

# NGFA *101*

2020 NextGen webinar  
designed to introduce you  
to the mission, structure and  
services of the Association

Wednesday April 29  
3 – 4 p.m. EST

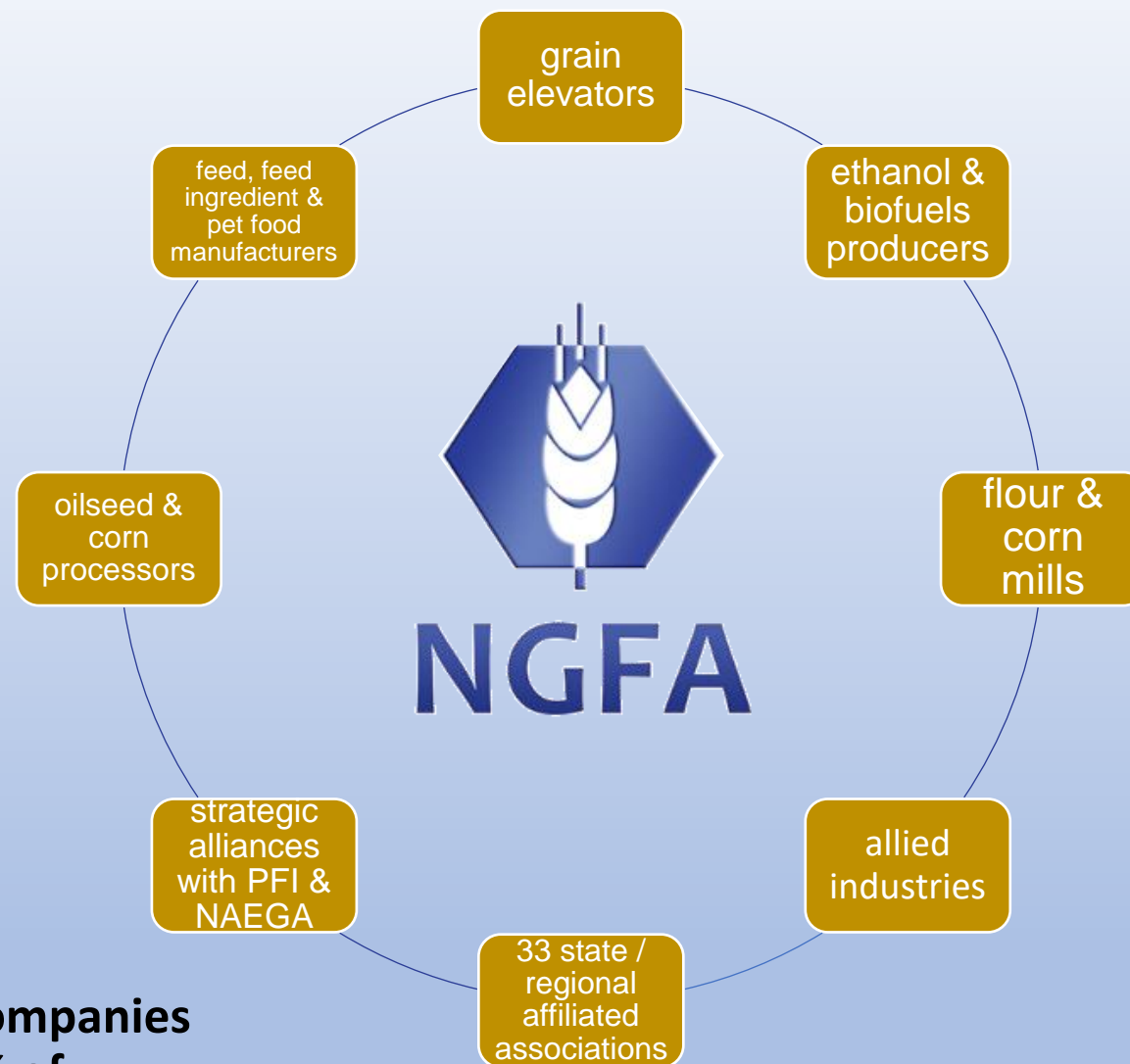


|                  |   |
|------------------|---|
| 3:00 - 3:05 p.m. | Welcome and introduction to NGFA                              |
| 3:05 – 3:25 p.m. | NGFA committees and their responsibilities                    |
| 3:25 – 3:30 p.m. | Trade Rules & Arbitration                                     |
| 3:30 – 3:35 p.m. | Legislative representation                                    |
| 3:35 – 3:40 p.m. | National Grain and Feed Foundation                            |
| 3:40 – 3:45 p.m. | Recent initiatives: National Grain and Feed Digital Solutions |
| 3:45 – 3:50 p.m. | Ways to be involved   |
| 3:50 – 4:00 p.m. | Q&A and closing remarks                                       |



## The Association was founded in 1896 to ...

- Standardize grain inspection and grading
- Develop trade rules and procedures for resolving trade disputes
- Create a united front to improve rail service
- Elevate professional reputation of the industry



**1,000 member companies  
handle 75% of  
U.S. grains and oilseeds**

NGFA  
Chairman

Board of  
Directors

Executive  
Committee

- Arbitration Appeals Panel
- Country Elevator Committee
- Crop Technology Committee
- Feed Legislative/Regulatory Affairs Committee
- Feed Manufacturing/Technology Committee
- Finance and Administration Committee
- Grain Grades and Weights Committee
- International Trade / Agricultural Policy Committee
- Legal Council
- Motor Carrier Committee
- Rail Arbitration Rules Committee
- Rail Shipper/Receiver Committee
- Risk Management Committee
- Safety, Health & Environmental Quality Committee
- Trade Rules Committee
- Waterborne Commerce Committee



**Randy Gordon**  
President and CEO



**David Fairfield**  
Senior Vice President, Feed



**Charlie Delacruz**  
Senior Vice President, General Counsel and Secretary



**Todd Kemp**  
Senior Vice President, Treasurer



**Jess McCluer**  
Vice President, Safety and Regulatory Affairs



**Max Fisher**  
Vice President, Economics and Government Relations



**Bobby Frederick**  
Vice President, Legislative Affairs and Public Policy



**Rebecca Grubbs**  
Vice President, Meetings and Marketing



**Jim Seibert**  
Director, Safety, Education and Training



**Sarah Gonzalez**  
Director, Communications and Digital Media



**Mary Hitchcock**  
Director, Arbitration / Mediation Services



**Tammy Elliott**  
Director, Business Operations



**Faith Silvers**  
Manager, Database and Member Services

# Finance and Administration Committee

This committee monitors economic, financial, business administration, tax, accounting and related legal matters affecting the industry. It also identifies industry needs concerning financing issues; provides a forum for discussions between lenders and customers to address capital availability and liquidity issues, and recommends potential policy responses; and provides information to NGFA members on alternative financing tools.

## Major Current Issues:

- Monitoring Financial Stress in Producer Sector
- Designing Resources for NGFA Members to Manage Customer/Counterparty Risk
- Potential Regional Meeting on Financial and other Business/Management Topics

### Committee Chair:

Kellie Melton  
Purina Animal Nutrition



### Staff Liaison:

Todd Kemp  
Senior Vice President/Treasurer

# Risk Management Committee

This committee represents the interests of commercial hedgers in interacting with the grain exchanges, the Commodity Futures Trading Commission and Congress in urging the adoption of policies that create an environment where cash and futures markets can remain efficient, sound and viable for agricultural users. It also addresses issues concerning new risk-management products and serves as liaison with the commodity exchanges and futures markets on issues important to NGFA members.

## Major Current Issues:

- CFTC Position Limit Proposal
- Proposed Changes to CFTC Broker Bankruptcy/Customer Protection Rules
- Conversations with Railroads about Rail Rate Policies and Impacts on Delivery Economics

### Committee Chair:

MJ Anderson  
The Andersons Inc.



### Staff Liaison:

Todd Kemp  
Senior Vice President/Treasurer

# Feed Legislative and Regulatory Affairs Committee

This committee addresses federal, state and international legislative and regulatory issues affecting feed and feed ingredient manufacturers and integrators, including animal feed safety and world animal health codes. It interacts extensively with the Food and Drug Administration (FDA), the Association of American Feed Control Officials (AAFCO) and state feed regulatory agencies on feed safety, model feed laws, labeling, ingredient definitions and other issues.

## Major Current Issues:

- Interacting with FDA during implementation of rules established under the Food Safety Modernization Act (FSMA), and responding to rulemakings associated with additional FSMA-related regulations.
- Engaging in stakeholder forums to address the potential introduction of foreign animal diseases, including African Swine Fever (ASF) virus, into the United States via grain and feed products.
- Working within AAFCO to improve processes used to gain approval of ingredients for use in animal feed and pet food.
- Addressing revisions proposed within state commercial feed laws to promote uniform and equitable requirements.

## Committee Chair:

Chris Olinger  
The Wenger Group



## Staff Liaison:

Dave Fairfield  
Senior Vice President/Feed



# Feed Manufacturing and Technology Committee

This committee addresses operations issues and technological developments important to the manufacturing operations of commercial feed mills, feed ingredient firms, and livestock and poultry integrators. Among other things, it evaluates issues related to product safety, quality, production and manufacturing technology; interacts with universities; and provides education and training on feed operations issues.

## Major Current Issues:

- Providing input to the Food Safety Preventive Controls Alliance pertaining to developing education and training materials associated with animal food regulations established under FSMA.
- Developing and conducting animal food safety training courses.
- Providing subject matter expertise for NGFA-authored guidance documents, pertaining to such topics as prevention of foreign animal diseases, industry rights and obligations during FDA inspections, animal food ingredient approval processes and suggestions for the supplier approval process, and sanitary transportation of animal and human food
- Offering recommendations to universities involved with feed-related education and research pertaining to student curriculums and industry needs.

## Committee Chair:

Matt Frederking  
Mid American Pet Food



## Staff Liaisons:

Dave Fairfield  
Senior Vice President/Feed  
Jim Seibert  
Director, Safety, Education and Training

# Safety, Health and Environmental Quality Committee

This committee focuses on operations-related issues and proactively represents the industry's interests on matters affecting occupational safety and health, as well as the environment. In so doing, it interacts extensively with the Occupational Safety and Health Administration (OSHA) and Environmental Protection Agency. It also develops regulatory compliance guidance and education/training materials for use by the industry to enhance employee safety and health.

## Major Current Issues:

- Working with the Grain Elevator and Processing Association and the Grain Handling Safety Council to renew an Alliance agreement with the OSHA.
- Jointly conducted the fourth annual Stand Up for Grain Safety Week with each group.
- Developing education and training material including a housekeeping training video and a revised *Emergency Preplanning and Firefighting Manual*.
- Developing an agenda for the virtual CONVEY'21 conference (a joint operations related event with *Grain Journal*).

**Committee Chair:**  
Jason Eardley  
ADM



**Staff Liaisons:**  
Jess McCluer  
Vice President, Safety and Regulatory Affairs  
Jim Seibert  
Director, Safety, Education and Training

# Grain, Grades and Weights Committee

This committee works to develop and preserve inspection and weighing practices that facilitate timely, orderly, fair, safe and economical grain marketing responsive to customer needs. In this role, the committee provides input to Congress and the U.S. Department of Agriculture on official grain standards, as well as inspection and weighing practices that are accurate and consistently applied. The committee is the principal liaison to the FGIS on official grain inspection and weighing issues in an effort to facilitate orderly marketing.

## Major Current Issues:

- U.S. Grain Standards Act Reauthorization
- Geographic Boundaries, Non-use of Service Exceptions
- FGIS Contingency Plan for Continuity of Operations During Covid-19 Pandemic

### Committee Chair:

Nick Friant  
Cargill



### Staff Liaison:

Jess McCluer  
Vice President, Safety and  
Regulatory Affairs

# Waterborne Commerce Committee

This committee interacts with Congress and the U.S. Army Corps of Engineers (USACE) to advocate improvements to inland waterways and ports to facilitate the cost-effective transport and export of U.S. agricultural commodities and products. It also develops and recommends policies and practices that facilitate commerce between shippers, receivers and carriers that utilize the inland waterways system and deep-draft ports.

## Major Current Issues:

- Aggressively advocating for the successful adoption of NGFA's key policy priorities for the 2020 Water Resources Development Act (WRDA) aimed at expediting navigation projects and boosting the competitiveness of U.S. ports.
- Securing pre-construction engineering and design funding to ultimately achieve seven new 1,200-foot locks on the Upper Mississippi River and Illinois Waterway.
- Interfacing with USACE on information sharing needs regarding lock status updates.

**Committee Chair:**  
Scott Leininger  
CGB Enterprises Inc.



**Staff Liaison:**  
Bobby Frederick  
Vice President, Legislative Affairs  
and Public Policy

# Crop Technology Committee

This committee represents the interests of commercial grain handlers, grain processors, and feed/feed ingredient manufacturers on issues arising from commodities enhanced via biotechnology and other plant breeding innovations such as gene editing. It also provides an important forum for NGFA members to communicate with technology providers year-round and receive pipeline updates.

## Major Current Issues:

- Influencing and preparing for domestic and international regulatory approaches for new plant breeding innovations (e.g., gene-editing).
- Collaborating with non-governmental entities on approaches to promote and attain market transparency.
- Conveying grain handler expectations to emerging technology providers on pre-commercialization information sharing and stewardship needs.

**Committee Chair:**  
Andrew Utterback  
Ingredion Incorporated



**Staff Liaison:**  
Bobby Frederick  
Vice President, Legislative Affairs  
and Public Policy



# Rail Shipper/Receiver Committee

This committee is comprised of shippers, receivers, marketers and users of grain and grain products by rail. The committee focuses principally on congressional rail legislation, rulemakings and proceedings initiated by the federal Surface Transportation Board and interacts with rail carriers.

## Major Current Issues:

- Principal agency: Surface Transportation Board – very active
- Address concerns over RR practices implemented under 'Precision Scheduled Railroad' operating model
  - Reducing assets, slashing operating costs to boost earnings, impress Wall Street
  - Increasingly dictating terms, frequency, conditions of service
  - 'Demarketing' traffic that doesn't fit within PSR operating model
- Rectify commercially unfair, unachievable, non-reciprocal demurrage and accessorial practices and rates
- Create workable, expedited, cost-effective approach to challenge unreasonable rail rates
- Develop standards, guidance defining RR common-carrier obligation
- Seek ways to expand NGFA Rail Arbitration, Mediation System

## Committee Chair:

Gary Devlin  
Ag Processing Inc.



## Staff Liaison:

Randy Gordon  
President and CEO

# Country Elevator Committee

This committee represents the interests of grain warehouse operators in the NGFA's policy development process and provides input to other NGFA committees on cross-cutting issues, including: futures market performance; transportation; safety, health and environmental issues; agricultural biotechnology; trade rules; and industry education and training needs. This committee also works with USDA and state grain warehouse regulatory agencies to help ensure there are strong and reasonably priced grain warehouse regulatory programs to assist with the overall goal of keeping the business practices of the U.S. grain industry at a high level.

## Major Current Issues:

- Working with USDA and Congress on the warehouse licensing and examination program
- Unfortunately, due to coronavirus, the Committee had to cancel its annual Washington, DC summer fly-in. Normally, the committee would use the fly-in to carry NGFA's policy messages to Congressional offices and key Executive Branch officials.

## Committee Chair:

Robert Geers  
Michigan Agricultural  
Commodities



## Staff Liaison:

Max Fisher  
Vice President, Economics  
and Government Relations

# International Trade and Agricultural Policy Committee

This committee promotes trade policies that enhance U.S. access to foreign markets and works to minimize agricultural policies that distort market signals and inhibit U.S. agricultural productivity growth that is needed to meet expanding domestic and international demand for food, feed, and biofuels.

## Major Current Issues:

- Providing input to USDA and Congress on the design of future agricultural assistance as we potentially enter a period of large grain stocks and low grain prices.
- Providing input to the U.S. Trade Representative and USDA on trade impediments, particularly with respect to trade with China.

### Committee Chair:

Joe Kapraun  
GROWMARK Inc.



### Staff Liaison:

Max Fisher  
Vice President, Economics  
and Government Relations

# Motor Carrier Committee

This committee advocates policies that increase trucking capacity and efficiency with the purpose of expanding the availability and productivity of transportation service for the grain and feed industry.

## Major Current Issues:

- Working with U.S. and state Departments of Transportation on regulatory relief for truck drivers during the COVID-19 relief effort.
- Working with U.S. Congress and U.S. DOT on trucking regulations/laws, such as expanding the short haul exception to the hours-of-service rules, adopting a truck axle weight tolerance, and expanding the definition and application of the agricultural exemption to the hours-of-service rules.

### Committee Chair:

Chad Nagel  
Nagel Farm Service



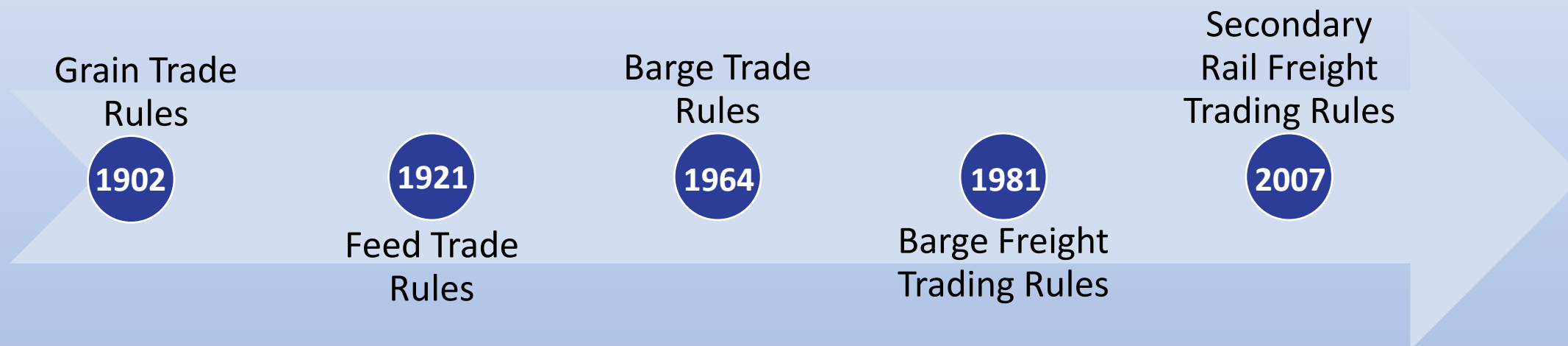
### Staff Liaison:

Max Fisher  
Vice President, Economics  
and Government Relations

# NGFA Trade Rules

NGFA maintains five sets of Trade Rules to:

- Provide a framework for the trade of grain and feed products
- Facilitate the purchase and sale of grain and feed products
- Provide a foundation for resolution of disputes under the NGFA Arbitration System



*The Trade Rules are reviewed regularly and amended on a nearly annual basis to ensure they continue to reflect trade practice and address the needs of the trade.*



# Trade Rules Committee

Reviews trading and contracting-related issues; formulates and recommends changes for the NGFA Trade Rules; committee members function in a variety of functions for the industry including educational programming, opening of the mid-Mississippi, etc.

## Major Current/Recent Issues:

- Container-transported grain and feed
- Electronic transmission of documents
- Expansion of “grain”
- “Execution” by brokers
- Barge trading
- Plant-based proteins

## Committee Chair:

Dean O’Harris  
Great Lakes Grain  
& Transportation



Sr. Vice President, General Counsel and Secretary  
Director, Arbitration/Mediation Services

## Staff Liaisons:

Charlie Delacruz  
Mary Hitchcock

# NGFA Arbitration

- Formally established in 1901
- Provides a fair, cost-effective and timely way to resolve disputes involving grain and feed

## 2019

- NGFA Arbitration resolved \$2.1 million in claims
- 17 new cases were filed
- Dollar amounts claimed in these new cases total over \$1.8 million with individual claims ranging from \$3,675 to \$400,000 and an average claim amount of \$108,132

## 2020 (*to date*)

- NGFA Arbitration has resolved \$1.4 million in claims
- Based upon currently open cases, over \$15 million in claims are pending
- Four decisions have been published (two are appeals)

*Disputes are decided by three-person industry-expert committees selected from the membership. All decisions are made public.*

## Arbitration Appeals Panel

Oversees the administration of the process; formulates and recommends changes to the Arbitration Rules, which govern the system; and is the group from which arbitrators are usually selected to hear appealed cases.

### Committee Chair:

Sharon Clark  
Perdue Agribusiness



**Staff Liaisons:**  
Charlie Delacruz  
Senior Vice President, General Counsel and Secretary  
Mary Hitchcock  
Director, Arbitration/Mediation Services

## Rail Arbitration Rules Committee

Oversees the administration of the Rail Arbitration program and rules; and formulates and recommends changes to the rules that govern cases filed under those rules.

### Committee Chair:

Brad Thrasher  
Union Pacific Railroad

# Legislative Representation

*...Providing the leading grain and feed voice on Capitol Hill – **with your help!***



2019-2020 CAPs begin their advocacy day on the Hill



Bruce Sutherland, President, Michigan Agricultural Commodities, at the Senate Ag Committee Grain Standards Act hearing

If you see an issue, relay your issue

- Advocacy starts with identifying issues and defining problems

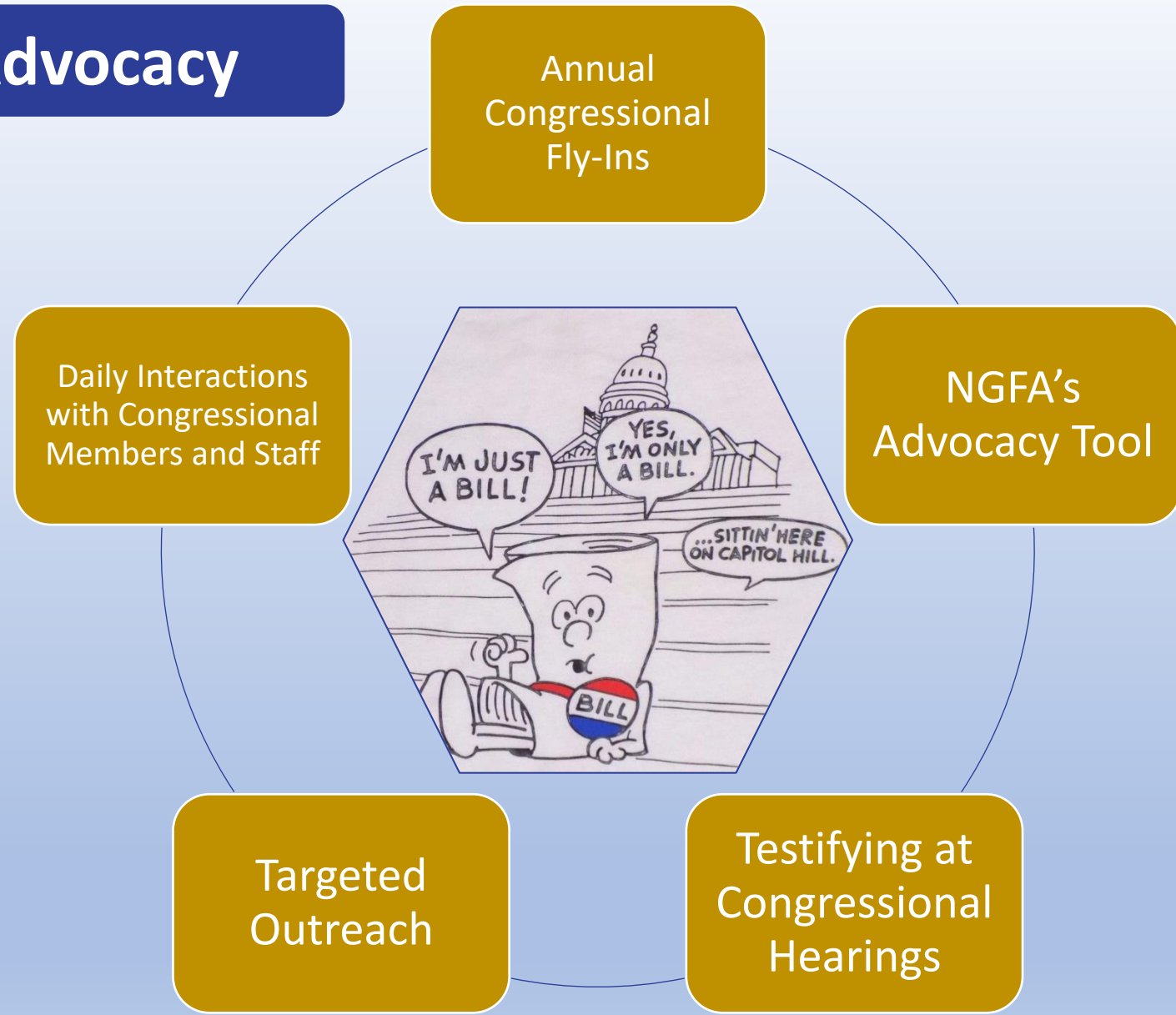
Content is key

- Data + anecdotes = the most effective stories

Engagement unlocks outcomes

- More often than not, the squeaky wheel does get the grease

# Forms of Advocacy





# NGFA'S Advocacy Tool

[www.ngfa.org/advocacy](http://www.ngfa.org/advocacy)

**“The NGFA advocacy tool is effective and simple to use. With a few clicks of a button, you can personalize the well-crafted message prepared by NGFA. I appreciate that NGFA knows that time is valuable. They take the guess work out of the process and provide direct access to your legislators.”**

*– Amy Cornell, President, Agribusiness Council of Indiana*

**“LOVE this tool, it could not be easier!!”**

*–Tara Artho, President, Texas Grain and Feed Association*

## Compose Your Message

- US Senators
- US Representative

### Subject

Please Deliver Strong Inland Waterway & Port Infrastructure \$ in FY 2021

### Message Body

Please add your own story about this issue to personalize your message

I'm a member of the National Grain and Feed Association (NGFA), and our industry depends on a reliable and viable transportation system to move and export grains and oil seeds.

An effective inland waterways transportation system helps relieve congestion on U.S. highways (a 15-barge tow carries as much grain as 1,050 large semis) while also disciplining

## Enter Your Info

### Your Information

Prefix \*

First Name \*

Last Name \*

Email \*

☒ Send me text alerts

Mobile Number \*

### Home Information

Street Address \*

ZIP Code \*

Enter Zip for **City** and **State**

☒ Send me email alerts

☒ Remember me

**Send Message**

# NATIONAL GRAIN AND FEED FOUNDATION

Research. Education. Innovation.

## MISSION

- 501(c)(3) charitable foundation affiliated with the NGFA
- Engages in research and public education projects of benefit to the grain, feed, processing and export industry

## CURRENT PROJECTS

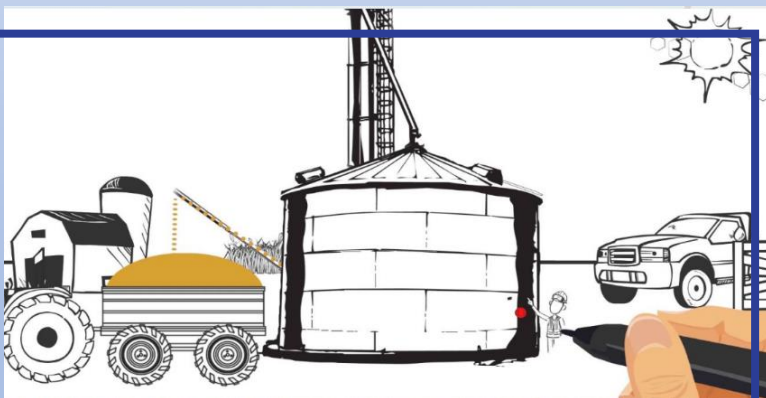
- Current major focus on safety, especially safe bin entry procedures – both in our industry and on the farm
- Ideas for projects are welcomed

## CONTRIBUTE

- Major fundraisers include “Fill the Bin” campaign and Foundation Golf Tournament at the Annual Convention
- Tax-deductible donations can be made on the Foundation website



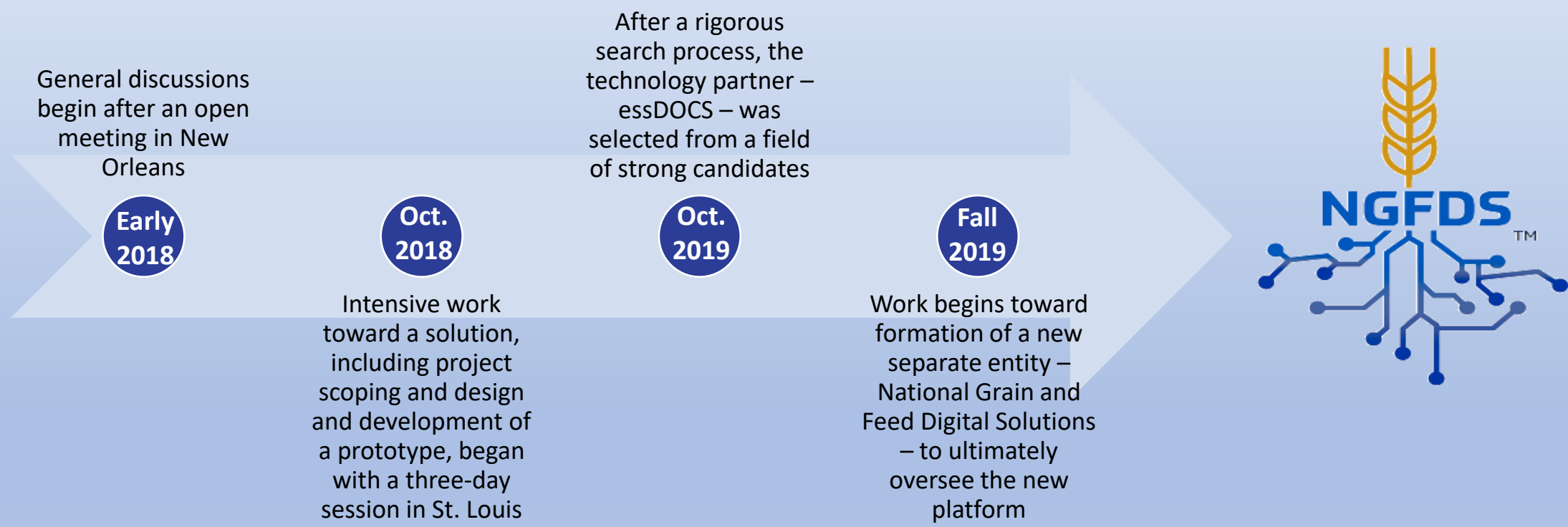
Golfers at the 2020 Foundation Golf Tournament

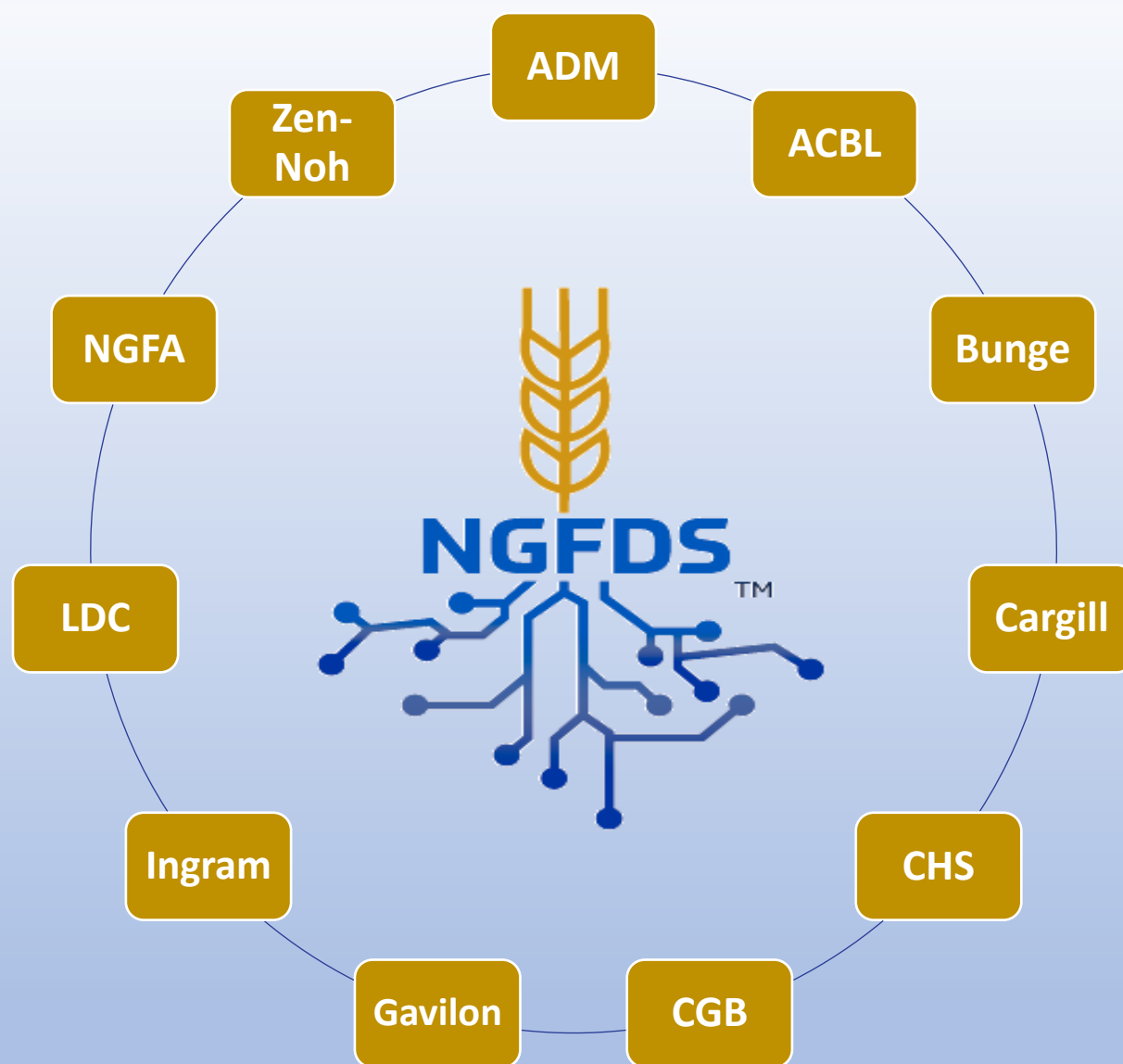


Screenshot from Foundation-funded “Safety and Grain Quality Management” video

# Recent Initiative: Barge Digital Transformation Project & NGFDS

Massive project to digitize the current time-consuming, inefficient and costly paperwork-intensive processes common in the barge trade. In particular, the new platform is expected to digitize the approximated 70,000 to 100,000 negotiable barge bills of lading that NGFA members handle each year.





*The 10 companies prominently engaged in this project from its inception, including funding of the platform, make up the steering committee and the new NGFDS board.*

# Get Involved!

## COMMITTEE MEMBER

- Requires company support and individual commitment to participate
- Company representation may limit individual participation
- Questions to staff liaison for the committee in which you're interested

## COMMITTEE APPRENTICE PROGRAM

- Early-career professionals, ideally with 3 – 7 years work experience
- Committee activities, NGFA Annual Convention and "CAP DC Experience"
- Questions to rgrubbs@ngfa.org

## ARBITRATOR

- Cases require a three-person panel of arbitrators with different backgrounds from varying sectors of the industry and geographic locations
- Volunteer at [ngfa.org/arbitration](http://ngfa.org/arbitration)
- Questions to [mhitchcock@ngfa.org](mailto:mhitchcock@ngfa.org) or [cdelacruz@ngfa.org](mailto:cdelacruz@ngfa.org)

## "F2F" EVENTS

- Annual Convention (March) & CEC (December) = "flagship" events
- Trade Rules Seminar, CONVEY, others as needed
- Questions to [rgrubbs@ngfa.org](mailto:rgrubbs@ngfa.org)

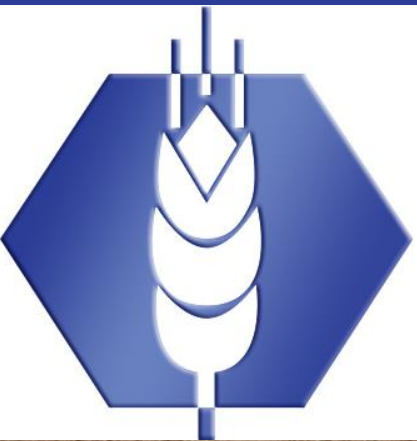
## VIRTUAL TRAINING

- Safety, trade rules, feed, other topics as needed
- Videos, interactive training courses, webinars
- Questions to [jseibert@ngfa.org](mailto:jseibert@ngfa.org) or [mhitchcock@ngfa.org](mailto:mhitchcock@ngfa.org) (trade rules)

## DIGITAL COMMUNICATIONS

- Newsletter, member alerts, press releases, specific issue alerts
- [ngfa.org/signin](http://ngfa.org/signin) to create database entry
- Questions to [sgonzalez@ngfa.org](mailto:sgonzalez@ngfa.org)





# NGFA *101*

Any questions?  
Thank You!



National Grain and Feed Association  
1400 Crystal Dr., Ste. 260  
Arlington, VA 22202  
202-289-0873  
[www.ngfa.org](http://www.ngfa.org)

