economic environment as Congress begins debating the new Farm Bill
- planning for 2023: input costs, interest rate trends, inflation, debt, and other considerations for producers as they head into a new production cycle

Matt Roberts, PhD, senior grains analyst, Terrain

- What is Terrain, a new economic and market analysis service for American producers?
- ethanol vs. electrons: What do electric vehicles mean to the future of fuel, ethanol, and corn demand?
- How do interest rates impact the cost of grain storage?

Rob Fox, director, CoBank Knowledge Exchange

- commodity price outlook: insights on the forces that will influence crop prices in 2023
- farm income outlook: What's ahead for 2023?
- labor challenges continue: Are higher farm labor costs here to stay?
- cotton market update: how the drought in Texas and downturn in global wealth could impact U.S. cotton

John Monson, chief mission & marketing Officer, Compeer Financial

- rural vitality: How do agriculture and rural communities navigate interdependence?
- What should producers be doing now to financially prepare for 2023?
- How should farmers think about risk management in a volatile market?

Farmers National Company

Booth: 61

Matt Gunderson, senior vice president of strategy, sales, & marketing

- 2023 leasing; agriculture economy for landowners; FNC Services

Paul Schadegg, senior vice president of real estate operations

- current land market and values; six-month land market outlook

Farmland Partners, Inc.

Booth: 1

Paul Pittman, chairman & CEO

Luca Fabbri, president

- Stop by to interview the CEO and president of a publicly-traded farmland company.
- Discuss U.S. farmland values and expectations for the future.
- Learn about institutional farmland investment.
- Explore our portfolio spanning more than 190,000 acres in 18 states.

FarmOp Capital

Booth: 100

Darwin Melnyk, chief technology officer

Bill York, chairman, chief revenue officer

- FarmOp Capital's NEW products offer farmers more flexibility in their operating loan fundings.
- Loan renewals, which are happening right now, give growers earlier access to cash so they can take advantage of early input pricing.

FBN - Farmers Business Network

Booth: 112

Charles Baron, co-founder

- Digital ag has arrived. More farmers than ever use online shopping for inputs and financial products, and expect price transparency and on-farm delivery along with digital agronomic advice on everything from input combinations like FBN's new Acre Pack to sustainability programs to drive ROI, all right from their phones.

Kurt Alles, senior strategy & operations manager, sustainability

- FBN is pioneering new programs and digital tools that make sustainable practices approachable, from operating loan rebates to partnerships with ADM and POET where farmers can earn premiums for low-carbon grain. FBN distinguishes between carbon credit programs and supply chain programs and what that means for farmers.

TJ Wilson, head of financial sales

- farmers' biggest financial challenges + new product solutions for 2023: New financial products/programs are available to drive profit potential next year including new products for operating and land loans, and input financing, insurance products, tools for succession planning, and opportunities to drive profit with sustainability programs.

Kevin McNew, chief economist & head of research

- new research and analysis of economic issues facing farmers from nitrogen crisis/fertilizer prices, rising interest rates, inflation, and drought with special reports on farmland values and fertilizer prices

Firestone Ag

Booth: 35

Matt Frank, senior manager – brand/product strategy

- Sustainable tire manufacturing solutions are evolving from soybean oil and natural rubber to future innovations (guayule).

Greg Jones, global agricultural field engineering manager

- solutions for irregular tire wear
- tire compounds and how they impact tire performance and longevity

FMC

Booth: 16

Gail Stratman, regional technical manager

- a new tool to manage late-season disease: Adastrio™ Fungicide
- At-Plant: the future of crop protection

Nick Hustedde, technical service manager

- approaching weed management in 2023 – and beyond

Matthew Pye, biologicals subject matter expert

- FMC pipeline update

GROWMARK

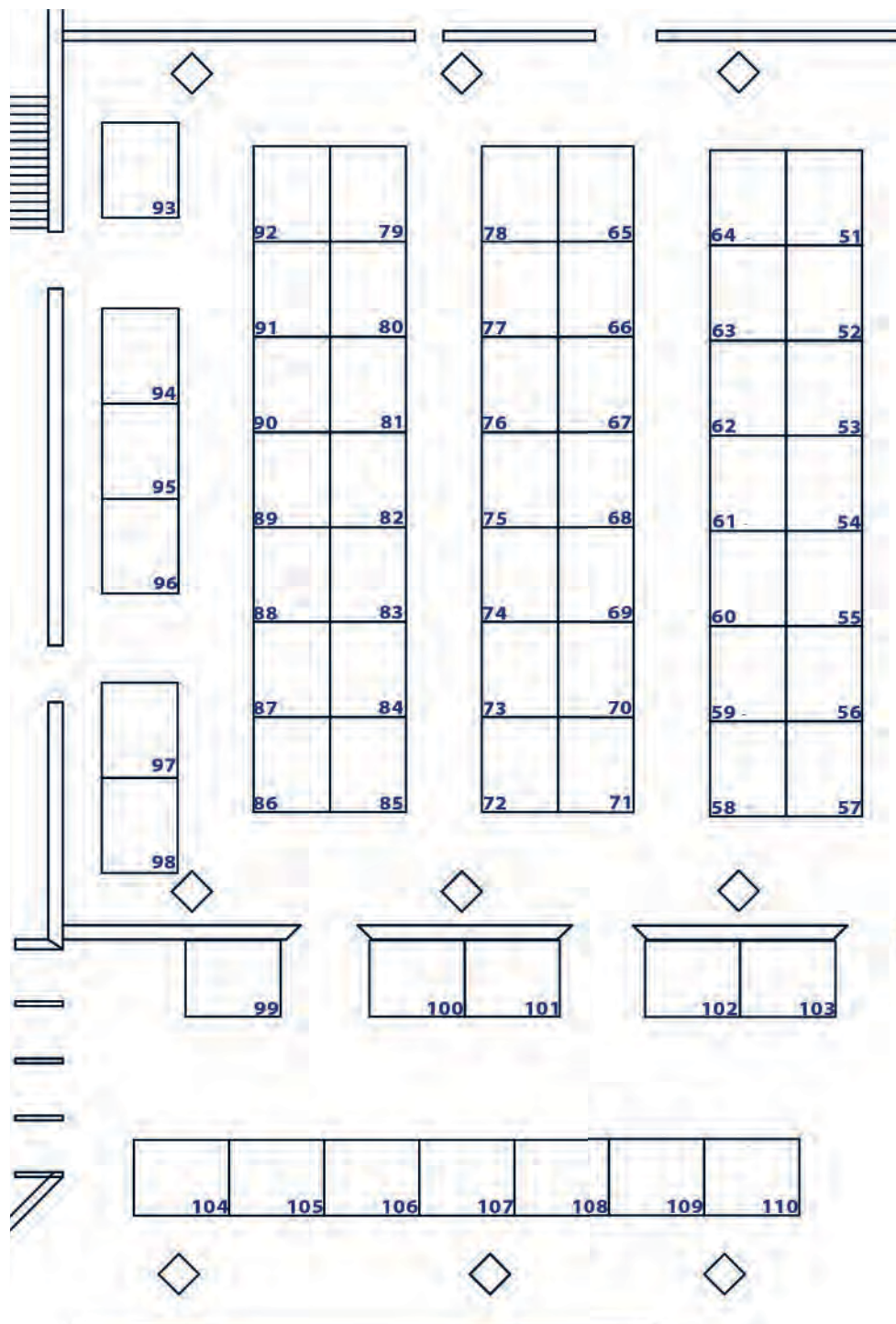
Booth: 52

Heather Thompson, director of innovation

- GROWMARK's Director of Innovation Heather Thompson drives innovation through exploration, development, and implementation of breakthrough ideas. Heather builds a network of startups, venture professionals, and other partners to further GROWMARK's innovation initiatives. She also is the liaison between GROWMARK and Cooperative Ventures, our \$50 million venture capital fund with CHS.

Jennifer Gwyn, corporate marketing & customer experience team lead

- Jennifer Gwyn is the corporate marketing & customer experience team lead for Southern States Cooperative (SSC). SSC is an agricultural cooperative serving the agronomy, energy, and farm supply needs of its members and customers across the southeast. The Richmond, Virginia-based cooperative is celebrating its 100th anniversary of service to its members.



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**TRADE
TALK**

Growth Energy

Booth: 14

Emily Skor, CEO

- RFS set rulemaking, working with the Biden administration to usher in a new era of the RFS, finding a federal year-round E15 solution, what the Inflation Reduction Act means for biofuels, what a new Congress in January might look like for biofuels

Chris Bliley, senior vice president of regulatory affairs

- RFS set rulemaking, working with the Biden administration to usher in a new era of the RFS, finding a federal year-round E15 solution, state-level year-round E15 efforts, ICE vehicle bans in the states, what the Inflation Reduction Act means for biofuels

Harpe BioHerbicide

Booth: 21

Bill Buckner, CEO & director

- Learn about development of the natural plant extracts in Harpe BioHerbicide formulations that control a wide range of broadleaf and grass seed weeds, including those resistant to current synthetic herbicides.
- Tell your listeners about the first new herbicide mode and site of action in more than 30 years and the first based on utilizing natural plant extracts. Harpe BioHerbicide formulations will control herbicide-resistant weeds while others only manage them.
- Share how our company is addressing both organic and industrial agriculture (the first and only to do so) while keeping the needs of farmers, consumers, and regulators at the forefront.

Daniel Pepitone, co-founder & chief operating officer

- Discover how Harpe Bio directly supports the European Union's Farm to Fork strategy, which demands a 50 percent reduction in synthetic pesticide use by 2030.
- how low-volume formulations of Harpe Bio will fit the designs of precision agriculture including smart sprayers and drone technologies
- Learn about the unique ag technology campus where Harpe Bio's office, labs, and greenhouses are headquartered in Research Triangle Park, North Carolina, and the other innovations being developed there.

Helena Agri-Enterprises, LLC

Booth: 105

Ben Wilson, agronomist

- Learn why Helena leads with agronomy to make sound, custom recommendations to growers.
- Discover how nutrient efficiency helped manage fertility investments in 2022.
- Understand why soil health and in-season nutrition play major roles in modern crop

Josh Byford, brand manager, coron & nutritionals

- Hear how Helena monitors data and trends in the field to develop better products.
- Learn about Helena's process of discovering new technology, creating formulations, and testing products through research and development.
- Explore Helena's diverse nutritional portfolio to discover how products lead to success in the field.

Stephen Leininger, AGRIntelligence information specialist

- Get introduced to Helena's full suite of AGRIntelligence digital solutions that uses grower data to improve decision-making on the farm.
- Learn how AGRIntelligence takes the mystery out of tissue sample reporting to provide actionable insights.
- Discover the top six nutrient deficiencies to watch out for next season.

Illinois Soybean Association

Booth: 107

Stephanie Porter, outreach agronomist

- Soybean Summit and Better Beans Series promotion
- ILSoyAdvisor platform: what is there and how to use it
- Checkoff funded agronomic research update
- carbon and conservation agronomy updates

Indigo Ag, Inc.

Booth: 38

Peter Bunce, VP of biologicals

- Since 2013, Indigo's microbial seed treatments have helped farmers make their crops more resilient. Learn how Indigo's biological products enhance plants' natural abilities to protect themselves against common stresses to help farmers start the 2023 season with an advantage.

Vaughan Stewart, carbon sales lead

- Learn about how Indigo's leading carbon farming program is helping farmers adopt climate-friendly practices that restore soil health and earn new revenue by generating high quality carbon credits.

John Deere

Booths: 44, 45

Darius Lane, public relations manager - small ag & turf

- Stop by and visit with Darius Lane about any general questions you may have about John Deere.

Ryan Jardon, large tractors & tillage go-to-market manager

- Visit with Ryan Jardon about new conservation tillage tools and technology as well as updates to large row-crop tractors.

Matt Olson, manager, precision ag go-to-market

- Stop by to visit with Matt Olson about the latest John Deere precision-ag technology, automation, and autonomy.

Greg Christensen, manager, go-to-market for 5 series utility tractors & high value crop production systems

- Stop by to visit with Greg Christensen about the latest in utility tractors, hay tools, and equipment used in high-value crop production including orchards and vineyards.

Timothy Deinert, manager, go-to-market for sprayers

- Stop and visit with Timothy Deinert about the latest in John Deere sprayers as well as See & Spray technology.

Land O'Lakes

Booth: 87

Ted Perry, director, beef technical solutions

- The native beef supply is experiencing record lows in 2022. Learn more about how dairy beef crossbred animals can help fill seasonal gaps to stabilize the beef supply as well as the role nutrition plays in supporting strong performance and reduced morbidity.

Troy Wistuba Ph.D., PAS, vice president, feed & additive technical innovation

- Dairy beef crossbred calves are here to stay. Learn more about the importance of neonatal nutrition on dairy beef calves and its impact on lifelong performance and overall beef quality.

Alex Tebbe, Ph.D., PAS, dairy technical nutritionist

- Dairy producers are collecting data on their animals every day. Learn more about how Purina Animal Nutrition helps producers take that data and turn it into tangible, actionable insights to help producers have more profit potential.

Livestock Marketing Association

Booth: 47

Natalie Ayers, communication & strategic media coordinator

- Hear from Natalie about the Livestock Marketing Association (LMA) and the 2023 World Livestock Auctioneer Championship.

Mark Mackey, CEO

- Hear from Mark on the LMA and how the association is working for its membership.

Chelsea Good, vice president of government & industry affairs and legal

- Interview Chelsea on why LMA is advocating for the A-PLUS Act to allow livestock auction owners to own or invest in small and medium processors (currently prohibited); slow mail service causing issues with livestock payments and a push to move to more electronic payments; competition in the cattle markets and the role of live auctions in price discovery; and efforts to modernize the Packers and Stockyards Act of 1921.

Will Epperly, 2022 World Livestock Auctioneer champion

- Hear from the champ himself about the World Livestock Auctioneer Championship, happening June 7-10, 2023!

Merck Animal Health

Booth: 15

Paul Koffman, livestock intelligence lead, North America

- Learn why a pharmaceutical company is investing in digital technology products, such as new SenseHub® Feedlot and Whisper® On Arrival.
- Discover how cattle producers are using our technology and animal health solutions to manage cattle more effectively and efficiently.

Tim Parks, D.V.M., cattle technical service manager

- Learn about new technologies and vaccines that producers are using to prevent and earlier detect bovine respiratory disease (BRD).
- Learn about the options producers have to help animals recover faster and reduce the severity and long-lasting impacts of BRD.

Missouri Soybeans

Booth: 98

Kyle Durham, merchandising council past chair

- What started with a rich history in Missouri has grown to be a 2.5-billion-gallon industry nationally, with consumer demand coast to coast. With investments from the farmer-leaders who created the fuel, biodiesel is now becoming readily available in each corner of the Show-Me State.
- In Missouri, biodiesel supports more than 3,000 jobs and totals \$1.3 billion in statewide economic impact. With the addition of a new Cargill crush plant, Missouri will garner increased soybean demand and an added annual production capacity of 62 million bushels of soybeans.
- USDA projects that 12 billion pounds of soybean oil will go into U.S. production of clean fuels, like biodiesel, this year.
- Missouri is the leading soy-based biodiesel producer in the nation. There are nearly 300 retail locations across Missouri offering biodiesel blends, and biodiesel capacity has reached nearly 240 million gallons.

Missouri Soybeans (continued)

Booth: 98

Gary Wheeler, CEO & executive director

- Through traditional breeding and farmer-funded research, the SOYLEIC® trait was discovered to give farmers the option of growing soybeans for specific markets. Today, that need for heart-healthy soybean oil has never been greater. In 2022, SOYLEIC® soybeans reached 74,000 acres.
- Starting at only 20,000 acres in 2020, the vast growth in two years shows the power in the portfolio. With interest from public universities, SOYLEIC® is expected to extend beyond the already 14 contracted states
- The strong growth in SOYLEIC® soybean acreage is a direct result of solid seed performance and increased demand for high oleic oil by the food industry in both domestic and international markets. SOYLEIC® soybeans are creating an attractive value capture opportunity for soybean farmers.

Matt Amick, director of market development

- In April 2022, the Missouri Soybean Merchandising Council, in conjunction with University of Missouri Extension and MASBDA, released the study, Growing Soybean Demand: Vision for Missouri as a Net Soybean Importer. The report summarizes new soybean market opportunities in Missouri by focusing on three key areas of feed, food, and industrial uses.
- According to the Pro Exporter Network, Missouri is projected to export 40% of the soybean crop (122 million bushels) this year. Nationwide, the U.S. will export 45%.
- As more soybeans are processed or crushed in-state, this allows for more supply of high protein soybean meal available for livestock and more soybean oil for food and industrial products like biodiesel.
- While Missouri Soybeans will continue to move whole soybeans through export channels, we can strive to position Missouri as a net importer of soybeans through demand building efforts of the Missouri soybean checkoff.

National Cattlemen's Beef Association

Booth: 49

Todd Wilkinson, president-elect

- NCBA policy updates

Ethan Lane, vice president, government affairs

- election analysis; Farm Bill preview; update on NCBA policy priorities

National Corn Growers Association

Booth: 40

Tom Haag, president

Chris Edgington, chairman

- Stop by to talk with NCGA's grower leaders.
- ethanol: the road ahead
- Farm Bill: NCGA priorities
- sustainability initiatives

National Farm Medicine Center

Booth: 79

Scott Heiberger, communications manager

Melissa Ploeckelman, outreach specialist

- telling the story: farmers discuss close calls, injuries
- Center celebrates 25 years of child agricultural safety milestones
- positive animal handling: awareness of human/animal interaction keeps workers safe with dairy, swine
- Should we still use "accident" to describe unintentional injury?
- trending: see injury reports from your area with AgInjuryNews.org

National Farmers Union

Booth: 34

Ross Hettervig, senior communications director

- Hear more about our Fairness for Farmers priorities in the 2023 Farm Bill and NFU's continued support of a strong RFS and biofuels sector.

National Grain and Feed Association

Booth: 82

Mike Seyfert, president & CEO

- Legislation introduced in the House and Senate would improve rail competition for agricultural shippers.
- Waterways legislation should improve cost-share and maintain Snake River access.
- Nominees for key agricultural trade posts await full Senate approval.
- NGFA's Country Elevator Conference & Trade Show is set for December 6-8 in St. Louis.

National Pork Board

Booth: 71

Ashley McDonald, vice president of sustainability

- Learn how pork is on a mission to be a worldwide sustainable protein of choice.
- Ask about several sustainability-focused initiatives and partnerships.

Dale Stevermer, producer from Minnesota & board member

- Identify key sustainability metrics used to track, measure, monitor, and report continuous improvement efforts.

National Pork Producers Council

Booth: 65

Michael Formica, chief legal strategist

- Animal welfare and consumer access to high-quality and affordable pork are top priorities for America's hog farmers. Stop by to chat with NPPC's Chief Legal Strategist Michael Formica on why California Proposition 12 is unconstitutional, threatens producers' livelihoods, and more.

Holly Cook, staff economist

- The U.S. pork industry suffers from a severe labor shortage, negatively impacting farms and processing plants. Get the latest by chatting with NPPC's Staff Economist Holly Cook on the value-add the U.S. pork industry brings to our economy and the support for reforming current visa programs to meet workforce needs.

Maria Zieba, vice president of international affairs

- International trade is crucial to the success of the U.S. pork industry and serves as a key contributor to the U.S. economy. Learn more about the importance of opening new and expanding existing markets with NPPC Vice President of International Affairs Maria Zieba.

Scott Hays, president elect

- Under the direction of new leadership and guided by a long-range strategic plan, NPPC recently unveiled a new brand identity. Stop by to interview NPPC President Elect Scott Hays to discuss the organization's transformation and energized focus on driving growth for the U.S. pork industry.

National Pork Producers Council (continued)

Booth: 65

Terry Wolters, president

- Under the direction of new leadership and guided by a long-range strategic plan, NPPC recently unveiled a new brand identity. Stop by to interview NPPC President Terry Wolters to discuss the organization's transformation and energized focus on driving growth for the U.S. pork industry.

Bryan Humphreys, CEO

- Under the direction of new leadership and guided by a long-range strategic plan, NPPC recently unveiled a new brand identity. Stop by to interview NPPC CEO Bryan Humphreys to discuss the organization's transformation and energized focus on driving growth for the U.S. pork industry.

Andrew Bailey, science & technology legal counsel

- The Farm Bill provides funding and authorization for some of the most important animal health programs. Talk with NPPC's Science & Technology Legal Counsel Andrew Bailey to discuss renewing and expanding key Farm Bill programs and supporting subsidized insurance from low-probability catastrophic events.

National Sorghum Producers

Booth: 26

Craig Meeker, board of directors chairman

- Sorghum is The Resource Conserving Crop,[™] and there are multiple million dollar projects in the pipeline to highlight and improve the climate-smart attributes of sorghum, reduce overall carbon emissions, and translate that into value for developing sustainability markets for sorghum farmers.

Norma Ritz Johnson, executive director

- Learn about the \$1.6m sorghum investment to transform grain sorghum's climatic yield potential and grain quality through trait-based ideotype breeding, designed to maximize sorghum by determining effective trait combinations for different environments.
- Also, as consumer demand for versatile, healthy, and sustainable grains rises, sorghum's popularity is seeing a resurgence.

Novozymes BioAg

Booth: 7

Jason Ward, head of commercial operations, BioAg North America

- learning how torque and ratchet use LCO Promoter technology to access more plant nutrition and drive performance
- the latest on Actinovate, an OMRI-listed biological fungicide and bactericide, now under the Novozymes name
- how Innovative Optimize FXC DS facilitates nitrogen fixation and enhances mycorrhizal colonization

Nutrien Ag Solutions

Booth: 6

Frank Groves, North America crop lead - cotton, rice & specialty crops

- Interview Frank Groves, Nutrien Ag Solutions NA lead for cotton, rice, and specialty crops.
- Dyna-Gro seed offerings and technology updates and developments
- crop planning and considerations for next year

John Maman, director, Nutrien Financial sales & marketing

- Interview John Maman on the latest offerings and services from Nutrien Financial.
- aligning the crop plan and the financial plan for maximum flexibility
- maximizing profitability and taking advantage of opportunities for growth
- productive credit management and economic planning to enhance operational viability

Dr. Ryan Bond, senior director, crop protection & Nutrien innovation

- Interview Dr. Ryan Bond on the latest innovations in crop protection and nutrient products.
- things to consider when planning for the next year to maximize yields
- crop protection & sustainability
- latest in Loveland Products offerings

Cameron Holbrook, vice president, digital transformation

- Interview Cameron Holbrook for the latest developments and advancements in Nutrien Ag Solutions Digital Applications and Services.
- benefits of adopting digital platforms
- using digital tools and innovations to improve yields
- importance of data in decision making and planning

Nutrien Premium Fertilizer Technologies

Booth: 12

Dr. Karl Wyant, director of agronomy

- Nutrien ROI tools: Maximize your return on investment and make smarter, faster business decisions.
- nutrient management: Increase ROI with nutrient management strategies backed by science.
- drought conditions: Which nutrients are most impacted, and how can growers mitigate risk?
- phosphorous on corn for success: At what corn growth stage is phosphorus needed most?

Mike Howell, senior agronomist

- Smart Nutrition™ MAP+MST®; decreased risk of sulfur leaching; reduced salt index for seed row safety
- enhanced efficiency fertilizer: how ESN technology helps reduce nitrogen loss and the 4Rs
- applying ESN with strip-till, a convenient one-pass nutrient application
- sulfur fertilization: seeing more sulfur deficiency in crops that need it most

Pioneer

Booth: 66, 67

Scott Walker, corn product marketing manager

- Stop by and interview Pioneer Corn Product Marketing Manager Scott Walker on how this year shaped up for corn growers.
- Hear about 2022 harvest results as well as ways growers can effectively utilize their harvest data to better inform their 2023 seed decisions.

Dan Berning, agronomy manager – western commercial unit

- Pioneer Agronomy Manager for the Western Commercial Unit Dan Berning will be available to share his 2022 agronomic insights across corn, soybeans, and other crops.
- Learn more about how impacts like drought and disease shaped this year's crop and what he thinks growers should watch for next season.

Pioneer (continued)

Booth: 66, 67

Don Gehrls, U.S. soybeans, marketing lead

- Soybeans are becoming a hotter commodity, and Pioneer U.S. Soybeans Marketing Lead Don Gehrls will be available to share how 2022 went for soybean growers.
- Hear about 2022 harvest results, the performance of A-Series Enlist E3® soybeans, and why more growers continue to make the switch to Enlist E3 technology.

Roger Theisen, Plenish marketing manager

- Pioneer Plenish Marketing Manager Roger Theisen can share his perspectives on why high oleic soybean demand continues to outpace supply.
- Hear how growers can capitalize on the surging market demand for high oleic soybeans and boost their income per acre by planting Plenish soybeans in 2023.

Pivot Bio

Booth: 51

Clayton Nevins, agronomic scientist

- Pivot Bio recently completed the broadest U.S. in-plant nitrogen study conducted in a single growing season. Learn how Pivot Bio put its proprietary microbial technology to the test, and obtain firsthand results and scientific insights on how Pivot Bio is demonstrating that microbes are as effective as traditional fertilizers.
- Pivot Bio recently announced its launch of the first-ever on-seed nitrogen. This entirely new class of products is the first-ever product to deliver nitrogen-producing microbes on the seed for crops like corn, sorghum, and spring wheat. Learn how this product can support growers to be more resilient and offer them more control while expanding agriculture's positive impact on the world with better nitrogen.

POET

Booth: 5

Doug Berven, vice president of corporate affairs

- learn about E15 -- an affordable, available, and American-made fuel
- POET's sustainability goals, including net carbon neutrality by 2050
- addition of POET facilities to Navigator CO2's Heartland Greenway CCUS system

Propane Education & Research Council

Booth: 81

Michael Newland, director of agriculture business development

- Stop by to interview Mike Newland on the remarkable benefits of propane farm equipment. Learn about current propane supply and costs and why propane is more versatile, cost-efficient, reliable, and environmentally friendly than other energy sources.

Protect the Harvest

Booth: 73

Dr. Mike Siemens, PTH board member

Mike Martin, PTH chief communications officer

- inflation
- food security/insecurity
- the impact of federal government policies/regulations
- attacks from animal rights and environmental extremists
- censoring science, facts, and the truth
- how “Protect the Harvest” works to reduce food insecurity

Rabo AgriFinance

Booth: 17

Melanie Bernds, VP, public relations

Steve Nicholson, global sector strategist, grains & oilseeds

- latest economic analysis on the progress and status of the U.S. corn and soybean harvest
- factors impacting the global commodities outlook for 2023

Lance Zimmerman, senior animal protein analyst

- economic and environmental trends influencing expansion and contraction of cattle production
- insights into where we are in the current cattle cycle

RCIS

Booth: 72

George Underwood, assistant vice president – director of CAT and customer relations, RCIS Claims

- the importance of quick claims response when natural disasters strike.
- also present is Jeff Bahr, head of sales & service, to discuss key factors for successful risk management; examples include coverage options farmers should consider and added value of precision ag

Renewable Fuels Association

Booth: 43

Geoff Cooper, president & CEO

- ethanol and the Inflation Reduction Act
- RFA's pathways to net-zero ethanol
- the future of the renewable fuel standard
- update on ethanol policies and politics
- the road to year-round E15
- state of the ethanol industry and market

Robert White, VP, industry relations

- ethanol outreach to consumers and retailers
- expanding ethanol infrastructure
- evolving to higher ethanol blends

Sound Agriculture

Booth: 88

Eamon Flood, VP, sales

- Learn about new SOURCE crop expansions and formulations for 2023.
- Fight rising fertilizer costs with two ways to win and improve ROI.
- what makes SOURCE unique: activating existing microbes rather than adding microbes

Zach Carlson, agronomy manager

- Dig into the relationship between plants and soil microbes to understand how farmers can access more nitrogen and phosphorus.
- Find out how small management changes can improve soil health and water quality.
- what makes SOURCE unique: activating existing microbes rather than adding microbes

Summit Nutrients

Booth: 64

Olivia Pope, national brand manager

- **MORE NUTRIENTS. LESS INPUTS:** Stewarding the environment with innovations that reduce grower fertilizer inputs by as much as 30 to 40%, Summit Nutrients' portfolio of next-generation technologies increases fertilizer efficiency resulting in less applied inputs, and less cost per acre.
- As a TOP 10 FINALIST in *Farm Journal's* (The Scoop's) "2022 New Product of the Year," learn why Summit Nutrients is one of the industry's fastest-growing ag innovation companies.

Jeremy Fountain, director of business development

- **2023 FERTILIZER OUTLOOK:** With fertilizer costs top of mind for growers, learn what is driving the increase and how growers can strategically manage the challenge with new plant nutrition innovations that enable them to thrive, not just survive.
- **FERTILIZER EFFICIENCY:** Learn how Summit Nutrients maximizes nutrient efficiency unlike any other - utilizing proprietary, next-generation innovations that include Nanobubble Technology, Nutrient Delivery System Technology, Advanced Chelation Technology, Biostimulant Technology, and Active Carbon Complex Technology.

Swine Health Information Center

Booth: 110

Dr. Paul Sundberg, executive director

Dr. Megan Niederwerder, associate director

- SHIC's Global Disease Report identified Japanese Encephalitis Virus as an emerging risk to the US swine herd; learn about SHIC's response.
- Learn about SHIC's new Wean to Harvest Biosecurity Program.
- Get updated on SHIC's Domestic Swine Disease Report.
- Learn more about SHIC's ongoing research on emerging diseases.

Syngenta

Booths: 53, 54, 55

Ashley Green, marketing lead, digital ag solutions

- empowering farmers to measure sustainability and identify improvement opportunities using the Cropwise™ Sustainability app
- opportunities to make data-driven decisions through digital agriculture for field-level insights and whole-farm results

Syngenta (continued)

Booths: 53, 54, 55

Golden Harvest

- looking back at Golden Harvest seed performance in the 2022 season and how farmers can prepare for 2023

NK Seeds

- looking back at NK Seed performance in the 2022 season and how farmers can prepare for 2023

Dean Grossnickle, technical development lead

- managing data: finding efficiency and making economically viable agronomic decisions
- early-season weed management: controlling weeds early to maximize fertilizer efficiency

Dale Ireland, technical product lead, seedcare

- increase agronomic and economic resilience: Early-season protection for seeds and seedlings increases management flexibility, helps manage risk, and improves crop resilience.

Mary Kay Thatcher, senior manager, federal government & industry relations

- Stop by the booth to speak with Mary Kay about her expertise in ag policy and updates. She is a subject-matter expert on issues covering farm programs, crop insurance, conservation, and credit.

Taranis

Booth: 106

Mike DiPaola, chief commercial officer

- Visit Booth #106 to interview Taranis Chief Commercial Officer Mike DiPaola. Taranis is committed to protecting the future of agriculture prosperity by advancing the way we work through full-service, leaf-level data capture that allows crop advisors and growers to attain faster decision making, smarter use of resources, and higher profitability.

The Mosaic Company

Booth: 83

Matt Sowder, director of global agronomy, Plant Response Inc., a subsidiary of The Mosaic Company

Dion Pearce, product Manager, Plant Response Inc.

- introducing BioPath® and PowerCoat®, new from Mosaic: Learn how these biological supplements, containing bioactives of PGPR (plant growth promoting rhizobacteria), optimize nutrient use and improve conditions for root growth and plant vigor, helping growers maximize ROI from production inputs.
- the promise of biologicals: how these natural solutions work within the soil to help plants use nutrients more efficiently

Kim Nicholson, vice president, ag technology & innovation

- a look toward the future of crop nutrition: Mosaic is committed to discovering and developing innovations that help farmers grow more. In the next five to seven years, discovery and development efforts focused on natural solutions will drive the evolution of crop nutrition.
- advanced crop nutrition: going beyond balanced crop nutrition to optimize yields

Truterra

Booth: 78

Mariah Murphy, sales director, Truterra Field Operations

- Mariah will discuss how farmers can adopt conservation management practices to help increase profitability or productivity.
- She also can provide insights on what opportunities exist for farmers in 2023 when it comes to taking advantage of new market opportunities.

Justin Risovi, retail services lead

- Justin will be on hand to provide tips for how farmers can best manage the implementation of new conservation management practices in their fields.
- He also can discuss how soil health and nitrogen management play a key role in building sustainable farming that can result in new market opportunities.

U.S. Custom Harvesters, Inc.

Booth: 39

Raph Jolliffe, board advisor

- Raph Jolliffe owns and operates Outlaw Ag, a custom forage harvesting business out of Seibert, Colorado.
- Jolliffe was the 2021 board president of U.S. Custom Harvesters, Inc., and has attended many events and conventions on its behalf.
- Jolliffe will be discussing the various types of members of U.S. Custom Harvesters and how the organization benefits those harvesters and corporate businesses.

David Misener, board vice president

- David Misener owns and operates Green Acres Enterprises, Inc., a custom farming business out of Elk City, Oklahoma.
- Misener currently serves on the board of directors for the U.S. Custom Harvesters, Inc., and has lobbied with the organization in Washington, D.C.
- Misener would be happy to talk about how grain, forage, and cotton harvest all across the U.S. has gone this year.

Beau Froese, board treasurer

- Beau Froese serves on the board of directors for U.S. Custom Harvesters Inc. This is Froese's second year in this position but he has spent his entire life involved in the harvesting industry.
- Froese grew up in a custom harvesting family and is now the owner and president of Froese Brothers Inc., which harvests grain and forage crops in the great plains.
- Froese will talk about Entry Level Driver Training and other legislative issues the agriculture industry is facing and what U.S. Custom Harvesters Inc. is doing about them.

U.S. Grains Council

Booth: 60

Cary Sifferath, vice president

- current status of trade for U.S. corn, sorghum, barley, ethanol, and distiller's dried grains with solubles
- the top 5 trading partners for those commodities, including relations with Mexico and China
- emerging markets for U.S. grains
- free trade agreements and recent memorandums of understanding signings with governments and industries in grains markets overseas
- how the U.S. Grains Council develops markets, enables trade, and improves lives around the globe

U.S. Meat Export Federation

Booth: 75

Dean Meyer, chairman

- Dean Meyer is a livestock and grain producer from Rock Rapids, Iowa. He will discuss the latest export results for U.S. beef, pork, and lamb as well as key trade issues and the export outlook for 2023.

John Herath, communications director

Joe Schuele, VP of communications

- Dean Meyer will be USMEF's primary spokesperson for Trade Talk, but both John Herath and Joe Schuele also will be available to discuss red meat export results and key issues impacting meat trade.

U.S. Soybean Export Council

Booth: 31

Karey Claghorn, executive director of marketing, communications, & operations

- trends in animal nutrition, aquaculture, oil, and soy foods
- U.S. soy delivers solutions! -- how USSEC differentiates, drives preference, and attains market access for U.S. soy
- sustainability, a dual impact/business driver
- The Sustainable U.S. Soy label appears on 850+ product packs internationally.
- U.S. Soy Sustainability Assurance -- protocol verified exports are up 33% vs. 2021

U.S. Soybean Export Council (continued)

Doug Winter, chairperson, director of United Soybean Board, & U.S. soy farmer (Illinois)

- global supply and demand
 - Soy consumption has exceeded production (2019-22). Companies are rewarding sustainable U.S. soy's lowest carbon footprint, nutritional advantage, high refining rate and low refining cost, and reliability.
- growth markets
 - Egypt, Turkey, Ecuador, Venezuela, Canada, Guatemala, Colombia, Mexico, and Bangladesh are growing.
 - India's potential evolving.
- U.S. soy & China
 - Forty (40) years of collaboration is being celebrated in the coming months.

U.S. Wheat Industry

Booth: 27

Michael Peters (USW)

- why we expect wheat market volatility to continue
- 2022/23 U.S. wheat export updates by class
- why USDA export market development programs need a raise

Brent Cheyne (NAWG)

- risk management tools for wheat producers
- the cost and availability of inputs for wheat growers

Jake Westlin (NAWG)

- 2023 Farm Bill outlook and NAWG's priorities
- Wheat's sustainability and climate story

United Soybean Board

Booth: 30

Jack Cornell, USB director, sustainable supply

- USDA awarded Farmers for Soil Health a \$95 million grant to advance soil health practices on corn and soybean farms.
- Cornell will discuss the partnership between soy, corn, and pork as they work to ensure farmers have the financial tools and technical resources to promote continuous improvement and conservation.

United Soybean Board (continued)

Booth: 30

Lance Rezac, USB & USSEC director; Kansas farmer

- Soybeans are in thousands of products — from asphalt and turf to shoes and tires, not to mention the growth in biofuels.
- Speak with Rezac about USB's investments to meet demand for renewable and sustainable raw materials and how the checkoff continues to grow markets for nonfood uses of soy.

Meagan Kaiser, USB vice chair; Missouri farmer

- Strong U.S. infrastructure provides an advantage for U.S. farmers because it allows predictable and cost-efficient delivery of sustainable U.S. soybeans to international customers.

UPL

Booths: 84, 85

Craig Brekkas, North America regional head

- What does agriculture need to move forward and thrive? Through the OpenAg approach, UPL builds new partnerships and collaborations to overcome agriculture's biggest challenges. From a growing portfolio of biosolutions from its Natural Plant Protection business unit to innovative product solutions that are addressing challenges for row crop and specialty growers, UPL is reimagining the future of agriculture.

James Coday, strategic marketing manager

- UPL is committed to bringing new solutions forward to address weed resistance. This year, UPL's new herbicide, PREVIEW 2.1 SC, entered the market to help growers take control of yield-damaging weeds, specifically waterhemp and Palmer amaranth. Hear more about how UPL developed the ideal ratio of metribuzin to sulfentrazone in PREVIEW 2.1 SC herbicide to create this foundational herbicide solution for soybean growers.

USDA Farm Production and Conservation

Booths: 94, 95

Robert Bonnie, under secretary

- Robert will discuss climate-smart agriculture and forestry, including Partnerships for Climate-Smart Commodities as well as USDA's conservation, farm loan, disaster assistance, and risk management programs.

USDA Farm Production and Conservation (continued)

Booths: 94, 95

Robert Ibarra, COO

- Robert will discuss how the business center supports delivery of USDA's conservation, farm loan, disaster assistance, and risk management programs.

Marcia Bungler, administrator

- Marcia will discuss recent improvements to federal crop insurance as well as efforts to expand its reach, especially to underserved producers.

Terry Cosby, chief

- Terry will discuss climate-smart agriculture and forestry practices, urban agriculture, and efforts to increase equity in delivery of NRCS programs.

Zach Ducheneaux, administrator

- Zach will discuss farm loans, emergency relief, disaster assistance, and the Conservation Reserve Program.

USDA Foreign Agricultural Service

Booth: 93

Daniel Whitley, administrator

- With more than 20 percent of U.S. agricultural production headed to international markets, trade remains a major engine powering agricultural and rural economies. Join us to learn more about how USDA is engaging globally on behalf of U.S. agriculture and partnering with industry to expand markets for American farm and food products worldwide.

USDA National Agricultural Statistics Service

Booth: 91

Joe Prusacki, director, national operations division director

- Discuss the 2022 Census of Agriculture, the November crop production report, the agricultural resource management survey, and other recent and upcoming USDA NASS surveys and reports
- Ask NASS about our online respondent portal: accounts.usda.gov

USDA Rural Development

Booth: 92

Xochitl Torres Small, under secretary for rural development

- Learn how USDA supports rural prosperity by partnering to expand high-speed internet, affordable housing, businesses and jobs of the future, water and wastewater systems, health care, and strong local and regional food systems that benefit ag producers, entrepreneurs, and American families.

Valent U.S.A.

Booth: 63

- Valent U.S.A., headquartered in San Ramon, California, develops and markets products that protect crops, enhance yields, and improve food quality, including innovative herbicides, insecticides, and fungicides. Learn more about Maverick™ Corn Herbicide, Fierce® Herbicides, and other technology-driven crop protection solutions for growers from the experts at Valent U.S.A.

Verdesian Life Sciences

Booth: 20

Marissa Mann & Brandon Sheridan, technical service managers

- We're the Nutrient Use Efficiency People – stop by the Verdesian booth to interview Marissa Mann, a technical service manager based in Nebraska who specializes in NUE solutions like biostimulants, fertilizer enhancers, seed treatments, and nutrients in row crops.
- Specialty crops are our specialty – and Brandon Sheridan, technical service manager, knows how to help specialty crop growers make nutrition go to work for them and increase yield and quality. Stop by for an interview.

Vive Crop Protection

Booth: 22

Hadley Howard, portfolio leader

- Vive Crop Protection raises \$26+ million in Series C investing round
- Enabled by its patented Allosperse Technology, Vive optimizes conventional and biological crop inputs to deliver improved product performance from the jug to the field, launching three new products in 2024.

David Reif, northern technical sales agronomist

- accelerating the adoption of biologicals in a conventional world; stop by and talk to David about AZterknot, the first of many biological + conventional + Allosperse combination crop protection products
- Vive's Averland FC nematicide/insecticide/miticide adds new in-furrow use in cotton as well as label expansion in California

WinField United

Booth: 77

Brant Gilbert, director of business transformation

- Brant can discuss how growers can increase their profit potential per acre while lowering cost per bushel for corn and soybeans.
- He also can provide insights and advice to help growers manage risk as they build plans for 2023.

Tyler Steinkamp, crop protection product manager

- Tyler will be on hand to talk about new products for corn and soybeans designed to get crops off to a strong start in 2023.
- He also can talk about agronomic tips and best practices for growers to keep in mind as they plan for next year.

World Food Program USA

Booth: 29

Chase Sova, senior director of public policy & research

- Learn about the global hunger crisis and the role of American agriculture in solving world hunger.
- areas of climate change; agricultural development; U.S. hunger and agriculture policy; impact of war in Ukraine on global hunger

Wyffels Hybrids

Booth: 36

Jill Carlson, communications manager & media relations lead

- plant your independence with Wyffels Hybrids
- serving those who serve and the new partnership with Farm Rescue

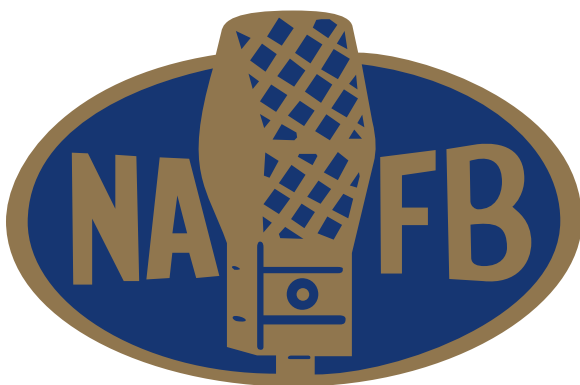
Ryan Gentle, agronomy manager

- What did we learn in 2022 that growers can apply to 2023 crop decisions?
- top hybrid performers this fall and what should corn growers consider as they finalize hybrid choices for 2023
- What patterns did the Wyffels CRW monitoring program reveal, and how can corn growers plan for 2023?

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