

October 26, 2016

2016 ANNUAL INDUSTRY MEETING

Kansas City Contracting Branch Breakout Session

Agenda

Welcome

2016 Review

(30 minutes)

- Dairy, Grain, Oilseed Product Purchases
- Multifood Service Contracts
- New Products Added; Updated Specifications
- WBSM Training & Enhancements

Market Outlook

(45 minutes)

- Dairy
- Grains & Oilseeds

Break (10 minutes)

What's new for 2017

(45 minutes)

- Changes to specifications
- New products
- New multifood warehouse contracts

Policy

(20 minutes)

- **Substitution**

What's Working and What's Not Working Selling to the USDA

(55 minutes)

Industry Feedback; Small Group Discussions

- Brainstorm list of issues to discuss in small groups. For example:
 - Planning/forecasting
 - Bid process
 - Contract Documents
 - Delivery Dates
 - Others?

Assign a topic to each table. Participants move to table with the topic of their choice.

- List one thing that is working well selling to the USDA

Adjournment