New Uses Forum: Accelerating Ag Innovation and Investment

A Partnership of the Agricultural Utilization Research Institute
Compeer Financial
Georgetown’s Rural Opportunity Initiative
March 27th-28th, 2019
Marriott West, St. Louis Park

DAY 1 - Wednesday, March 27th

9:00-10:00  Registration (Lobby)
10:00-10:15 Welcome (Waterford)
    Shannon Schlecht, Executive Director, AURI
    Aaron Knewtson, VP Food & Agribusiness, Compeer Financial
    Matt Mckenna, Executive in Residence, Georgetown’s Rural Opportunity Initiative
10:15-11:00 Keynote Address: Finance & Innovation  (Waterford)
    Rajiv Singh, Co-Chair FoodShot Global/past CEO of Rabobank North America
11:00-12:00 Finance and International Opportunities Panel  (Waterford)
    Moderator: Joanna Schrupp, General Manager, MinnWest Technology Campus
    Panelists: Shannen (Bornsen) Nettleton, Trade Marketing Manager, Schwan’s Food Co.
              Tim Hamilton, Executive Director, Food Export Association of the Midwest & Food Export USA-Northeast
              Rajiv Singh, Co-Chair FoodShot Global/past CEO of Rabobank North America
              Bill Faulkner, Managing Principal, Talmont Holdings
12:00-1:00 Networking Lunch  (Atrium & Waterford)
1:00-2:20 Ag and Food Entrepreneurs & Startups Panel  (Waterford)
    Moderator: Zoie Glass, Cofounder & President, Midwest Pantry
    Panelists: Stine Aasland, Founder & CEO, Nordic Waffles
              Tom Smude, President, Smude Sunflower Oil
              Jude Conway, Executive Director, Ag Ventures Alliance
              Tom Stoddard, Grower Relationship Manager, Calyxt
2:20-2:30 Transition to Breakout Sessions
2:30-3:30  **Breakout Sessions**

**Option A - Ag Opportunities in Feed & Fertilizer Panel**  *(Galway C)*
- **Moderator:** Alan Doering, Senior Scientist of Coproducts, AURI
- **Panelists:**
  - James Curren, CEO and Founder, JavaCycle
  - Craig Holden, President & Chairman, Sustane Natural Fertilizer, Inc.
  - Brent Ratliff, Managing Partner, Ani-Tek, LLC
  - James Crook, General Manager, Union Creek Organics

**Option B – Resources to Support the MN Food Ecosystem Panel**  *(Donegal)*
- **Moderator:** Jen Wagner-Lahr, Senior Director of Innovation and Commercialization, AURI
- **Panelists:**
  - Brian Erickson, Marketing Program Manager, MN Dept. of Agriculture
  - Esra Kucukciftci, Pricing Innovations LLC
  - Dave Miller, Food Business Practice Lead, Clutch Performance Inc
  - Elena Byrne, Renewing the Countryside
  - Emily Paul, Director of Programs, The Good Acre
  - Lolly Occhino, Scientist of Food & Nutrition, AURI

**Option C – Renewable Energy and Bioindustrial Innovation**  *(Galway AB)*  **Sponsored by**  
- **Moderator:** Brad Finstad, State Director of MN, USDA
- **Panelists:**
  - David Kolsrud, Co-Founder, The Funding Farm
  - Manuel Santana, Co-Founder & CEO, Sanos Nutrition
  - Dean Bartels, Co-Owner, VP of Marketing and Sales, NewStarch Solutions
  - Dennis Egan, Owner & CEO, Epitome Energy LLC

**Option D – Incubators and Key Milestones for Entrepreneurs**  *(Waterford)*
- **Moderator:** Russ Straate, Associate Director Venture Center, Office of Technology and Commercialization, University of MN
- **Panelists:**
  - Jan Bouten, Partner, Innova
  - Dr. Larry Page, Principal, Lewis and Clark Ventures
  - Brett Brohl, Managing Director, Techstars Farm to Fork Accelerator
  - Pete Nelson, President and Executive Director, AgLaunch
  - Amy Campbell, Consultant

3:30-4:00  **Networking Break and Visit Exhibits**  *(Hall)*  **Sponsored by**  

4:00-5:45  **Open Innovation Reverse Pitch Session**  *(Waterford)*  **Sponsored by**  

5:45-7:30  **Reception (Cash Bar)**  *(Galway, Hall & Waterford)*  **Sponsored by**  
- Featuring: Food entrepreneurs providing tasting samples
- Opportunity to speak to open innovation pitch participants in further detail
- Visit other exhibitors & general networking
DAY 2 - Thursday, March 28th

7:30-8:30  Continental Breakfast and Networking  (Hall & Waterford)

8:30-9:35  Local and Regional Resources for Development and Growth  (Waterford)
Moderator: Pete Speranza, Business Development Principle, 301 INC
Panelists: Judy Lundy, Commercialization/Innovation Coordinator, Austin Community Growth Ventures
Thad Simons, JD, Managing Director, The Yield Lab
Pete Nelson, President and Executive Director, AgLaunch
Justin Erickson, Principal, Essex Capital LLC, Community Venture Network
Rob Fuglie, General Manager, Food Building

9:35-9:50  Commodity Challenge Showcase  (Waterford)
Host: Shannon Schlecht, Executive Director, AURI
Speakers: Tom Slunecka, Chief Executive Officer, MN Soybean Council
Representative from Midwest Dairy Association

9:50-9:55  AURI Ag Innovation Partnership  (Waterford)

9:55-10:05  Special Announcement by Rohit Shukla, CEO, Larta Institute  (Waterford)

10:05-10:35  Networking Break and Visit Exhibits  (Hall)

10:35-11:20  Introduction by Matt Mckenna, Georgetown’s Rural Opportunity Initiative  (Waterford)
  Keynote Address: Tom Vilsack, Past USDA Secretary of Agriculture and CEO of US Dairy Export Council

11:20-11:30  Closing Comments and Transition to Breakouts  (Waterford)

11:30-12:30  Breakout Sessions
Option A – Novel, Perennial and Other Cover Crop Opportunities Panel  (Donegal)
Moderator: Gary Wertish, President, MN Farmers Union
Panelists: Dr. Gabe Gusmini, R & D Director, Crop Improvement/Agro Discovery, PepsiCo
          Dr. Laura Hansen, Sr. Principal Scientist, General Mills R&D
          Dr. Jacob Jungers, Research Asst. Prof., Forever Green Initiative, Univ. of MN
          Dan Foor, CEO, La Crosse Seed

Option B – Dairy Innovation Opportunities Panel  (Galway AB)
Moderator: Nancy Huls, VP of Research & Innovation, Midwest Dairy Association
Panelists: Dr. Matthew Pikosky, VP-Nutrition Research, Dairy Management Inc.
          Dr. Suvash Kafley, Senior Director of Process & Product Innovation, Milk Specialists Global
          Sara Doherty and Britt Jungerberg, Founders, Darling Pickle Dips
Option C – Hemp Now and on the Horizon Panel  *(Waterford)*

Moderator: Harold Stanislawski, Project Development Director, AURI
Panelists: Dr. Trey Riddle, Sunstrand LLC
Garth Carlson, CEO, Midwest Hemp Inc.
Margaret Wiatrowski, Industrial Hemp Program Coordinator, Plant Protection Division, MN Department of Agriculture
Todd Mathewson, Consultant, JustBioFiber
Tim Anderson, Assistant General Counsel, Compeer Financial

12:30 Adjourn
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