

**NGFA**

**TRANSFORMING AMERICA'S HARVEST™**

**2022-23 ANNUAL REPORT**







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# BACKGROUND

The National Grain and Feed Association (NGFA), founded in 1896, is a diverse, broad-based, non-profit trade association that represents and provides services for grain, feed, processing, export and related commercial businesses.

NGFA members consist of nearly 1,000 companies that operate more than 8,000 facilities handling U.S. grains and oilseeds.

Affiliated with the NGFA are 27 state and regional associations.

NGFA also has strategic alliances with the North American Export Grain Association and the Pet Food Institute.

# MISSION

Advocate a global open market environment to efficiently produce and provide a safe, abundant, affordable, sustainable and wholesome supply of grain, oilseeds, feed and related products responsive to market demand. The NGFA focuses on member interests through representation, training, communication and education to members, government and the public.

# PURPOSE

Be the premier provider of member services and advocate for competitive open market principles to promote the growth and economic performance of North American agriculture in a global marketplace.



# FROM THE NGFA CHAIRMAN

The time between NGFA's 2022 and 2023 annual conventions has been filled with notable changes and successes for the National Grain and Feed Association (NGFA). This Annual Report includes a brief outline of the efforts NGFA-member companies and staff undertook throughout the year on behalf of the people dedicated to "transforming America's harvest."

In March 2022, NGFA's Board of Directors approved a change to NGFA's annual fiscal year, moving it from Feb. 1-Jan. 31 to April 1-March 30. This was done to better align with NGFA's March Board meeting and to allow final approval of the budget by the Board before it is fully implemented. As a result, this year's annual report includes two extra months of financial information and NGFA activities.

NGFA's Board of Directors also approved the Association's 2022-2027 Long Range Plan during its March 2022 meeting. This plan will guide the NGFA on its activities throughout the next several years. Four guiding principles or "pillars" of this plan include:

- Preserving our time-honored services such as trade rules, arbitration, and advocacy.
- Advocating for policies that service the growth and economic performance of our industry.
- Developing staff and members to build leadership capability as well as technical expertise.
- Communicating transparently and effectively to best engage members and other constituents.

Those four pillars have been crucial to guiding the NGFA through several challenges that were ongoing throughout 2022, including rail transportation service issues, market volatility, international tensions, labor shortages, and rising interest rates and inflation. Even with reduced staff in 2022, NGFA was successful in mitigating the effects of some of the industry's biggest challenges. Some key efforts include:

- NGFA arbitration processed a record dollar amount in cases.
- NGFA worked intensively with the U.S. Surface Transportation Board to advocate for improved rail service.
- NGFA continued working with the U.S. Army Corps of Engineers to improve our waterways infrastructure. NGFA successfully advocated for deepening a portion of the Mississippi River near New Orleans, La., from 45 to 50 feet. The project, which was completed in August 2022, means greater volume can be transported on the river and into the Gulf.

- NGFA also focused on preventing what would be an economically harmful plan to breach the dams on the Columbia and Snake Rivers. Removing the dams would hurt producers and negatively impact the operations and livelihoods of NGFA-member companies that have made investment decisions based on the ability to utilize barge transportation.

I'd also like to highlight the efforts of several NGFA task forces, which were very active this past year. NGFA task forces are incredibly valuable in that they provide every member – no matter how large or small – a voice in the direction of the association.

Notably, NGFA's First Vice Chairman Chris Boerm and Chief Economist and Treasurer Max Fisher led a task force examining the NGFA membership dues structure. As a result of these investigations, NGFA announced changes to the dues structure for members in June 2022. These changes, which became effective on Jan. 1, 2023, will ensure the future financial stability of the association and provide a solid return on investment through continued and improved services. For many member firms, this will be the first dues increase in more than 20 years.

NGFA's newest task force was approved by the Board of Directors in March 2023 to evaluate and make recommendations for the NGFA's committee structure. The Committees Task Force, led by Arizona Grain President Eric Wilkey and Jess McCluer, NGFA's vice president of safety and regulatory affairs, will provide a fresh outlook to this essential aspect, the "engine" of NGFA business.

I'm very proud of the work NGFA has accomplished in these months and I'm incredibly grateful to the more than 300 industry members volunteering their time and talent to serve on NGFA's Board of Directors and 17 committees. Please review more information about NGFA activities on the following pages.

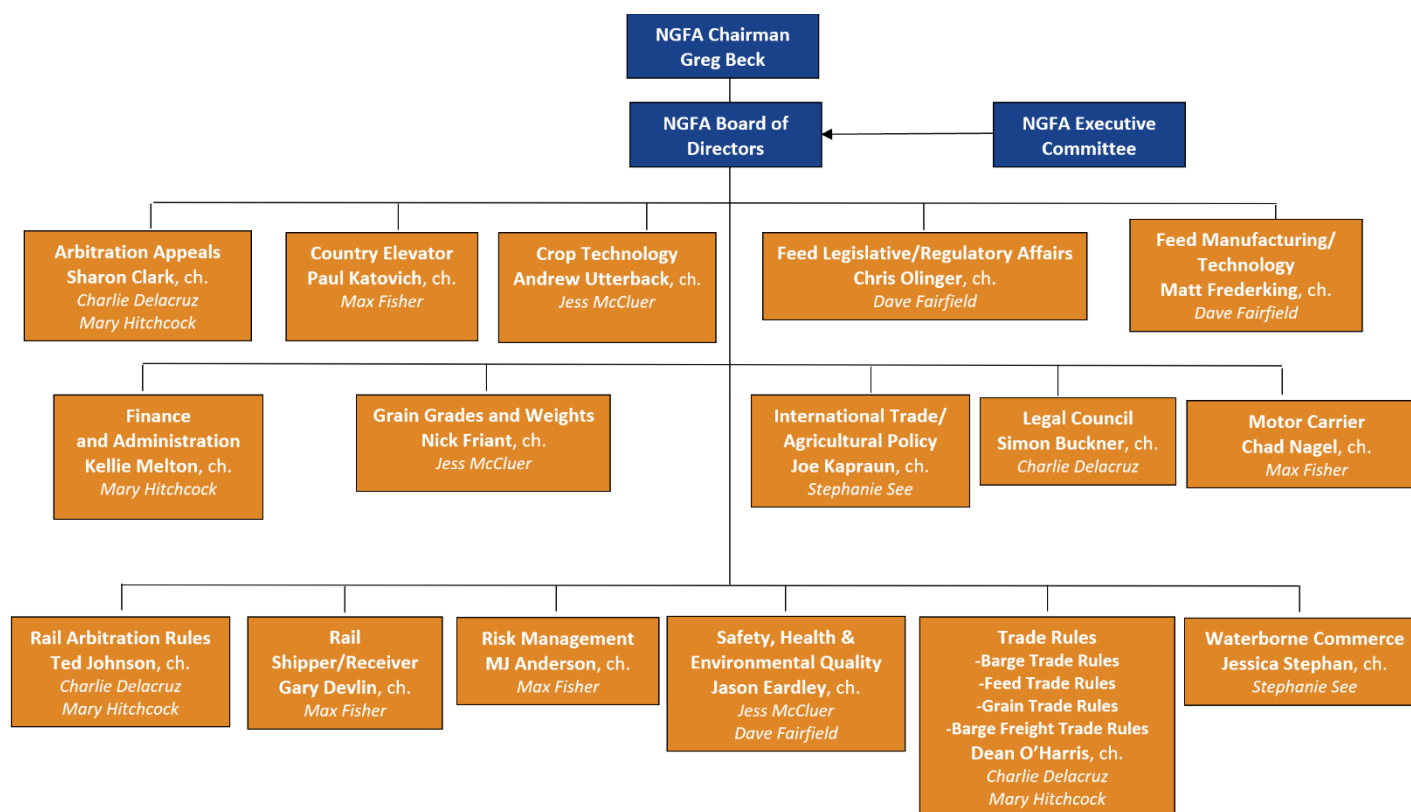
Thank you for your company's membership in and support of NGFA. I look forward to your ideas and contributions in 2023/24!

Greg Beck  
NGFA Chairman



## COMMITTEES

Comprised of more than 300 dedicated industry volunteers from all types and sizes of member companies, NGFA committees work proactively for the mutual benefit of the industry. \*First name listed is committee chair, followed by *staff liaisons* who support the committees' work.



## EXECUTIVE COMMITTEE

Augusto Bassanini	United Grain Corporation	(2022-23)
Gary Beachner	Beachner Grain Inc.	(2022-23)
Greg Beck	CGB Enterprises Inc.	(2022-23)
Chris Boerm	Archer Daniels Midland	(2022-23)
Jean Bratton	Centerra Cooperative	(2022-23)
JoAnn Brouillette	Demeter LP	(2022-23)
Kayla Burkhart	Dakota Midland Grain LLC	(2023)
William DeLong	The DeLong Co. Inc.	(2023)
Matt Gibson	Gavilon Grain LLC	(2022)
Brian Gier	Purina Animal Nutrition LLC	(2022)
Dennis Inman	Central Farm Service	(2022-23)
Jason Klootwyk	Agtegra Cooperative	(2023)
Alan Koenig	Grain Craft	(2022)
Bill Krueger	The Andersons Inc.	(2022-23)
Lynn Krueger	Ingredion Incorporated	(2022)
Michelle Mapes	Green Plains Inc.	(2022-23)
Shay Rambur	J.D. Heiskell & Co.	(2023)
Brian Schouvieller	CHS Inc.	(2022-23)
Jeff Van Pevanage	Columbia Grain International	(2022)
Sheryl Wallace	Cargill Incorporated	(2022-23)
Eric Wilkey	Arizona Grain	(2023)
Alan Woodard	CoMark Equity Alliance LLC	(2022)
Mike Seyfert	NGFA	

## EXECUTIVE OFFICERS



Chairman  
Greg Beck  
CGB Enterprises  
Covington, La.



First Vice  
Chairman  
Chris Boerm  
Archer Daniels  
Midland  
Company  
Decatur, Ill.



Second Vice  
Chairman  
Brian Schouvieller  
CHS Inc.  
St. Paul, Minn.



Executive  
Committee Chair,  
Immediate Past  
NGFA Chairman  
JoAnn Brouillette  
Demeter LP  
Fowler, Ind.

## BOARD OF DIRECTORS

<b>Travis Antonsen</b>	Agtegra Cooperative	(2022-23)	<b>Jefferson Hillman</b>	J.D. Heiskell & Co.	(2022-23)
<b>Tara Artho</b>	Texas Grain and Feed	(2023)	<b>Roger Hugenberg</b>	Ursa Farmers Cooperative Co.	(2022-23)
<b>Augusto Bassanini</b>	United Grain Corporation	(2022-23)	<b>Erik Huschitt</b>	Badger State Ethanol LLC	(2022-23)
<b>Gary Beachner</b>	Beachner Grain Inc.	(2022-23)	<b>Dennis Inman</b>	Central Farm Service	(2022-23)
<b>Jeff Bechard</b>	Central Valley Ag Cooperative	(2022-23)	<b>Corey Jorgenson</b>	Shell Rock Soy Processing LLC	(2022-23)
<b>Greg Beck</b>	CGB Enterprises Inc.	(2022-23)	<b>Paul Katovich</b>	HighLine Grain Growers Inc.	(2022-23)
<b>Chris Boerm</b>	Archer Daniels Midland Company	(2022-23)	<b>Jason Klootwyk</b>	Agtegra Cooperative	(2022-23)
<b>Jean Bratton</b>	Centerra Cooperative	(2022-23)	<b>Alan Koenig</b>	Grain Craft	(2022)
<b>Wyatt Brummer</b>	Scoular	(2022-23)	<b>Bill Krueger</b>	The Andersons Inc.	(2022-23)
<b>Patrick Bryan</b>	Pacificor LLC	(2022)	<b>Lynn Krueger</b>	Ingredion Incorporated	(2022)
<b>James Burgum</b>	Arthur Companies	(2022-23)	<b>Chuck Kunisch</b>	Michigan Ag Commodities	(2023)
<b>Jeremy Burkhart</b>	United Quality Cooperative	(2023)	<b>Stuart Letcher</b>	North Dakota Grain Dealers	(2022-23)
<b>Kayla Burkhart</b>	Dakota Midland Grain LLC	(2022-23)	<b>Michelle Mapes</b>	Green Plains Inc.	(2022-23)
<b>Sharon Clark</b>	Perdue AgriBusiness LLC	(2022)	<b>Dian McGuire</b>	Midsouth Grain Association	(2022-23)
<b>Amy Cornell</b>	Agribusiness Council of Indiana	(2022)	<b>Kellie Melton</b>	Purina Animal Nutrition LLC	(2023)
<b>Mark Cullen</b>	The Equity	(2022)	<b>Michael Miller</b>	Ardent Mills LLC	(2022-23)
<b>William DeLong</b>	The DeLong Co. Inc.	(2022-23)	<b>Brad Morrison</b>	Primient	(2023)
<b>Scott Docherty</b>	Western Grain Marketing LLC	(2022-23)	<b>Dan Mostad</b>	Berthold Farmers Elevator	(2023)
<b>Allen Douglass</b>	StoneX Group Inc.	(2023)	<b>Chad Nagel</b>	Nagel Farm Service Inc.	(2022-23)
<b>Chris Faust</b>	Viserion Grain LLC	(2023)	<b>Steve Nail</b>	Farmers Grain Terminal Inc.	(2022)
<b>Tom Fernandes</b>	Grain Service Corporation	(2022-23)	<b>Randal Olstad</b>	Pacific Northwest Farmers Coop.	(2023)
<b>John Fletcher</b>	Central Missouri AGRIService LLC	(2022-23)	<b>Scot Ortman</b>	Kokomo Grain Co. Inc.	(2022-23)
<b>Matt Frederking</b>	Mid America Pet Food	(2022-23)	<b>Shay Rambur</b>	J.D. Heiskell & Co.	(2022-23)
<b>Bill Free</b>	Riceland Foods Inc.	(2023)	<b>Michael Reginelli</b>	Advance Trading Inc.	(2023)
<b>Gary Gantz</b>	D.E. Bondurant Grain Company Inc.	(2022-23)	<b>Chris Schaffer</b>	Ag Processing Inc.	(2022)
<b>Robert Geers</b>	Michigan Agricultural Commodities	(2022-23)	<b>Brian Schouvieller</b>	CHS Inc.	(2022-23)
<b>Matt Gibson</b>	Gavilon Grain LLC	(2022)	<b>Mike Seyfert</b>	NGFA	
<b>Brian Gier</b>	Purina Animal Nutrition LLC	(2022)	<b>Kyle Shermock</b>	Miller Milling Company LLC	(2022-23)
<b>Brian Gordon</b>	Ritzville Warehouse Company	(2022)	<b>Tim Simmons</b>	CGB Enterprises Inc.	(2023)
<b>Kevin Gray</b>	Morrow County Grain Growers Inc.	(2022-23)	<b>Benjamin Smith</b>	Attebury Companies Inc.	(2022-23)
<b>Phil Greene</b>	Foster Farms	(2022)	<b>Mike Tate</b>	Bunge North America Inc.	(2022-23)
<b>Barbara Grove</b>	Central Valley Ag Cooperative	(2022)	<b>Andrew Utterback</b>	Ingredion Incorporated	(2023)
<b>Jeff Hainline</b>	Advance Trading Inc.	(2022)	<b>Jeff Van Pevenage</b>	Columbia Grain Inc.	(2022)
<b>Craig Haugaard</b>	Sunrise Cooperative Inc.	(2022)	<b>Sheryl Wallace</b>	Cargill Incorporated	(2022-23)
<b>Kimberly Hawks</b>	Louis Dreyfus Company	(2023)	<b>Tom Wapp</b>	POET Grain LLC	(2023)
<b>Mark Heil</b>	Prairie Central Cooperative	(2023)	<b>Eric Wilkey</b>	Arizona Grain Inc.	(2022-23)
<b>Lloyd Heimbecker</b>	Parrish & Heimbecker Ltd.	(2022-23)	<b>Jeffrey Wilson</b>	Zen-Noh Grain Corp.	(2022-23)
<b>Beau Hepler</b>	Ray-Carroll Grain Growers	(2023)	<b>Alan Woodard</b>	CoMark Equity Alliance LLC	(2022)

## STAFF

**Michael J. Seyfert**, President and Chief Executive Officer  
**Charles M. Delacruz**, Senior Vice President, General Counsel and Secretary  
**Max Fisher**, Chief Economist and Treasurer  
**David A. Fairfield**, Senior Vice President, Feed  
**Jess McCluer**, Vice President, Safety and Regulatory Affairs  
**Rebecca Grubbs**, Vice President, Marketing and Foundation Outreach  
**Stephanie See**, Vice President, Legislative and Public Affairs  
**Tamela S. Elliott**, Director, Business Operations  
**Mary Hitchcock**, Director, Commercial/Arbitration Services, Project Management  
**Sarah Gonzalez**, Director, Communications and Digital Media  
**Todd E. Kemp**, Executive Director, Member Services and Outreach  
**Faith Silvers**, Manager, Database/Member Services

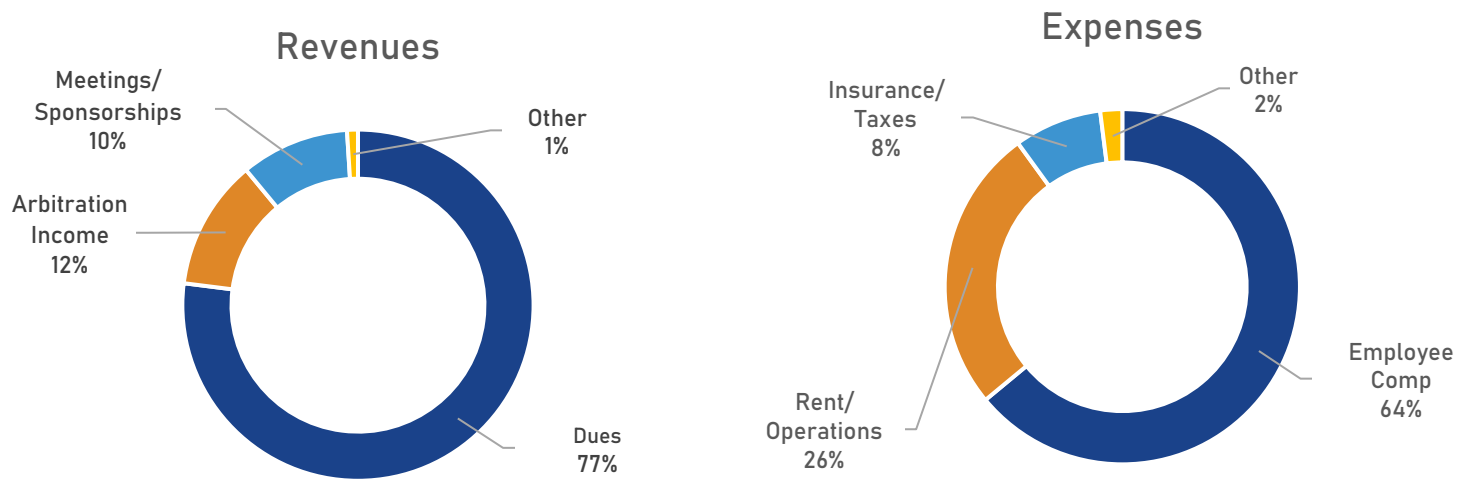
## Staff Announcements

NGFA announced Stephanie See as the vice president of legislative and public affairs on Jan. 1, 2023. Stephanie brings 18 years of lobbying experience to NGFA. She serves as the association's principal interface with members of Congress, congressional committees and staff in conveying and lobbying on all legislative policy positions. She is the principal staff contact with federal departments and agencies and she serves as lead staff policy liaison to selected NGFA committees, including the International Trade and Agricultural Policy Committee and Waterborne Commerce Committee.





## FINANCES



Credit: Jessica Lehman, Lehman Feed Mill

### ARBITRATION

The Arbitration System is one of NGFA's premier and most-used services, in which business-related disputes involving NGFA members are resolved in an impartial, knowledgeable, timely and cost-effective manner.

In 2022:

- The NGFA Arbitration System resolved over \$17.5 million in claims and 137 new cases were filed, exceeding the number of new filings for a total year since the historical record high years of 2008-09.
- New Arbitration Rules came into effect following the recommendation by the Arbitration Appeals Panel and approval by the Board of Directors.
  - These included changes to the arbitration services fee, clarification of the membership requirements for eligibility for arbitration and procedures for pursuing appeals of arbitration decisions.
- So far in 2023:
  - The NGFA Arbitration System resolved over \$4.3 million in claims and 22 new cases have been filed.

### TRADE RULES

NGFA's Trade Rules reflect and codify current trade practice and are designed to facilitate trade involving NGFA members. In 2022-23:

- New Trade Rules came into effect following the recommendation by the Trade Rules Committee and approval by the Board of Directors. These included clarifications in the Barge Trade Rules to mirror other recently enacted rules changes and in all the subsets of rules related to how "time" is provided for in the rules.
- NGFA conducted its biennial Rules and Arbitration Seminar on May 3-4, 2022, in Kansas City with more than 230 attending.
- By special committee, NGFA monitored and declared the official annual "openings" of the mid-Mississippi River for commercial navigation on March 15, 2022, and March 7, 2023.

### BARGE DIGITAL TRANSFORMATION PROJECT

The BDT system digitizes the process for trading, applying, and transferring ownership of barge-loads between companies. National Grain and Feed Digital Solutions (NGFDS), an organization affiliated with NGFA, oversees and administers the system. In 2022:

- The system expanded to include Non-GMO yellow soybeans and yellow corn.
- essDOCS, NGFDS' tech provider for the BDT platform, was acquired by Intercontinental Exchange Inc. (ICE). No changes to how NGFDS does business with essDOCS occurred, including current personnel contacts and existing agreements.
- The NGFDS board approved new user agreement terms which included a price increase for the transactional fee for use of the platform.
- As of December 2022, 62 total companies (47 shippers and 15 carriers) are signed on as users of the system. A full list of all companies can be found by visiting [ngfds.org/bdt-customer-network](https://ngfds.org/bdt-customer-network).





### MEMBERSHIP UPDATES

#### Fiscal Year and Dues Changes

The NGFA Board of Directors approved a change in the NGFA fiscal year from Feb. 1-Jan. 31 to April 1-March 30. This was done to better align the fiscal year with NGFA's March Board meeting and to allow final approval of the budget by the Board before it is fully implemented.

In 2022, the Board also approved several changes that became effective Jan. 1, 2023, on the level and timing of membership dues payments by NGFA-member firms. These changes will ensure the future financial stability of the association and provide a solid return on investment through continued and improved services. These changes were the first for most NGFA members in over twenty years.

#### New Task Forces

The **Climate Change and Sustainability Task Force**, established in 2021, announced its members in April 2022 and began meeting in May. It is chaired by Joe Kapraun, manager of the grain marketing division at GROWMARK, Inc., with Dave Fairfield, NGFA's senior vice president of feed, as the staff lead.

NGFA's Board of Directors approved the creation of the **Committee Structure Task Force** to evaluate and make recommendations for the NGFA's committee structure during its March 23 meeting held at the conclusion of its 127th annual convention.

The goal of the task force is to review the following aspects of the current committee structure for optimum organizational effectiveness: relevance; productiveness; and coherence with the goals and tasks of the NGFA's Long Range Plan.

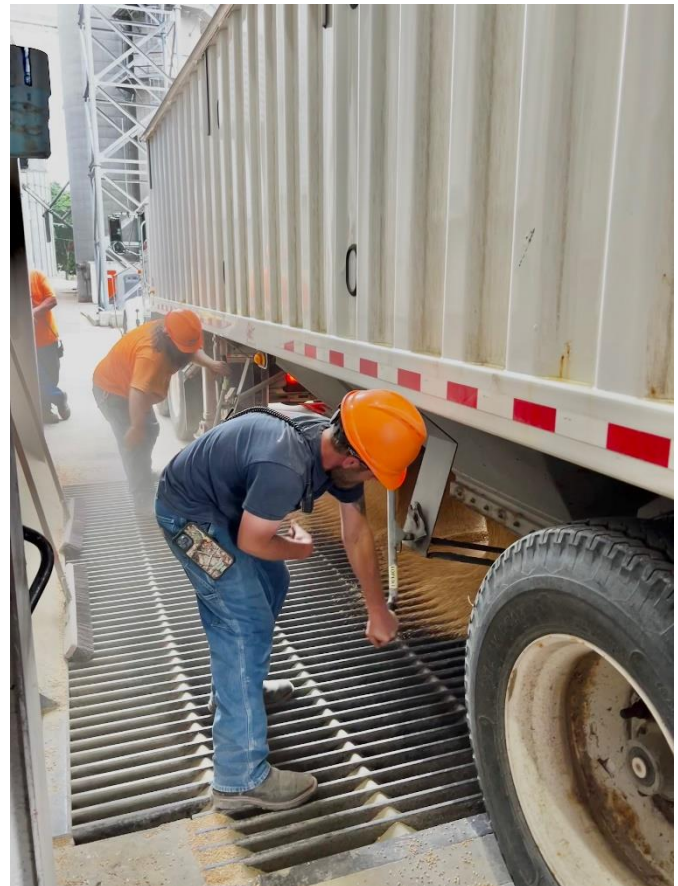
The task force consists of eight industry leaders and is chaired by former NGFA Chairman Eric Wilkey, president at Arizona Grain, Inc., and supported by Jess McCluer, NGFA's vice president of safety and regulatory affairs.

#### 2022-2027 Long Range Plan

NGFA's Board of Directors approved the Association's 2022-2027 Long Range Plan during its March 15, 2022, meeting held at the conclusion of NGFA's 126th annual convention.

NGFA initiated the LRP process in September 2021 with a goal to establish the strategic direction of the NGFA during the period of 2022 to 2027. Fourteen industry leaders participated in the Long Range Planning Task Force chaired by 2022-23 NGFA Chairman Greg Beck, Chief Administrative Officer and senior vice president at CGB Enterprises.

The task force established four foundational pillars — preserve, advocate, develop and communicate — to guide actionable and ambitious goals outlined in the LRP for NGFA in the next five years.



Credit: Alyssa Barrett, Michigan Agricultural Commodities





### RAIL

Rail transportation issues reached a critical point for many NGFA member companies in 2022. NGFA and its members spent time throughout the past year urging settlements between rail carriers and labor unions, testifying before the Surface Transportation Board (STB) on service issues and completing comments on several STB rulemakings.

NGFA worked with government leaders, rail carriers and union representatives to avert a shutdown of the rail system twice in 2022. NGFA members used NGFA's advocacy tool multiple times during the year to urge action from Congress to prevent a rail shutdown.

The Association also testified at the STB on several important issues related to rail service, including:

- rail service failures experienced by grain shippers across the country and actions the Board can take to address rail service;
- finalizing competitive (or “reciprocal”) switching rules pending at the STB that would increase rail-to-rail competition; and
- the Union Pacific Railroad's increased use of embargoes.

NGFA commended STB in 2022 for implementing reporting requirements to address rail service issues and amending its emergency service regulations. Also in 2022, STB issued its long-awaited final rules for the voluntary Small Case Arbitration Program and the Final Offer Rate Review (FORR) process.

NGFA also supported the Reliable Rail Service Act, a bill introduced by Sen. Tammy Baldwin, D-Wisc., that would better define Class I rail carriers' common carrier obligation.

### WATERWAYS

In December 2022, Congress passed the Water Resources Development Act (WRDA) with important provisions to expedite U.S. lock and dam modernization. The final WRDA 2022 makes permanent a 2020 change in the cost-share formula for inland waterway construction projects to 35 percent from the general Treasury fund and 65 percent from the Inland Waterway Trust Fund. The new WRDA removes a provision that would sunset the 65-35 cost-share back to 50-50 in 10 years.

Importantly, the bipartisan deal, which authorizes more than \$37 billion in federal funds for inland waterways projects, neither authorizes nor paves the way for the breach or removal of dams in the Columbia-Snake River System, which is the third largest grain export corridor in the world. NGFA advocated against efforts to allow for breaching the Lower Snake River Dams, noting that any dam breaching would create severe economic harm to the entire U.S. agricultural value chain.



Credit: Clayton Charles, FS Grain





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### SUSTAINABILITY

NGFA submitted comments related to the Securities and Exchange Commission's (SEC) proposed requirements for reporting GHG emissions. SEC announced in March 2022 a proposed rule that would require publicly traded companies to provide certain climate-related information in their registration statements and annual reports, including "emissions from upstream and downstream activities in the value chain," referred to as "Scope 3" emissions. If mandated, companies not only would need to report emissions from their operations, but they would also need to cover emissions from customers and supply chains. NGFA has urged SEC to not proceed with the requirement until it conducts broad stakeholder engagement and adequately addresses concerns. "Calculating such emissions requires significant personnel, resources, expertise, and data management," NGFA stated.

NGFA supports voluntary, incentive-based tools for the agriculture sector to further implement practices that have environmental benefits. NGFA is a member of the Food and Agriculture Climate Alliance (FACA), which provided recommendations adopted by the Biden administration when crafting the United States Department of Agriculture's (USDA) climate-smart agriculture and forestry program.

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### SOYBEANS OF OTHER COLORS

Over the past two years, an increase in the presence of soybean seed coat discoloration has introduced some uncertainty to the marketing of the U.S. soybean crop. NGFA worked with USDA throughout 2022 to ensure U.S. soybeans remain competitive in the domestic and global marketplace. USDA's Agricultural Marketing Service announced on Nov. 8, 2022, that the Federal Grain Inspection Service would publish a proposal to change the U.S. Standards for Soybeans. NGFA supports making SBOC an informational factor that does not impact soybean grade determinations.

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### FARM BILL

NGFA President and CEO Mike Seyfert issued a statement in response to the U.S. Department of Agriculture's (USDA) May 2022 announcement that it would allow Conservation Reserve Program (CRP) participants in the final year of their CRP contract to request voluntary termination. USDA also announced additional flexibilities for the Environmental Quality Incentives Program (EQIP) and Conservation Stewardship Program (CSP). These actions allowed producers to respond to market signals by putting farmland back into production while providing proven environmental best practices on working lands and continuing to protect our most environmentally sensitive agricultural lands.

During meetings with Capitol Hill in preparation for farm bill negotiations in 2023, NGFA continues to emphasize the benefits of working lands conservation programs like EQIP and CSP.

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### TRADE

Two important government roles for agricultural trade were filled in late 2022 with the confirmation of Alexis Taylor as undersecretary for trade and foreign affairs at the U.S. Department of Agriculture (USDA) and Doug McKalip as chief agricultural negotiator for the Office of the U.S. Trade Representative (USTR). These roles at USDA and USTR are crucial for agriculture to be represented appropriately in negotiations around the world. NGFA has worked with Taylor and McKalip in their previous roles and strongly encouraged their confirmations.

Both Taylor and McKalip represented U.S. agriculture in negotiations in Mexico early in 2023, opposing the country's proposed ban on biotech corn imports. Along with Agriculture Secretary Tom Vilsack, they have emphasized that Mexico's proposed restrictions on biotech corn would break commitments under the USMCA. NGFA has maintained that if a resolution cannot be reached, the U.S. should consider taking formal steps to enforce its rights under the trade agreement.





## FEED POLICY AND SERVICES

### U.S. Food and Drug Administration

#### Food Safety Modernization Act (FSMA)

**Implementation:** As FDA formalizes its FSMA-related expectations through inspections, NGFA continued to provide information to members on ways to enhance their compliance efforts. This included issuing guidance documents on sanitary transportation requirements and controlling the risk associated with mycotoxins. In addition, NGFA frequently interacted with FDA to discuss inspection outcomes and enforcement actions that were inconsistent with industry's understanding of how to comply with regulatory requirements.

**Claims for Animal Food Products:** During an Oct. 18, 2022, public meeting, NGFA urged FDA to modernize its existing policies so that animal foods with demonstrated production, health and environmental benefits can be brought to market in a more efficient manner to address growing sustainability and climate change demands. In response to FDA-proposed legislation intended to give the agency broader authority to allow for animal food production and environmental claims, NGFA made recommendations to Congress to improve the legislation so that more products could make substantiated claims.

**Animal Food Ingredient Approvals:** During an FDA virtual meeting conducted on Feb. 9, 2023, NGFA expressed strong support for the agency's role within the Association of American Feed Control Officials' (AAFCO) feed ingredient definition process, and recommended FDA take additional steps to improve the process and facilitate ingredient approvals. NGFA also advocated within Congress for additional appropriations for FDA to fully staff its animal food ingredient review teams and address the backlog of approving critical animal food ingredients.

### Association of American Feed Control Officials (AAFCO)

NGFA was active within AAFCO to advocate for reasonable model regulations that are used by most states within their feed laws, promote efficient and cost-effective processes to approve new ingredients for use in animal feed and pet food and support meaningful label requirements for animal food. NGFA also continued to interact with its affiliated state grain and feed associations to address state specific feed issues.

### Foreign Animal Disease (FAD) Prevention

NGFA continued to engage in forums with other industry stakeholders and regulatory agencies to address the potential introduction of FADs, including African Swine Fever virus, into the United States by grain and feed products. NGFA served as a member of the Feed Biosafety Committee established by the U.S. Swine Health Improvement Plan (U.S. SHIP) that has been charged to consider recommendations for: 1) incorporating feed biosecurity standard(s) associated with feed ingredient importation; 2) next steps to reduce risk of disease transmission through domestically sourced feedstuffs; and 3) practices and standards to reduce risk of pathogen transmission through transport of swine feed and ingredients.

### Feed Education/Training

NGFA offered educational/training opportunities to members on how to comply with FDA requirements in a cost-effective manner. These efforts included partnering with Kansas State University to conduct three Food Safety Preventive Controls Alliance (FSPCA) training courses that provided FDA-recognized training to individuals on how to conduct hazard analyses and develop and implement preventive controls under FSMA.

NGFA continued to lead animal food-related activities within the FSPCA, which was established to develop and deliver educational materials and training programs to assist industry in complying with FSMA-related requirements. NGFA also served as a member on Executive Advisory Board that assists in determining governance, policy and strategic direction for the FSPCA.

NGFA has a variety of feed and food safety educational and training materials that are available to its members. These resources can be found at [feed.ngfa.org](https://feed.ngfa.org).



### WORKPLACE SAFETY

#### Harvest Safety Week

NGFA's fourth annual Harvest Safety Week focused on heat injury and illness with virtual presentations from the Occupational Safety and Health Administration (OSHA) on the agency's Heat Injury and Illness National Emphasis Program, OSHA legal experts and NGFA members. Participants shared safety materials and best practices by using #Harvest22 and #HarvestSafetyWeek with @ngfa on social media. NGFA shared the following resources:

- Welcome Video on Heat Injury/Illness
- OSHA Heat Injury and Illness NEP Presentation – Representatives from OSHA's Directorate of Standards and Guidance and Directorate of Enforcement Programs discussed the status of the Heat Injury and Illness National Emphasis Program in a recorded presentation. Jess McCluer, NGFA's vice president of safety and regulatory affairs, summarized OSHA's pending heat injury and illness standard.
- NGFA Member Best Practices Discussion – In this recorded panel discussion, NGFA members Jason Eardley, ADM; Paul Gooch, CGB; Brian Grimm, Bartlett and Company; and Rob Grabowski, George's Inc., discussed their companies' heat-related policies and best practices.
- Legal Expert Webinar – Aaron Gelb, partner at Conn Maciel Carey LLP, discussed OSHA's Heat Injury and Illness National Emphasis Program (NEP).

All NGFA safety training materials can be found at [ngfa.org/safety](https://ngfa.org/safety).



#### CONVEY '22

NGFA, the Grain Elevator and Processing Society and **Grain Journal** partnered to hold CONVEY '22 on July 26-27.

Hosted in Omaha, Neb., CONVEY '22 included an exhibitor trade show and sessions on regulatory, safety and operations issues, attracting its largest crowd since 2014.

#### Stand Up 4 Grain Safety Week

NGFA, with the Occupational Safety and Health Administration (OSHA), the Grain Elevator and Processing Society (GEAPS) and the Grain Handling Safety Council (GHSC), hosted the fifth and sixth annual weeklong safety outreach effort – Stand Up 4 Grain Safety Week – on April 4-8, 2022, and March 27-31, 2023. The week helps raise awareness about grain handling and storage hazards and provide safety education and training.

Companies participated by providing activities for employees on various hazard-prevention measures. Participants registered for online seminars at [StandUp4GrainSafety.org](https://StandUp4GrainSafety.org) and shared materials with #StandUp4GrainSafety on social media.





### MULTI-MEDIA COMMUNICATIONS

Throughout 2022 and early 2023, NGFA hosted webinars on a wide-ranging list of topics important to Association members. In addition to participating in partner and affiliate events throughout the year, NGFA published and hosted the following resources.

#### Videos

NGFA published its “Transforming America’s Harvest” video in 2022, detailing the work of NGFA member companies and their crucial role in the U.S. supply chain and agricultural economy. The video is featured on [ngfa.org](https://ngfa.org).

#### Webinars

- Your HR Multi-Tool: One Tool You Can Use to Attract AND Retain Employees (Aug. 16, 2022)
- OSHA Discussion on Heat Injury and Illness (Aug. 17, 2022)
- Measure Twice, Cut Once: Your Instruction Manual for Building the Culture You WANT (Aug. 18, 2022)
- Cybersecurity Insurance: Best Practices (March 15, 2023)

#### Podcasts

- COVID-19 Workplace Regulations – Where Things Stand
- NGFA’s Long Range Plan: What Do Members Need to Know?
- Proposing Solutions to Rail Service Problems
- What Will You Find at CONVEY '22?
- Sustainability Programs – What’s Next for the Ag Supply Chain?
- Spotlight on MANRRS and the Foundation’s Student Scholarships

All “Listen with NGFA” episodes are found at [ngfa.org/podcast](https://ngfa.org/podcast).

### COMMITTEE APPRENTICE PROGRAM

NGFA continued its successful Committee Apprentice Program (CAP) with the 2022-2023 class of 45 selected individuals attending the CAP event in Washington, D.C., in tandem with the annual fly-in with the NGFA’s Executive Committee and NGFA’s Country Elevator and International Trade and Agriculture Policy committees.

NGFA announced in February 2023 its 2023-2024 CAP class, which includes 40 professionals with 5-10 years of experience in the industry.

### MEMBERSHIP NUMBERS

63

New Member  
Companies Joined  
NGFA in 2022-2023

993

Total Companies are  
NGFA Members



## NGFA'S ANNUAL CONVENTIONS

This year's Annual Report covers two conventions due to the new fiscal year ending on April 1.

More than 600 industry members attended the NGFA's 126th annual convention in Charleston, S.C. on March 13-15, 2022, with keynote speakers Sen. Tim Scott, R-S.C., and Agriculture Deputy Secretary Dr. Jewel Brounagh, as well as Jay Debertin, chairman and CEO of CHS Inc., and Pat Bowe, president and CEO of The Andersons. In her then-role as NGFA chair, JoAnn Brouillette presented the NGFA Distinguished Service Award to Eric Wilkey, president of Arizona Grain, Inc. NGFA also announced the inaugural recipient of the "Randall C. Gordon Award for Excellence in Industry Service" as Max Mobley, general manager at The Arthur Companies.

The 127<sup>th</sup> annual convention in La Quinta, Calif., attracted more than 700 attendees. Foster Farms CEO Donnie Smith (pictured right) appeared as a keynote speaker. CFTC Chairman Rostin Benham and David Wasserman, senior election analyst at The Cook Political Report also appeared as speakers. A panel of experts also discussed "How Consumer Preferences on Sustainability and Diversity are Shaping Your Business." Chairman Greg Beck presented the NGFA Distinguished Service Award to Sharon Clark, senior vice president of regulatory affairs and compliance at Perdue Agribusiness, and Dennis Inman, vice president of grain at Central Farm Service. The second annual "Randall C. Gordon Award for Excellence in Industry Service" was presented to Jan Campbell, the regulatory affairs manager for Purina Animal Nutrition LLC.



## 2022-2023 CONFERENCES

126th Annual Convention  
March 13 - 15 | Charleston, S.C.

CONVEY '22  
July 26 - 27 | Omaha, Neb.

51st annual Country Elevator Conference  
and Trade Show  
Dec. 3 - 5 | St. Louis, Mo.

127th Annual Convention  
March | La Quinta, Calif.

## 2022 COUNTRY ELEVATOR CONFERENCE

2022 concluded with NGFA's 51st Country Elevator Conference and Trade Show in St. Louis, Mo. on Dec. 3-5, attracting 550 guests and a 93-exhibitor trade show. Paul Katovich, chairman of the Country Elevator Committee and CEO at Highline Grain Growers (pictured below), welcomed attendees to CEC and announced the 2022 Grain and Feed Photo Contest winners.



## NGFA ELECTIONS

NGFA members elected Greg Beck as NGFA chairman, Chris Boerm as first vice chairman and Brian Schouvieller as second vice chairman just before the March 2022 annual convention. These officers were re-elected for a second year at the beginning of 2023.

NGFA members elected officers and board members by electronic ballot in both 2022 and 2023.







National Grain and Feed Association  
1400 Crystal Drive | Suite 260 | Arlington VA 22202  
202.289.0873 | [www.ngfa.org](http://www.ngfa.org)

