



**WESTERN**  
SUSTAINABILITY  
EXCHANGE

# Expanding Markets Conference Agenda

## SEPTEMBER 23RD

MONDAY 10:00-2:00 Ranch tour at Seacross Ranch in Lodge Grass, Montana

## SEPTEMBER 24TH & 25TH

### TUESDAY

- 8:15 Welcome
- 8:30 Tina Owens - Regenerative Market Update & Nutrient Density
- 9:00 What Consumers Want - Perspectives from a producer, consumer, chef, & wholesaler
- 10:15 Break
- 10:45 Why EVERYONE Needs to Market - Jenni Harris, Matt Maier, Todd Churchill
- 11:45 Lunch - Buffet style.
- 1:00 Marketing Workshop with AERO & Jenni Harris
  - 1:00 Aggregators - Country Natural Beef, Blue Nest, Thousand Hills
  - 2:00 Infrastructure Funding Opportunities
- 2:45 Break
- 3:00 Carbon Market Comparison - Native, Kateri, Agoro, Cultivo, & Grass Roots Carbon
- 4:15 Innovative Rancher Panel
- 5:30 Social & Networking

### WEDNESDAY

- 8:30 Beyond the Meat - Schnees, Duckworth, West Paw, & Sara Andrew
- 9:30 33% by 2033 Campaign - AERO & Weston A Price
- 9:30 Laws & Polices affecting processing, agritourism, herd share, meat share
- 10:30 Break
- 11:00 Composting Business - Case Studies Mihail & Agriorganics
- 11:00 Moovin' Product - QFD, Western MT Co-op, Wyatt Nelson, Montana Co-op Dev.
- 12:00 Lunch - Buffet style.
- 1:00 Ecosystem Services - Tina Owens, Lutherans, Sage Grouse, WSE
- 1:00 AgriTourism Abby Nelson, Tana Canan, LandTrust
- 2:00 Food Is Medicine Market Opportunity - Ryan Slabaugh, Think Regeneration
- 3:00 Break
- 3:15 Jenni Harris - Story of White Oak Pastures
- 4:45 Closing

To learn more about the Expanding Markets Conference go to [www.westernsustainabilityexchange.org/marketsconference](http://www.westernsustainabilityexchange.org/marketsconference)