



Grain and Transportation Outlook

April 25, 2024 • Nashville, Tennessee

Our Program...

Thursday, April 25, 2024

- 1:00 p.m. Welcoming Remarks & Introductions
- 1:15 p.m. *Living on the (Cutting) Edge*, Darwin Melynk, Chief Technology Officer, FarmOp Capital
- 1:45 p.m. Railroad Updates, A Panel Discussion
- Ted Johnson, Director, Ag & Food Marketing, CSX Transportation
 - David Przednowek, Assistant Vice President of Grain, CN
 - Jim Wilson, Group Vice President – Ag, Forest & Consumer Products, Norfolk Southern
- 2:45 p.m. Meeting Break
- 3:15 p.m. *Agriculture in the Energy Transition Era*, Brandon Travis, Vice President, Eco-Energy
- 4:00 p.m. Trends & Market Outlook for the Eastern Corn Belt, A Panel Discussion
- Jason Capps, Profit Center Manager Eastern Rail Feed Grains and Soybeans, The Andersons
 - Scott Frey, Vice President of Grain, Sunrise Co-op
 - Jerry Rogers, Senior Director Procurement – Feed Ingredients, Wayne Sanderson Farms
- 5:00 p.m. Reception

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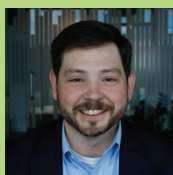
Our Speakers...

Darwin Melynk, Chief Technology Officer, FarmOp Capital



Darwin Melynk is a trusted senior executive and technology strategist with deep expertise in IT service management and development. Through innovation, he enables companies to efficiently solve complex problems, manage risks, develop brands, and improve decision-making. As Cofounder and CTO of FarmOp Capital, he is focused on Agri Fintech, and the management of change and risk at the intersection of large-scale production agriculture, information, technology and credit/lending. Previously, companies Darwin has founded and sold have achieved business outcomes through digital transformation, business intelligence, data aggregation and process improvement.

Brandon Travis, Vice President, Eco-Energy



Brandon Travis is a Vice President at Eco-Energy where he's responsible for leading Eco Energy's effort to deliver low-carbon solutions to the energy supply chain through the origination, development, and design of solar, solar + battery, carbon management, and other zero-carbon projects. Brandon has spent the duration of his professional career in the energy engineering industry. First at the prestigious Energy Systems Laboratory at Texas A&M University and later at other firms, Brandon has originated, developed, and designed over a half a billion dollars in energy infrastructure deals for agriculture, oil & gas, healthcare, higher education, industrial, aviation, utility, and sports arena clients.

Rail Panelists:

Ted Johnson, Director, Ag & Food Marketing, CSX Transportation



As Director of Ag and Food Marketing, Ted is responsible for all market strategy development and pricing in CSX's \$1.4B agriculture and food business unit. A graduate of the University of Florida, Ted first joined CSX in 2001 and began working in his current role in 2019.

David Przednowek, Assistant Vice President of Grain, CN



As Assistant Vice President for Grain, David leads the marketing activities for all movement of grain and processed grain products across the CN network. David's sales-related responsibilities at CN cover most US-based agricultural accounts. David is based in Winnipeg MB and grew up on a livestock and grain farm near Beausejour, MB. He has been involved in and around the grain business his entire career and has been with CN since the fall of 2014.

Jim Wilson, Group Vice President – Ag, Forest & Consumer Products, Norfolk Southern



As Group Vice President – Agriculture, Forest, and Consumer Products, Jim has responsibility over agriculture products, ethanol and bio-diesel, sugars and sweeteners, fertilizers, forest products, paper, beverages, canned goods, and consumer products. Jim began his career at NS in 1992 as a Management Trainee in the Engineering Department.

Grain Industry Panelists:

Jason Capps, Profit Center Manager Eastern Rail Feed Grains and Soybeans, The Andersons



Jason is Profit Center Manager Eastern Rail Feed Grains and Soybeans for The Andersons. A graduate of the University of Missouri, he began his career with ADM Milling as a Eastern US Midds Merchant in 2005. He has been with The Andersons (and previously Lansing Trade Group) since 2007.

Scott Frey, Vice President of Grain, Sunrise Co-op



Scott oversees the grain division as Vice President at Sunrise Cooperative in Ohio. He joined the Sunrise Team in July of 2023. A graduate of the University of Toledo, Scott spent 14 years at the Anderson's, before moving to Agrex where he was the Eastern Rail Merchant trading domestic corn to the southeast and export soybeans through the Port of Mobile, Alabama.

Jerry Rogers, Senior Director Procurement – Feed Ingredients, Wayne Sanderson Farms



Jerry is Senior Director Procurement for Feed Ingredients at Wayne Sanderson Farms. He has worked over 25 years in the poultry industry, in multiple roles in operations and commodity procurement / risk management. A Missouri native, he spent a number of years in Northwest Arkansas and currently resides in North Georgia.