



GLOBAL DAIRY OUTLOOK CONFERENCE

JUNE

24-26, 2025

UNION LEAGUE CLUB

CHICAGO, IL

20
25

AGENDA

WEDNESDAY, JUNE 25

Registration & Continental Breakfast 8:00 – 8:30 AM

Opening Remarks 8:30 – 8:45 AM

Eric Meyer, Founder & President, HighGround Dairy

Dairy Market Outlook: US & Global Fundamentals, Price Forecasts, Federal Milk Marketing Order Status Update 8:45 – 10:15 AM

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

Betty Berning, Contributing Dairy Economist, HighGround Dairy

Stu Davison, Senior Manager, Global Market Insights, HighGround Dairy

Alex Gambonini, Senior Manager, Advisory Services, HighGround Dairy

Cara Murphy, Senior Manager, Dairy Market Intelligence, HighGround Dairy

BREAK

Producer Panel: Boots on the Ground Perspective from US Dairy Producers 10:30 AM – 12:00 PM

Moderator: **Alex Gambonini**, Senior Manager, Advisory Services, HighGround Dairy

Amy Hath, Owner, Hath Dairy

Amy Penterman, Owner/Manager, Dutch Dairy

Scott Ruby, Managing Partner, Fir Ridge Holstein Farm

NETWORKING LUNCH

Middle Eastern Dairy Demand: Insights from the Region 1:00 PM – 2:00 PM

Azize Yanina, Senior Manager, Procurement, Saudia Dairy & Foodstuff Company

BREAK

Canada's Dairy Industry: A History of Supply Management 2:15 PM – 3:15 PM

Brian Kipping, Consultant, Regulatory Affairs and Trade Compliance

BREAK

China Regional Update 3:30 PM – 5:00 PM

Dr. Ho Wanxing Eugene, Director of Research & Intellectual Property, Mengniu Dairy China

Jeff Goodwin, President & Chief Executive Officer, Pivotal Ingredients

Reception sponsored by Global Dairy Trade 5:00 PM – 7:00 PM

AGENDA

THURSDAY, JUNE 26

Continental Breakfast

8:00 – 8:30 AM

European Dairy Industry Deep Dive

8:30 – 9:30 AM

Łukasz Wyrzykowski, Managing Director, IFCN Dairy Research Network

BREAK

The New Trade Reality: Tariffs, Tensions & US Export Strategy

9:45 – 10:45 AM

Stephen Cain, Senior Director, Economic Research and Analysis, NMPF/USDEC

BREAK

Beef Market Insights from the Feedlot

11:00 – 12:00 PM

Olivia Willrett, Market Analyst, Five Rivers Cattle Feeding

NETWORKING LUNCH

MEET OUR SPEAKERS



**Find Alyssa on
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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 ten 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.



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BETTY BERNING

Contributing Dairy Economist, HighGround Dairy

Betty Berning knows dairy from the barn to the boardroom. As HighGround's Contributing Dairy Economist, she offers insights shaped by her roles in purchasing, lending, and extension education, as well as her experience growing up and working on her family's dairy in Central Minnesota. Whether she's writing, teaching, or presenting, Betty brings a deep understanding of agriculture's complexity—and a passion for sharing that knowledge with others. In her free time, she enjoys watching her three sons play baseball and regularly visits her family's dairy, where their energy is put to good use.



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STEPHEN CAIN

Senior Director, Economic Research and Analysis, NMPF/USDEC

Stephen serves as the Senior Director of Economic Research and Analysis for National Milk Producers Federation (NMPF) and the U.S. Dairy Export Council (USDEC). He supports the federation and council 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 topics.

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 Stu on
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STU DAVISON

Senior Manager, Global Market Insights, HighGround Dairy

Stu is a true Kiwi dairy farmer from a long line of farmers in New Zealand's Waikato region, known for its significance to the country's dairy industry. Raised in a farming family, he developed a strong business acumen and an understanding of the global dairy market. After studying at Lincoln University, Stu spent eight years working on dairy farms, gaining firsthand experience in the industry.

Before joining HighGround Dairy, he led the NZX Dairy Insights team for three years, building a reputation for his expertise in data analysis and market trends. His deep knowledge of New Zealand agriculture and the global dairy market makes him a key voice in shaping insights for major dairy exporting and importing regions.



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ALEX GAMBONINI

Senior Manager, Advisory Services, HighGround Dairy

Originally hailing from Petaluma, California, Alex was raised on her family's dairy farm, fostering her love for the industry from a young age. She pursued her education at Cal Poly, San Luis Obispo, where she earned her bachelor's degree in Dairy Science and Agricultural Business. Later, she furthered her studies at the University of Minnesota-Twin Cities, obtaining a master's degree in Applied Economics. During her time in Minnesota, Alex conducted research focused on dairy farm profitability, showcasing her dedication to understanding the economic aspects of the industry.

Following her academic pursuits, Alex gained valuable experience working for the USDA within the California Federal Milk Marketing Order for three years. This experience provided her with unique insights into the intricacies of milk pricing and pooling, enhancing her understanding of dairy market dynamics.



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JEFF GOODWIN

Founder & Chief Executive Officer, Pivotal Ingredients

Jeff is the president and CEO of Pivotal Ingredients, a company that sources and produces dairy ingredients to enhance the performance of nutritional products. Prior to founding Pivotal, Jeff served as the Chief Commercial Officer at Westland Milk Products, the second largest dairy cooperative in New Zealand. He has also held significant roles such as VP of Global Operations at James Farrell and Company, Regional Director at Glanbia Nutritionals, and General Manager at Olam International. Jeff is a graduate of Griffith University and currently resides in Australia with his wife and three boys. Some of Jeff's recent accomplishments include commissioning the first commercial venture for grass-fed A2 milk in New Zealand and developing the New Zealand grass-fed standard. He has successfully launched new product lines for Mead Johnson and Wyeth, as well as providing support to Friesland Campina on various international projects. Jeff also introduced cream cheese to the Chinese market for the Australian dairy leader Bega. He has led numerous global ingredients launches, established partnerships worldwide, and possesses deep experience in hedging and risk management, global logistics, as well as dry and wet blending processes.



AMY HATH

Owner, **Hath Dairy**

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A native of Petaluma, California, Amy earned her degree in Agricultural Business from Cal Poly, San Luis Obispo, where she met her husband, Leon. Together, they run their family's dairy and farming operation in El Nido, California, and are proud parents of twin boys who recently completed their first year of college.

On the farm, Amy manages the bookkeeping, payroll, and compliance aspects of the business, ensuring everything runs smoothly behind the scenes. In addition to her work at home, she has built a successful career in the Farm Credit System for over 12 years and currently serves as an Assistant Vice President, Senior Loan Officer. Amy takes pride in everything she does—whether it's on the farm, in the office, or at home. She believes in strong communication, follow-through on commitments, and sets a high bar for herself and those around her.



DR. HO WANXING EUGENE

Director of Research, **Mengniu Dairy China**

Senior Adjunct Lecturer, **National University of Singapore**

Vice President, **IPOS Society**

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Dr. Eugene Ho is the Research and IP Director for Mengniu Dairy, the world's third most valuable dairy brand. At the Chinese dairy conglomerate, he leverages expertise in intellectual property, patents, and venture capital to drive innovation and business expansion beyond dairy into nutrition, biotechnology, and life sciences. He oversees Mengniu's extensive patent portfolio, managing approximately 700 patent applications annually and a total of 4,500 patent filings.

Recognized as a Top 40 In-House IP Professional in Asia, he is also featured in the IAM Strategy 300 list (2023–2024) as one of the world's leading IP strategists. Beyond his corporate role, he serves as an adjunct lecturer at the National University of Singapore, Yong Loo Lin School of Medicine, where he teaches industry-relevant IP topics related to life sciences inventions, drug patents, and venture capital.



BRIAN KIPPING

Consultant, **Regulatory Affairs & Trade Compliance**

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Brian was born and raised in Leamington, Ontario, and received a Bachelor of Science and Masters of Business Administration at the University of Toronto. He also graduated from the Institute of Corporate Directors of Canada. His career includes being President of the Ontario Dairy Council and Vice President, Manufacturing for McCain Foods. He joined Fonterra in Canada in 1998, retired from full time employment in 2016 and continues to consult on Trade and Regulatory Affairs.

Brian and his wife Beth live three hours north of Toronto in Haliburton, Ontario the shores of Lake Kashagawigamog. They have two daughters Marie and Amy.



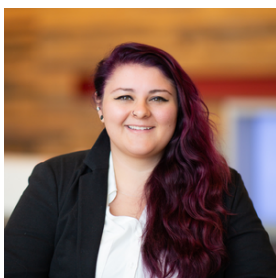
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ERIC MEYER

President & Founder, HighGround Dairy

Eric Meyer is a seasoned dairy risk management and sourcing professional with more than 23 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 Cara on
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CARA MURPHY

Senior Manager, Dairy Market Intelligence, HighGround Dairy

Cara Murphy is originally from the Heartland, where she grew up raising beef cattle just outside of Des Moines, Iowa. Her passion for agriculture led her to receive a Bachelor of Science degree in Animal Science from Iowa State University. Post graduation, Cara developed her expertise in international markets and economic analysis across a variety of industries, including oil and gas, construction, and agriculture. Delighted to be in dairy, Cara has been with HighGround for three years, delivering global and domestic market insights. Her diverse background and strategic mindset provide customers with a holistic viewpoint on changing market dynamics.



AMY PENTERMAN

Owner/Manager, Dutch Dairy LLC.

Amy Penterman is a dedicated dairy farmer and crop insurance agent with 28 years of experience, committed to helping farmers manage risk and protect their operations. She grew up in Western Wisconsin on a dairy farm that transitioned to beef operation. Alongside her husband, Sander, she operates a thriving dairy farm in Thorp, Wisconsin where they milk 1,000 cows and cultivate 1,200 acres of corn, wheat, and alfalfa. Sander grew up in The Netherlands on a 60-cow dairy farm and emigrated to the United States in 1999.

Beyond the farm, Amy is deeply involved in her community, serving on the Dairy Business Association (DBA) board, the school board, and participating in various local initiatives. As a mother of five, she balances her professional and agricultural commitments with a strong dedication to family and community leadership.

Amy values raising her children on the farm, where they learn hard work, dedication, teamwork, and pride. The farm is proud to support the community and agricultural programs at the local school.



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SCOTT RUBY

Managing Partner, Fir Ridge Holstein Farm, LLC

Scott Ruby is the Managing Partner at Fir Ridge Holstein Farm, LLC, a family-owned, 1,400-cow registered Holstein dairy operation with two sites in Oregon. The main site in Scio houses half of the milking herd along with all dry cows, heifers, and calves, while the second site in Cloverdale is home to the remaining milking herd. Both farms incorporate pasture-based systems during the spring, summer, and fall months. The operation spans 1,450 acres of farmland used to grow silage corn, grass silage, grass hay, and clover hay. Milk from the Scio location is supplied to Safeway/Albertsons, while milk from the Cloverdale site is delivered to Tillamook Creamery, where Scott was recently elected to the Board of Directors.

Scott operates Fir Ridge in partnership with his mother, Ida, and his son, Jake, who oversees the day-to-day management. A graduate of Cal Poly San Luis Obispo with a degree in Dairy Science, Scott recently retired after a 26-year career in international cattle genetics with World Wide Sires, where he served as Senior Vice President of International Sales and Product Management. His work took him to over 70 countries across six continents, where he advised dairy producers and supported their on-farm success.

Scott and his wife, Mimi, are proud parents of five college graduates. Three of their children are married, and two are engaged to be married this summer. Mimi manages payroll for the farm and supports Ida with accounting. Scott is deeply committed to employee development and long-term retention; both of the farm's herdsman have been with the operation for over 25 years, and more than half of the Fir Ridge team has been on staff for over 15 years.



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OLIVIA WILLRETT

Market Analyst, Five Rivers Cattle Feeding

Olivia Willrett is an Illinois native having been raised on a diversified grain and cattle feeding operation in Malta, IL. She pursued her passion for the cattle industry at Colorado State University, earning bachelor's degrees in animal science and agricultural business. Her time in Colorado led her to Five Rivers Cattle Feeding where she now serves as an analyst with the risk management team, focusing on market research and hedge management in both cattle and grain markets. In addition to her role with Five Rivers, Olivia remains actively involved in her family's Illinois feedyard managing cattle procurement and marketing remotely from her Colorado residence. Outside of work, Olivia is completing a master's degree in agricultural economics from Colorado State University.



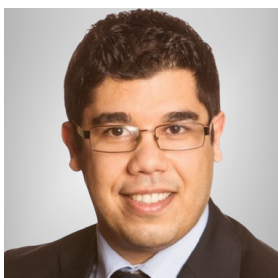
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ŁUKASZ WYRZYKOWSKI

Managing Director, IFCN Dairy Research Network

Łukasz Wyrzykowski serves as the Managing Director of IFCN AG – The Dairy Research Network, headquartered in Kiel, Germany. With an impressive tenure exceeding 13 years in the dairy industry, Mr. Wyrzykowski has adeptly navigated various roles within IFCN, notably as the Director of Dairy Sector Analysis and as a Dairy Market Analyst. His extensive expertise encompasses a comprehensive understanding of dairy market development patterns, value chain analysis, and the intricate dynamics of milk and feed price production behaviors. Furthermore, he possesses a profound capability in both short- and long-term forecasting, which has proven invaluable in guiding strategic decision-making within the sector.

He has successfully directed international teams, managed diverse projects, and provided consultation services to prominent companies throughout the global dairy supply chain. Under his guidance, IFCN continues to uphold its commitment to excellence, fostering informed decision-making and sustainable growth within the dairy sector on a global scale.



**Find Azize on
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AZIZE YANINA

Senior Manager Procurement, Saudia Dairy & Foodstuff Company

Azize Yanina is a dairy commodities expert and strategic procurement leader with over 15 years of experience in sourcing, market intelligence, and supply chain management. Holding a master's degree from Cranfield University (UK), Azize has a deep understanding of dairy trade flows, pricing dynamics, and supply chain efficiencies, particularly within the EU/UK and GCC regions. For eight years, Azize was based between Ireland and the UK, working extensively in European dairy commodity sourcing, specializing in SMP, WPC80, and WPI, and successfully driving procurement strategies in highly competitive markets.

With expertise in SMP, WMP and AMF Azize has spent the past three years navigating global dairy markets to secure competitive advantages for SADAFCO (Saudia Dairy) in Saudi Arabia. Now focused on global futures market intelligence across CME, EEX, and NZX, Azize has optimized procurement strategies, achieving annual cost savings of approximately \$15 million USD. Recognized for leveraging market intelligence to drive sourcing strategies, Azize plays a key role in connecting global suppliers with the GCC market, ensuring competitive pricing and supply chain resilience in one of the world's fastest-growing dairy regions.



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