

**The Road to Better
Infrastructure &
Increased Ag
Profitability
Panel**



A long, straight asphalt road stretches into the distance, flanked by fields of tall grass. The sky is filled with large, dark, dramatic clouds, suggesting a storm or late afternoon light. The road has a white dashed center line and solid edge lines. The overall mood is contemplative and open.

Rules of the Road

Understanding the lingo

AV =	Autonomous Vehicles (self-driving)
EV =	Electric Vehicles
IIJA=	Infrastructure Investment & Jobs Act
Multimodal =	Combines modes of transportation (railroad, highways, public transit, ports)
Transload =	Shifting from one mode of transportation to another

Avoid Delay of Game Penalties



Panel Set-Up – 90 min. make them all count!

Panel Format

SEGMENT 1:	High-level Background
SEGMENT 2:	Advisors Layout Trends
SEGMENT 3:	Advocate Response
SEGMENT 4:	Pilot Spotlight(s)
SEGMENT 5:	Ideation
SEGMENT 6:	Summary & Wrap-up

Ongoing Audience Feedback



Use the chat feature to ask questions or share comments



Respond to polls to shape the conversation

This is meant to be a dynamic discussion!

Panel Make-Up

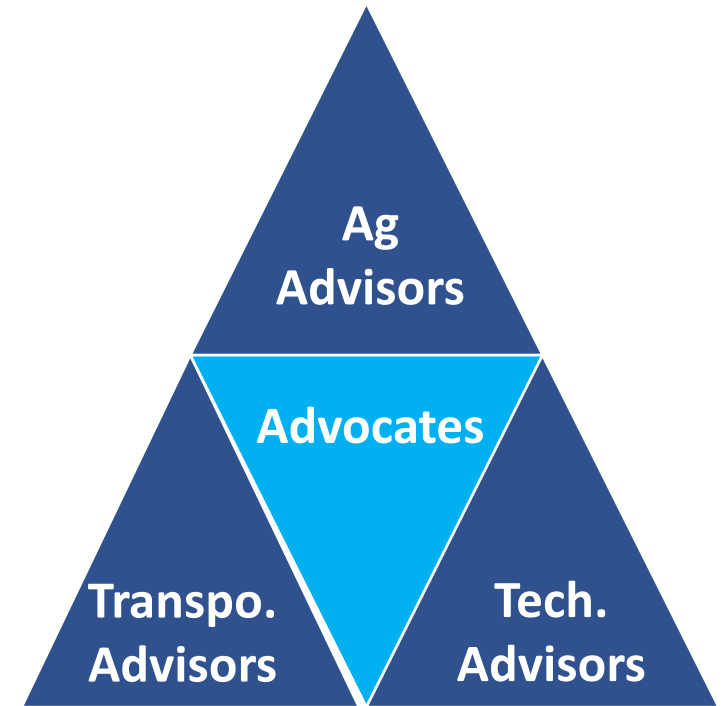
Advisors

- Expertise in topics discussed

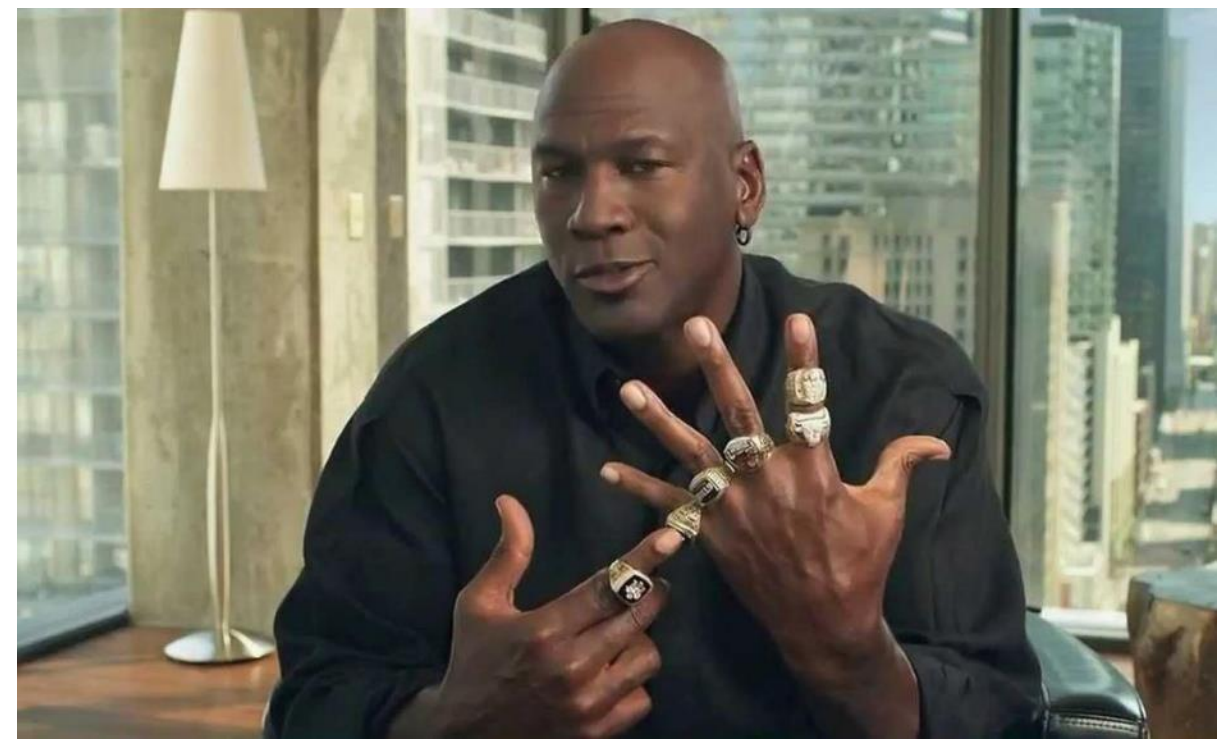
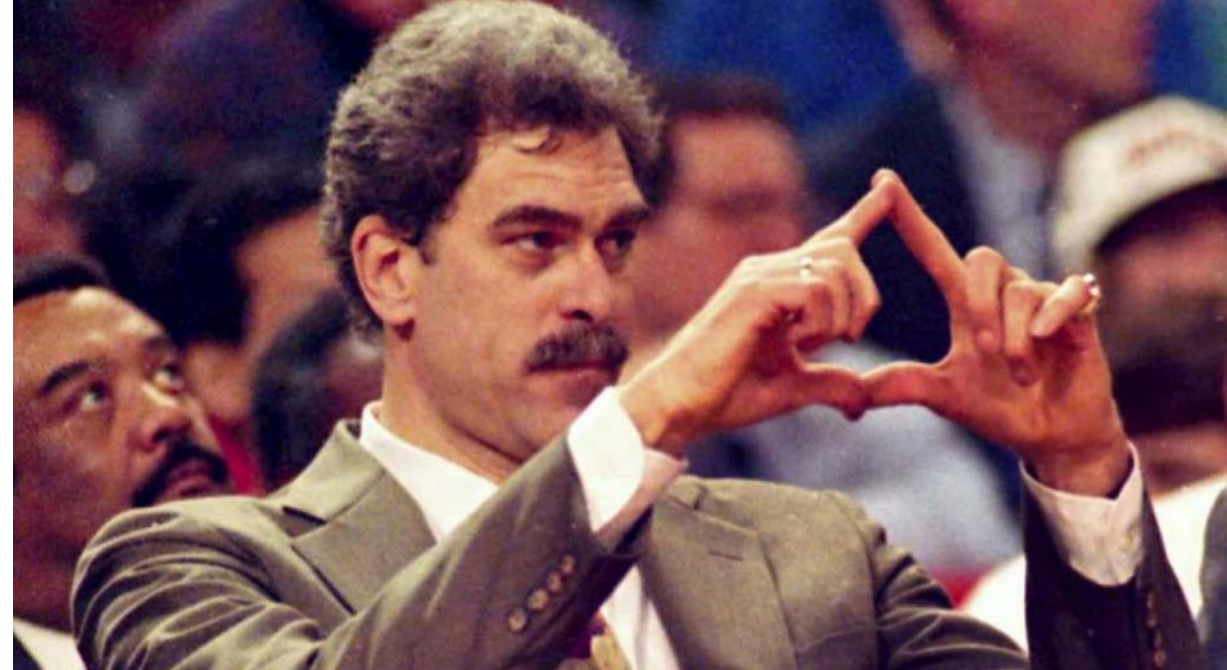
Advocates

- Represent a collective interest

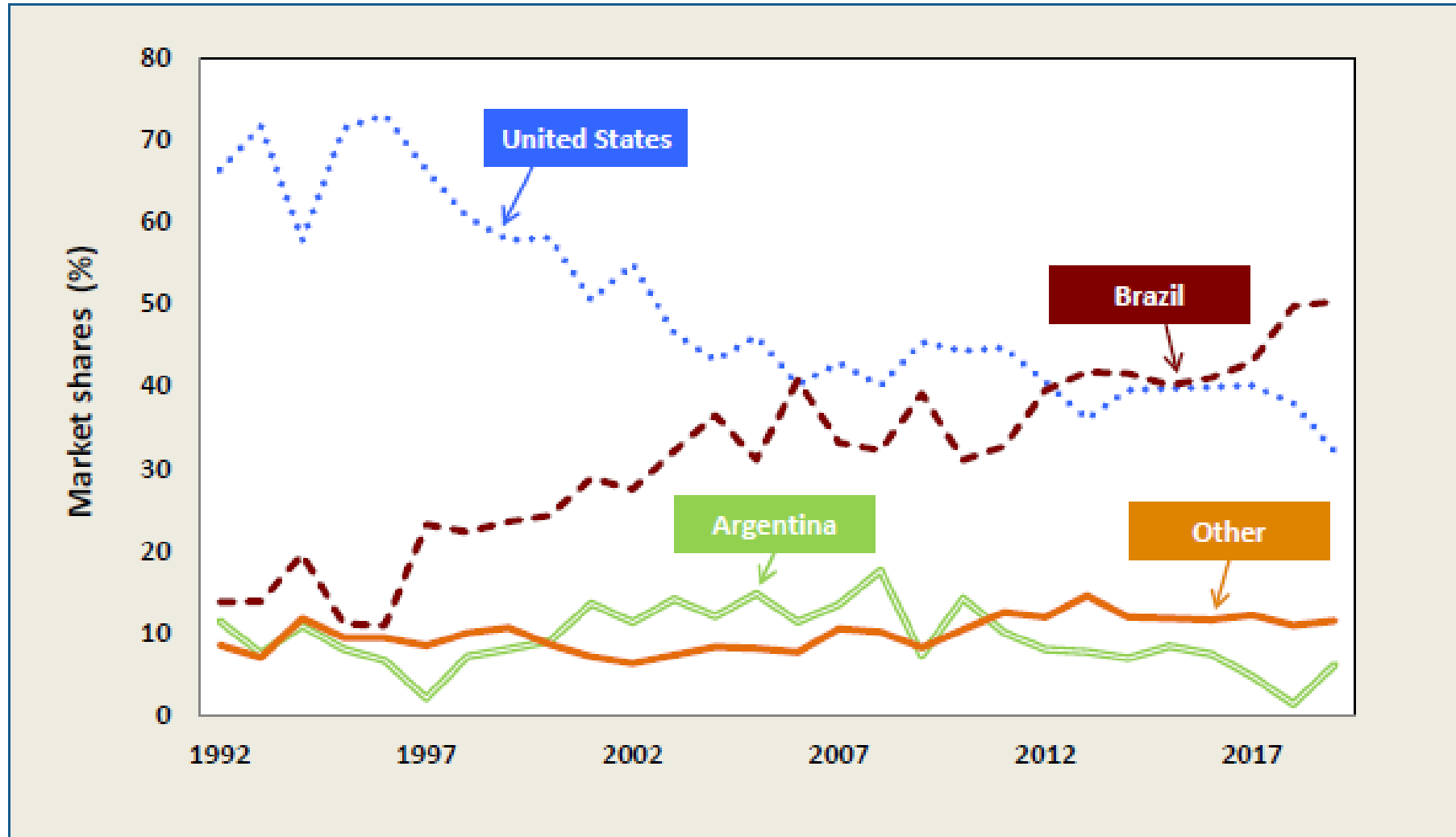
- **Both can suggest ideas & ask questions of each**



**Think Offensively,
not Defensively**



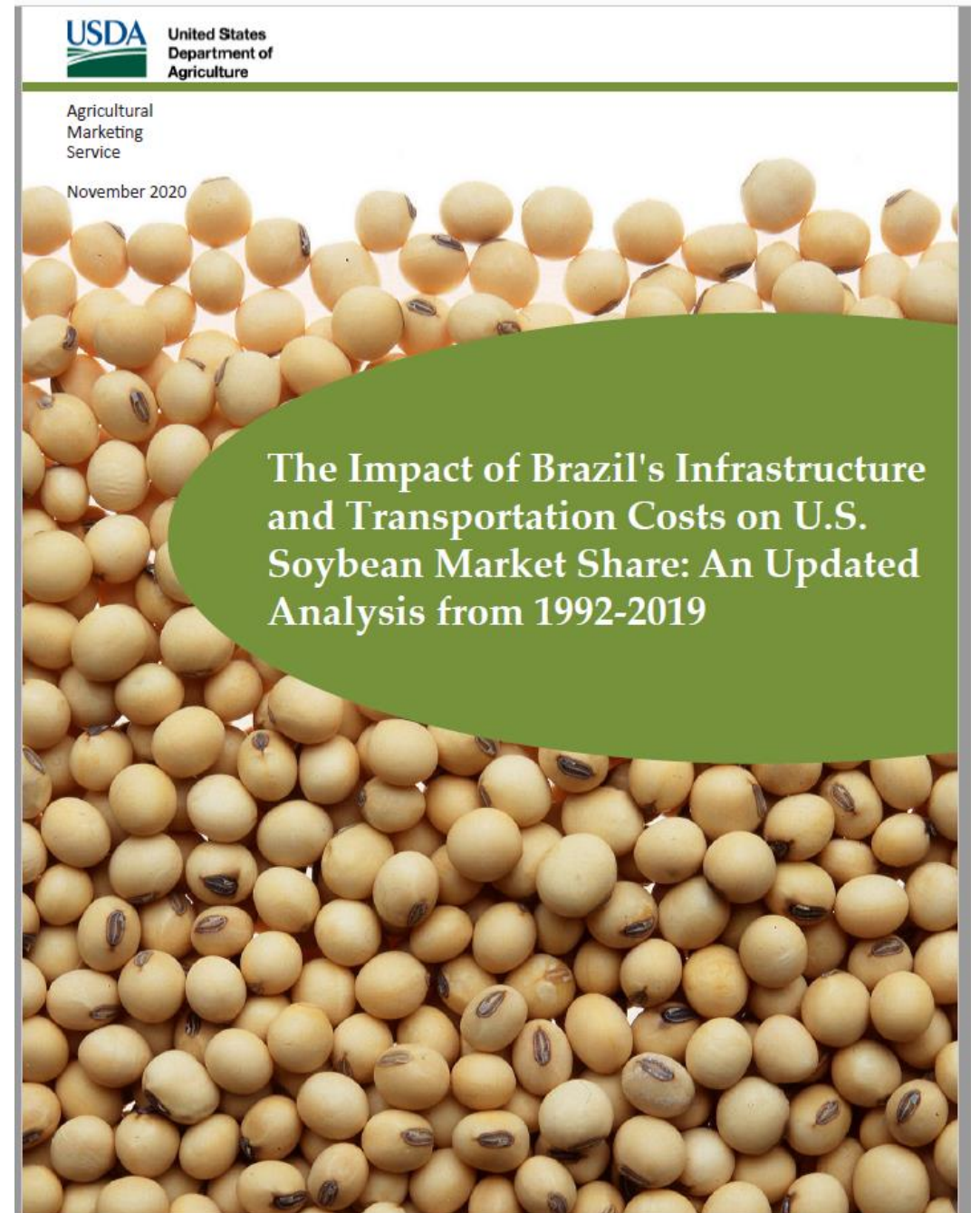
Since 1990, US soybean market share has declined from 66% to 32%



Source: USDA, Foreign Agricultural Service's Production Supply and Distribution (PSD Online).

Key findings:

- ▶ **Brazil increased market share due to improved transportation infrastructure**
- ▶ **Improved U.S. infrastructure would increase income for farmers, market share, export competitiveness**
- ▶ **Potential ways to improve:**
 - **Enhancing maintenance on locks & dams along inland waterway system**
 - **Increased investment in rural bridges**
 - **Better intermodal system**
 - **Wider use of containerized shipments throughout U.S.**



SPEAKER PROFILE

**BO
DELONG**

Vice President

**DeLong
Company**



Clinton, WI



Traveling Northern Wisconsin to take in the fall colors and a supper club



Going from ideas to reality faster than anyone else



Dealing with naysayers



WISCONSIN
UNIVERSITY OF WISCONSIN-MADISON

SPEAKER PROFILE

CAROLYN
McGINN

Kansas State Senator



Sedgwick County



There are great things to see in every part of Kansas



Everything has a place. There's a place for everything.



Lack of forgiveness on the road



SPEAKER PROFILE

CARY SIFFERATH

Senior Director of
Global Programs
U.S. Grains Council



Alexandria, Virginia



Bike the Mount Vernon Trail



Developing Markets, Enabling Trade, Improving Lives



All talk, with no action



UNIVERSITY OF WISCONSIN-RIVER FALLS

SPEAKER PROFILE

ED MORTIMER

*Vice President of
Transportation &
Infrastructure*

**U.S. Chamber of
Commerce**



Alexandria, VA



Smith Mountain Lake, VA



Don't get too high or too low, but keep moving forward



Partisanship



**AMERICAN
UNIVERSITY**
WASHINGTON, D.C.



GEORGETOWN UNIVERSITY

SPEAKER PROFILE

RYAN ENDORF

*Economist in the
Office of
Transportation
Policy*

**U.S. Department of
Transportation**



Washington, D.C.



WILLIAM & MARY

CHARTERED 1693

SPEAKER PROFILE

**TOM
SLUNECKA**

CEO

**Minnesota
Soybean Growers
Association**



Mankato, MN



SPEAKER PROFILE

STEVE
SINIK

*Transportation &
Logistics Lead*

Cargill



Wichita, Kansas



SPEAKER PROFILE

**MIKE
STEENHOEK**

***Executive
Director***

**Soy
Transportation
Coalition**



Urbandale, IA



During the fall, driving along the Great River National Scenic Byway adjacent to the Mississippi River in NE Iowa



Not letting myself get in the way of accomplishing things with others



When processes, structures, and bureaucracy inhibit progress



SPEAKER PROFILE

JACK
MARCHBANKS

Ohio Director of
Transportation



King-Lincoln District – Columbus: the neighborhood that gave the world jazz legend Nancy Wilson, Philip Michael Thomas of *Miami Vice* and Bernie Casey of the Los Angeles Rams.



Beautiful Ashtabula and the Lake Erie coastal wine tour



Hire cautiously; promote fearlessly



Bad drivers in general; distracted drivers in particular.

