

Monday, November 1, 2021

BEEF AND PORK PRICE RISK MANAGEMENT WORKSHOP

Today's volatile protein markets can cause tremendous uncertainty about costs, revenues, and margins, causing company-wide anxiety over meeting budget objectives. StoneX Financial Inc. - FCM Division, in partnership with Urner Barry's Global Protein Summit, is offering a FREE, highly interactive pre-conference workshop for those who want to remove uncertainty from their purchasing, budget and planning, and sales processes.

The session will include an introduction to the Cash, Futures, Options, and OTC Markets and will proceed to viable and practical price risk management applications. Learn how you can manage market volatility and ways that can help to remove that uncertainty from your business.

Hosted by StoneX Financial Inc. - FCM Division

3pm – 5pm

REGISTRATION

5pm – 8pm

WELCOME RECEPTION

Hosted by StoneX Financial Inc. - FCM Division

6pm – 8pm

Tuesday, November 2, 2021

MARKETS TODAY: GLOBAL MARKETS

7:30am REGISTRATION AND NETWORKING BREAKFAST

8:30am OPENING REMARKS

Jamie Chadwick, Director, Editorial, Urner Barry

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?

Gregg Doud, Vice President, Global Situational Awareness, and Chief Economist, Aimpoint Research and former Chief Agricultural Negotiator, Office of the U.S. Trade Representative

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?

Brian Earnest, Lead Protein Industry Analyst, CoBank

10:00am NETWORKING BREAK

10:20am THE IMPACT OF LIVESTOCK HEALTH AND DISEASE

- What current diseases are causing concern in the supply chain?
- What implications does this have on protein supplies for the rest of the world?
- How might the current situation impact US domestic protein markets?

Moderated by Jamie Chadwick, Director, Editorial, Urner Barry

Russell Barton, Director and Pork Market Reporter, Urner Barry

Todd Thurman, Consultant, SwineTex Consulting

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Tuesday, November 2, 2021 *continued*

- 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?
- Moderated by **Jamie Chadwick**, *Director, Editorial, Urner Barry*
Bryan Brandes, *Director of Maritime, Port of Oakland*
Sarah Havala, *Commodity Market Research Director, Cleveland Research Company*
- 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?
- Rich Nelson**, *Chief Strategist, Allendale Consulting*
- 12:30pm** **NETWORKING LUNCH**
- 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?
- Michael Swanson**, *Chief Agricultural Economist, Wells Fargo*
- 2:45pm** **STRATEGIES TO MANAGE MARKET VOLATILITY**
- This session will be a deep dive into how food and agricultural markets react to disruptions and what you can do to minimize the impact on your business.
- Sponsored by Advance Trading**
- 3:15pm** **NETWORKING BREAK**
- 3:45pm** **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?
- Moderated by **Jamie Chadwick**, *Director, Editorial, Urner Barry*
Bea Radtke, *Director of Purchasing, Red Robin*
Michael DiSabato, *Associate Director, Protein Strategy, HelloFresh*
- 4:45pm** **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

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Wednesday, November 3, 2021

MARKETS TOMORROW

7:30am NETWORKING BREAKFAST

8:30am MARKET REPORTER ROUNDTABLE DISCUSSION

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 THE POST-COVID CONSUMER

- How have consumer buying habits changed over the last year?
- Have trends related to COVID remained as restrictions have lifted?
- What trends are anticipated to remain, and which can we expect to change in future?

Courtney Bir, *Assistant Professor, Department of Agricultural Economics,*
Oklahoma State University

10:00am NETWORKING BREAK

10:30am to 12:00pm PROTEIN SPECIFIC BREAK-OUTS

TIME	POULTRY	BEEF	PORK	PLANT PROTEINS
10:30am	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? Greg Tyler, COO, USAPEEC	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? Gary Morrison, Vice President, Urner Barry	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? Steve Meyer, Economist, Partners for Production Agriculture, former Director of Economics for the National Pork Producers Council and the National Pork Board	URNER BARRY'S MARKET INSIGHT <ul style="list-style-type: none"> • What have been the biggest plant protein market influencers over the last year? • How have issues across labor, logistics, supply and demand impacted the beef market? • What trends are we seeing pick up in Q4 2021? Andraia Torsiello, Plant Protein Market Researcher, Urner Barry

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Wednesday, November 3, 2021 *continued*

10:30am to 12:00pm PROTEIN SPECIFIC BREAK-OUTS

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11:00am	URNER BARRY'S MARKET INSIGHT <ul style="list-style-type: none"> What have been the biggest poultry market influencers over the last year? How have issues across labor, logistics, supply and demand impacted the beef market? What trends are we seeing pick up in Q4 2021? Russ Whitman, Senior Vice President, Urner Barry	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? Jessica Spreitzer, Trade Analyst, USMEF	URNER BARRY'S MARKET INSIGHT <ul style="list-style-type: none"> What have been the biggest pork market influencers over the last year? How have issues across labor, logistics, supply and demand impacted the beef market? What trends are we seeing pick up in Q4 2021? Russell Barton, Director, Urner Barry	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?
11:30am	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? Dustin Aherin, VP, RaboResearch Animal Protein Analyst, Rabobank	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? Erin Borrer, Economist, USMEF	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? Zak Weston, Foodservice and Supply Chain Manager, The Good Food Institute
12:00pm	URNER BARRY MORNING WRAP-UP			
	Russ Whitman	Gary Morrison	Russell Barton	Andraia Torsiello

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Wednesday, November 3, 2021 *continued*

12:10pm 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?

Heather Tansey, Sustainability Director, Cargill

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

Angel Rubio, Senior Consultant, Urner Barry Consulting

3:00pm CLOSING REMARKS

Jamie Chadwick, Director, Editorial, Urner Barry

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