

Monday, November 1, 2021

3:00pm to 5:00pm **BEEF AND PORK PRICE RISK MANAGEMENT WORKSHOP**
Hosted by StoneX Financial Inc. - FCM Division

Today's volatile protein markets can cause tremendous uncertainty about costs, revenues, and margins, causing company-wide anxiety over meeting budget objectives. StoneX Financial Inc. - FCM Division, in partnership with Urner Barry's Global Protein Summit, is offering a FREE, highly interactive pre-conference workshop for those who want to remove uncertainty from their purchasing, budget and planning, and sales processes.

The session will include an introduction to the Cash, Futures, Options, and OTC Markets and will proceed to viable and practical price risk management applications. Learn how you can manage market volatility and ways that can help to remove that uncertainty from your business.

5:00pm to 8:00pm **REGISTRATION**

6:00pm to 8:00pm **WELCOME RECEPTION**
Hosted by StoneX Financial Inc. - FCM Division



Tuesday, November 2, 2021

MARKETS TODAY: GLOBAL MARKETS

7:30am **REGISTRATION AND NETWORKING BREAKFAST**

8:30am **OPENING REMARKS**
Jamie Chadwick, Director, Editorial, Urner Barry

8:45am **THE FUTURE OF THE INDUSTRY: A GLOBAL PICTURE**

- What are the biggest global factors impacting the protein market today?
- How are things like demand from China, growing population, alternative proteins and sustainability impacting the future of the agricultural industry?
- How should the industry be preparing for the coming changes?

Ambassador Gregg Doud, Vice President, Global Situational Awareness, and Chief Economist, Aimpoint Research and former Chief Agricultural Negotiator, Office of the U.S. Trade Representative

9:30am **TRADE RELATIONS AND TARIFFS**

- How has the pandemic impacted trade relations around the world?
- What changes has the Biden administration made to tariffs with international partners?
- What does the US' relationship with China look like as we come out of the pandemic?

Brian Earnest, Lead Protein Industry Analyst, CoBank

10:00am **NETWORKING COFFEE BREAK** Sponsored by Americold

10:30am **THE IMPACT OF LIVESTOCK HEALTH AND DISEASE**

- What current diseases are causing concern in the supply chain?
- What implications do ASF and PRRS have on protein supplies for the rest of the world?
- How might the current situation impact US domestic protein markets?

Moderated by *Russell Barton, Director and Pork Market Reporter, Urner Barry*
David Pyburn, US Swine Business Unit Director, BioChek
Courtney Shum, Livestock Analyst, Urner Barry
Harry Snelson, Executive Director, American Association of Swine Veterinarians
Todd Thurman, Consultant, SwineTex Consulting

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Tuesday, November 2, 2021 *continued*

- 11:05am** **OVERCOMING CHALLENGES IN SUPPLY AND LOGISTICS**
- How have issues around container availability, port congestion and drayage evolved from the beginning of the year?
 - What are the biggest pinch points currently?
 - When can we expect things to ease, and what will the future look like?
- Moderated by **Jamie Chadwick**, *Director, Editorial, Urner Barry*
Bryan Brandes, *Director of Maritime, Port of Oakland*
Sarah Havala, *Commodity Market Research Director, Cleveland Research Company*
Ray Rodriguez, *Director, Business Development, Americold Logistics*
- 11:50am** **THE IMPACT OF A DISRUPTED GRAIN AND FEED MARKET**
- An overview of the current grain and feed market and outline of major trends over the last year
 - What have erratic weather conditions meant for grain supplies?
 - How has increased demand impacted the supply chain?
 - What trends can we expect for the year ahead?
- Rich Nelson**, *Chief Strategist, Allendale Consulting*
- 12:30pm** **NETWORKING LUNCH**
- MARKETS TODAY: DOMESTIC MARKETS**
- 1:45pm** **THE U.S. ECONOMY**
- A macro-economic picture of the current US situation
 - What impact has inflation had on the domestic economy and how is this influencing the food industry?
 - What challenges have been faced since the changes around stimulus in September?
- Michael Swanson**, *Chief Agricultural Economist, Wells Fargo*
- 2:45pm** **STRATEGIES TO MANAGE MARKET VOLATILITY**
- This session will be a deep dive into how food and agricultural markets react to disruptions and what you can do to minimize the impact on your business.
- Sponsored by **Advance Trading, Inc.**
Michael Reginelli, *Risk Management Consultant, Advance Trading, Inc.*
- 3:15pm** **NETWORKING COFFEE BREAK** Sponsored by Americold
- 3:45pm** **PROTEIN BUYERS PANEL**
- How have issues like COVID-19, African Swine Fever, trade relations and consumer trends impacted sourcing choices?
 - How have priorities shifted to adapt to challenges being faced?
 - What can we expect from the future?
- Sponsored by **Barchart**
Moderated by **Ryan Nelson**, *Senior Account Executive, Barchart*
Bea Radtke, *Director of Purchasing, Red Robin*
Michael DiSabato, *Associate Director, Protein Strategy, HelloFresh*
- 4:45pm** **EVENING WRAP-UP**
- Final wrap-up of the day where market reporters piece together all the information of previous sessions to create an accurate view on the current market and pricing.
- 5:00pm to 7:30pm** **TUESDAY COCKTAIL RECEPTION**
Chicago Sports Museum
Water Tower Place, Level 7
835 North Michigan Avenue, Chicago
5 minute walk from The Drake
Sponsored by **Advance Trading, Inc.**

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Wednesday, November 3, 2021

MARKETS TOMORROW

7:30am NETWORKING BREAKFAST

8:30am MARKET REPORTER ROUNDTABLE DISCUSSION

In this session, we'll hear from Urner Barry's Market Reporters on the biggest trends they're seeing in their markets currently. Through discussion, we'll learn about the common and contrasting trends across the domestic beef, pork, poultry and plant protein markets, and gain insight into how these are being addressed and overcome.

Moderated by **Jamie Chadwick**, *Director, Editorial*

Russ Whitman, *Senior Vice President* • **Gary Morrison**, *Vice President*

Russell Barton, *Director* • **Andraia Torsiello**, *Plant Protein Market Researcher*

9:00am THE POST-COVID CONSUMER




- How have consumer buying habits changed over the last year?
- Have trends related to COVID remained as restrictions have lifted?
- What trends are anticipated to remain, and which can we expect to change in future?

Courtney Bir, *Assistant Professor, Department of Agricultural Economics, Oklahoma State University*

9:30am NETWORKING COFFEE BREAK Sponsored by Americold

10:00am to 11:30am

PROTEIN SPECIFIC BREAK-OUTS




| TIME | POULTRY SPONSORED BY | BEEF SPONSORED BY | PORK SPONSORED BY |
|---------|---|--|---|
| 10:00am |  <p>SUNSET TRANSPORTATION</p> <p>EXPORT AND TRADE TRENDS</p> <ul style="list-style-type: none"> • Outline of poultry export trends over the last 12 months • What have been the biggest issues and opportunities? • What can we expect of trends over the next 12 months? <p>Greg Tyler, <i>COO, USAPEEC</i></p> |  <p>WEINSTEIN — WHOLESALE MEATS —</p> <p>URNER BARRY'S MARKET INSIGHT</p> <ul style="list-style-type: none"> • What have been the biggest beef market influencers over the last year? • How have issues across labor, logistics, supply and demand impacted the beef market? • What trends are we seeing pick up in Q4 2021? <p>Gary Morrison, <i>Vice President, Urner Barry</i></p> |  <p>STABLE</p> <p>OVERCOMING PRODUCTION OBSTACLES</p> <ul style="list-style-type: none"> • What have been the biggest challenges for pork production? • How are producers adapting to deal with these challenges and still meet consumer's needs? • How are producers thinking about the future? <p>Steve Meyer, <i>Economist, Partners for Production Agriculture, former Director of Economics for the National Pork Producers Council and the National Pork Board</i></p> |

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Wednesday, November 3, 2021 *continued*

10:00am to 11:30am

PROTEIN SPECIFIC BREAK-OUTS continued

| TIME | POULTRY SPONSORED BY | BEEF SPONSORED BY | PORK SPONSORED BY |
|---------|--|---|---|
| 10:30am |  URNER BARRY'S MARKET INSIGHT <ul style="list-style-type: none"> What have been the biggest poultry market influencers over the last year? How have issues across labor, logistics, supply and demand impacted the poultry market? What trends are we seeing pick up in Q4 2021? Russ Whitman, <i>Senior Vice President, Urner Barry</i> |  EXPORT AND TRADE TRENDS <ul style="list-style-type: none"> Outline of beef export trends over the last 12 months What have been the biggest issues and opportunities? What can we expect of trends over the next 12 months? Jessica Spreitzer, <i>Trade Analyst, USMEF</i> |  URNER BARRY'S MARKET INSIGHT <ul style="list-style-type: none"> What have been the biggest pork market influencers over the last year? How have issues across labor, logistics, supply and demand impacted the pork market? What trends are we seeing pick up in Q4 2021? Russell Barton, <i>Director, Urner Barry</i> |
| 11:00am | CHANGING CONSUMER EXPECTATIONS <ul style="list-style-type: none"> What are consumers main priorities when buying poultry products? How have customers changed the way they think about food? How has demand for niche proteins changed? Brian Earnest, Lead Protein Industry Analyst, CoBank | OVERCOMING PRODUCTION OBSTACLES <ul style="list-style-type: none"> What have been the biggest challenges for cattle feeders? How are feeders adapting to deal with these challenges and still meet customer's needs? What impact could these challenges have on future supply? Dustin Aherin, VP, RaboResearch Animal Protein Analyst, Rabobank | EXPORT AND TRADE TRENDS <ul style="list-style-type: none"> Outline of pork export trends over the last 12 months What have been the biggest issues and opportunities? What can we expect of trends over the next 12 months? Erin Borrer, Economist, USMEF |
| 11:30am | URNER BARRY MORNING WRAP-UP | | |
| | Russ Whitman | Gary Morrison | Russell Barton |

11:40am **NETWORKING LUNCH**

12:45pm **COVID-19'S IMPACT ON ALTERNATIVE PROTEINS**

- How has the plant protein market evolved through the pandemic?
- What opportunities are plant protein companies seeing?
- What does the future look like for plant protein consumption?

Zak Weston, Foodservice and Supply Chain Manager, Good Food Institute

1:15pm **THE ROLE OF SUSTAINABILITY IN THE FUTURE OF FOOD**

- How are sustainability initiatives impacting the supply chain?
- Which initiatives are proving to be most successful?
- How should companies be thinking about sustainability moving forward?

Heather Tansey, Vice President, Environmental Sustainability, Cargill

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Wednesday, November 3, 2021 *continued*

- 2:00pm **MARKET FORECAST – 2021 AND BEYOND**
- Projections on what protein trends to look out for over the next 12-18 months
 - Potential alternative outcomes based on each trend
 - Emerging factors that could influence meat markets
- Angel Rubio, Senior Consultant, Urner Barry Consulting*
- 3:00pm **CLOSING REMARKS**
- Jamie Chadwick, Director, Editorial, Urner Barry*

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