

2026 USDEC ANNUAL
MEMBERSHIP MEETING

AGENDA

MONDAY		03.23.2026
1:30 - 3:00 P.M.	FINANCE COMMITTEE MEETING *COMMITTEE MEMBERS ONLY	PLAZA B
3:00 - 5:30 P.M.	TRADE POLICY COMMITTEE MEETING *COMMITTEE MEMBERS ONLY	SALON 1 & 2
TUESDAY		03.24.2026
7:00 A.M. - 4:00 P.M.	REGISTRATION	SALON 3 FOYER
7:00 - 8:00 A.M.	BUFFET BREAKFAST	SALON 1 & 2
8:00 - 8:10 A.M.	CHAIR WELCOME <ul style="list-style-type: none">• Becky Nyman, chair, U.S. Dairy Export Council (USDEC)	SALON 3
8:10 - 8:30 A.M.	OPENING REMARKS <ul style="list-style-type: none">• Krysta Harden, president and CEO, USDEC	
8:30 - 8:45 A.M.	DMI GREETING <ul style="list-style-type: none">• Barb O'Brien, president & CEO, Dairy Management Inc. (DMI)	
8:45 - 8:50 A.M.	LEADERSHIP ELECTIONS <ul style="list-style-type: none">• Skip Hardie, chair, USDEC Nominating Committee	
8:50 - 9:00 A.M.	2025 AUDIT REPORT <ul style="list-style-type: none">• Quinton Baily, chief operating and financial officer, DMI	SALON 3



TUESDAY

03.24.2026

9:00 - 10:00 A.M.

NAVIGATING THE NEXT DECADE: FORCES
TRANSFORMING GLOBAL DAIRY

Join Andrew Busch, leading global futurist, former Chief Market Intelligence Officer for the U.S. government, and expert on the intersection of economics, technology, and agriculture, as he explores the forces reshaping the future of the international dairy industry. In this forward-looking keynote, Busch will delve into how emerging technologies—especially artificial intelligence—are transforming production, trade, and consumer engagement across global dairy markets.

Drawing on his deep experience advising governments, Fortune 500 companies, and agricultural organizations, Busch will break down the accelerating innovations redefining supply chains, forecasting models, and on-farm decision-making. He will outline practical strategies for leveraging advanced analytics, automation, and digital intelligence to stay competitive in a rapidly evolving global landscape.

Moderated by USDEC's Krysta Harden, this dynamic session will illuminate how shifting consumer expectations, geopolitical uncertainties, and new AI-driven capabilities are converging to create both challenges and unprecedented opportunities. With his energetic style and clear-eyed perspective, Andrew will inspire dairy industry leaders to embrace innovation, build resilience, and position their businesses for long-term success in the next era of global dairy.

- Andrew Busch, leading global futurist and former chief marketing officer for the U.S. Government
- Krysta Harden, president and CEO, USDEC *moderator

10:00 - 10:30 A.M.

BREAK

10:30 11:15 A.M.

FROM WASHINGTON TO THE WORLD: U.S.
DAIRY TRADE POLICY IN A NEW ERA

- Luke J. Lindberg, U.S. undersecretary of agriculture for trade and foreign agricultural affairs - invited

11:15 - 11:45 A.M.

ENSURING ACCESS, REDUCING BARRIERS: THE
PATH FORWARD FOR DAIRY EXPORTS

- Dr. Julie Callahan, chief agricultural negotiator, Office of the U.S. Trade Representative - invited



TUESDAY

03.24.2026

11:45 A.M. - 12:00
P.M.

EXCELLENCE IN EXPORTS AWARDS

SALON 3

Join us for the 2nd Annual ExEx award presentation. During the ceremony, the USDEC President and CEO will present two awards: The Excellence in Exports award, given to a member company with exceptional leadership, innovation, and export growth, and the Excellence in Innovation award, honoring an individual for groundbreaking contributions to the U.S. dairy export industry.

12:00 - 1:00 P.M.

LUNCH

SALON 1&2

1:00 - 1:45 P.M.

SIGNALS OF CHANGE: WHAT'S NEXT FOR
GLOBAL DAIRY CONSUMPTION

SALON 3

The USDEC Strategic Insights team will explore the major forces shaping future international dairy consumption. Drawing on global signals and USDEC proprietary insights tools, the team will highlight what's changing, why it matters, and where new areas of demand may emerge.

- Rick Ortman, senior vice president, strategic insights, USDEC
- Megan Sheets, vice president, strategic development, USDEC

1:45 - 2:45 P.M.

THE BUTTERFAT BOOM: IMPLICATION FOR U.S.
DAIRY IN A SHIFTING GLOBAL MARKET

SALON 3

The U.S. dairy sector is experiencing a notable rise in fat levels—a trend with significant implications for product mix, processing strategies, on-farm milk prices, and export competitiveness. In this timely session, William Loux, USDEC Senior Vice President of Global Economic Affairs, will lead a panel discussion exploring the drivers behind the butterfat boom and what it means for U.S. dairy's position in global markets.

Drawing on insights from leading dairy processors and economic experts, the conversation will examine how evolving herd management, consumer preferences, and product innovation are influencing the composition of U.S. milk and reshaping export opportunities. Panelists will also discuss challenges and potential market shifts as trading partners respond to changing supply dynamics.

- Corey Geiger, lead dairy economist, CoBank
- Derik Robinson, CEO, High Desert Milk
- Nate Zwald, president and COO, Progenco
- William Loux, senior vice president, global economic affairs, USDEC *moderator

2:45 - 3:00 P.M.

BREAK

TUESDAY

03.24.2026

3:00 - 4:00 P.M.

CULTIVATING EQUITY: ADVANCING WOMEN FARMERS IN GLOBAL FOOD SYSTEMS

SALON 3

In celebration of the International Year of the Woman Farmer, this special session will spotlight the essential role women play in advancing global agriculture. Moderated by Krysta Harden, USDEC President & CEO, the panel will bring together leaders from across the agricultural, policy, and nutrition sectors to discuss the opportunities, challenges, and the transformational impact of women farmers worldwide. Together, the panelists will explore how empowering women in agriculture strengthens rural communities, improves food security, and drives economic resilience.

- Cristina Manfre, senior director, Global Practice for Women and Youth
- Ted McKinney, chief executive officer, National Association of State Departments of Agriculture
- Isabella Chism, farmer, women’s leadership chair, American Farm Bureau Federation
- Becky Nyman, dairy farmer and chair, USDEC
- Krysta Harden, president and CEO, USDEC *moderator

4:00 - 4:15 P.M.

BREAK

4:15 - 5:15 P.M.

GLOBAL DAIRY MARKET OUTLOOK

If there’s one constant in the dairy market, it’s unpredictability. Over the past year, the industry has grappled with surging U.S. butterfat production, softer domestic demand, and weaker global interest in skim-solids products. Trade policy shifts—including new tariffs and retaliatory measures—have added pressure, while rising input costs and HPAI detections in U.S. cattle created further uncertainty for producers and exporters.

In this environment, forecasting becomes both increasingly complex and critically important. Join the USDEC Economics Team for the perennially-popular over/under game, where they’ll break down the biggest market movers and share predictions for 2026 and beyond. Expect sharp insights, lively analysis, and a clear-eyed look at the risks and opportunities shaping U.S. dairy’s global outlook.

- William Loux, senior vice president, global economic affairs, USDEC
- Monica Ganley, senior director, global trade analysis, USDEC
- Stephen Cain, vice president, economic research and analysis, USDEC

5:15 P.M.

CLOSING REMARKS

- Becky Nyman, chair, USDEC

6:00 - 7:30 P.M.

RECEPTION

SALON 1 & 2



WEDNESDAY

03.25.2026

7:00 - 8:00 A.M.	BUFFET BREAKFAST	PLAZA B&C
8:00 A.M. - 3:00 P.M.	MULTILATERAL AFFAIRS COMMITTEE MEETING *COMMITTEE MEMBERS ONLY	AMBASSADOR (LOBBY LEVEL)
8:00 A.M. - 5:00 P.M.	C&CP ADVISORY GROUP MEETING * COMMITTEE MEMBERS ONLY	SALON 3
8:00 A.M. - 5:00 P.M.	INGREDIENT ADVISORY GROUP MEETING *COMMITTEE MEMBERS ONLY	SALON 2
12:00 - 1:00 P.M.	BUFFET LUNCH	PLAZA B&C
1:00 - 5:00 P.M.	MARKET ACCESS AND REGULATORY AFFAIRS ADVISORY GROUP MEETING *COMMITTEE MEMBERS ONLY	SALON 1