

Agenda

2017 Financial Management Seminar

Sunday, June 25

5:00 - 6:30 p.m. **Reception, Sponsored by Frost PLLC**

Monday, June 26

7:00 a.m. **Continental Breakfast, Co-Sponsored by Tyson Foods**

8:00 a.m. Presiding/Welcome: Jarod Morrison, Farbest Foods
Orientation: Barbara Jenkins, U.S. Poultry & Egg Association

A Top Management Perspective of Poultry Financial Management
Mike Popowycz, Case Farms

8:50 a.m. **Washington Update**
Christian Richter, The Policy Group

9:40 a.m. **Break**

9:55 a.m. **Hedging Strategies 101**
Mike Shawver, Commodity and Ingredient Hedging

10:45 a.m. **Tax Update**
Bob Childress and Rob Gunther, Frost PLLC

11:45 a.m. **U.S. Poultry & Egg Association Overview**
Seals Burdell, USPOULTRY Retired

12:00 noon **Adjourn**

Tuesday, June 27

7:00 a.m. **Breakfast, Sponsored by 3C Software**

8:00 a.m. Presiding: Eddie Elrod, Fieldale Farms Corporation

Poultry Industry Review
Mike Donohue, Agri Stats

8:50 a.m. **Business Intelligence: Tools and Technology for Performance Management**
Matt Tinkler and Tonya Smith, B2B Technologies

9:40 a.m. **Avian Influenza Impact on Poultry Exports**
Jim Sumner, USA Poultry & Egg Export Council

10:30 a.m. **Break**

10:45 a.m. **Take Your Best Shot**
Ken Futch, Ken Futch & Associates

12:00 noon **Lunch**

Tuesday, June 27 - Continued

- 1:00 p.m. **See the Future: Gain Business Insights Through Forward-Looking Business Simulations**
Matthew Smith, 3C Software
- 1:50 p.m. **Small Group Breakout Session 1**
1. **New Accounting Standards / Lease Accounting -- 1:50 p.m.; 3:05 p.m.**
T.J. Boyle, Frost PLLC
 2. **Egg Industry Accounting Issues -- 3:05 p.m.**
Greg Marshall, Rose Acre Farms
 3. **Turkey Industry Accounting Issues -- 1:50 p.m.**
Barry Gum, Butterball LLC
 4. **Hedging Strategies -- 1:50 p.m.; 3:05 p.m.**
Mike Shawver, Commodity and Ingredient Hedging
 5. **Risk Management / Insurance / Captives -- 1:50 p.m.; 3:05 p.m.**
Rick Lennerth, Marsh
 6. **ERP Systems -- 1:50 p.m.**
Mulham Shbeib, Mar-Jac Poultry Company
 7. **IC-DISC / Available Credits -- 3:05 p.m.**
Mark Gasbarra, Forte International Tax LLC
 8. **Tools and Technology for Performance Management -- 1:50 p.m.; 3:05 p.m.**
Matt Tinkler and Tonya Smith, B2B Technologies
- 2:50 p.m. **Break**
- 3:05 p.m. **Small Group Breakout Session 2**
- 4:05 p.m. **Adjourn**
- 4:30 - 6:00 p.m. **Reception, Sponsored by:** *AgCap*
 AgHeritage Farm Credit Services
 AgStar Financial Services
 AgriBank, FCB
 AgFirst, FCB
 AgGeorgia Farm Credit
 American AgCredit
 Badgerland Financial
 Capital Farm Credit
 CoBank
 Farm Credit Bank of Texas
 Farm Credit Services of America
 Farm Credit of Mid-America
 Farm Credit of Western Arkansas
 GreenStone Farm Credit Services
 Mid Atlantic FCS
 1st FCS Capital Markets Group

Wednesday, June 28

- 7:00 a.m. **Continental Breakfast**
- 8:00 a.m. Presiding: Ron Van Es, Tyson Foods, Inc.
- Recruiting and Retention Strategies for Accounting Professionals**
1. Greg Finch, Claxton Poultry Farms
 2. Eddie Elrod, Fieldale Farms Corporation
 3. Rashad Delph, Tyson Foods, Inc.
- 8:50 a.m. **Economic Update**
Mark Jordan, LEAP Market Analytics
- 9:40 a.m. **Consumer/Special Interest-Driven Challenges and the Impact on Industry**
Terry Fleck, The Center for Food Integrity
- 10:30 a.m. **Conclusion**

Golf Sponsored by American Proteins, Inc. and Marsh



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