



Matt McKnight

Chief Operating Officer

Matt McKnight is chief operating officer (COO) at the U.S. Dairy Export Council.

Appointed in February 2017 by President and CEO Tom Vilsack, McKnight manages the day-to-day operations of USDEC, focusing on three priorities: securing additional access, increasing demand and facilitating sales.

McKnight has worked at USDEC for 16 years and has a total of 25 years' experience in the U.S. dairy industry. He has the right combination of industry know-how, business acumen and analytical skills to be our chief operating officer.

As COO, McKnight:

- Oversees day-to-day operations of USDEC at our Arlington, Virginia headquarters and in our 10 international offices.
- Creates and executes USDEC operations strategy and policies.
- Helps communicate strategy and policy to USDEC employees, members and farmer-funders.

Prior to taking the COO position, McKnight served as USDEC's senior vice president of market access, regulatory and industry affairs. He directed USDEC to identify potential



changes to product standards, tariffs, import requirements and other issues that could become non-tariff barriers for USDEC members. He has worked tirelessly with U.S. and overseas governments and regulators to minimize or prevent interruption to U.S. dairy exports.

Before arriving at USDEC, McKnight gained practical, on-the-ground knowledge of what it takes to run successful businesses. He held dairy-related positions at Cargill, Land O'Lakes and Archer Daniels Midland. He has worked on a wide range of dairy issues, including animal nutrition, dairy farm expansion, financial services and herd health.

He has a bachelor's degree in animal science and a master's in finance and economics from Texas Tech University.