



2021 Virtual Midwest Ag Conference

Thursday, May 27

10:00 am - Noon & 1:30 - 4:00 pm

Join us at this two-session, multi-state virtual event
on current issues in agribusiness, hosted by:




Mark Scanlan *Senior Vice President, Agriculture and Rural Policy - ICBA*

MARK SCANLAN is senior vice president of agriculture and rural policy for Independent Community Bankers America (ICBA). He leads the association's advocacy with members of Congress and federal regulators for all issues related to agriculture and rural America.

Scanlan has over 30 years of agricultural policy experience and serves as the secretary for ICBA's Agriculture-Rural America Committee, which includes agricultural bankers from virtually every region in America.

Prior to joining ICBA in 1994, Scanlan worked for the Dept. of Agriculture in the Office of Congressional Relations. For eight years prior, he handled agricultural issues on Capitol Hill for Sen. Bob Dole (Kansas). Scanlan also worked for the Drovers Journal, a national livestock publication.

Scanlan's family owned a Holstein dairy farm in Abilene, Kansas. He holds a Bachelor's of Applied Science in agronomy and business from Kansas State University.


Dr. David Kohl *Professor Emeritus, Agricultural and Applied Economics - Virginia Tech University*

As facilitator of the United States Farm Financial Standards Task Force and member of the Canadian Agricultural Financial Standards Task Force, Dr. David Kohl was one of the leaders in establishing guidelines for the standardized reporting and analysis of agricultural producers' financial information on a national and international basis.

Kohl has addressed the American Bankers Agricultural Conference for more than 40 consecutive years, and has appeared before numerous state bankers' schools and conferences throughout the U.S., Canada,

Mexico, and the world. He has conducted more than 6,000 workshops and seminars for agricultural groups such as bankers and regulators, as well as producer and agribusiness groups. He has published four books and over 2,100 articles on financial and business-related topics in journals, extension, and other popular publications. Kohl regularly writes for Corn and Soybean Digest, and other ag lending publications including "Dave's GPS", a regular blog for Farmer Mac.

Kohl is currently President of AgriVisions, LLC, a knowledge-based consulting business providing cutting-edge programs to leading agricultural organizations worldwide.


Tom Vilsack *US Secretary of Agriculture (Invited)*

TOM VILSACK was confirmed as the 32nd US Secretary of Agriculture in February 2021, a role he previously served. As the Ag Secretary between 2009-2017 under President Obama, Vilsack worked hard to strengthen the American agricultural economy, build rural communities and create new innovation markets for rural America. Under his leadership, the US Department of Agriculture supported America's farmers, ranchers and growers who drove the rural economy forward, and set records for US agricultural exports.

Vilsack has been honored for his public service and work to advance American agriculture by the several organizations, including the Congressional Hunger Center and the Global Child Nutrition Foundation.

Vilsack was the longest-serving member of President Obama's original Cabinet. A native of Pittsburgh, Pennsylvania, after graduating from law school Vilsack moved to Mt. Pleasant, Iowa. Prior to his appointment as US Secretary of Agriculture, he served two terms as the Governor of Iowa, served in the Iowa State Senate and as the mayor of Mt. Pleasant, Iowa.


Neil Dierks *CEO - National Pork Producers Council*

Neil Dierks is Chief Executive Officer of the National Pork Producers Council (NPPC). In this position, he is responsible for the overall implementation of all NPPC programs.

Beginning in 1990, Dierks served NPPC in a series of senior executive positions, including Executive Director of Operations, Vice President for Research and Education and Senior Vice President for Programs. Prior to his service with NPPC, Dierks was the Special Activities Director for the Iowa Pork Producers Association and

Marketing Director for the Iowa Corn Promotion Board.

Dierks currently serves on the Supporters of Ag Research (SOAR) Foundation Board of Directors, the Board and Executive Committee of the Charles Valentine Riley Memorial Foundation and is a recipient of the Distinguished Support of Animal Science Award from the American Society of Animal Science.

Neil grew up on a livestock farm in eastern Iowa and remains involved in a family farming operation.


Kyle McMahon *Founder & CEO - Tractor Zoom*

KYLE McMAHON is the founder of Tractor Zoom and leads the company as CEO. Kyle is a 3rd generation entrepreneur and passionate about utilizing big data and technology to streamline business processes and decisions.

Prior to starting Tractor Zoom, he was the Director of Acquisitions for

Summit Agricultural Group where he led a team to buy and sell farmland across the Midwestern corn belt.

Kyle co-founded Buch-McMahon Lawn and Landscaping, in which he sold to his business partner in 2012. Kyle graduated with a bachelor's degree in Landscape Architecture from Iowa State University after growing up in Fairfield, IA.


Don Van Houweling *CEO - Van Wall Equipment*

DON VAN HOUWELING graduated from Iowa State University in Business Administration. He accepted a position with John Deere after graduation and spent the next 10 years working in accounting, manufacturing, and forecasting.

He had the opportunity to join Donald Wall as a junior partner in 1980 at his Woodward, Iowa John Deere store and has been able to grow

that business to over 25 locations throughout Iowa, Illinois, Kansas, and Nebraska supplying agricultural, industrial, lawn and garden, and forklifts, as well as sports turf products several power sports locations supporting Honda, Yamaha, Polaris, BMW and Indian. They employ about 550 people, including three sons in the business.

Don also serves on the board for Amerequip Corporation in Wisconsin and Cementech Inc in Indianola, Iowa.



Arnie Sinclair *President - Heartland Ag Systems*

Arnie Sinclair currently serves as the President of Heartland AG Systems. In this role, Arnie directs all facets of the company to meet objectives and continue effective and profitable operations and growth. He also leads and develops management and employee resources and represents the company to customers, the industry, and the public.

Arnie has spent his entire career in agricultural sales and marketing. He has 11 years of experience working in ag retail, holding several

positions with Harvestland Co-op. In 1993, he joined Ag Chem Equipment company, and held many management level jobs there. In 2001, AGCO purchased Ag Chem Equipment Company. While at AGCO, Arnie held several management roles within the Application Equipment Division. Arnie was hired as General Manager of AG Systems, Inc. in 2014, and in March 2019 following the merger with Heartland Ag, Arnie was promoted to President of Heartland AG Systems.

Arnie graduated from the University of Minnesota, where he studied Business, Sales and Marketing.



Bill Northey *Former Under Secretary - USDA Farm Production and Conservation*

Prior to leading USDA's Farm Programs and Conservation Mission Area overseeing the Natural Resources Conservation Service, the Risk Management Agency and the Farm Service Agency, BILL NORTHEY served as the Iowa Secretary of Agriculture from 2006 to 2018.

A fourth-generation farmer, Northey's experience and depth of knowledge also brought him to serve as a commissioner of the

Dickinson County Soil and Water Conservation District, and president and chairman of the National Corn Growers Association. He was also president of the National Association of State Departments of Agriculture from September 2011 through September 2012, while serving as Iowa Secretary of Agriculture.

Bill Northey has a bachelor's degree in Agriculture Business from Iowa State University and an MBA from Southwest Minnesota State University.



Chris Chinn *Director - Missouri Department of Agriculture*

A fifth generation farmer, CHRIS CHINN was named Director of the Missouri Department of Agriculture in January 2017. Director Chinn has held leadership positions in agriculture on the local, state and national level for more than 15 years, working to move the state's agriculture industry forward.

As Director of Agriculture Chinn created the MORE Strategic Initiative to protect and promote Missouri's agriculture industry. Chinn is a member of the National Association of State Departments of Agriculture (NASDA), the Missouri Development Finance Board and Missouri Agricultural and Small Business Development Authority Board of

Directors. In 2007, she served as chairman for the American Farm Bureau Young Farmers and Ranchers Committee and served on the board of directors for the American Farm Bureau Federation.

In 2013, Chinn was named one of four Faces of Farming and Ranching by the US Farmers and Ranchers Alliance. Chris is a member of the Missouri Pork Association and served on its state board since 2015.

Chinn resides on her family's farm in Shelby County where she helps manage their 1,600 sow farrow-to-finish hog operation, as well as their family feed mill. Chinn and her husband also have a small cow-calf herd, as well as raise corn, soybean and hay.



Mike Naig *Secretary - Iowa Department of Agriculture & Land Stewardship*

MIKE NAIG grew up on a family farm in the northwest corner of the state near Cylinder, Iowa. Early in his life, Mike learned the value of hard work by helping his dad and uncle run their crop and livestock farm. He continues to be involved in the operation today.

Mike served as Iowa Deputy Secretary of Agriculture for Bill Northey since September 2013. Before joining the Department, Mike had been active in the agribusiness industry for more than 13

years, having served in public policy roles for state and national trade associations and in private industry.

In 2018 Mike succeeded Bill Northey as Iowa Secretary of Agriculture. As Secretary, he is committed to leading efforts to protect consumers, expanding economic opportunities for Iowans and advocating in Iowa and around the globe on behalf of the hard-working men and women who keep us fed and fueled.



Mike Beam *Secretary - Kansas Department of Agriculture*

MIKE BEAM was appointed Secretary of the Kansas Department of Agriculture (KDA) in January 2019. Beam came to KDA following 38 years with the Kansas Livestock Association (KLA). He has served as the Executive Director of the Ranchland Trust of Kansas for 15 years.

He has dedicated his career to assisting farmers and ranchers to advance their policy and public relations needs. In his role at KLA he participated and led coalitions in strategizing and implementing

legislative and regulatory initiatives.

In addition to his professional duties at KLA, Beam has demonstrated his leadership as president of several state and regional organizations, including Agribusiness Council of Kansas City and Kansas Society of Association Executives.

Beam began his career as a County 4-H and Youth Extension Agent following his graduation from Kansas State University with a bachelor's degree in animal sciences and industry.



Doug Goehring *Commissioner - North Dakota Department of Agriculture*

DOUG GOEHRING has been North Dakota Agriculture Commissioner since 2009. A third-generation farmer, he, along with his son Dustin, operates a 2,600-acre, no-till farm in south central North Dakota. Long active in farm organizations, Commissioner Goehring has served as vice president of the North Dakota Farm Bureau and is a member of the North Dakota

Stockmen's Assoc., the North Dakota Grain Growers, the North Dakota Soybean Assoc., the North Dakota Corn Growers Assoc. and the National Assoc. of Corporate Directors.

Goehring is current president of the Food Export Association of the Midwest, a non-profit organization composed of 13 Midwestern state agricultural promotion agencies that use federal, state, and industry resources to help U.S. suppliers increase product sales overseas. He is also immediate past-president of the National Association of State Departments of Agriculture (NASDA).

Beyond his responsibilities to North Dakota's agriculture industry and research, his portfolio as commissioner includes oil and gas, water, trade, business development, tax equalization, and infrastructure.

EVENT SCHEDULE

MORNING SESSION:

- 10:00-10:10a** Welcome
"State Associations Update"
- 10:10-10:30a** Guest Speaker **Mark Scanlan**
"ICBA Ag Update"
- 10:30-11:30a** Guest Speaker **Dr. David Kohl**
"Mega Trends 2021 & Beyond"
- 11:30a-Noon** Guest Speaker **Tom Vilsack**
US Secretary of Agriculture (invited)

AFTERNOON SESSION:

- 1:30-2:30p** Panel: "Equipment Values & Trends"
Kyle McMahon, Don Van Houweling, Arnie Sinclair
- 2:30-3:30p** Panel: "Midwest Ag Secretary Update"
Moderator: **Bill Northey**
Mike Naig - Iowa
Chris Chinn - Missouri
Mike Beam - Kansas
Doug Goehring - North Dakota
- 3:30-4:00p** Guest Speaker **Neil Dierks**
"World Trade Agreements Update"

REGISTRATION

XXXX Members: \$Xxx
Non-Members: \$Xxx

The 2021 Virtual Midwest Ag Conference will be held via Zoom.

REGISTER HERE NOW

Xxx CANCELLATION POLICY:

Substitute attendees are allowed and encouraged. Only cancellations received prior to May 21, 2021 will be refunded.

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