



**Wednesday, February 10, 2021**  
**Arkansas State University**  
*Virtual/Online Conference via Webex*

**Visit [AState.edu/Agribusiness](https://www.astate.edu/agribusiness)**  
**for attendance information and the login link.**  
**No pre-registration is necessary.**

### ***Presented and Sponsored by:***

Arkansas State University College of Agriculture - Judd Hill Foundation - Adams Land Company  
AgHeritage Farm Credit Services - Allenberg Cotton Company - Arkansas Farm Bureau - Arvest Bank - BASF  
Busch Agricultural Resources, LLC - Engines, Inc. - Farm Credit Midsouth - Frost, PLLC - Glaub Farm Management, LLC  
Greenway Equipment, Inc. - Helena Agri-Enterprises, LLC - National Land Realty - NK/Syngenta - Ozark Mountain Poultry  
PGIM Real Estate - Quattlebaum, Grooms & Tull PLLC - Riceland Foods, Inc. - RiceTec, Inc. - USA/Arkansas Rice



**ARKANSAS STATE**  
UNIVERSITY

COLLEGE OF AGRICULTURE  
P.O. Box 1080 - State University, AR 72467

### **2021 AGRIBUSINESS CONFERENCE FOCUS**

The 27th annual Arkansas State University Agribusiness Conference will be presented in a virtual/online format only and will focus on the agricultural economy, trade and farm policy and commodity markets.

The general session features three presentations:

**David Kohl**, professor emeritus at Virginia Tech University, will begin the conference with an overview of the global and domestic **Agribusiness and Economic Outlook**. Later in the morning David will discuss **The Management Mindset for the 2020s**.

**Sara Wyant**, president of Agri-Pulse Communications, will discuss the **Impact of the 2020 Election on Agricultural and Trade Policy**.

Three concurrent commodity sessions will follow the general session.

**Grayson Daniels** from Riceland Foods, Inc. will discuss the **rice, soybean and corn markets**.

**Jeff Johnson** from Allenberg Cotton Co. will discuss **cotton industry issues**.

Arkansas State University professor **David Newman** will discuss **animal agriculture issues**.

## GENERAL SESSION

- 8:30 Welcome**  
Dr. Bert Greenwalt, professor of agricultural economics, director of the A-State Agribusiness Conference
- 8:35 Agribusiness and Economic Outlook**  
Dr. David Kohl, professor emeritus, Virginia Tech University
- 9:20 Impact of the 2020 Election on Agricultural and Trade Policy**  
Ms. Sara Wyant, president, Agri-Pulse Communications
- 10:10 Management Mindset for the 2020s**  
Dr. David Kohl, professor emeritus, Virginia Tech University
- 11:00 Break – 15 minutes**

## CONCURRENT COMMODITY SESSIONS

- 11:15 Rice and Soybean Issues and Market Outlook**  
Mr. Grayson Daniels, Riceland Foods
- 11:15 Animal Agriculture Trends and Issues**  
Dr. David Newman, Arkansas State University
- 11:15 Cotton Issues and Market Outlook**  
Mr. Jeff Johnson, Allenberg Cotton Company
- 12:00 Adjourn**



## 2021 Conference Speakers

**Grayson Daniels** is vice president for grain sales and procurement at Riceland Foods, Inc., a farmer-owned cooperative headquartered in Stuttgart, Arkansas. Prior to joining Riceland in 2002, Grayson was an agricultural policy analyst at Sparks Companies, Inc. in Washington, D.C. He currently serves as president of the Mid-South Grain Association and serves on the board of the Arkansas Waterways Association. Reared on his family's rice and soybean farm near Paragould, Arkansas, Grayson earned his B.S.A. in agricultural business from Arkansas State University and his M.S. in agricultural economics from Purdue University. In 2013 Grayson was recognized as an Outstanding Young Alumnus of the Arkansas State University College of Agriculture.

**Bert Greenwalt** is a professor of agricultural economics at Arkansas State University, director of the A-State Agribusiness Conference, and farms with his family at Hazen, Arkansas. During 1999-2004 he was elected to two terms as a director of the Federal Reserve Bank of St. Louis, and later served eight years on the St. Louis Fed Agribusiness Council. Bert currently serves as a director of the Agricultural Council of Arkansas. He earned a B.S.A. in agricultural business and economics from Arkansas State University, an M.S. from the University of Arkansas, and a Ph.D. from Mississippi State University. Bert was recognized in 2016 as a Distinguished Alumnus of the University of Arkansas Department of Agricultural Economics and Agribusiness.

**Jeff Johnson** is vice president and head of U.S. Domestic Sales at Allenberg Cotton Company in Memphis, Tennessee. He has 27 years of experience in originating and merchandising U.S. cotton for the Louis Dreyfus Group. Jeff is past president of the Southern Cotton Shippers Association, past president of the Memphis Cotton Exchange and is currently president of the American Cotton Shippers Association. Jeff was appointed by the U.S. Secretary of Agriculture to the Advisory Committee of the Universal Cotton Standards Conference. He currently serves as a merchant delegate and director of the National Cotton Council. Jeff earned his B.S. in marketing management and M.S.A. in agriculture from Arkansas State University.

**David Kohl** is professor emeritus of Agricultural Finance and Small Business Management and Entrepreneurship at Virginia Tech University where he taught 25 years in the Agricultural and Applied Economics Department. David has traveled over 8 million miles and has conducted more than 6,000 workshops and seminars for agricultural audiences. A writer for many agricultural publications, he has published more than 1,300 articles. David's personal involvement in agribusiness and his regular interaction with industry leaders gives him a unique perspective on the economy and agricultural industry trends.

**Micky Latour** was appointed dean of the Arkansas State University College of Agriculture in August 2020. Previous positions include dean of the College of Agricultural Sciences at Southern Illinois University and associate dean at Purdue University. A native of Louisiana, Mickey earned his B.S. in animal science at Southeastern Louisiana State University and his M.S. and Ph.D. at Mississippi State University.

**David Newman** is an associate professor of animal science at Arkansas State University. Prior to joining A-State in 2016, he was an associate professor and extension specialist at North Dakota State University where in 2009 he received the Myron and Muriel Johnson Excellence in Extension Award. David is a co-owner of his family's diversified livestock farm in southern Missouri which focuses on direct marketing of pork across the U.S. He currently serves as president of the National Pork Board. David earned his B.S. in animal science with a minor in international agriculture from the University of Missouri and his Ph.D. in meat science from North Dakota State University.

**Sara Wyant** is president of Agri-Pulse Communications, Inc., a diversified communications company with offices in Washington, D.C. and Camdenton, Missouri. The Agri-Pulse newsletter and website are known for providing the latest news on farm and trade policy, commodity and conservation programs, and environmental and regulatory issues. Sara has received awards for her service to agriculture from the United Soybean Board, the American Agricultural Editors' Association, and the Missouri Farm Bureau. She was reared on her family's farm near Margenco, Iowa, and remains involved in the farm business.

## CONTINUING EDUCATION CREDIT

**American Society of Farm Managers and Rural Appraisers:** This conference has been approved for up to **three and one-half hours of continuing education credit** by the ASFMRA.

**Certified Crop Advisors and Arkansas Agricultural Consultants:** This conference has been approved for up to **four Personal Development CEUs**.

**NOTE: There is no provision for Certified Public Accountant CPE credits.** Due to the virtual format, the A-State Agribusiness Conference will not offer continuing professional education credits for the 2021 conference. CPA credits will resume when the conference returns to a face-to-face format.

**Visit [AState.edu/Agribusiness](https://AState.edu/Agribusiness)**  
**for attendance information and the login link.**  
**No pre-registration is necessary.**

**For more information, contact**  
Phone: 870-972-3221 or 870-972-2085  
Email: [AState\\_Agribus\\_Conf@AState.edu](mailto:AState_Agribus_Conf@AState.edu)