



2018  
Fall Meeting  
& Sustainability  
Symposium

October 8-10

Rochester Riverside Hotel • Rochester, NY

A large, decorative graphic consisting of several overlapping, wavy horizontal bands in various shades of green, from light to dark. The word 'PROGRAM' is centered in white, bold, uppercase letters within the dark green band.

# PROGRAM

[WWW.BPIA.ORG](http://WWW.BPIA.ORG)

# AGENDA

## FALL MEETING

### DAY 1 — MONDAY, OCTOBER 8, 2018

7:00 am - 7:00 pm	<b>BPIA Farm Tour</b>	
12:30 pm - 1:30 pm	<b>BPIA Board of Directors Lunch</b>	Location: Eastman
1:30 pm - 5:30 pm	<b>BPIA Board of Directors Meeting</b>	Location: Eastman

### DAY 2 — TUESDAY, OCTOBER 9, 2018

8:00 am - 6:00 pm	<b>BPIA 2018 Fall Meeting</b>	
8:00 am - 10:00 am	<b>Morning Refreshments and Check-in</b> <i>sponsored by Arysta Life Sciences North America</i>	Location: Prefunction Mezzanine
8:00 am - 9:00 am	<b>New Member Breakfast</b> <i>sponsored by Bee Vectoring Technology</i>	Location: Anthony
9:00 am - 4:00 pm	<b>Member Networking Space Available</b>	Location: Riverview Lounge
9:00 am - 10:30 am	<b>Regulatory Committee Meeting</b>	Location: Riverview Ballroom
10:30 am - 11:00 am	<b>Coffee Networking Break</b> <i>sponsored by Bayer CropScience</i>	Location: Riverview Lounge
11:00 am - 12:00 pm	<b>Government Affairs Committee Meeting</b>	Location: Eastman
11:00 am - 12:00 pm	<b>Membership Committee Meeting</b>	Location: Gleason
12:00 pm - 2:00 pm	<b>New Member Introductions Luncheon</b> <i>sponsored by Certis USA</i>	Location: Anthony
2:00 pm - 3:30 pm	<b>Biostimulant Integration Committee</b>	Location: Riverview Ballroom
2:00 pm - 3:30 pm	<b>Joint Communications and Specialty Markets Committees Meeting</b>	Location: Douglass
2:00 pm - 3:30 pm	<b>State Regulatory Subcommittee</b>	Location: Gleason
3:30 pm - 4:00 pm	<b>Coffee Networking Break</b> <i>sponsored by BASF</i>	Location: Riverview Lounge
4:00 pm - 5:30 pm	<b>BPIA All Member Meeting</b> <span style="float: right;">Location: Riverview Ballroom</span>	
4:00 pm	<b>Call to Order:</b> Rick Melnick, Board Chair	<b>5:00 pm</b> <b>Specialty Markets Committee:</b> Tim Darnico, SMC Chair
	• <b>Strategic Plan Review</b>	<b>5:10 pm</b> <b>Meeting Planning Committee:</b> Addie Waxman, MPC Co-Chair
4:30 pm	<b>Finance Committee</b> Bill Foster, Treasurer	<b>5:20 pm</b> <b>Communications Committee:</b> Ashish Malik, CC Co-Chair
4:40 pm	<b>Regulatory Committee:</b> Nina Wilson, RC Co-Chair	<b>5:30 pm</b> <b>Biostimulants Integration Committee:</b> David Lanciault
4:50 pm	<b>Government Affairs Committee:</b> Jeff Blackwood, GAC Chair	<b>5:15 pm</b> <b>Membership Committee:</b> Mark Trimmer, MC Co-Chair
		• <b>2018 BPIA Volunteer of the Year Award</b>
		• <b>2018 BPIA Member of the Year Award</b>
		<b>5:30 pm</b> <b>Adjourn:</b> Rick Melnick, Board Chair

## DAY 3 — WEDNESDAY, OCTOBER 10, 2018

8:00 am - 5:00 pm	<b>2018 Sustainability Symposium</b> Location: Riverview Ballroom
8:00 am - 10:00 am	<b>Morning Refreshments and Check-in</b> <i>sponsored by Valent BioSciences</i> Location: Prefunction Mezzanine
9:00 am - 9:30 am	<b>Opening Keynote Speaker</b> <b>Speaker:</b> Dr. Jerry Baron, <i>Executive Director IR-4 Project</i>
9:30 am - 10:30 am	<b>The Future of Biological Products in Sustainable Agriculture</b> <b>Moderator:</b> Jeff Blackwood, <i>BASF</i> <b>Speakers:</b> Kate Shenk, <i>BIO</i> ; Jane DeMarchi, <i>ASTA</i> ; Britt Aasmundstad <i>NASDA</i> ; and Chisara Ehiemere, <i>Field to Market</i>
10:30 am - 11:00 am	<b>Coffee Networking Break</b> <i>sponsored by Valent BioSciences</i> Location: Riverview Lounge
11:00 am - 12:00 pm	<b>The Status of Biostimulants in Sustainability</b> <b>Moderator:</b> David Hiltz, <i>Acadian Plant Health</i> <b>Speakers:</b> John Breen, <i>Actagro</i> ; Kristen Sukalac, <i>EBIC</i> ; and Francys Vilella, <i>CESIS</i>
12:00 pm - 1:30 pm	<b>Symposium Luncheon</b> <i>sponsored by Valent BioSciences</i> Location: Genesee Ballroom
1:30 pm - 2:30 pm	<b>The Role of Biological Products in the Food Value Chain</b> <b>Moderator:</b> Addie Waxman, <i>1, 4 Group</i> <b>Speakers:</b> Steve Ammerman, <i>NY Farm Bureau</i> ; Colleen Klein, <i>Executive Director of the New York Corn and Soybean Growers Association</i> ; and Julie Suarez, <i>Cornell University</i>
2:30 pm - 3:00 pm	<b>Coffee Networking Break</b> <i>sponsored by Oil-Dri</i> Location: Riverview Lounge
3:30 pm - 4:30 pm	<b>Growers Use of Biological Products</b> <b>Moderator:</b> Scott Peterson, <i>Certis USA</i> <b>Speakers:</b> Chris Becker, <i>BAAR Scientific</i> ; and Thijs Verschuuren, <i>Hermann J Wiemer Vineyards</i>
4:30 pm - 5:00 pm	<b>Closing Keynote</b> <b>Speaker:</b> Gregory Ibach, <i>Under Secretary, U.S. Department of Agriculture's Marketing and Regulatory Programs</i>

## THURSDAY, OCTOBER 11 – FRIDAY, OCTOBER 12, 2018

Biocontrols USA East 2018 Conference and Expo  
(separate registration)

# 2018 SUSTAINABILITY SYMPOSIUM SPEAKERS



**Britt Aasmundstad**

**NASDA**

Britt is the Associate Director, Public Policy at NASDA. Britt is a North Dakota native who grew up in a farming family in the northeastern part of the state. She is a graduate of Concordia College in Moorhead, MN with a degree in political science and communication studies. Following graduation, Britt worked at the North Dakota Department of Agriculture as a policy analyst with a broad portfolio of issues from transportation to conservation. She also helped manage the department's legislative actions. Britt manages NASDA's rural development and financial security issues, as well as conservation programs and Endangered Species Act policy. Previously, Britt interned for Senator John Hoeven, Food Export Association of the Midwest and worked for her parents' greenhouse business and on her family farm.



**Steve Ammerman**

**NYFB**

Steve Ammerman grew up in a small town in Kansas. While he doesn't have a farm background, he understands the value of rural life and the importance of agriculture. He graduated in 1993 from the University of Kansas with a Bachelor of Science degree in journalism, majoring in broadcast news. He then spent the next two decades working in television news as a reporter and anchor in Kansas, Illinois and New York, including 15 years at the ABC affiliate in Albany. In the summer of 2012, Steve joined New York Farm Bureau as its Public Affairs Manager. He handles all areas of communication for NYFB's public policy department and serves as the organization's spokesperson. In addition, he represents NYFB on the board of the New York Animal Agriculture Coalition (NYAAC). He is also an alumnus of Class 15 of Cornell University's LEAD New York program.



**Dr. Jerry J. Baron**

**IR-4 Project**

Dr. Jerry J. Baron is the Executive Director of the IR-4 Project, a cooperative program in the United States of the state agricultural experimental stations, U.S. Department of Agriculture, growers/commodity organizations, the crop protection industry and the US Environmental Protection Agency. The IR-4 Project is national in scope and it conducts research at 21 field research farms and 5 analytical laboratories to facilitate the registration of conventional chemical pesticides and biopesticides on specialty crops and specialty uses. As Executive Director, Dr. Baron is responsible for the day-to-day operations of the IR-4 Project with an operation budget of approximately \$18 million U.S. dollars and 120 full time scientists. Dr. Baron received his Ph.D. in Horticulture with emphasis on weed management from North Carolina State University and earned his M.S. and B.S. degrees from The Ohio State University with focus on Horticulture and Pest Management.



**Chris Becker, Ph.D.**

**BAAR Scientific LLC**

Chris Becker, Ph.D. is a Research Scientist who conducts applied agricultural research in New York State on all crops of the Northeast. While he specializes in fungicide evaluations, he conducts abundant insecticide, herbicide and biostimulant research as well. He also consults on pest management for the New York grape industry. He has presented Pesticide Mode of Action presentations to various industries and for CCA programs. He is a member of the National Alliance of Independent Crop Consultants (NAICC), the Biological Products Industry Alliance (BPIA) and the American Phytopathological Society. He obtained his Ph.D. in Plant Pathology from Cornell University. At least 40% of current studies consist of a biopesticide focus.



**Jeff Blackwood**  
**BASF**

Jeff Blackwood is a Senior Manager of Government Affairs for BASF with advocacy responsibilities on legislation and policy related to BASF's Crop Protection and Bioscience Research businesses.

Jeff has been working on public policy in Washington, DC, for over 16 years, with a specific focus on agriculture policy. Prior to joining BASF, Jeff was the director of government relations at The Fertilizer Institute in Washington, DC. Previously, Jeff worked for four years as Legislative Assistant to United States Senator Byron Dorgan (D-ND), advising the Senator on legislation related to agriculture policy. In this position, he managed bills and amendments including several considered as part of the 2008 Farm Bill and the annual agriculture appropriations process. Prior to his work with Sen. Dorgan, Jeff was the Senior Grassroots Advocacy Advisor with the National Rural Electric Cooperative Association and spent four years as a Legislative Assistant to Congressman Brad Carson (D-OK).



**John Breen**  
**Actagro**

John Breen is Director of Research Alliances and Regulatory Affairs at Actagro. He joined the company in 2014. In this role, he works with other members of the science and management team to

make strategic decisions on Discovery research and Actagro's technology pipeline. John also oversees regulatory strategy and approvals. John joined Actagro from Dow AgroSciences LLC, where he worked for 18 years. He was Regulatory Leader for Japan and Korea for two years, then served as R&D Leader in that geography for seven more years, which included responsibility for all people leadership, field research, product development, regulatory science, and regulatory approvals, leading a team of 18 scientists. John's academic training is as a Systems Agronomist and Weed Scientist. He holds a Ph.D. in Ecology from the University of California, Davis, where he did field research and simulation modeling on weed competition in water-seeded rice in California and Japan.



**Jane DeMarchi**  
**American Seed Trade Association**

A native Ohioan, Jane DeMarchi has been working in Washington, DC, on agriculture and food policy for more than a decade. As Vice President, Government and Regulatory Affairs for the American

Seed Trade Association (ASTA) she advocates on a wide range of issues on behalf of over 700 members in the seed industry with federal agencies and Congress. Over the course of her time in DC, Ms. DeMarchi has focused on biotechnology, agricultural research, conservation, food safety, and pesticide regulations. She previously worked at the National Association of Wheat Growers and the North American Millers' Association. Earlier in her career Ms. DeMarchi worked in Hong Kong and Shanghai.



**Chisara Ehiemere**  
**Field to Market**

Chisara Ehiemere is Business Director at Field to Market. Leveraging over 20 years of experience in sustainable agriculture and an extensive background in supply chain management in

other industries, Chisara is responsible for the design and implementation of Field to Market's assurance processes. Prior to Field to Market, Chisara was the Vice President of Certification at Fair Trade USA where she created and implemented certification strategies for agricultural supply chains to improve farmer and worker livelihoods, improve environmental outcomes, and increase transparency in sourcing. Chisara was also a management consultant, designing procurement and supply chain management strategies across multiple industries. Chisara holds a BBA in Marketing from the University of Michigan and an MBA from Duke University.



**David Hiltz**  
**Acadian Seaplants Limited**

David Hiltz is the Director of Regulatory Affairs and Analytical Research at Acadian Seaplants Limited (ASL). David has worked within the ASL Research & Development team for over 20 years and has been

intimately involved with the development of many of the processes used by ASL to transform marine plants into value-added products such as biostimulants. In recent years, his efforts have focused on leading a team dedicated to understanding the biochemical composition of marine plants extracts and providing scientific guidance with regards to registration and regulatory affairs issues. David holds an MS degree in Plant Biochemistry from Mount Allison University and lives with his family in Halifax, Nova Scotia.

# 2018 SUSTAINABILITY SYMPOSIUM SPEAKERS



**Gregory Ibach**

**USDA**

Gregory Ibach is USDA's Under Secretary for Marketing and Regulatory Programs (MRP). As the Under Secretary, Mr. Ibach carries out the mission area's broad task of facilitating domestic and international marketing of U.S. agricultural products, and ensuring the health and care of animals and plants. MRP agencies, which include the Agricultural Marketing Service and the Animal and Plant Health Inspection Service, are active participants in setting national and international standards. Before becoming Under Secretary, Mr. Ibach served as Nebraska's Director of Agriculture. As Director, Mr. Ibach also had oversight of Nebraska's plant and animal health regulatory functions. He has been actively involved in foreign and domestic marketing and development activities for the better part of his career. Mr. Ibach earned his Bachelor of Science in Agriculture from the University of Nebraska with majors in Animal Science and Agricultural Economics.



**Colleen Klein**

**New York Corn and Soybean Growers Association**

Colleen Klein has been the Executive Director for the New York Corn and Soybean Growers Association since August of 2015. Colleen was raised on a dairy farm in Wyoming County where she still lives today with her two daughters Reilly and Harley. Out of high school she attended SUNY Brockport to study Creative Writing and later to SUNY Alfred to study Ag Business & Technology Management. Prior to working for the association, she spent five years working for the USDA's Farm Service Agency. She also worked for Cornell Cooperative Extension in Wyoming County. In her spare time, she enjoys being a leader for the Silver Springs Salts 4-H club which helps her give other kids the same wonderful experiences she had as a youth in 4-H.



**Scott Peterson**

**Certis USA**

Scott Peterson is the Eastern Regional Director at Certis USA. Scott is highly knowledgeable of biological plant protection products and has successfully introduced a number of biopesticide products. An active member of the Biological Products Industry Alliance (BPIA), Peterson was recently named BPIA Volunteer of the Year, the first person honored for the position in the history of the organization. Scott Peterson joined Certis USA in September of 2016 from SipcamRotam LLC (previously SipcamAdvan) of Durham, NC, where he served as National Sales Manager-Agriculture. Peterson holds a B.S. in Biology from Bethel University in St. Paul, MN.



**Kate Shenk**

**Biotechnology Innovation Organization**

Kate Shenk is the Manager of Regulatory Affairs in the Industrial and Environmental Section at the Biotechnology Innovation Organization (BIO). Prior to joining BIO, Kate worked at DC Legislative & Regulatory Services where she focused on agriculture and pesticide legislative and regulatory issues. Kate is an active member of Women in Government Relations (WGR) and currently holds the position of President-Elect. She previously co-chaired the WGR Energy, Environment and Agriculture Task Force. Kate graduated from Bard College in upstate New York with a Master of Science in Environmental Policy where her thesis focused on the Renewable Fuel Standard. Kate received her B.A. in Political Science from Muhlenberg College in Allentown, PA.



**Julie C. Suarez**  
**Cornell University**

Julie C. Suarez serves as the Associate Dean for Government and Community Relations within the College of Agriculture and Life Sciences, Cornell University. Her responsibilities include strengthening the connections between New York's Land Grant College, policy makers and the community at large, bringing science to the forefront in food, agriculture, and life sciences. She serves on the New York State Food Policy Council, as well as the Governor's Anti-Hunger Task Force, the Office of General Services Procurement Council, and is on the Board of Directors of the New York Wine & Grape Foundation. She holds a Bachelor's and a Master's degree in Political Science from the State University of New York at Albany, and is a graduate of Cornell University's LEAD-New York program.



**Kristen Sukalac**  
**Prospero & Partners**

Kristen Sukalac is a Consulting Partner at management consultancy Prospero & Partners. Prospero works at the interface between technology, public affairs, stakeholder relations and organizational development to help companies to accelerate adoption of their innovations, particularly in the bioeconomy. Prospero has been serving as the secretariat of the European Biostimulants Industry Council (EBIC) since 2011. Kristen previously spent eight years at the International Fertilizer Industry Association (IFA) and two years at CropLife International. In both roles, she was heavily involved in international policy work. She was a delegate to numerous high-level international meetings, including the World Food Summit: five years later, the UN Commission on Sustainable Development, the Africa Fertilizer Summit and the World Summit on Sustainable Development, where she spoke on behalf of Business & Industry during the ministerial debate on agriculture. She started her career as a European affairs researcher in Brussels.



**Thijs Verschuuren**  
**Hermann J Wiemer Vineyards**

Thijs Verschuuren is the Vineyard Manager at Hermann J Wiemer vineyards. With 14 years managing vinifera grapevines at Wiemer's. He specializes in the challenge of organic, sustainable and biodynamic production; the vineyard relies on biopesticides. His training comes from France, and his regular communication with French experts brings many outside ideas to New York vineyards. Weimer vineyards have eliminated synthetic inputs, and their annual collection of medals and awards from the international arena indicates a successful pest management program.



**Francys Vilella**  
**CESIS**

Francys Vilella is Head of Biostimulant/Inoculant at CESIS. CESIS is a consulting company based in Brazil. Dr. Vilella is a biologist with a Master's Degree in Microbiology and a Ph.D. in Entomology and Molecular Biology from the Universidade Federal de Vicosa and the University of Nebraska respectively.



**Addie Waxman**  
**1,4GROUP**

Addie Waxman is the Global Director of Research and Development at 1,4GROUP, where she has worked for 8 years. She conducts research and experiments on the impact of various storage chemicals upon potatoes. Her work takes her from the potato fields to potato storage facilities to processing plants in the United States, Canada, Mexico, the UK, the EU, Israel, Kenya, and New Zealand. Prior to that position, she was a food scientist at J. R. Simplot Company for 8 years where she worked on developing the MicroMagic line, Simplot's fruit and vegetable blends, and worked with McDonald's French fry and hash brown production. Dr. Waxman earned a B.S. in biology, minor in chemistry, and an emphasis in microbiology and an M.S. in food science and dairy science at Virginia Tech. Dr. Waxman also earned a Ph.D. in Plant Sciences from the University of Idaho in 2017.

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