



NGFA Priorities and Outlook

Mike Seyfert, President and CEO

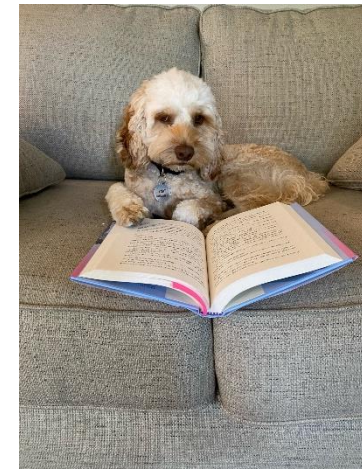
Waterways Council Inc, Annual Waterways Symposium

St. Louis, Missouri

November 3, 2021

Who Am I?

- NGFA President and CEO – March 1, 2021
- Director Government and Industry Affairs North America – FMC Corporation
- Staff to former United States Senator Pat Roberts (R-KS)
 - ❑ Staff Director Senate Committee on Agriculture, Nutrition and Forestry
 - ❑ Legislative Director
 - ❑ Legislative Assistant
- Kansas State University
 - ❑ Agriculture Economics
- The George Washington University
 - ❑ Masters of Public Administration
- 4th generation Kansas farm kid
- Christy's husband, dad to Sydney, Madison and Teddy (pandemic pup)



NGFA – 125 Years Young

- Founded as the Grain Dealers National Association on November 9, 1896 at the Saratoga Hotel in Chicago, Illinois
 - ❑ Grain and Feed Dealers Association -- 1929
 - ❑ National Grain and Feed Association -- 1970
- 80 Charter Members

NGFA Membership Today

More than 1,000-Member Companies:

- Grain elevators
- Feed, feed ingredient manufacturers
- Oilseed processors
- Flour, corn mills
- Biofuels producers
- Integrated livestock producers
- Risk management firms
- Transportation providers
- Many other related agri-businesses
- 27 State/Regional Associations



NGFA On Behalf of Our Members

- Voice of the Industry
- Advocacy
- Safety Programs
- Arbitration



Source: istock.com

Infrastructure

- **Thank You Waterways Council, Inc. for your partnership!**
- Infrastructure Investment and Jobs Act
 - ❑ \$17 billion for ports and waterways, including \$2.5 billion inland
 - ❑ \$65 billion for broadband
 - ❑ Pilot program for CDL drivers 18 to 20
- Navigation Ecosystem Sustainability Program (NESP)
 - ❑ \$22.5 million proposed in House Appropriations Bill
 - ❑ \$45.1 million in proposed in Senate Appropriations Bill
- Reinstatement of the Inland Waterways Users Board
- Cost share change for Inland Waterways Construction Projects in WRDA 2020
- Opposition to lockage fees
- Once in a generation opportunity to move U.S. infrastructure and competitiveness forward



Source:
pixels.com

Labor

- NGFA members facing same challenges as all other industries
 - ❑ Workers in facilities
 - ❑ Dock workers
 - ❑ Truck drivers
 - ❑ Rail

- Winning on infrastructure is just the first part of the battle. We have to have workers in place and ready to go on the waterways, locks, dams and loading facilities when the bipartisan bill passes.



Source: istockphoto.com

Conservation

- NGFA strongly supports working land programs but opposes land-idling programs
 - Working lands programs targeted to environmentally sensitive land
 - EQIP
 - CSP
 - CRP filter and buffer strips
 - CRP expansion undermines U.S. competitiveness in global markets
 - Large scale tracts out of production
 - Signal to competitors to expand production, often with more consequences to the environment
 - Raises rental rates and makes it more difficult for socially disadvantaged and beginning farmers to compete for land to expand their operations



Photo courtesy NRCS

Trade

- Strongly support trade agreements
- Retain and fully implement China Phase 1 agreement
- Preserve USMCA
- Reengage with Southeast Asian nations on trade agreements
 - ❑ Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)
- Support a U.S./U.K. trade agreement



2023 Farm Bill

- Current Farm Bill expires September 30, 2023
- Hearings will begin in the House and Senate in 2022
- Maintain market-oriented farm policies
 - ❑ Farmers plant for the market
 - ❑ Maintain crop insurance safety-net
 - ❑ No land-idling or set-asides
 - Working lands instead of CRP



Source: Senate and House Ag. Committees

Cybersecurity

- Food and agriculture are a target
- Several well publicized incidents this year
- Hackers and ransomware actors are indiscriminate
- If you are engaged in food and agriculture assume you are a target – regardless of size
- Engage with your associations and others in the industry on best practices
- Engage with FBI, CISA and other federal agencies



Source: fbi.gov
& cisa.gov





Thank You!

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