



U.S. Dairy
Export Council.

Ingredients | Products | Global Markets

USDEC Board of Directors and Membership Meeting
MARCH 26-27, 2018 • SWISSÔTEL CHICAGO

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Meeting Venue

SWISSÔTEL CHICAGO
323 East Upper Wacker Drive
Chicago, IL 60601-9722

Tel: 312.565.0565
swissotel.com/hotels/chicago

AGENDA



MONDAY, MARCH 26, 2018

| TIME | ACTIVITY | LOCATION |
|---------------|--|-----------|
| 1:30pm–3:00pm | Customs Compliance Training <ul style="list-style-type: none"> Patrick Togni, associate, King & Spalding LLP | Lucerne I |
| 3:00pm–4:00pm | Finance Committee | Alpine II |
| 4:00pm–5:30pm | Trade Policy Committee (<i>Committee Members Only</i>) | Lucerne I |

TUESDAY, MARCH 27, 2018

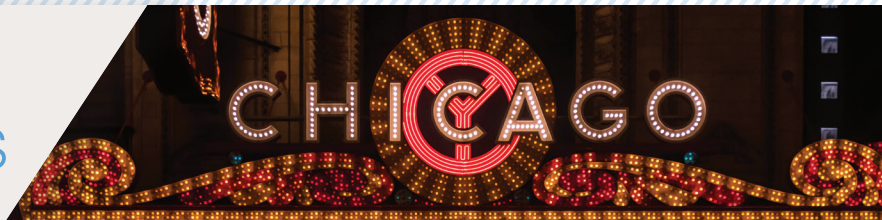
| TIME | ACTIVITY | LOCATION |
|---------------|--|----------------|
| 6:30am–7:30am | Continental Breakfast | Lucerne Foyer |
| 7:30am–7:45am | Chairman's Welcome and Opening Business <ul style="list-style-type: none"> Paul Rovey, chairman, U.S. Dairy Export Council (USDEC) | Lucerne II,III |
| 7:45am–8:15am | President's Opening Remarks <ul style="list-style-type: none"> Tom Vilsack, president and CEO, USDEC | Lucerne II,III |
| 8:15am–9:15am | Innovation and the Commodity Product <ul style="list-style-type: none"> Dustin Garis, former global brand manager, Procter & Gamble Tom Vilsack, president and CEO, USDEC (<i>moderator</i>) <p>Every company—even those that sell commodities— must continuously transform to capitalize on the changing world around them. When faced with the challenge of product and brand innovation at the world's largest marketing company, former Procter and Gamble global brand manager Dustin Garis developed unique approaches to corporate and product innovation that led to several Fortune 500 entrepreneurial ventures.</p> <p>In his address to USDEC members, we've asked Garis to focus on commodity innovation, specifically:</p> <ul style="list-style-type: none"> Can innovation be accomplished within companies that sell commodities? How can they embrace and encourage innovation? Can resource-strapped companies innovate? What's the ROI of innovation? | Lucerne II,III |

| TIME | ACTIVITY | LOCATION |
|-----------------|--|----------------|
| 9:15am–10:15am | <p>A Crisis of Trust: A Global Report on the Lack of Faith in Government, Business, Media and NGOs</p> <ul style="list-style-type: none"> • Ben Boyd, president, practices, sectors and intellectual property, Edelman New York • Kevin Wang, managing director, corporate practice, Edelman China/North Asia • Tom Vilsack, president and CEO, USDEC (<i>moderator</i>) <p>In its 18th year, the Edelman Trust Barometer survey examines people's trust in four institutions—business, government, media and non-governmental organizations (NGOs). The 2018 Edelman Trust Barometer, the largest global survey and foremost authority on trust, sampled more than 33,000 respondents across 28 markets.</p> <p>Ben Boyd, president of practices, sectors and intellectual property, and Kevin Wang, managing director of corporate Edelman Beijing, will present global results from this year's study and what those findings mean for business and the food and beverage sector. They also will discuss people's shifting expectations for business leaders and institutions, as well as the steps CEOs and companies can take to build trust.</p> | Lucerne II,III |
| 10:15am–10:30am | Morning Break | |
| 10:30am–11:15am | <p>Global Market Outlook: Up, Down or Sideways?</p> <ul style="list-style-type: none"> • Alan Levitt, vice president, communications and market analysis, USDEC <p>Today's market fundamentals point to another challenging year. In our featured outlook session, we'll tell you how the 2018 global dairy markets are going to shape up—and some of the key indicators to watch, including prospects for global demand growth in 2018, the condition of the Northern Hemisphere flush, EU intervention stock disposal and how the Oceania milk shed is setting up for the 2018–19 season.</p> | Lucerne II,III |

| TIME | ACTIVITY | LOCATION |
|-----------------|---|------------------|
| 11:15am–12:00pm | <p>Setting the 2019–21 Market Development Plan Direction: Ingredients and Cheese Advisory Team Updates</p> <p>Cheese Marketing Advisory Panel Updates</p> <ul style="list-style-type: none"> • Bret Drake (Schreiber Foods), vice-chair, Cheese and Consumer Products Committee • Dave Snyder (Glanbia Nutritionals), member, Cheese Marketing Advisory Panel • Ross Christieson, senior vice president, business unit director, North Asia, USDEC <p>Ingredient Advisory Group Updates</p> <ul style="list-style-type: none"> • James “Jimco” Hrusovszky (United Dairymen of Arizona), chair, Global Ingredients Committee • Richard Bradfield (International Ingredient Corporation), vice-chair, Global Ingredients Committee • Vikki Nicholson-West, senior vice president, business unit director, Southeast Asia, USDEC • Matt McKnight, chief operating officer, USDEC (<i>moderator</i>) <p>This year’s spring board meeting is introducing changes to the traditional ingredients and cheese committee breakouts. The concurrent sessions are being replaced with a joint report-out, highlighting the latest advisory team meetings. This revised approach is aimed at creating opportunities for early and active member input in shaping the focus of USDEC’s strategic and tactical plans for both ingredients and cheese. This includes establishing results-driven priorities on the type of programs/strategies to pursue—and in which markets—while also harnessing members’ commercial expertise and getting the real-time pulse on market supply and demand.</p> | Lucerne II, III |
| 12:00pm–1:00pm | Lunch | Geneva, Currents |
| 1:00pm–1:30pm | <p>Market Access and Trade Policy Update</p> <ul style="list-style-type: none"> • Sandra Benson, vice president, market access and regulatory affairs, USDEC • Shawna Morris, vice president, trade policy, USDEC <p>What are the most challenging market access and trade policy barriers of late for U.S. dairy exporters? Which are the most technical and the most troublesome? This session will update members on current efforts to resolve technical trade barriers and keep members informed of any new developments potentially affecting U.S. access to global markets.</p> | Lucerne II, III |
| 1:30pm–2:30pm | <p>Trade Policy Session</p> <ul style="list-style-type: none"> • Janae Brady, senior professional staff, U.S. Senate Committee on Agriculture, Nutrition and Forestry • John Dardis, senior vice president, U.S. corporate affairs, Glanbia • Jaime Castaneda, senior vice president, trade policy, USDEC (<i>moderator</i>) | Lucerne II, III |
| 2:30pm–2:45pm | Afternoon Break | |

| TIME | ACTIVITY | LOCATION |
|---------------|--|---------------------------------------|
| 2:45pm–3:45pm | A Buyer’s Viewpoint: Innovation Insights from Abbott <ul style="list-style-type: none"> Allison Specht, dairy development manager, Abbott Nutrition Matt McKnight, chief operating officer, USDEC (<i>moderator</i>) <p>Allison Specht, Abbott’s dairy development manager, will offer attendees a glimpse of the multinational’s innovation process, with a focus on how it utilizes dairy ingredients. Specht plans to walk through Abbott’s product development system, how the company works to advance new science in the dairy space and how dairy ingredient suppliers can participate in those processes and even partner with Abbott for mutually beneficial growth.</p> | Lucerne II, III |
| 3:45pm–4:00pm | Audit Report | Lucerne II, III |
| 4:00pm–4:30pm | Business Plan Assumptions | Lucerne II, III |
| 4:30pm | Adjournment | Lucerne II, III |
| 6:00pm–7:30pm | Reception | Edelweiss (43 rd Floor) |

GUEST SPEAKER PROFILES



BEN BOYD

President, Practices, Sectors & Intellectual Property, Edelman New York

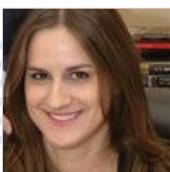
Ben Boyd has worked in the communications industry for over two decades. With Edelman, Boyd oversees global practices and sectors, which help drive innovation and provide clients with deep industry expertise. Boyd is also responsible for the firm's global marketing, signature intellectual property (IP) studies and the use of IP to inform the firm's strategy and client programming. Boyd has worked with a diverse portfolio of clients across industries, including serving as the global client relationship strategist for GE, one of Edelman's largest accounts.



RICHARD BRADFIELD

General Manager, International Ingredient Corporation

Richard Bradfield is the general manager of the International Ingredient Corporation, a family-owned, animal food ingredient business based in St. Louis, Missouri. He has 24-plus years of experience in areas ranging from animal nutrition, quality assurance, purchasing and senior management. Bradfield is past president of the American Dairy Products Institute (ADPI) and a member of its board of directors. Bradfield is a board member of USDEC and currently serves as vice chair of the ingredients committee and is a member of the USDEC operating committee.



JANAE BRADY

Senior Professional Staff, U.S. Senate Committee on Agriculture,
Nutrition and Forestry

Janae Brady, senior professional staff, handles international trade and agricultural research for the U.S. Senate Agriculture Committee. She has worked for Sen. Pat Roberts in several capacities over his time as chairman and ranking member of the committee. She previously handled trade and food security policy issues at Gordley Associates, a government relations firm in Washington, DC, representing food and agriculture organizations such as the American Soybean Association. Brady grew up working on her family's wheat and sorghum farm in Kansas. She began her professional career as a high school teacher in Wichita, Kansas. Janae holds a Bachelor of Science degree from Kansas State University as well as a master's degree from George Washington University.



JOHN DARDIS
Senior Vice President, U.S. Corporate Affairs, Glanbia

Dr. John Dardis is senior vice president for U.S. corporate affairs with Glanbia. Dardis oversees Glanbia's media relations, government affairs, reputation and issues management, working with a diverse range of businesses that are part of Glanbia's growing footprint in the United States, including cheese, whey, ingredients, customized solutions and sports nutrition operations. Dardis previously served as Ireland's First Secretary for Agriculture, Food and the Marine at the Irish Embassy in Washington, D.C., where he managed Irish agri-food trade interests with the United States.



JAMES "JIMCO" HRUSOVSZKY
Vice President of Business Development and Relations,
United Dairymen of Arizona

James "Jimco" Hrusovszky began working for a large cheese manufacturer in the mid-1980s and later managed operations for cheese and whey bi-products manufacturing, in addition to fluid and cultured dairy products. Over the past 20-plus years, he's worked in various positions for United Dairymen of Arizona (UDA) from maintenance and engineering, to vice president of operations, and his current role as vice president of business relations and development, as well as the general manager of Arizona Dairy Ingredients, a wholly-owned division of UDA.



DAVE SNYDER
Vice President, International Sales, Glanbia Nutritionals

Dave Snyder is the vice president of international sales for Glanbia Nutritionals. Snyder has worked for Glanbia for 22 years and has 40 years of experience in the dairy industry. He started his career with Armour Food Company in Monroe, Wisconsin, followed by employment with Pacific Cheese, McCadam Cheese (Agri-Mark) and Dairystate Brands.



ALLISON L. SPECHT
Dairy Development Manager, Global Dairy Procurement Team, Abbott Nutrition

In her current role as the dairy development manager in Abbott's global dairy procurement team, Specht executes strategies to improve productivity and enhance connectivity with Abbott's internal and industry partners to advance innovation in the dairy space. She also leads key initiatives to ensure Abbott a sustainable dairy supply base for the future. Prior to joining Abbott, Specht spent eight years as a dairy economist—first with the American Farm Bureau Federation and then with Leprino Foods.



PAT TOGNI

Associate, International Trade, King & Spalding

Pat Togni is an international trade attorney who has represented clients on matters such as customs compliance, export controls, trade remedy proceedings and related appeals and intellectual property litigation. He has argued cases before administrative agencies, the U.S. Court of International Trade and federal and state courts throughout the country, as well as appeared in NAFTA Chapter 19 binational panel reviews. He works out of King & Spalding's offices in Washington, DC, and Charlotte, North Carolina.



KEVIN WANG

Managing Director, Corporate Practice, Edelman China/North Asia

Kevin Wang has over 17 years of public relations experience and extensive knowledge in China's public relations landscape. He specializes in corporate reputation management, business value proposition, trust building, stakeholder's engagement, issues and crisis management and executive training. Wang is a member of Edelman's core trainer team, with experience providing executive trainings and coaching a variety of clients and brands, including Microsoft, Oracle, MasterCard, Wal-Mart, Samsung and Nokia, among others.

MEMBERSHIP

(as of March 2018)



FOUNDER MEMBER

Dairy Management Inc.

ALLIED MEMBERS (32)

Provide supplies and services to the U.S. dairy industry

Abbott Nutrition

Agriculture & Livestock Industries Corporation

American Dairy Products Institute

American Farm Bureau Federation

Blimling and Associates, Inc.

California Dairy Research Foundation

California Milk Advisory Board

Center for Dairy Excellence—
Pennsylvania Dept. of Agriculture

Ceres Dairy Risk Management LLC

CoBank

Commodity & Ingredient Hedging, LLC

Elanco Animal Health

Fort Forwarding, Inc.

Hershey Company

HighGround Dairy

United Dairymen of Idaho

Dairy West

International Dairy Foods Association

INTL/FCStone

Iowa Farm Bureau Federation

Mead Johnson Nutrition Company

National Milk Producers Federation

Oregon Dairy and Nutrition Council

Perrigo Nutritionals

Rabobank International

Starbucks Coffee Company

Wisconsin Cheese Makers Association

Wisconsin Department of Agriculture, Trade & Consumer Protection

Wisconsin Farm Bureau Federation

Wisconsin Milk Marketing Board

YUM! Brands, Inc.

Zoetis

PROCESSOR MEMBERS (58)

Companies that process dairy products

Agri-Dairy Products, Inc.

Agri-Mark, Inc.

Agropur, Inc.

APS BioGroup

Arla Foods Ingredients

BelGioioso Cheese, Inc.

Bluegrass Dairy and Food, LLC

Bongards' Creameries

Burt Lewis Ingredients

California Dairies, Inc.

California Sunshine

Cayuga Milk Ingredients, Inc.

Commercial Creamery Company

CP Kelco

Dairy Farmers of America, Inc.

DairyAmerica

Darigold, Inc.

Eagle Family Foods, LLC

Erie Foods International, Inc.

Foremost Farms USA

FrieslandCampina USA

Glanbia Nutritionals USA

Grassland Dairy Products, Inc.

High Desert Milk

Hilmar Cheese Company

HP Hood

Idaho Milk Products, Inc.

Immuno-Dynamics, Inc.

Ingredia, Inc

International Ingredient Corporation

Joseph Gallo Farms

La Belle Associates, Inc.

Lactalis Ingredients

Land O'Lakes, Inc.

Leprino Foods Company

Maryland & Virginia Milk Producers Cooperative

MCT Dairies, Inc.

Michigan Milk Producers Assn.

Milk Specialties Global

O-AT-KA Milk Products Cooperative, Inc.

Organic Valley

Pacific Cheese Co.

Prairie Farms Dairy, Inc.

Price's Creameries

Proliant Dairy Ingredients

Red Apple Cheese LLC

Saputo Cheese USA Inc.

Sargento Foods

Sartori Company

Savencia Cheese USA

Schreiber Foods, Inc.

Schuman Cheese

Scott Brothers Dairy

Select Milk/Continental Dairy
Products

St. Albans Cooperative Creamery,
Inc.

Tillamook County Creamery
Association

United Dairywomen of Arizona

Valley Queen Cheese Factory, Inc.

TRADING COMPANY MEMBERS (20)

Companies that trade dairy products

BIOTWO Corporation

Gavilon Ingredients, LLC

Gerber California, Inc.

Hoogwegt U.S., Inc.

Interfood, Inc.

Interra International, Ltd.

James Farrell & Co.

Louis Dreyfus Company

Mehusa, Inc.

Mitsubishi International Corp.

Mitsui & Co. (U.S.A.), Inc.

Olam Americas, Inc.

Osage Food Products

Ronald A. Chisholm Limited

Scoular

S J Global Group Inc.

Stiefer Agribusiness Asia

Talmera USA Inc.

T.C. Jacoby & Co. Inc.

Tropical Foods LLC

MEETING ATTENDEES

(as of March 23, 2018)



| COMPANY | FIRST | LAST | TITLE |
|---|-----------|-------------|---|
| Abbott Nutrition | Allison | Specht | Dairy Development Manager |
| Abbott Nutrition | Mitchell | Bowling | Associate Director External Engagement |
| Abbott Nutrition | Randi | Muzumdar | Global Dairy Risk Management & Market Analysis |
| Agri-Dairy Products, Inc. | Ana Paula | Almeida | Export Manager |
| Agri-Mark, Inc. | Peter | Gutierrez | Vice President, Global Ingredient Sales |
| Agri-Mark, Inc. | Seth | Aubin | Exports Logistics Analyst |
| Agriculture & Livestock Industries Corporation | Makoto | Kobayashi | Senior Advisor |
| AGROPUR, Inc. | Ivan | Beck | Director of International Sales & Key Accounts |
| American Dairy Association Mideast | Scott | Higgins | CEO |
| American Dairy Products Institute | Dave | Thomas | CEO |
| BIOTWO Corporation | Rafael | Duque | President |
| BIOTWO Corporation | Samuel | Siman | |
| Burt Lewis Ingredients, LLC | Kristen | Kettle | Logistics |
| Burt Lewis Ingredients, LLC | Vincent | Curtin | President |
| Cabot Creamery, Inc. | Brian | Littlefield | National Industrial Sales Manager |
| California Dairies, Inc. | Blake | Anderson | Senior Vice President New Business Development |
| California Milk Advisory Board | Bob | Carroll | Vice President, Business Development |
| California Milk Advisory Board | James | Dimataris | Director of Processor Relations |
| California Milk Advisory Board | John | Talbot | CEO |

| COMPANY | FIRST | LAST | TITLE |
|---|--------------|-----------|--|
| Center for Dairy Excellence– Pennsylvania Department of Agriculture | Alan | Zepp | Risk Management Program Manager |
| CoBank | Dan | Terrill | Vice President |
| Dairy Farmers of America, Inc. | Alan | Szczesny | Innovation Manager |
| Dairy Farmers of America, Inc. | Craig | Taylor | International Trade Compliance Manager |
| Dairy Farmers of America, Inc. | Jay | Waldvogel | Senior Vice President, Strategy and International Development |
| Dairy Farmers of America, Inc. | John | Wilson | Senior Vice President, Marketing and Industry Affairs |
| Dairy Farmers of America, Inc. | Ona | Coker | Assistant Director, Export Order Fulfillment |
| Dairy Farmers of America, Inc. | Randy | Mooney | Chairman |
| Dairy Farmers of America, Inc. | Rick | Smith | CEO |
| DairyAmerica | Grant | Gondell | Risk Management Director |
| DairyAmerica | Matt | Glasser | Risk Manager |
| Darigold, Inc. | Alva | Lin | Trade Execution Specialist |
| Darigold, Inc. | Jeff | Colyar | National Sales Director |
| Dairy Management Inc. | Carol | Ahlem | Founder Member, DMI Board |
| Dairy Management Inc. | David "Skip" | Hardie | Founder Member, DMI Board |
| Dairy Management Inc. | Harold | Howrigan | Founder Member, DMI Board |
| Dairy Management Inc. | John | Brubaker | Founder Member, DMI Board |
| Dairy Management Inc. | Marylin | Hershey | Founder Member, DMI Board |
| Dairy Management Inc. | Neil | Hoff | Founder Member, DMI Board |
| Dairy Management Inc. | Paul | Rovey | Chairman, USDEC Board and Founder Member, DMI Board |
| Dairy Management Inc. | Tom | Gallagher | CEO, Dairy Management Inc. and Founder Member, DMI Board |

| COMPANY | FIRST | LAST | TITLE |
|---------------------------------------|---------|-------------|---|
| Elanco Animal Health | Dennis | Schaffler | Senior Director, Global Market Access |
| Foremost Farms USA | Declan | Roche | Vice President Dairy Ingredients |
| Gerber California Inc. | Saul | Rosenberg | CEO |
| Glanbia Foods, Inc. | Dave | Snyder | Vice President International Sales |
| Glanbia Nutritionals USA | Wilf | Costello | Executive Vice President Commercial |
| Glanbia Nutritionals USA | John | Dardis | Senior Vice President, U.S. Corporate Affairs |
| Glanbia Nutritionals USA | Stacey | Nikolay | Manager |
| High Desert Milk | Karla | Robinson | Controller |
| HighGround Dairy | Alyssa | Badger | Agricultural Analyst |
| HighGround Dairy | Austin | Bentham | Vice President |
| HighGround Dairy | Lucas | Fuess | Director Dairy Market Intelligence |
| Hilmar Cheese Company | George | Butterfield | International Key Account Sales Manager |
| HP Hood, LLC | Shari | Stoffel | Director of Sales |
| Idaho Milk Products, Inc. | Tara | Russell | Director of Marketing and Sales |
| Interfood, Inc. | Derik | Robinson | Commercial Director |
| Interfood, Inc. | Guido | Janssen | Chief Commercial Officer |
| International Dairy Foods Association | Michael | Dykes | President and CEO |
| International Dairy Foods Association | Beth | Hughes | Director, International Affairs |
| International Ingredient Corporation | Richard | Bradfield | Vice President, Dairy Business and Product Development |
| INTL/FCStone | Nate | Donnay | Chief Economist |
| INTL/FCStone | Robert | Chesler | Vice President, Foods Division |
| Iowa Farm Bureau Federation | Joe | Heinrich | Vice President |

| COMPANY | FIRST | LAST | TITLE |
|---|----------|-------------|--|
| James Farrell & Co. | Katie | Quinn | Sales Director |
| James Farrell & Co. | Steve | Singer | Director, International Sales |
| Lactalis Ingredients (US) | Yann | Connan | Vice President |
| Land O'Lakes, Inc. | Jim | Ringo | Director of Sales |
| Leprino Foods Company | Brooke | Markley | Senior Dairy Economist |
| Leprino Foods Company | Larry | Rasmussen | Director, Regulatory Affairs |
| Leprino Foods Company | Sue | Taylor | Vice President Dairy Policy & Procurement |
| Louis Dreyfus Company | Donald | Street | Region Manager North America |
| Louis Dreyfus Company | Marcus | Angwin | Senior Trader |
| Maryland & Virginia Milk Producers Cooperative Association | Mike | Curtis | General Manager, Valley Milk |
| Michigan Milk Producers Assn. | Joe | Diglio | General Manager |
| Michigan Milk Producers Assn. | Ken | Nobis | President |
| Midwest Dairy Assn. | Nancy | Huls | Vice President Research & Innovation |
| Milk Specialties Global | Jing | Hagert | Director of Business Development |
| Milk Specialties Global | Nolan | Hasselbalch | International Registration Manager |
| Mitsubishi International Corp. | Clifford | Ng | Manager, Foods Department |
| Mitsui & Co. (U.S.A.), Inc. | Subrina | Hamasaki | Director of Marketing |
| National Milk Producers Federation | Jim | Mulhern | President & CEO |
| O-AT-KA Milk Products Cooperative, Inc. | David | Crisp | Chief Business Development Officer |
| O-AT-KA Milk Products Cooperative, Inc. | Valerie | Joslin | QA Administrative |
| Oregon Dairy and Nutrition Council | Garey | Fritz | Commissioner |
| Oregon Dairy and Nutrition Council | Pete | Kent | CEO |

| COMPANY | FIRST | LAST | TITLE |
|--|----------|------------|--|
| Organic Valley | John | Marin | Global Ingredients Sales Manager |
| Organic Valley | Kevin | Schleicher | Global Sales Manager |
| Pacific Cheese Co., Inc. | Michelle | Sonsalla | Sales & Business Development Manager |
| Prairie Farms Dairy, Inc. | Chris | Hoeger | President |
| Proliant Dairy Ingredients | Mike | Matter | President & CEO |
| Saputo Cheese USA Inc. | Benoit | Primeau | Director, International Ingredients Sales |
| Saputo Cheese USA Inc. | Eric | Given | Director |
| Sargento Foods | Grazia | Perrella | Regulatory Technologist |
| Sargento Foods | Hanns | Heick | International Compliance Professional |
| Schreiber Foods Inc. | Bret | Drake | Export Sales Leader |
| Schreiber Foods Inc. | Jacob | Bauman | International Sales Manager |
| Schreiber Foods Inc. | Kelvin | George | International Account Manager |
| Select Milk Producers Inc. | Steve | Cooper | COO/General Manager |
| Talmera USA Inc. | Saeid | Shokravi | President |
| T.C. Jacoby & Co., Inc. | Brianne | Breed | Manager, Cheese Programs |
| T.C. Jacoby & Co., Inc. | Ted | Jacoby | Chairman of the Board |
| T.C. Jacoby & Co., Inc. | Ted | Jacoby III | President & CEO |
| Tillamook County Creamery Assn. | Steve | Patience | Vice President Food Ingredients |
| Tropical Foods, LLC | Daren | Primoli | President & Founder |
| United Dairywomen of Arizona | James | Hrusovszky | Vice President of Business Development and Relations |
| Valley Queen Cheese Factory, Inc. | Jason | Mischel | Vice President of Sales and Procurement |
| Wisconsin Department of Agriculture, Trade & Consumer Protection | Ashwini | Rao | Economic Development Consultant |

| COMPANY | FIRST | LAST | TITLE |
|--|-------|-----------|--|
| Wisconsin Department of Agriculture, Trade & Consumer Protection | Jack | Heinemann | Bureau Director, International Agribusiness Center |
| Wisconsin Department of Agriculture, Trade & Consumer Protection | Lisa | Stout | Agricultural Marketing Consultant |
| Wisconsin Farm Bureau Federation | Dave | Daniels | Director |
| Wisconsin Farm Bureau Federation | Rosie | Lisowe | Director |
| Wisconsin Farm Bureau Federation | Dave | Daniels | Director |
| Wisconsin Farm Bureau Federation | Rosie | Lisowe | Director |
| Wisconsin Milk Marketing Board | Jen | Walsh | Vice President, Insights & Strategy |
| YUM! Restaurants International Inc. | Ann | Grappin | Global Trade Manager |

Total Board Members: 111

DMI BOARD MEMBERS

| | | | |
|------------------|--------|------------|--|
| DMI Board Member | Lowell | Mueller | |
| DMI Board Member | Jeff | Strassburg | |
| DMI Board Member | Brett | Bossard | |

Total DMI Board: 3

GUEST SPEAKERS

| | | | |
|--------------------------|---------|--------|---|
| | Dustin | Garis | Former Global Brand Manager, Procter & Gamble |
| Edelman New York | Ben | Boyd | President, Practices, Sectors and Intellectual Property |
| Edelman China/North Asia | Kevin | Wang | Managing Director, National Corporate Practice |
| Abbott Nutrition | Allison | Specht | Dairy Development Manager |
| Glanbia | John | Dardis | Senior Vice President, U.S. Corporate Affairs |

Total Guest Speakers: 5

| COMPANY | FIRST | LAST | TITLE |
|---|-----------|-----------|-----------------------|
| USDA | | | |
| USDA AMS | Delaina | Dries | Account Manager |
| Total USDA: 1 | | | |
| GUESTS | | | |
| Little Caesar Enterprises, Inc. | Christina | Bongo-Box | VP Global Procurement |
| Total Guests: 1 | | | |
| TOTAL INDUSTRY PARTICIPANTS REGISTERED: 121 | | | |

RESTAURANT LIST



AMERICAN

ALINEA (\$\$\$\$)

1732 N. Halsted St.
(312) 867-0110
alinearestaurant.com

***BAD HUNTER (\$\$\$)—VEGETARIAN FOCUS**

802 W. Randolph St.
(312) 265-1745
badhunter.com

BANDERA (\$\$\$)

535 N. Michigan Ave.
(312) 644-3524
banderarestaurants.com/locations/chicago

***BARN & COMPANY (\$\$\$\$)—BBQ & EUROPEAN FUSION**

950 W. Wrightwood Ave.
(773) 832-4000
barnandcompany.com

BENNY'S CHOP HOUSE (\$\$\$\$\$)

444 N. Wabash Ave.
(312) 626-2444
bennyschophouse.com

BLUE DOOR KITCHEN & GARDEN (\$\$\$\$)

52 W. Elm St.
(312) 573-4000
bluedoorkitchenchicago.com

ELEPHANT & CASTLE (\$\$)

185 N. Wabash Ave.
(312) 345-1710
elephantcastle.com/chicago_wabash

***ELSKER (\$\$\$)—AMERICAN DANISH FUSION**

1350 W. Randolph St.
(312) 733-1314
elskerrestaurant.com

FOR THE WIN (FTW) (\$\$)—VIDEO GAMES & FOOD

322 E. Illinois St.
(312) 245-8331
ftwchicago.com

***GIANT (\$\$\$)**

3209 W. Armitage Ave.
(773) 252-0997
giantrestaurant.com

HOWELLS & HOOD (\$\$\$\$)

435 N. Michigan Ave.
(312) 262-5310
howellsandhood.com

PINSTRIPES (\$\$)—FOOD, BOWLING & BOCCE

435 E. Illinois St.
(312) 527-3010
pinstripes.com

***PUBLICAN ANKER (\$\$\$\$)**

1576 N. Milwaukee Ave.
(773) 904-1121
publicananker.com

***SMYTH (\$\$\$\$\$)**

177 N. Ada St., #101
(773) 913-3773
smythandtheloyalist.com/smyth

Pricing guideline: (\$\$\$) = \$15—\$25 per entrée, (\$\$\$\$) = \$25—\$35 per entrée, (\$\$\$\$\$) = \$35 and above per entrée

* = Included in "The Hottest Restaurants in Chicago 2017" List

AMERICAN

SWEETWATER TAVERN AND GRILLE (\$\$\$)

225 N. Michigan Ave.
(312) 698-7111
sweetwatertavernandgrille.com

THE GRAND LUX CAFÉ (\$\$\$)

600 N. Michigan Ave.
(312) 276-2500
grandluxcafe.com

TAVERN AT THE PARK (\$\$\$)

130 E. Randolph St.
(312) 552-0070
tavernatthepark.com

STEAKS AND SEAFOOD

III FORKS (\$\$\$\$)

180 N. Field Blvd.
(312) 938-4303
3forks.com

GIBSON'S STEAKHOUSE (\$\$\$\$)

1028 N. Rush St.
(312) 266-8999
gibsonssteakhouse.com

CATCH 35 (\$\$\$\$)

35 W. Wacker Dr.
(312) 346-3500
catch35.com

***GT PRIME**

707 N. Wells St.
(312) 600-6305
gtprimerestaurant.com

EDDIE V'S (\$\$\$)

521 N. Rush St.
(312) 595-1114
eddiev.com

JOE'S SEAFOOD, PRIME RIB AND STONE CRAB (\$\$\$\$)

60 E. Grand Ave.
(312) 379-5637
joes.net/Chicago

FOGO DE CHAO (\$\$\$\$)

661 N. LaSalle St.
(312) 932-9330
fogo.com

MCCORMICK AND SCHMICK'S (\$\$\$\$)

1 E. Wacker Dr.
(312) 923-7226
mccormickandschmicks.com

GENE AND GEORGETTI (\$\$\$\$)

500 N. Franklin St.
(312) 527-3718
geneandgeorgetti.com

MORTON'S: THE STEAKHOUSE (\$\$\$\$)

65 E. Wacker Pl.
(312) 201-0410
mortons.com/statestreet

Pricing guideline: (\$\$\$) = \$15—\$25 per entrée, (\$\$\$\$) = \$25—\$35 per entrée, (\$\$\$\$\$) = \$35 and above per entrée

* = Included in "The Hottest Restaurants in Chicago 2017" List

STEAKS AND SEAFOOD

THE PALM (\$\$\$\$)

323 E. Wacker Dr.
(312) 616-1000
thepalm.com/Chicago

RIVA NAVY PIER (\$\$\$\$)

700 E. Grand Ave.
(312) 644-7482
rivanavypier.com

SHAW'S CRAB HOUSE (\$\$\$\$)

21 E. Hubbard St.
(312) 527-2722
shawscrabhouse.com

SIGNATURE ROOM (\$\$\$\$)

875 N. Michigan Ave.
(312) 787-9596
signatureroom.com

SMITH & WOLLENSKY (\$\$\$\$)

318 N. State St.
(312) 670-9900
smithandwollensky.com

STETSON'S CHOP HOUSE (\$\$)

151 E. Wacker Dr.
(312) 239-4491
stetsonschophouse.com

SULLIVAN'S CHICAGO STEAKHOUSE (\$\$\$\$)

415 N. Dearborn St.
(312) 527-3510
sullivanssteakhouse.com/location/chicago

ZED451 (\$\$)

739 N. Clark St.
(312) 266-6691
zed451.com

ITALIAN, MEXICAN, AND SPANISH

BELLA BACINO'S (\$\$)—ITALIAN

75 E. Wacker Dr.
(312) 263-2350
bacinos.com

CARNIVALE (\$\$\$\$)—LATIN FUSION

702 W. Fulton St.
(312) 850-5005
carnivalechicago.com

COCO PAZZO (\$\$\$\$)—ITALIAN

300 W. Hubbard St.
(312) 836-0900
cocopazzochicago.com

DAVANTI ENOTECA (\$\$\$)—ITALIAN

1359 W. Taylor St.
(312) 226-5550
davantienoteca.com

***EL CHE BAR—SOUTH AMERICAN**

845 W. Washington Blvd.
(312) 265-1130
elchebarchicago.com

***ENTENTE—MEDITERRANEAN FUSION**

3056 N. Lincoln Ave.
(872) 206-8553
ententechicago.com

Pricing guideline: (\$\$\$) = \$15—\$25 per entrée, (\$\$\$\$) = \$25—\$35 per entrée, (\$\$\$\$\$) = \$35 and above per entrée

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ITALIAN, MEXICAN, AND SPANISH

FRONTERA GRILLE (\$\$\$\$)—MEXICAN

445-9 N. Clark St.
(312) 661-1434
rickbayless.com/restaurants/frontera-grill

GIORDANO'S (\$\$\$)—ITALIAN

130 E. Randolph St.
(312) 616-1200
giordanos.com

***GUNDIS KURDISH KITCHEN—
TURKISH & MEDITERRANEAN**

2909 N. Clark St.
(773) 904-8120
thegundis.com

**HARRY CARAY'S ITALIAN STEAKHOUSE
(\$\$\$\$)**

33 W. Kinzie St.
(312) 828-0966
harrycarays.com

MERCAT A LA PLANXA (\$\$\$\$)—CATALAN

638 S. Michigan Ave.
(312) 765-0524
mercatchicago.com

MEZCALINA (\$\$)—MEXICAN

333 E. Benton Pl.
(312) 240-5000
mezcalina.com

MIA FRANCESCA'S (\$\$\$)—ITALIAN

200 E. Chestnut St., Suite C100
(312) 482-8800
miafrancesca.com

PELAGO RISTORANTE (\$\$\$\$)—ITALIAN

201 E. Delaware Pl.
(312) 280-0700
pelagorestaurant.com

PETTERINO'S (\$\$\$\$)—ITALIAN

150 N. Dearborn St.
(312) 422-0150
petterinos.com

QUARTINO RISTORANTE (\$\$\$)—ITALIAN

626 N. State St.
(312) 698-5000
quartinochicago.com

RONERO—LATIN AMERICAN

738 W. Randolph St.
(312) 600-6105
ronerochicago.com

SIENA TAVERN (\$\$\$)—ITALIAN

51 W. Kinzie St.
(312) 595-1322
sienatavern.com

SPIAGGIA (\$\$\$\$)—ITALIAN

980 N. Michigan Ave., 2nd Floor
(312) 280-2750
spiaggiarestaurant.com

TAPAS VALENCIA (\$\$)—CATALAN

1530 S. State St.
(312) 842-4444
tapasvalencia.com

THE PURPLE PIG (\$\$)—MEDITERRANEAN

500 N. Michigan Ave.
(312) 464-1744
thepurplepigchicago.com

VOLARE RISTORANTE ITALIANO (\$\$\$)

201 E. Grand Ave.
(312) 410-9900
volarerestaurant.com

Pricing guideline: (\$\$\$) = \$15—\$25 per entrée, (\$\$\$\$) = \$25—\$35 per entrée, (\$\$\$\$\$) = \$35 and above per entrée

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ASIAN

GYU-KAKU (\$\$\$\$)—JAPANESE BBQ

210 E. Ohio St.
(312) 266-8929
gyu-kaku.com/chicago

INDIA HOUSE (\$\$)

59 W. Grand Ave.
(312) 645-9500
indiahousechicago.com

THE INDIAN GARDEN (\$\$\$)

247 E. Ontario St., 2nd Floor
(312) 280-4910
indiangardenchicago.com

***KITSUNE RESTAURANT AND PUB—
JAPANESE INSPIRED PUB**

4229 N. Lincoln Ave.
(773) 687-9179
kitsunerestaurant.com

LE COLONIAL (\$\$\$\$)—VIETNAMESE

937 N. Rush St.
(312) 255-0088
lecolonialchicago.com

NIU JAPANESE (\$\$\$\$)

332 E. Illinois St.
(312) 527-2888
niusushi.com

**ROKA AKOR (\$\$\$\$)—JAPANESE STEAK &
SUSHI**

456 N. Clark St.
(312) 477-7652
rokaakor.com/locations/chicago

STAR OF SIAM (\$\$\$) - THAI

11 E. Illinois St.
(312) 670-0100
starofsiamchicago.com

MING HIN (\$\$)—CANTONESE & DIM SUM

2168 S. Archer Ave.
(312) 808-1999
minghincuisine.com

**TEMPORIS - ASIAN AMERICAN FUSION—
8-10 COURSES**

933 N. Ashland Ave.
(773) 697-4961
temporischicago.com

Pricing guideline: (\$\$\$) = \$15—\$25 per entrée, (\$\$\$\$) = \$25—\$35 per entrée, (\$\$\$\$\$) = \$35 and above per entrée

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Future USDEC Board Meetings

2018

Oct. 15–16 • Swissôtel Chicago

2019

March 25–26 • Swissôtel Chicago

Oct. 14–15 • Swissôtel Chicago

2020

March 23–24 • Swissôtel Chicago

Oct. 12–13 • Swissôtel Chicago

