

Preliminary program
IV. International conference

“Large Farm Management: Organization and Strategy”

September 19, 2013, Fairmont Grand Hotel, Kiev

8:00-9:00	Registration of participants (parallel welcome coffee)
9:00-9:30	<u>Official opening and welcome of participants</u> Mykola Prysyazhnyuk , Minister of Agricultural Policy and Food of Ukraine Hryhoriy Kaletnik , Head of the Committee on Agricultural Policy and Land Relations of Verkhovna Rada Alex Lissitsa , President of Ukrainian Agribusiness Club Jean-Luc Deguel , Deputy Chairman of the Management Board, Head of Corporate banking department, UkrSibbank BNP Paribas Group
Panel 1. Worldwide Agricultural Production Tendencies: Does the size matter? Moderator: Alfons Balmann , Director, Leibniz Institute of Agricultural Development in Central and Eastern Europe (IAMO)	
9:30-10:00	<u>Key-note speech</u> Bruce Ahrendsen , Professor of Agricultural Economics and Agribusiness, University of Arkansas, USA
10:00-11:00	<u>Issues to be discussed:</u> <ul style="list-style-type: none"> ▪ Scale effects in agriculture: Where is the farm gate? ▪ Growth rates: How do they affect agribusiness? ▪ Vertical integration: Does the Ukrainian case follow worldwide tendencies? ▪ Farm size: Is there an effect on economic efficiency? <u>Invited panelists:</u> Yuriy Melnyk , First Deputy CEO, Myronivsky Hliboproduct (MHP), Ukraine Rustem Mirgalimov , Chairman of the Board of Directors, Razgulay Group, Russia Galyna Kovtok , Chief Operational Director, UkrLandFarming, Ukraine Igor Buchatskiy , Managing Director, Agrokultura, Ukraine Jean-Luc Deguel , Deputy Chairman of the Management Board, Head of Corporate banking department, UkrSibbank BNP Paribas Group Gary Reusche , Program Manager, Agri-Insurance / Agri-Finance Development Projects, IFC Central and Eastern Europe
11:00-11:30	Networking and coffee break
Panel 2. Productivity and Know-how: Are 1,000 USD land rent per hectare achievable? Moderator: Mogens Lund , Research Director, Danish Research Institute of Food & Resource Economics, University of Copenhagen, Denmark	
11:30-12:00	<u>Key-note speech</u> Federico J. Boglione , President, LOS LAZOS Group, Argentina
12:00-13:00	<u>Issues to be discussed:</u> <ul style="list-style-type: none"> ▪ Key factors of profitability ▪ Technological approaches ▪ Risk management ▪ Cost minimization or income maximization ▪ Irrigation: Necessary investments and payback <u>Invited panelists:</u> Marcos Sawaya Jank , Managing Partner, Plataforma.agro, Brazil Rene Doebelt , Founder and President, Farm “NEMT”, Germany Andriy Gordiychuk , Chairman of the Board, Svarog West Group, Ukraine Kees Huizinga , Director, Agricultural enterprise “Kishchentsy”, Ukraine Victoria Umin , Regional Director, AGI – Ag Growth International, Canada
13:00-14:00	Buffet lunch, networking

**Panel 3. Human Resources: Practical, innovative, and field-tested experience.
How to become successful in hiring and retaining staff?**

Moderator: Taras Vysotskiy, Director, UCAB Service

14:00-14:30	<p><u>Key-note speech</u></p> <p>How farm businesses can help their employees become high performers?</p> <p>Michelle Painchaud, President and CEO, Painchaud Performance Group, Canada</p>
14:30-15:30	<p><u>Issues to be discussed:</u></p> <ul style="list-style-type: none"> ▪ How to energize your organization to create a positive and productive culture? ▪ Professional agricultural education: Cooperation with business and ways of improvement ▪ What motivates young professionals to work in a village? ▪ How to rejuvenate individual and team effectiveness? <p><u>Invited panelists:</u></p> <p>Irina Synyavska, Director, State Institution “Scientific Center of Information and Analytical Support for Higher Education “Agrosvita”, Ukraine</p> <p>Olga Revina, Expert “Investors in People” in Ukraine</p> <p>Vladislava Rutitskaya, Deputy CEO, HR Director, MRIYA Agrohholding, Ukraine</p> <p>Eleanora Evchenko, HR Director, IMC, Ukraine</p> <p>Oksana Bershadskaya, Chief Expert on Personnel Management, Agro Capital Management, Ukraine</p> <p>Alexandr Nichiporuk, Agribusiness Consulting Partner, BDO Consulting, Ukraine</p>
15:30-16:00	Networking and coffee break
<p align="center">Panel 4. Modern Agribusiness Management: What should we focus on?</p> <p>Moderator: <u>Bruce Ahrendsen</u>, Professor of Agricultural Economics and Agribusiness, University of Arkansas, USA</p>	
16:00-16:30	<p><u>Key-note speech</u></p> <p>Balanced Scorecard for Agricultural Enterprises: Experiences from Denmark</p> <p>Mogens Lund, Research Director, Danish Research Institute of Food & Resource Economics, University of Copenhagen, Denmark</p>
16:30-17:30	<p><u>Issues to be discussed:</u></p> <ul style="list-style-type: none"> ▪ Vertical or horizontal organization? ▪ Attracting investments: incorporation of assets ▪ Merger and acquisition ▪ Security in agribusiness <p><u>Invited panelists:</u></p> <p>Andrey Berestovskiy, Commercial Director, Group of Companies “RAV Agro-Pro”, Russia</p> <p>John Shmorhun, President, Harmelia Holding, Ukraine</p> <p>Morten Sorensen, CEO, Danfarm Ukraine</p> <p>Renato Ruszczuk, CEO, Lactalis-Ukraine</p> <p>Roman Kharchenko, CEO, Group of Companies “Amaranth”, Ukraine</p> <p>Yuriy Davydov, Chairman of the Board, Creative Group, Ukraine</p> <p>Jean-Jacques Herve, Councillor to the board of directors, Credit Agricole Bank</p> <p>Alexander Borodkin, Partner, Vasil Kisil & Partners</p>
17:30-17:50	<p><u>Exclusive speech</u></p> <p>The first 100 days as CEO of an agricultural company</p> <p>Alex Lissitsa, CEO of IMC and President of Ukrainian Agribusiness Club</p>
17:50-18:00	<p>CLOSING REMARKS: Wrap-up</p> <p>Alex Lissitsa, CEO of IMC and President of Ukrainian Agribusiness Club</p>
18:00	Cocktail

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