2016 ANNUAL INDUSTRY MEETING
FOR USDA FOODS CONTRACTORS AND SUPPLIERS
Doubletree Hotel by Hilton – Crystal City
Arlington, Virginia

AGENDA
DAY ONE — DAIRY, GRAIN, AND OILSEED PRODUCTS
Wednesday, October 26, 2016
1:00 - 5:00 PM

Welcome & Introductions (15 minutes)

2016 Review (45 minutes)
- KCCB’s Move to the Agricultural Marketing Service
- Dairy, Grain, Oilseed Product Purchases
- National Multifood Service Contracts
- New Products Added; Updated Specifications
- What Developments are on the Horizon? – Tomorrow’s General Session!!
- Surplus Removal Program

AMS Dairy Programs Staff (50 minutes)
- Markets and Economic Outlook

Break (10 minutes)

What’s Working and What’s Not Working Selling to the USDA (45 minutes)
Industry Feedback; Small Group Discussions

- Action Items - Q&A’s from last Fall’s 2015 Conference
- Primer - Questions and Comments Recently Received (pre-conference)
- Brainstorm list of issues to discuss in small groups. Facilitated Table Discussions.
  - For example:
    - Planning/order forecasting?
    - AMS/CPS website as a resource?
    - Bid process?
    - Contract Documents? Invoices?
    - Delivery Dates and Appointments?
    - 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

Capture Open Questions and Action Items (15 minutes)

Adjournment