

Monday, November 1, 2021

PROTEIN BUYERS' RISK MANAGEMENT WORKSHOP

Open to all delegates, learn about practical risk management applications, and how to manage market volatility while removing uncertainty from your business

Hosted by StoneX

3pm – 5pm

REGISTRATION

5pm – 8pm

WELCOME RECEPTION

Hosted by StoneX

6pm – 8pm

Tuesday, November 2, 2021

MARKETS TODAY: GLOBAL MARKETS

7:30am REGISTRATION AND NETWORKING BREAKFAST

8:30am OPENING REMARKS

8:45am THE GLOBAL PICTURE: A COVID-19 UPDATE

- An overview of the current COVID-19 situation including case rates and vaccination successes across the world
- What impacts have been seen in labor, logistics, and consumer trends as a result of the pandemic?
- Are there any situations that need to be of concern to the US?

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?

10:00am NETWORKING BREAK

10:20am THE CONTINUED IMPACT OF AFRICAN SWINE FEVER

- What is the current ASF situation in China?
- What implications does this have on protein supplies for the rest of the world?
- How might the current ASF situation impact US domestic protein markets?

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?

11:50am THE IMPACT OF A DISRUPTED GRAIN AND FEED MARKET

- Outline of the current situation
- 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?

12:30pm NETWORKING LUNCH

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Tuesday, November 2, 2021 *continued*

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?
- 2:45pm** **THE ISSUE OF LABOR**
- How has the COVID-19 pandemic exacerbated the already strained labor market?
 - What has an increased difficulty in sourcing labor meant for protein markets and product availability?
 - How are companies incentivizing workers to avoid absenteeism?
- 3:15pm** **NETWORKING BREAK**
- 3:35pm** **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?
- 4:35pm** **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** **EVENING DRINKS RECEPTION**
Chicago Sports Museum
Water Tower Place, Level 7 • 835 North Michigan Avenue, Chicago
5 minute walk from The Drake

Wednesday, November 3, 2021

MARKETS TOMORROW

- 7:30am** **NETWORKING BREAKFAST**
- 8:30am** **MARKET REPORTER INSIGHT**
- 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
- 9:30am** **BUILDING A ROBUST SUPPLY CHAIN**
- What lessons have been learnt from the pandemic to best prepare against future issues with supply?
 - What role does automation play in combating potential long-term labor shortages?
 - How has consumer demand changed as the pandemic has eased?

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Wednesday, November 3, 2021 *continued*

10:00am NETWORKING BREAK

10:15am to 12:00pm PROTEIN SPECIFIC BREAK-OUTS

TIME	POULTRY	BEEF	PORK	PLANT PROTEINS
10:15am	EXPORT AND TRADE TRENDS <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? 	THE INFLUENCE OF ENVIRONMENTAL EXPECTATIONS <ul style="list-style-type: none"> How have consumers changed the way they think about beef? What impact have sustainability initiatives had on the types of products consumers want? How are companies purchasing priorities changing to meet these new expectations? 	OVERCOMING PRODUCTION OBSTACLES <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? 	COVID-19'S IMPACT ON ALTERNATIVE PROTEINS <ul style="list-style-type: none"> 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?
10:45am	OVERCOMING PRODUCTION OBSTACLES <ul style="list-style-type: none"> What have been the biggest challenges for poultry production? How are producers adapting to deal with these challenges and still meet consumer's needs? How are producers thinking about the future? 	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? 	CHANGING CONSUMER EXPECTATIONS <ul style="list-style-type: none"> What are consumers main priorities when buying pork? How have customers changed the way they think about food? How has demand for niche proteins changed? 	EXPANDING PORTFOLIOS <ul style="list-style-type: none"> What new plant protein products are we seeing on the market? What plans are there for alternative protein companies to expand further? How have some of these new products been received?
11:15am	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? 	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? 	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? 	AN INDUSTRY PERSPECTIVE <ul style="list-style-type: none"> What opportunities are there for industry players to invest in plant proteins? How successful have traditional protein companies been in the plant protein arena? Where do industry leaders see plant proteins in the supply chain?
11:45am	URNER BARRY MORNING WRAP-UP			
	Russ Whitman	Gary Morrison	Russell Barton	Andraia Torsiello

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Wednesday, November 3, 2021 *continued*

- 12:00pm **NETWORKING LUNCH**
- 1:15pm **UNDERSTANDING SUSTAINABILITY**
- 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?
- 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
- 3:00pm **CLOSING REMARKS**

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