

2018 CHS Annual Meeting • Educational Sessions



Thursday, December 6 • 7:15 a.m. - 3:45 p.m.

M - Marketing **P** - Production Strategies **L** - Leadership **C** - Cooperative Support

ROOM 102 ABEF (FIRST FLOOR)

ROOM 103 A-F (FIRST FLOOR)

ROOM 208 A-D (SECOND FLOOR)

ROOM 211 A-D (SECOND FLOOR)

7:15 - 7:45 a.m. **Global wheat market update** **M**
Hear the latest factors influencing global wheat trade flow, supply and price trends.
Justin Friesz, global trade coordinator, wheat, CHS Global Grain Marketing

Global energy market update **M**
Gain current information on energy product market trends to help determine purchasing strategies.
Mary Joneson, vice president, commercial supply, and Jason Schwantz, senior vice president, CHS Refined Fuels

8 - 8:45 a.m. **Global corn market update** **M**
Hear the latest factors influencing global corn trade flow, supply and price trends.
Tomás Andrieu, global trade coordinator, corn, CHS Global Grain Marketing

The why and how of nitrogen efficiency **P**
Nitrogen use has its ups and downs. As much as 70 percent of some nitrogen products can be lost to the environment, driving up costs and driving down nutrient availability. Learn how CHS is advocating for owners on nitrogen rules and practices and how the second generation of N-Edge® nitrogen efficiency products can help you cut nutrient losses and implement 4R practices.
Andrew Usher, product management specialist, CHS Agronomy; and Jake Hamlin, director, CHS Government Affairs

The path to better decisions: Understanding unconscious bias **L**
Have you ever met someone and made a snap judgment about their honesty or intelligence? These rapid-fire responses are nature's way of keeping us safe, but they can lead to decisions based on something other than reality. Learn about unconscious bias and how we can benefit from being aware and neutralizing those biases.
Amy Piersak, market intelligence analyst, and Mike Frame, market development director, CHS Cooperative Resources

9 - 9:45 a.m. **Global soybean market update** **M**
Hear the latest factors influencing global soybean trade flow, supply and price trends.
Chris Stringer, global trade coordinator, soybeans, CHS Global Grain Marketing

Global propane exports: Their impact on forecasting and storage **P**
The rapid increase of U.S. propane exports is straining delivery logistics and generating urgency among cooperatives to expand storage capacity and use technology to improve demand forecasts. Hear from cooperatives working to increase efficiency and profitability.
Brad Box, general manager, Northern Star Cooperative; Steve Hunsley, president and CEO, Chippewa Valley Energy; Charlie Vogel, general manager, Cando Farmers Grain and Oil; moderator, Dennis St. Aubin, propane sales director, CHS Energy

The power of fresh thinking: Applying what we learned at 2018 Owners Forums **L**
Hear what owners had to say about the value of inclusion and diversity and the qualities of an effective cooperative leader - today and in the future - plus examples of identifying and addressing the needs of specific interest groups.
Kristine Thompson, business integration director, enterprise strategy, and Marcy Morris, information technology director, CHS

10 - 10:45 a.m. **Does your local cooperative hedge energy?** **M**
Learn new approaches for managing energy price and supply risk.
Tony Headrick, John Tjornehoj and Ryan Kelbrants, analysts, CHS Hedging

Global crop nutrients market update: The disconnect between grain and fertilizer prices **M**
Unlike grain markets, fertilizer prices have been trending up. Why aren't prices for these commodities linked more closely? Join CHS Agronomy experts as they explain how market trends, trade flows, industry dynamics, global geopolitical influences and weather patterns affect fertilizer prices.
Jason Marthaler, supply, trading and risk management director; Todd Dysle, ammonia and UAN product manager; Adam Hoffman, urea product manager; Matt Traen, phosphates and potash product manager, CHS Agronomy

Cenex® premium diesel fuel: A more complete additive package for a more complete burn **P**
On-and off-road vehicles continue to become more technologically advanced, requiring a more sophisticated diesel fuel. Learn how Cenex premium diesel fuels are formulated to meet the challenges of today's engines and about a new marketing campaign targeting new ag and fleet customers.
Matt Mohs, vice president, and Akhtar Hussain, marketing director, Refined Fuels, CHS Energy

Bringing new ideas to the local boardroom **L**
Hear from a panel of cooperative leaders who have found ways to increase the pool of qualified board candidates and are adding fresh perspectives and diverse thinking to boardroom conversations.
Sarah Olsen, board member, Cooperative Grain and Supply; Jeff Nielsen, CEO, United Farmers Cooperative; David Score, board chair, Synergy Cooperative; moderator, Mike Frame, market development manager, CHS Cooperative Resources

11 - 11:45 a.m. **Trade matters** **M**
Go back to basics and learn what's current regarding how tariffs and trade policy are affecting farmers and local cooperatives.
Chris Pothén, vice president, CHS Global Grain Marketing North America; and John Engelen, vice president, CHS Government Affairs

Core business update: Trends, customer expectations and plans for CHS businesses **C**
Join business unit leaders to hear about current industry issues and how CHS is responding, plus plans for the new fiscal year.
Jason Schwantz, senior vice president, refined fuels, CHS Energy; Gary Halvorson, senior vice president, CHS Agronomy; Brian Schouvieller, senior vice president, CHS Global Grain Marketing; Tom Malecha, senior vice president, CHS Processing and Food Ingredients; moderator, Mark Biedenfeld, vice president, CHS Cooperative Resources

Global corn market update **M**
Hear the latest factors influencing global corn trade flow, supply and price trends.
Tomás Andrieu, global trade coordinator, corn, CHS Global Grain Marketing

Through the lens: Favorite photos from 35 years in the cooperative system **C**
Enjoy beautiful images from the camera of one of America's premier agricultural photographers and learn tips to help your own photos stand out.
David Lundquist, photography and AV supervisor, CHS

Meet CHS leaders in the Connection Center

Board members **Management team**
8 - 11 a.m.

<i>Dennis Carlson</i>	<i>Jay Debertin</i>
<i>Jon Erickson</i>	<i>John Griffith</i>
<i>Mark Farrell</i>	<i>Mary Kaul-Hottinger</i>
<i>Alan Holm</i>	<i>Tim Skidmore</i>
<i>David Kayser</i>	<i>Jim Zappa</i>
<i>Russ Kehl</i>	
<i>Perry Meyer</i>	
<i>Steve Riegel</i>	
<i>Dan Schurr</i>	

1 - 3:30 p.m.

<i>Don Anthony</i>	<i>David Black</i>
<i>C.J. Blew</i>	<i>Rick Dusek</i>
<i>Scott Cordes</i>	<i>Gary Halvorson</i>
<i>Steve Fritel</i>	<i>Darin Hunhoff</i>
<i>David Johnsrud</i>	
<i>Tracy Jones</i>	
<i>Randy Knecht</i>	
<i>Ed Malesich</i>	

ROOM 200 H-J (SECOND FLOOR)

What's real market news and what's not **M**
Some market commentaries provide more useful information than others. Learn how to choose partners to meet your business objectives.

Joe Lardy, research analyst, CHS Hedging

Creating a culture of wellness **C**

Wellness is a combination of physical, social, emotional and financial health that impacts performance and quality of life. Learn how you can develop a culture of wellness in your organization and family.

Kevin Newton, benefits director, and Susan Mountain, wellness program manager, CHS

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ROOM 208 A-D (SECOND FLOOR)

ROOM 211 A-D (SECOND FLOOR)

ROOM 200 H-J (SECOND FLOOR)

1 - 1:45 p.m. **Sell corn, store beans** **M**
 Learn 2019 grain marketing strategies and opportunities for the old and new crop.
Kent Beadle, risk consulting services director, CHS Hedging

Global energy market update **M**
 Gain current information on energy product market trends to help determine purchasing strategies.
Mary Joneson, vice president, commercial supply; and Jason Schwartz, senior vice president, CHS Refined Fuels

Global soybean market update **M**
 Hear the latest factors influencing global soybean trade flow, supply and price trends.
Chris Stringer, global trade coordinator, soybeans, CHS Global Grain Marketing

Building team alignment through strategic thinking **L**
 Alignment doesn't just happen; it is something you build. It takes process, flexibility and commitment. This session will take learnings from our Enterprise Strategic Planning team at CHS and companies around the globe to help you get your teams rowing in the same direction.
Kristi Schwake, strategic planning director, enterprise strategy, CHS; and Jacob Ommen, strategic planning and market analytics manager, CHS Cooperative Resources

Political pointers **C**
 Join the CHS Government Affairs team for a look at national and state issues affecting CHS, including policy and regulatory trends.
John Engelen, vice president; Jake Hamlin, director, state government affairs; and Monica Spaller, director, CHSPAC; CHS Government Affairs

2 - 2:45 p.m. **Global crop nutrients market update: The disconnect between grain and fertilizer prices** **M**
 Unlike grain markets, fertilizer prices have been trending up. Why aren't prices for these commodities linked more closely? Join CHS Agronomy experts as they explain how market trends, trade flows, industry dynamics, global geopolitical influences and weather patterns affect fertilizer prices.
Jason Marthaler, supply, trading and risk management director; Todd Dysle, ammonia and UAN product manager; Adam Hoffman, urea product manager; Matt Traen, phosphates and potash product manager, CHS Agronomy

Understanding non-qualified equity patronage and new Section 199A **C**
 A look at the redemption policy for non-qualified equity, current and future tax consequences to cooperatives and patrons, and use of the new Section 199A in CHS equity management.
Angie Olsonawski, senior vice president and corporate treasurer, CHS; Jim Heine, corporate tax and patron equities director, CHS; Andy Fiene, Premier Cooperative; Jeff Brandenburg, Clifton Larsen Allen; and Eric Kreinert, Moss Adams

Global wheat market update **M**
 Hear the latest factors influencing global wheat trade flow, supply and price trends.
Justin Friesz, global trade coordinator, wheat, CHS Global Grain Marketing

Strategies for finding your next GM/CEO **L**
 Finding and hiring the right leader for your cooperative is becoming more complicated and more competitive. Learn about strategies and resources that will help identify needs, evaluate candidates fairly and ultimately choose the best person for your organization.
Dave Lemmon, selection services manager, CHS Cooperative Resources; and Nicole Radermacher, talent acquisition supervisor, CHS

Healthy calves start before birth **P**
 Balanced maternal gestational nutrition, managing the effects of drought, and nutritional strategies that support high-value backgrounded, preconditioned calves.
Greg Eckerle and Kim Hager, nutritionists, CHS Nutrition

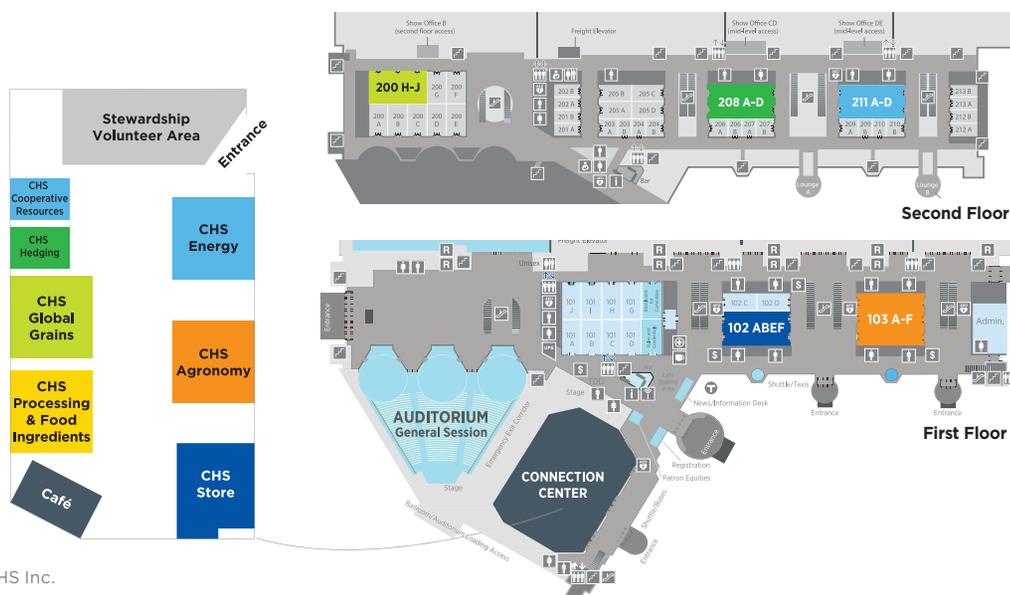
3 - 3:45 p.m. **Trade matters** **M**
 Go back to basics and learn what's current regarding how tariffs and trade policy are affecting farmers and local cooperatives.
Chris Pothen, vice president, CHS Global Grain Marketing North America; and John Engelen, vice president, CHS Government Affairs

Is your fleet helping or hurting your business? **P**
 From driver recruitment and retention to new federal mandates to safety concerns, fleet managers face a number of challenges, especially in rural areas. Learn what is behind these challenges and what you can do to manage your transportation logistics and costs.
Patrick Hessini, vice president, CHS Transportation & Distribution

Firsthand experiences from Cooperative Leadership Academy **L**
 Join participants in the Leading for Results program to hear about their key learnings and experiences in this continuing education program offered through the Cooperative Leadership Academy from CHS Cooperative Resources.
Nick Krehbiel, chief compliance officer, Kanza Cooperative Association; Jared Landmark, CEO, Sioux Valley Cooperative; Joel Marcott, CEO/GM, Consumers Cooperative Oil Company; Dave Williams, GM, Agland Co-op; moderator, Katy Winecke, learning and development manager, CHS Cooperative Resources

Feed bunk management **P**
 The 5 R's of feed bunk management and using Performance Beef Analytics software to maximize gain and feed efficiency in the feedlot.
Lance Kennington, nutritionist, CHS Nutrition

MINNEAPOLIS CONVENTION CENTER



Don't forget our military

While in the CHS Connection Center, stop by the Stewardship area to pack a care kit for a U.S. soldier overseas. **Join us to reach our goal of 700 care packages for service members.**



The future of food: How ancient, heirloom and specialty grains are transforming menus

Taste a hearty, barley-based soup and learn why consumer trends mean more ancient and specialty grains on dinner menus. Ardent Mills chef Jason Gronlund will also share cooking tips and Don Trouba will describe why more growers are adding wheat and grains to their crop rotations.

Cooking demonstrations and Ask the Chef sessions start at:
 8:30 a.m.
 10:30 a.m.
 2:30 p.m.
 All sessions will take place in the CHS Connection Center Café