
Monday, November 5, 2018

Time	Session
12:00 PM	Registration Open
1:00 – 1:30 PM	<u>Focus Session Round 1A</u> Your Dairy Intelligence Simplified <i>Presented by VAS</i> Jenifer Callanan-Cline, VAS Product Lead Features and Benefits of Using Micronutrient Feed Systems <i>Present by Animal Health International</i> David Boydston, Ryan Hart, Territory Managers, Animal Health International Production Technologies. Silage Management Solutions <i>Presented by Chr. Hansen</i> Eric Dorr, US Silage Specialist
1:40 – 2:10 PM	<u>Focus Session Round 1B</u> Your Dairy Intelligence Simplified <i>Presented by VAS</i> Jenifer Callanan-Cline, VAS Product Lead Features and Benefits of Using Micronutrient Feed Systems <i>Present by Animal Health International</i> David Boydston, Ryan Hart, Territory Managers, Animal Health International Production Technologies. Silage Management Solutions <i>Presented by Chr. Hansen</i> Eric Dorr, US Silage Specialist

2:20 – 2:50 PM

Focus Session Round 2A

Milk Culturing and Judicious Use of Antibiotics for Mastitis Treatment

Presented by BI

Linda L. Tikofsky, DVM. Sr. Associate Director, Cattle Professional Services-Dairy
Boehringer Ingelheim Animal Health

Breeding for Immune Response

Presented by Semex

Dr. Steven Larmer, Geneticist & Business Analyst, Semex

Don't Leave Money on the Table: Tax Reform Changes Profit Opportunities

Presented by Kcoe Isom

Doug Claussen, Partner & CPA, Kcoe Isom

3:00 – 3:30 PM

Focus Sessions Round 2B

Milk Culturing and Judicious Use of Antibiotics for Mastitis Treatment

Presented by BI

Linda L. Tikofsky, DVM. Sr. Associate Director, Cattle Professional Services-Dairy
Boehringer Ingelheim Animal Health

Breeding for Immune Response

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Don't Leave Money on the Table: Tax Reform Changes Profit Opportunities

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Doug Claussen, Partner & CPA, Kcoe Isom

3:30 – 4:00 PM

Exhibits Open & Networking Break

4:00 – 4:05 PM

Opening Session and Welcome

Tyne Morgan, US Farm Report

4:05 – 5:30 PM

Industry Perspectives From the Three CEO's

Host: Tyne Morgan, US Farm Report

Panelists:

Rick Smith, CEO, Dairy Farmers of America;

Tory Sarsam, CEO, Borden;

Andrei Mikhalevsky, President & CEO, California Dairies, Inc.

5:30 – 7:00 PM

Welcome Reception, Exhibit Hall Open



Tuesday, November 6, 2018

Time	Session
6:30 – 7:15 AM	Breakfast & Exhibit Hall Open
7:15 – 8:00 AM	What's Ahead for Milk Markets? <i>A US Farm Report Taping</i> Host: Tyne Morgan, US Farm Report Panelists: Brian Rice, Rice Dairy; Mike North, Commodity Risk Management Scott Brown, University of Missouri
8:00 – 9:00 AM	The Evolving Dynamic of the Global Marketplace Marc Beck, Executive Vice President, US Dairy Export Council
9:00 – 10:00 AM	Changes Ahead in the US Dairy Industry John Newton, Farm Bureau
10:00 – 10:30 AM	Break & Exhibits Open
10:30 – 11:15 AM	<u>Breakout Workshops Round 1</u> Building Your Future Business Plan Curt Covington, Executive Vice President, Farmer Mac. Thriving Through Change Rena Striegel, President, Transition Point Business Digitizing the Dairy Brent Raeth, Chief Services Officer/Partner, Catchmark
11:25 – 12:10 PM	<u>Breakout Workshops Round 2</u> Building Your Future Business Plan Curt Covington, Executive Vice President, Farmer Mac. Thriving Through Change Rena Striegel, President, Transition Point Business Digitizing the Dairy Brent Raeth, Chief Services Officer/Partner, Catchmark
12:10 – 1:00 PM	Lunch
1:00 – 1:45 PM	Producer Panel: Being Price Makers Ken McCarthy, Partner, McCarthy Family Dairy; George Crave, Partner, Crave Brothers Cheese

1:45 – 2:30 PM	Banker Panel: Taking Control of Your Finances – Getting to 2028 and Beyond Curt Covington, Executive Vice President, Farmer Mac; Greg Steele, Dairy Lending Specialist, Compeer Financial; Sam Miller, Managing Director, Agricultural Banking, BMO Harris Bank
2:30 – 3:00 PM	Networking Break / Exhibit Hall Open
3:00 – 3:45 PM	Blockchain and Other Emerging Trends Raja Ramachandran, CEO, Ripe
3:45 – 4:45 PM	Building a Modern, Progressive Business Linda Vangosen, US VP Menu Strategy, McDonald's
4:45 – 5:30 PM	Tough Choices in Challenging Times Captain Charles Plumb
5:30 – 7:00 PM	Networking Reception – Pool Deck

Wednesday, November 7, 2018

Time	Session
7:30 – 8:30 AM	Continental Breakfast – Expo Open
8:30 – 9:15 AM	<u>Breakouts Round 1</u> Managing Risk Mike North, President Commodity Risk Management Finding Alternative Capital Resources Peter Martin, principal K-Coe Isom
9:25 – 10:10 AM	<u>Breakouts Round 2</u> Managing Risk Mike North, President Commodity Risk Management Finding Alternative Capital Resources Peter Martin, principal K-Coe Isom
10:15 – 11:00 AM	An Update on Markets Chip Flory, Host, AgriTalk and AgriTalk After The Bell
11:00 AM	2018 MILK Business Conference Concludes