



# GLOBAL DAIRY OUTLOOK CONFERENCE

**JUNE** 21-22,  
2023



Union League Club  
Chicago, IL

# AGENDA

## WEDNESDAY, JUNE 21

REGISTRATION, CONTINENTAL BREAKFAST 8:00 - 8:30 AM

OPENING REMARKS 8:30 - 8:45 AM

**Eric Meyer**, Founder & President, HighGround Dairy

DAIRY MARKET OUTLOOK SESSION | US & GLOBAL FUNDAMENTALS, PRICE FORECASTS 8:45 - 10:15 AM

**Eric Meyer**, Founder & President, HighGround Dairy

**Alyssa Badger**, Vice President, Global Operations & Insights, HighGround Dairy

**Betty Berning**, Contributing Dairy Economist, HighGround Dairy

**Stu Davison**, International Insights Consultant

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BREAK

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PRODUCER PANEL – BOOTS ON THE GROUND PERSPECTIVE FROM US DAIRY PRODUCERS 10:30 - 12:00 PM

Moderator: **Curtis Bosma**, Vice President, Producer Services, HighGround Dairy

**Danny Agueda**, Nutritionist, Dairy Strategies; Owner/Operator, Blue Sky Dairy L.P.

**Case Schaap**, Manager, Southern Draw Dairy

**T.J. Tuls**, Manager, Tuls Dairies

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NETWORKING LUNCH

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EUROPEAN DAIRY OUTLOOK FROM AN END USER'S PERSPECTIVE; SUSTAINABILITY & MARKET IMPACTS 1:00 - 2:00 PM

**Mahesh Srinivasan**, Head of Dairy Research & Risk Management, Barry Callebaut Group

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BREAK

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SUPPLY CHAIN, LOGISTICS & FREIGHT OUTLOOK 2:15 - 3:45 PM

**Brian Abramowitz**, Vice President, Mac Container Line

**Mike Moyski**, Director of the Temperature Controlled Service, C.H. Robinson

**Lynne Wildman**, Executive Procurement Consultant, SGS Maine Pointe

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BREAK

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REGIONAL MARKET OUTLOOK 4:00 - 5:30 PM

China & SE Asia - China's Domestic Supply Situation & Five Year Outlook, Secondary Trade Markets, Impact of Higher Borrowing Costs

**Jeffrey Goodwin**, Chief Executive Officer, Pivotal Ingredients

Oceania Market Outlook

**Stu Davison**, International Insights Consultant

RECEPTION 5:30 - 7:00 PM

# AGENDA

## THURSDAY, JUNE 22

REGISTRATION, CONTINENTAL BREAKFAST 8:00 - 8:30 AM

US DAIRY POLICY DISCUSSION | FEDERAL MILK MARKETING ORDER 8:30 - 10:15 AM  
MODERNIZATION, 2023 FARM BILL PROGRESS, UPDATE ON RULE  
CHANGE PROPOSALS AT CME

**Michael Brown**, Chief Economist, International Dairy Foods Association

**Stephen Cain**, Director of Economic Research & Analysis, NMPF

**Anne Krema**, Commodity Research & Product Development, CME Group

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BREAK

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DEMAND OUTLOOK | OPPORTUNITIES AND CHALLENGES FROM 10:30 - 12:00 PM  
FRESH DAIRY, RETAIL, FOODSERVICE PERSPECTIVE

Moderator: **John Barone**, President, Market Vision, Inc.

**Jordan Clark**, Director of Dairy Commodities, Albertsons Companies

**Ryan Crowe**, Director of Pricing, HP Hood

**Kevin Riddle**, Vice President of Supply Chain, Jersey Mike's

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NETWORKING LUNCH

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# MEET OUR SPEAKERS



## **Eric Meyer**

### **President & Founder, HighGround Dairy**

Eric Meyer is a seasoned dairy risk management and sourcing professional with more than 20 years of experience including tenure at Downes-O'Neill LLC, Sara Lee Corporation, FCStone & Winona Foods before founding HighGround Dairy in 2012.

Eric's extensive hedging and procurement experience for both small boutique firms and large multi-national corporations gives him a unique insight into the dairy market. He has a strong reputation of creating insightful educational programs and content, specifically HighGround's comprehensive dairy market intelligence, industry-leading analysis that is read by subscribers across the globe.

[Find Eric on LinkedIn](#)



## **Alyssa Badger**

### **Vice President, Global Operations & Insights, HighGround Dairy**

Alyssa started her career at the Board of Trade managing a firm that had a primary focus in grains. The nucleus of her position centered around order entry and research development. From there, Alyssa's enthusiasm for commodities grew which led her to move to West Texas and assist in hedging for the largest originator of U.S. cotton to textile mills worldwide. Alyssa has been back in Chicago for more than seven years with HighGround as the Director of Global Operations, overseeing the market intelligence and advisory business units. Alyssa's risk management background, as well as working closely with New Zealand and other international dairy companies, provides HighGround a unique value-add perspective.

[Find Alyssa on LinkedIn](#)



## **Betty Berning**

### **Contributing Dairy Economist, HighGround Dairy**

Betty Berning is HighGround's Contributing Dairy Economist, providing commentary on the domestic dairy markets. Betty has extensive experience in the agricultural supply chain and has held a wide variety of roles including Senior Dairy Buyer at General Mills, Loan Officer at Farm Credit, Extension Educator at the University of Minnesota, and has worked on her family's dairy farm in Central Minnesota. These experiences have enabled her to understand both the challenges farmers face as well as the decision-making processes of food companies and consumers. Her passion is writing, teaching, and presenting on dairy to interested audiences everywhere. In her free time, she repairs things that her three sons break, hones her sandwich making skills, and regularly visits her family's dairy where her sons' energy is put to good use. Occasionally she catches an episode of the Golden Girls on her couch with a glass of pinot noir.

[Find Betty on LinkedIn](#)



## **Brian Abramowitz**

### **Vice President, MAC Container Line**

March of 1995 launched Brian's introduction into the carrier world. Starting at the booking desk Brian learned from the ground up. During his 23 years with COSCO he held many positions in all divisions of the company, most notably as VP of Trade where his responsibilities included everything from FMC compliance to the head of sales, marketing, and pricing for all the USA offices. In May of 2018 Brian joined MAC Container Line. MAC is a family-owned business that was born from the owners (Brad Heier) love of all things farming. Between Brad's decade long experience in Agri Trading and Logistics and Brian's knowledge of the carrier world the two have created a platform for shippers that helps them navigate and mitigate the risks of the current international market. The main goal always being to create efficiencies for their clients.

[Find Brian on LinkedIn](#)



## **Danny Agueda**

### **Nutritionist, Dairy Strategies Owner/Operator, Blue Sky Dairy L.P.**

If you love what you do, you will be great at what you do. Danny is part of a first-generation family dairy established 38 years ago located in Merced, California. Blue Sky Dairy just completed an expansion from a parallel milk barn to a 72-cow rotary and increased the herd size by 40 percent, with 3,200 cows in milk. The new milk barn and free stall barns have the latest technology that incorporates artificial intelligence, controlling fans, soakers, milk barn settings and feed efficiency at the palm of your hand. Blue Sky Dairy continues to invest in the latest technology on the farm and is in the process of installing a solar farm and methane digester this summer. Blue Sky focuses on herd health, genetics, reproduction, and a calm environment for the cows and employees.

Danny also has a dairy nutrition consulting business, Dairy Strategies, working with a group of dairy operations in the area focusing on nutrition, herd health, reproduction, economics, and overall dairy management with the drive to always be on the cutting edge, while thinking outside the box. We are surpassing goals and opening so many more doors than we never would have imagined.



## **John Barone**

### **President, Market Vision Inc.**

John Barone is the Founder and President of Market Vision, Inc. It is Market Vision's mission to foster and support a community of supply chain professionals in the foodservice industry. That is accomplished primarily through Market Vision's Supply Chain Conferences and the west-coast Chain Gang Meetings. John is also an advisory board member of the National Restaurant Association's Supply Chain Expert Exchange.

John has been highly active in speaking, presenting, and educating within the foodservice industry for over 35 years. He specializes in "connecting the dots" - distilling complex economic, market, and commodity data down to actionable information. His focus on macroeconomics has helped restaurateurs understand the new and dramatic global forces that are affecting their businesses - and helped them reformulate risk management solutions.

[Find John on LinkedIn](#)



## **Curtis Bosma**

### **Vice President, Producer Services, HighGround Dairy**

Curtis was raised on his family's dairy farm in Tipton, California. In 2007, his family started another dairy farm in Northwest Illinois. Having these two farms in his family has helped Curtis develop an understanding of the economic differences between California and the Midwest for dairy inputs, outputs, and the milk marketing orders. Prior to joining HighGround, Curtis interned at a dairy brokerage firm where he assisted traders on the floor of the Chicago Mercantile Exchange. He graduated from Calvin College earning Bachelor of Science degrees in Finance and Economics.

[Find Curtis on LinkedIn](#)



## **Mike Brown**

### **Chief Economist, International Dairy Foods Association**

Mike Brown joined IDFA as Chief Economist in January. He leads economic and policy analysis across IDFA and strategy development related to dairy policy and pricing.

Mike's career spans many different aspects of the dairy industry from farm to consumer, including cheese plant economics, risk management strategies, trade policy and US price regulation.

Before joining IDFA, Brown led the milk and dairy procurement team for The Kroger Co. as Director of Dairy Supply Chain. Prior to Kroger, Brown worked with policy and manufacturing economics with other well-known dairy companies and organizations including Glanbia, Darigold and National All-Jersey.

[Find Mike on LinkedIn](#)



## **Stephen Cain**

### **Director of Economic Research & Analysis, National Milk Producers Federation**

Stephen Cain serves as the director of economic research and analysis with NMPF and supports the federation through the analysis of both domestic and international dairy markets. He regularly publishes reports on dairy market dynamics and provides ad-hoc analysis on a wide range of dairy and related areas.

Prior to joining NMPF, Cain worked as an agribusiness consultant with IHS Markit, where he covered a number of commodities and specialized in economic impact analysis. He holds a bachelor's degree in Agribusiness and a master's degree in Agricultural Economics, both from Texas A&M University.

[Find Stephen on LinkedIn](#)



## Jordan Clark

### Director of Dairy Commodities, Albertsons Companies

Jordan leads the sourcing and supply chain strategy for fluid dairy products at Albertsons, a company with 9 Class I & II dairy plants that services its own retail stores and numerous external customers. His work has taken him through many dairy farms and dairy processing and manufacturing plants, as well as distribution centers and store receiving bays and dairy coolers. He has a Masters in Applied Economics from the University of Minnesota where he conducted dairy markets and policy research with his graduate advisor, Dr. Marin Bozic. Prior to Albertsons Jordan performed dairy commodity market research and risk management duties at Land O'Lakes. He currently serves on the Yogurt and Cultured Products Board at International Dairy Foods Association and as Board President at Dairy Institute of California.

[Find Jordan on LinkedIn](#)



## Ryan Crowe

### Director of Pricing, HP Hood

Ryan Crowe, a father of two young children, understands the value of having dairy in his household. Ryan is the Director of Pricing at HP Hood LLC, headquartered in Massachusetts. Ryan entered the dairy manufacturing industry in 2011, focusing on sales analytics and later transitioning to price strategy. In his current role, Ryan is responsible for leading the overall pricing strategy across all business channels; including retail, alternate channels and private brands. Working in step with Hood's sales and marketing organizations, Ryan has balanced customer demands and margin expectations to achieve top line growth.

[Find Ryan on LinkedIn](#)



## Stu Davison

### Global Insights Consultant

A passionate Kiwi Dairy Farmer at heart, Stu comes from a dairy farming family in the Waikato of New Zealand; the soul of the New Zealand Dairy Industry. Growing up in a successful business-orientated family farming environment meant that the world view was bigger than just the family farm, with the global market always a key focus of discussion. Following study in Agriculture and Finance at Lincoln University, along with eight years of hands-on dairy farming, Stu made the leap into the Dairy Market Insights game, spending three years leading the NZX Dairy Insights team, before making the shift as an International Insights Consultant in 2023.

Combining the passion for New Zealand agriculture with a passion for financial markets allows Stu to view the global dairy market from a privileged position, creating very unique market views around one of the most influential dairy exporting markets in the world, not to mention the most important export segment in New Zealand's economy.

[Find Stu on LinkedIn](#)



## **Jeff Goodwin**

### **President & CEO, Pivotal Ingredients**

Jeff Goodwin is the part of the leadership team at Pivotal Ingredients serving as its president and CEO. Pivotal primarily sources and produces dairy derived ingredients that provide increased value and performance to nutritional products. Pivotal Ingredients is a partnership with United Animal Health, a global animal nutrition company founded in 1956 and based in the United States. The unlikely partnership between United Animal Health and Mr. Goodwin stems from United's desire to leverage their science in new markets.

Prior to forming Pivotal, Jeff was the Chief Commercial Officer with Westland Milk Products, the second largest dairy cooperative in New Zealand. As a part of the Westland Executive Leadership Team, Jeff was directly responsible for the five-year strategy, budgets, revenue, and Yili Group's global assets, the parent company of Westland. During Jeff's time at Westland, he helped manage the cultural shift from a cooperate to a private company.

In addition to his time at Westland, Jeff has held the roles of VP Global Operations for James Farrell and Company, Regional Director at Glanbia Nutritionals, and General Manager at Olam International.

Find Jeff on [LinkedIn](#)

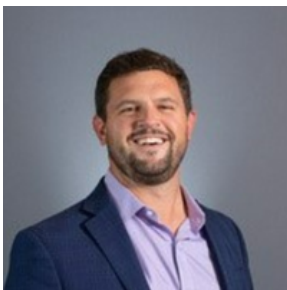


## **Anne Krema**

### **Commodity Research & Product Development, CME Group**

Anne Krema currently serves as Director of Commodity Research and Product Development at CME Group. She is responsible for maintaining the current livestock, dairy, and weather product offerings, as well as researching potential new products. Since joining CME Group, Anne has worked closely with commercial market participants in the agricultural space to ensure that the Exchange continues to serve as an effective venue for risk management and price discovery. Anne grew up in the western suburbs of Chicago and studied Economics and Statistics at the University of Michigan.

Find Anne on [LinkedIn](#)



## **Mike Moyski**

### **Director of the Temperature Controlled Service, C.H. Robinson**

Mike Moyski is the Director, North America Surface Transportation, for temperature-controlled services at global logistics company C.H. Robinson. In this role, Mike drives the long-term strategy for serving the needs of shippers, carriers, and partners. Since joining C.H. Robinson in 2007, he has held various positions in supply chain management – including sales, continuing education and division leadership – and has most recently implemented strategic initiatives on risk mitigation and supply chain visibility.

Mike holds a bachelor's degree in Sales and Marketing from DePaul University in Chicago and is active in the International Fresh Produce Association.

Find Mike on [LinkedIn](#)





## Kevin Riddle

### Vice President of Supply Chain, Jersey Mike's

Foodservice executive with 40+ years of experience (25+ years in National Accounts). Worked for several large foodservice manufacturers including Oscar Mayer, Perdue Farms, Tyson Foods, and Sweet Street Deserts. Served as Director of National Accounts at Saputo Cheese from 2009 through 2022. A varied foodservice background and extensive manufacturer network made me an ideal candidate for Jersey Mike's Subs supply chain team which I joined in November 2022. Responsible for sourcing, food safety, product/industry trend data, pricing and forward contracting. Direct category management for cheese, bread, oil, vinegar, mayo, sauces, tuna, and gluten free products.

[Find Kevin on LinkedIn](#)



## Case Schaap

### Manager, Sunwest Dairy

Case recently joined his family's business in New Mexico where he is responsible for managing one of their dairies along with the production and marketing of their beef cattle.

Case was HighGround's first ever summer intern and after graduating from Cornell University, he worked with Milk Specialties Global as a dairy market and supply chain analyst and then with Riverview, LLP in beefX production. As a 3rd generation US dairy farmer, Case combines his broad experiences with his family's trade to drive efficiency and profitability for the family business.

Although he is just beginning his career, Case's vision for US dairy is one of abundant opportunity and continued growth and he looks forward to participating in the industry's future.

[Find Case on LinkedIn](#)



## Mahesh Srinivasan

### Head of Dairy Research & Risk Management, Barry Callebaut Group

Mahesh has an eclectic professional background, from working at the Swiss Department of Agriculture, managing operations at one of Europe's largest chocolate plants for Mondelez, overseeing sugar and biofuel demand intelligence at Cargill (Alvean), to his present role where he heads global dairy market analysis and risk management at Barry Callebaut- the world's leading manufacturer of high-quality chocolate and cocoa products. Over the course of his career, he has honed an intimate knowledge of commodity markets, sustainability within the food industry, and procurement & risk management principles for a wide portfolio of commodities.

[Find Mahesh on LinkedIn](#)



## **T.J. Tuls**

### Manager, Tuls Dairies

T.J. Tuls was born into a dairy family and is a fourth generation dairy farmer. T.J. grew up on his family's dairy farms in Kansas and Nebraska raising baby calves, feeding cows, and shadowing his dad Todd. At age 19 T. J. left college and moved to Wisconsin to manage Rock Prairie Dairy during its construction and startup. Six years later in 2016-17 he was actively involved in the permitting, construction, and startup of Pinnacle Dairy. T. J. and his wife Erin continue to live in Southern Wisconsin with their son Zane near Rock Prairie Dairy and Pinnacle Dairy. He is an integrator and visits each of the Tuls Dairies' sites monthly conducting animal and facility audits. He is also active in the day to day operations working with operations managers at each of the facilities. In 2021 he started Dari LLC and began developing Moov, a lactose free, all natural, no sugar added, flavored whole milk designed for kids. In his free time, he enjoys adventuring with his wife and son, hanging out at the lake, and driving\ flying anything with a motor. T. J. is committed to animal care, environmental stewardship, and raising his son Zane who might just be a 5th generation dairy farmer...



## **Lynne Wildman**

### Executive Procurement Consultant, SGS Maine Pointe

Lynne Wildman is an experienced executive with over 29 years' experience in supply chain management, directly accountable for all aspects of purchasing and distribution including but not limited to food, beverage, non-food, small wares, disposables, small equipment and contract services. She was responsible for the development and management of strategic supply chain programs and the administration of all product purchasing, distribution and quality assurance functions having held executive positions with KFC Corporate, Darden, ARCOP and Logan's Roadhouse. She was most recently at Fogo de Chão leading the supply chain team through the pandemic resulting in supply and distribution security and optimized costing, helping drive record sales growth. Lynne earned her Bachelor and Master' degrees in Agricultural Economics from the University of Illinois at Champaign-Urbana. Lynne has two daughters, Sydney and Jordan.

[Find Lynne on LinkedIn](#)



# Empowering You To Thrive In Dairy

**From Risk Management Services to Global Dairy Market Intelligence - We Deliver the Advantage You Need**

Using our team's decades of dairy industry experience, we deliver unparalleled global market intelligence, opinion, strategy, and execution in a relentless pursuit of customer success.

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