

THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

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Special Issue

2017 Northern Soybean Expo and Trade Show



Enhancing North Dakota's Weather Network



Weather is always a concern for farmers. Now, North Dakota's network of weather-reporting

stations is getting some upgrades that could provide the state's producers with even more valuable information.

The North Dakota Agricultural Weather Network (NDAWN) features a wide range of weather-reporting stations that are connected by what's known as a mesonet network. This automated system collects weather data from stations across North Dakota and western Minnesota. Current and historical weather data, including precipitation, temperature and wind speed, are available online from 84 locations.

"A lot of areas have micro-climates," says Daryl Ritchison, NDAWN director and North Dakota State University (NDSU) meteorologist. "So having a dense network across the state gives agriculture and others really localized weather information."

Weather data can be helpful as decision-making aids. Conditions

can help experts run models to determine if insect hatches are likely to occur or if fungal diseases may become a problem.

"From an economic and environmental standpoint, that information can be helpful so farmers don't have to spend the money or apply products that aren't needed," Ritchison says.

Ritchison says that some NDAWN stations have been operating for more than 25 years while others are only a year old. Additional locations are being considered to help bolster the network's reach.

Upgrades are being added to some NDAWN stations to gather more information. NDAWN is collaborating with the U.S. Geological Survey and the U.S. Army Corps of Engineers to fit some reporting stations in the Red River Valley with soil-moisture probes. While the purpose is largely for flooding concerns, soil-moisture information

could be very valuable for farmers.

Ritchison says that some stations are being upgraded to take wind and temperature readings at two levels. The standard height for measuring wind and temperature is 1.5 meters, or about 5 feet. Some of the sites will be equipped to take readings 30 feet above the ground's surface. The additional measurements can give an indication about what's known as an inversion, where air is warmer above the crops than it is on or below the plant height. Inversions can have a big impact on agricultural activity, particularly herbicide application.

"Farmers know when it's windy that it's probably not a good time to spray," Ritchison says. "But even when conditions appear calm, an inversion can cause spray to drift in the atmosphere. Spray drift problems almost always occur when there is an inversion. If farmers know there's an inversion, they can

perhaps adjust spray-droplet size."

With new technologies, such as dicamba and 2,4-D-based products, potentially entering the soybean market, label requirements are expected to be more restrictive in order to prevent damage from drift. The additional weather information is becoming increasingly important.

Plans are in the works for three NDAWN sites to feature the additional measuring equipment. Because about half of NDAWN's income comes from industry sponsors, Ritchison says that there may be private-sector support for more enhanced reporting stations.

"Some of our sponsors have seen the value of this additional data and recognize the need to install this equipment to give agriculture interests a broader picture of when it may be unsafe to spray," Ritchison says.

NDAWN station information is available online at ndawn.ndsu.nodak.edu.

—Story by Daniel Lemke



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On the cover

There's no denying 2016 was a tremendous year for soybean production in North Dakota. It may be hard to top the record production of 2016, but the North Dakota Soybean Growers and the North Dakota Soybean Council are determined to keeping moving the state's soybean industry to new heights.

—Photo by Wanbaugh Studios



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**Craig Olson, President
North Dakota Soybean
Growers Association**

Expo and trade show provide tremendous information and resources to soybean farmers.

Welcome to the 2017 Northern Soybean Expo. We are looking forward to the day's events and think participating in the Expo will be time well spent.

The Northern Soybean Expo offers opportunities for farmers like us to learn, listen and interact with many other people who are involved in agriculture. Our featured speakers are leaders in their fields and will bring unique perspective to important issues that we in agriculture face.

Along with our lineup of speakers, the North Dakota Soybean Growers Association (NDSGA) hosts our annual trade show as part of the Expo. There are a wide variety of vendors available to show you the newest tools and technology, and to provide you with information on innovative production practices, marketing and agronomic tools.

Winter months are a good time for education and interaction. As farmers, we continually strive to improve our operations. Winter meetings and educational sessions are a good way to stay on top of the latest information. We hope you take the time to include the Northern Soybean Expo in your schedule, because it is

focused on North Dakota's soybean industry.

We also hope that you will consider joining us in our advocacy efforts. The NDSGA is farmers like you. We always welcome new members to our organization, which represents the state's soybean farmers on state and national issues. Your membership increases our voice when it comes to those important policy issues. As one of the nation's leading soybean producing states, we as farmers need to be in the front line to act on issues that affect our livelihood and agriculture as a whole.

I encourage you to find me, one of the NDSGA board members or staff to have a conversation about the future of agriculture. We also welcome any comments you have as producers. NDGSA is your voice in the state and we also have a clear voice nationally on policy issues. Your input is important to help shape not only your own future, but that of the entire soybean community. Please consider joining the NDSGA, if you do not know if you're already a member, stop and ask.

Once again I would like to welcome you. We hope you find value in the speakers and enjoy visiting with the industry representatives and your fellow farmers.



Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: _____

Spouse: _____

Date of Birth: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Cell: _____

Email Address: _____

Occupation (Please check all that apply)

☐ Farmer ☐ Retired ☐ Agribusiness

☐ Finance ☐ Elevator ☐ Other

Do you currently grow soybeans?

☐ Yes ☐ No

Soybean Acres: _____ Total Acres Farmed: _____

Do you raise:

☐ Cattle ☐ Hogs ☐ Poultry ☐ Dairy

How did you hear about NDSGA? (Please circle one)

Recruited in person; Recruited by phone, Magazine;
Internet; Mailing; Radio; Event; Other

☐ 3-Year Membership \$200 ☐ 1-Year Membership \$75

☐ Check enclosed (please make checks payable to NDSGA)

☐ Credit Card: Visa / MasterCard / Discover / American Express

Card Number: _____

Expiration Date: ____/____ CVC: _____

Name on Card (Please print): _____

Signature: _____

Mail application with payment to:

North Dakota Soybean Growers Association

1555 43rd Street S., Suite 103

Fargo, ND 58103



Dear Valued Soybean Producers,

With another harvest season completed and the hustle and bustle of the holidays behind you, it is time to plan to attend is our annual Northern Soybean Expo on Tuesday, February 7 at the Fargo Holiday Inn. With record attendance expected again this year, you will hear from high caliber, nationally and internationally renowned speakers with different areas of expertise and one focus—to deliver timely information of value that you can use as you gear-up for the 2017 planting season.

The day begins at 7:30 a.m. with registration and a hot breakfast buffet followed by a live taping of the U.S. Farm Report at 9:00 a.m. moderated by John Phipps featuring noted panel members and commodity marketing specialists Tommy Grisafi, DuWayne Bosse and Tregg Cronin.

After enjoying a hearty luncheon, keynote speaker Pamela Ronald – a world recognized plant geneticist studying genes that control resistance to disease and tolerance to environmental stress—will give a global perspective on the history of ag genetics, the challenges facing agriculture today and the promises, limitations

and sustainability of various technologies.

Wrapping up our day is Chip Flory with Farm Journal Media who will provide an update on key factors that will drive prices ahead of the 2017 growing season and into the summer months. Chip will also discuss the risk management strategies you should consider.

While there is no fee for you to attend this event, we ask that you pre-register by logging on to www.2017soyexpo-cornvention.eventbrite.com. Then, simply come to the registration desk to pick up your name tag at the Expo without having to wait in a long line to register.

If you have a passion for continuous learning, appreciate the opportunity to network with fellow soybean producers and ag industry experts and enjoy great food and fellowship, you won't want to miss this year's Expo! You will undoubtedly take away something you can apply to enhance your operation and profitability.

I look forward to seeing you there!



Diana Beitelspacher,
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Promoting U.S. Soy abroad

North Dakota farmers played a key role in building relationships with Korean soybean buyers. The U.S. Soybean Export Council (USSEC) recently hosted the annual U.S. Soy Advantage Buyers Outlook Conference in Seoul, South Korea.

Valley City, North Dakota, farmer, as well as USSEC and American Soybean Association (ASA) Director, Monte Peterson along with North Dakota Soybean Council Director Perry Ostmo traveled to Korea and participated in the conference. More than 60 representatives from Korea's crushing, feed and soyfood industries attended the conference.

Korea is a sizable importer of U.S. soybeans. Korea imported more than 1.1 million metric tons of soybeans in 2015, with about

half of them coming from the United States. Korea also imported about 1.6 million metric tons of soybean meal, with the U.S. contributing just under 10 percent.

The conference's objective was to update Korean customers and related industries about the United States' new-crop quality and supply situation, and to help the Korean customers and U.S. soy delegates increase their connections.

Peterson, Ostmo and other participants presented information about 2016's record crop yield, overall soybean production and farmers' risk management. Other conference topics included 2016/17 crop quality, the application of the U.S. Soy Sustainability Assurance Protocol (SSAP), global supply and demand, and market outlook.

Peterson said that buyers and soybean users were interested in learning about soybean production and the sustainability of his farming practices.

"That is becoming increasingly important all the time," Peterson said. "We didn't talk about sustainability much 5 or 10 years ago when we met with customers. Now, it's a topic of conversation each time because they want to know how

we grow our soybeans, how sustainable we are and how our actions are contributing to any environmental impacts."

Feedback from the attendees showed two major reasons that they believe U.S. soy products are more valuable than soybeans from other origins: the reliability and sustainability of U.S. soy.

—Story by Daniel Lemke,
photo courtesy USSEC



USSEC hosted the annual U.S. Soy Advantage Buyers Outlook Conference in Seoul, South Korea on November 11, 2016.



TIMELY TOPICS AT THE Northern Soybean Expo

As business operators, farmers are constantly learning and striving to stay up to date on many issues and factors that can impact their farms. Farm productivity and profitability are influenced by a wide range of factors. Understanding and navigating those variables can help farmers take advantage of opportunities.

The Northern Soybean Expo features several top-notch speakers who will provide attendees with unique perspectives on several key topics that impact farmers.



John Phipps

Television personality and writer John Phipps will help Northern Soybean Expo participants get the most from their experiences. Phipps is the former host of U.S. Farm Report who will serve as emcee for the day's events which include a live show taping.

Phipps grew up on an Illinois farm and served in multiple capacities, including

farm computer and software sales, mortgage banking and community-college instructor before becoming the U.S. Farm Report host in 2005. He stepped down in 2014 and now provides weekly commentary from his farm. Phipps writes humor and commentary, appearing regularly in the Farm Journal and Top Producer magazines as a contributing editor.

Phipps says that it's enjoyable to take the U.S. Farm Report taping on the road because it gives him and show panelists the opportunity to interact with a live audience.

"The best part is when the taping is over and the panelists are cross-examined by the crowd," Phipps says. "This is the same thing most of us do at home, but shouting at the TV doesn't work as well."

Phipps expects that election fallout will be a popular topic as farmers and others inside and outside agriculture

try to determine what the change in administration could mean.

"Since the election, there is more than a little confusion over what happens next," Phipps adds. "I will talk at some length about the new political future."

As a farmer himself, Phipps understands many of the challenges that growers face. As the emcee, Phipps will participate in the proceedings throughout the entire Northern Soybean Expo.

"I'm hoping to give them some atypical issues to watch for their domino effect for growers. I will offer some defensive moves to prepare farms and farmers for an added load of anxiety, and I will go through the toolbox of our past for the few traditional remedies which might be applicable," Phipps says. "Above all, I will try to prioritize the worry list we all carry with us every day."

Be sure to attend the live taping of the U.S. Farm Report moderated by John Phipps featuring noted panel members and commodity marketing specialists Tommy Grisafi, DuWayne Bosse and Tregg Cronin.

Attendance is FREE. To register, visit: 2017soyexpo-cornvention.eventbrite.com



Pamela Ronald

University of California-Davis Professor Pamela Ronald is a world-recognized plant geneticist who studies genes that control resistance to disease and tolerance to environmental stress. Ronald and her husband, Raoul Adamchak, an organic farmer, also authored *Tomorrow's Table – Organic Farming, Genetics, and the Future of Food*.

Ronald hopes to demystify some of the discussion about biotechnology during her presentation at the Expo.

"Biotechnology has been very important to agriculture over the past 20 years," Ronald says. "It's another tool in the toolbox. Farmers realize that, but we need to convey to consumers that seed is just one component of a sustainable agriculture system."

Ronald calls herself an advocate for sustainable agriculture production, which can include the use of biotech crops.

"Biotechnology can't be generalized because crops and traits are different," Ronald adds. "Consumers hear the term 'biotechnology,' but they aren't always sure what it means."

Ronald says that a general lack of unfamiliarity with farming and a massive amount of misinformation about biotechnology are problematic. She hopes to encourage farmers to advocate

for sustainable agriculture systems.

"We need farmer's voices in many discussions on farming and technology," Ronald says.



Chip Flory

Chip Flory grew up on a farm in east-central Iowa near Oxford Junction. His family had a diversified farm, including a cow-calf operation, farrow-to-finish hogs, corn, soybeans, oats, alfalfa and sheep.

Flory joined *Pro Farmer* in 1988 after graduating from Iowa State University with a degree in Ag Journalism. He spent 3 years reporting from the floors of the Chicago Board of Trade and the Chicago Mercantile Exchange. Flory moved to the *Pro Farmer* headquarters in 1991 and is now the editorial director. Flory also hosts *Farm Journal Media's* daily radio talk show, *Market Rally*.

"My mom was a rural correspondent in six different decades and still writes on occasion for local newspapers," Flory says. "She got me interested in the media first. But my dad's use of *Pro Farmer* as a source of market information is what got me interested in pursuing a career in ag media and specifically in ag business and marketing."

Flory says that he will focus on the outlook for the soybean market at the Northern Soybean Expo, explaining that

it's difficult to talk about the outlook for soybeans without also touching on the outlook for feed grains, wheat, energies, interest rates and anything that can influence the price of soybeans.

"We'll cover the macro-economic issues, and we'll get into the supply/demand issues that drive prices from week to week," Flory says. "I'll also go over some potential marketing strategies to use in the year ahead on grains and oilseeds. At *Pro Farmer*, we always try to provide our readers with the information they need to make a smart marketing decision, and I'll do my best to deliver on that in this presentation, too."

Flory says that he typically focuses, first, on soybean demand and then on supply. He explains that, this year, the USDA has been fairly aggressive with its demand estimates, so the supply coming from South America will have a major impact on pricing opportunities in the months ahead.

"By the time we get together in Fargo, we'll have a better idea about South American production, so I'm sure we'll spend some time talking about how that will impact prices in the weeks and months ahead," he says.

Flory hopes that farmers understand that, while agriculture is in a challenging time, those challenges don't come without opportunities.

"The trick moving forward over the next 2 to 4 years will be to have the discipline to take advantage of opportunities to lock in profits, even small ones, when they're available," Flory says.

—Story by Daniel Lemke



Tommy Grisafi



DuWayne Bosse



Tregg Cronin



Northern Soybean Expo Agenda

February 7, 2017 • Fargo Holiday Inn

Emcee for the day: John Phipps, "U.S. Farm Report"

7:30 a.m. – 8:45 a.m. **Registration and Buffet Breakfast**

9:00 a.m. – 10:00 a.m. **Live Taping of U.S. Farm Report**

A panel of the nation's leading and in-demand market analysts, moderated by John Phipps

- Tommy Grisafi, Commodity Risk Management Advisor at Advance Trading; Valparaiso, Indiana
- DuWayne Bosse, Bolt Marketing, LLC; Britton, South Dakota
- Tregg Cronin, Halo Commodities, LLC; Fargo, North Dakota



10:00 a.m. – 10:45 a.m. **Break**

10:45 a.m. – 11:00 a.m. **Opening Remarks**—Facilitated by Emcee John Phipps

Tyler Speich, Chairman, North Dakota Soybean Council

Craig Olson, President, North Dakota Soybean Growers Association

11:45 a.m. – 12:30 p.m. **Lunch**

12:30 p.m. – 2:00 p.m. ***Tomorrow's Table* Pamela Ronald**—Professor at UC Davis



Professor Pamela Ronald is a world-recognized plant geneticist studying genes that control resistance to disease and tolerance to environmental stress. Prof Ronald and Raoul Adamchak, her husband, authored *Tomorrow's Table – Organic Farming, Genetics, and the Future of Food*. She brings a uniquely balanced, global perspective on the history of agricultural genetics, challenges facing agriculture today, and the promises, limitations, and sustainability of various technologies. Prof. Ronald will provide this overview in the context of genetically improved crops available to farmers in less developed countries.

2:00 p.m. – 2:30 p.m. **Break**

2:30 p.m. – 4:00 p.m. ***Record Crop/Record Demand. What's Next?* Chip Flory**—Farm Journal Media



After harvesting impressive corn and soybean crops in 2016, the task of the grain markets is to move those bushels into the hands of end-users as quickly as possible. Total use of both corn and soybeans in the first half of the 2016-17 marketing year needs to be record large to stay on pace to hit USDA demand estimates. Final crop estimates and the usage pace will impact not only 2016-crop marketing opportunities, but will also impact growers' decisions on what they'll plant for 2017. And, of course, South American crop prospects will greatly affect pricing opportunities. Chip will provide an update on what's driving prices and the key factors that will drive prices ahead of the growing season and into the summer months. And, most importantly, Chip will discuss the risk-management strategies farmers should consider.

4:00 p.m. **Closing Remarks**—John Phipps

Attendance is FREE. To register, visit: 2017soyexpo-cornvention.eventbrite.com

North Dakota Soybean Growers Association

2017 Annual Meeting Agenda

February 7, 2017 • 11:00 a.m. Fargo Holiday Inn

1. Welcome and Introduction of Board
Members: NDSGA President Craig Olson
2. Secretary's Report: Joe Ericson
3. Treasurer's Report: Eric Broten
4. Legislative Director's Report: Scott Rising
5. American Soybean Association Report: ASA
Director Monte Peterson
6. Congressional Updates
 - a. Senator John Hoeven, invited
 - b. Senator Heidi Heitkamp, invited
 - c. Representative Kevin Cramer, invited
7. Old Business
8. New Business
 - a. Approval of Bylaw Changes
(See story on this page.)
- b. Election of Directors
 - i. District 1: Richland, Ransom and Sargent Counties, 1-year term
 - ii. District 2: Logan, McIntosh, Dickey and LaMoure Counties, 2-year term
 - iii. District 3: Cass and Traill Counties, 1-year term
 - iv. District 4: Griggs, Steele and Barnes Counties, 2-year term
 - v. District 5: Stutsman, Foster, Eddy and Benson Counties, 3-year term
 - vi. District 6: Grand Forks, Nelson, Walsh, Ramsey, Pembina and Cavalier Counties, 2-year term
- vii. District 7: Towner, Rolette, Pierce, McHenry, Bottineau, Renville, Ward, Mountrail, Burke, Divide and Williams Counties, 3-year term
- viii. District 8: Wells, Kidder, Sheridan, Burleigh, Emmons, Sioux, Grant, Morton, Oliver, Mercer, McLean, Dunn, Stark, Hettinger, Adams, Bowman, Slope, Billings, McKenzie and Golden Valley Counties, 3-year term
- c. Other New Business
9. Adjourn

Proposed Bylaws Revisions

The North Dakota Soybean Growers Association's Board of Directors has recommended the following revisions. The changes will be discussed during the association's annual meeting on February 7, 2017, at the Fargo Holiday Inn.

The association is redistricting due to the movement of soybean acres across the state. The appointment and term information for the ASA board members was added because that role was not previously addressed in the bylaws.

Section 1. The affairs of the Association shall be managed by its board of directors. At least fourteen (14) members of the board shall be, at the time of election or appointment an actual producer of soybeans, either as a farm operator, owner or manager.

Section 2. Eight (8) directors shall be elected from the districts described in Section 3 of this Article. Up to three (3) directors-at-large and the current year DuPont Young Leader (1) shall be appointed by the board of directors. The two (2) ASA National Directors are full members of the NDSGA Board of Directors and have full voting rights.

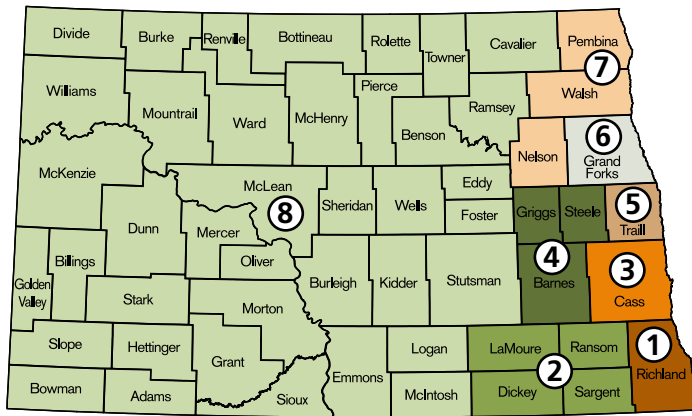
Section 3. The districts to be represented by the eight (8) directors shall comprise the following areas:

- | | | |
|-------------|--|--------------|
| District 1. | Richland, Ransom, Sargent Counties | One Director |
| District 2. | Ransom, Sargent, Dickey, LaMoure, Logan, McIntosh Counties | One Director |

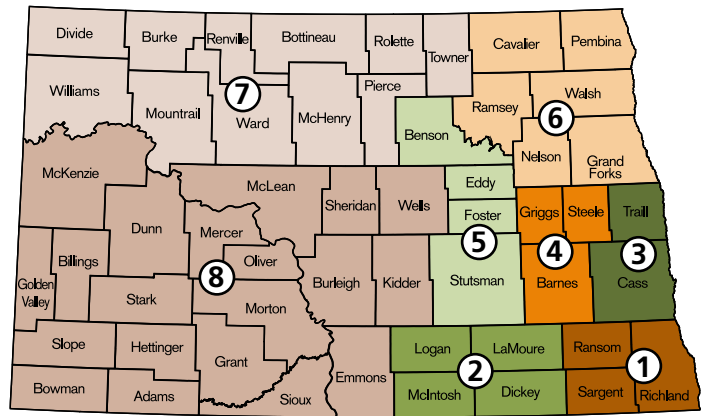
- | | | |
|-------------|--|--------------|
| District 3. | Cass, Traill Counties | One Director |
| District 4. | Griggs, Steele, Barnes Counties | One Director |
| District 5. | Traill Stutsman, Foster, Eddy, Benson Counties | One Director |
| District 6. | Grand Forks, Nelson, Walsh, Ramsey, Pembina, Cavalier Counties | One Director |
| District 7. | Pembina, Walsh, Nelson -Towner, Rolette, Ward Pierce, McHenry, Bottineau, Renville, Mountrail, Burke, Divide, Williams Counties | One Director |
| District 8. | Balance of North Dakota State Wells, Kidder, Sheridan, Burleigh, Emmons, Sioux, Grant, Morton, Oliver, Mercer, McLean, Dunn, Stark, Hettinger, Adams, Bowman, Slope, Billings, McKenzie, Golden Valley Counties | One Director |

At the first annual meeting of the Association two (2) directors shall be elected for a one-year term; three (3) directors for two-year terms and four (4) directors for three-year terms. The grower-director at-large and the non-grower director shall be appointed by the board of directors for a one-year term. No director shall serve more than two consecutive terms. **ASA Directors shall be appointed to a three-year term, with the number of terms not to exceed the term limit stated in the ASA bylaws.** A director elected or appointed for less than one-half year of a full term to fill a vacancy or a new directorship by an increase in the number of directors shall be eligible to serve two subsequent consecutive three year terms. Following the first annual meeting of the Association all directors shall be elected for a three-year term except the grower-at-large (See note below) who shall be appointed for a three year term. **and the soybean-related industry member who shall be appointed for a one-year term only.**

Proposed Bylaws Revisions



Current Districts



Proposed Districts

Bean Briefs

Soy Growers Support Expanded Enlist Duo Registration

The American Soybean Association (ASA) filed comments with the Environmental Protection Agency (EPA) supporting the addition of 19 states for Enlist Duo registration. The herbicide is already registered in 15 states.

"There is a critical need for new technology to address the problem of glyphosate-resistant and hard to control weeds. This product helps to meet that need: Enlist Duo, when used with Enlist Duo herbicide, enables reduced tillage systems to be successful," past ASA President Richard Wilkins wrote. "We agree with the Agency's conclusion that, the pairing of two well-established herbicides into a systems approach with a genetically crop will allow growers and applicators the opportunity to control many weeds in a way which fulfills the important principle of using multiple mechanisms of action, which the weed science community has been touting for many years."

With this approval, Enlist Duo will be approved in 34 states where the vast majority of soybeans are

grown: Illinois, Indiana, Iowa, Ohio, South Dakota, Wisconsin, Arkansas, Kansas, Louisiana, Minnesota, Mississippi, Missouri, Nebraska, North Dakota, Oklahoma, Alabama, Arizona, Colorado, Delaware, Florida, Georgia, Kentucky, Maryland, Michigan, North Carolina, New Jersey, New Mexico, New York, Pennsylvania, South Carolina, Tennessee, Texas, Virginia and West Virginia.

EPA Releases 2017-18 RFS Volumes

The U.S. Environmental Protection Agency (EPA) has released its Renewable Fuel Standard (RFS) volumes for 2017-18. The overall RFS increased, and the total advanced-biofuel portion increased above the levels in the proposed rule. The higher advanced-biofuel volume requirements provide a market opportunity for soy biodiesel, which is the most prevalent fuel to qualify as an advanced biofuel.

The EPA maintained the biomass-based diesel volumes at 2.1 billion gallons for 2018, the same level in the initial proposed rule. While the new volume represents a 100-million-gallon increase for the RFS biomass-based diesel volumes

from 2017, it is roughly the same amount of biomass-based diesel that was utilized in the U.S. in 2015.

ASA leaders say that the volume levels provide opportunities but do not take full advantage of an opportunity to further promote biodiesel. For 2017, the EPA will raise the overall volumes and increase the total advanced-biofuel volume requirements from 4.0 billion gallons to 4.28, an increase of 19 percent, which is a plus for biodiesel. The EPA chose not to raise the biomass-based diesel volume requirements within that advanced-biofuel pool for 2018.

USDA Awards Funds for Fiscal Year 2017 Market-Development Programs

The U.S. Department of Agriculture's (USDA) Foreign Agricultural Service (FAS) is awarding \$200 million to more than 70 U.S. agricultural organizations in order to help expand export markets for U.S. farm and food products through the Market Access Program (MAP) and the Foreign Market Development (FMD) Program.

Under MAP, the FAS will

provide \$173.5 million in fiscal-year-2017 funding to 70 nonprofit organizations and co-operatives. The organizations use the funds to help U.S. agricultural producers promote their products to consumers around the globe through activities such as market research, technical assistance, and support for participation at trade fairs and exhibits. MAP participants contribute an average 137 percent match for generic marketing and promotion activities and a dollar-for-dollar match for the promotion of branded products by small businesses and cooperatives.

Under FMD, the FAS will allocate \$26.6 million in fiscal-year-2017 funds to 26 trade organizations that represent U.S. agricultural producers. The FMD focuses on generic promotion of U.S. commodities, rather than consumer-oriented promotion of branded products, and preference is given to organizations that represent an entire industry or are nationwide in membership and scope. The organizations, which contribute an average 130 percent cost share, conduct activities that

—continued on page 14

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Getting it Right Soybean Production Meetings 2017

Soybean producers who are interested in intensive soybean management should plan to attend one of the Getting it Right in Soybean Production meetings scheduled for Cando, Bottineau, Washburn and Napoleon, North Dakota. The Getting it Right in Soybean Production programs and lunches are sponsored by the North Dakota Soybean Council.

At the meetings, North Dakota State University Extension Service faculty and staff will discuss past soybean research conducted in North Dakota as well as the outlook and production issues for 2017.

"Farming is very complex, and new production information is generated annually. With tight budgets, it is important for producers to gain as much knowledge as possible," says Dr. Hans Kandel, NDSU Extension Service agronomist. "These soybean educational meetings, featuring research-based information, can help producers

with soybean-production decisions for the 2017 growing season."

Meeting Dates

Tuesday, January 24,

10 a.m. - 3 p.m.: Towner, Cavalier, Ramsey, Benson, Pierce and Rolette Counties.

Location: Masonic Lodge meeting hall, Cando, North Dakota,

Wednesday, January 25,

10 a.m. - 3 p.m.:

Bottineau, Rolette, Pierce, McHenry, Renville and Ward Counties.

Location: Cobblestone Inn, 1109 11th Street East, Bottineau, North Dakota 58318

Thursday, January 26,

10 a.m. - 3 p.m.: Mclean, Sheridan, Mercer, Oliver and Burleigh Counties.

Location: Memorial Hall, Washburn, North Dakota,

Friday, January 27,

10 a.m. - 3 p.m.: Logan, Kidder, Burleigh, Emmons,

McIntosh and Stutsman Counties.

Location: Downtowner Banquet Room, 310 Main Ave., Napoleon, North Dakota, 58561,

Speakers

Participating extension agents will be the hosts and will provide local production and crop updates.

Dr. Sam Markell, NDSU Extension pathologist, will provide an update (Washburn and Napoleon) on the disease outlook for 2017 and field-research results from 2016. Two important topics will be an update on soybean cyst nematodes and how to manage soybean diseases.

Dr. Kandel will provide information about variety

selection as well as the latest information on various production issues, such as the importance of good root nodulation, fertility issues and water management.

Greg Endres, NDSU area Extension specialist/cropping systems, will discuss intensive soybean management, no till and strip till versus conventional till, planting dates, plant populations and row spacing, different soybean special inputs on the market and weed-management issues.

Dr. Janet Knodel, NDSU Extension entomologist, will discuss how to manage various insect pests, including spider mites and soybean aphids.

—Story by Dr. Hans Kandel,
NDSU

Follow the 2017 Northern Soybean Expo on Twitter



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This year, audience members will be able to text questions to speakers at the end of their presentations. Be sure to look for complete texting instructions on February 7.

Best of the Best in Wheat and Soybean Research - 2017

Researchers and Extension Specialists from North Dakota State University and the University of Minnesota are working together to deliver the most current research information to help you make better management decisions on your farm. One of the highlights will be hands-on demonstrations where you get a closer look at important production and marketing tools.

Best of the Best in Wheat and Soybean Research and Marketing workshops will be held **Tuesday, January 31st** at the Courtyard by Marriott, Moorehead and **Wednesday, February 1st** at the Alerus Center, Grand Forks.

◆ **These sessions are free.**

◆ **Pre-registration is encouraged.**

◆ **CEU credits are available.**

For times and to register, call (800) 242-6118, ext 3 or go online at www.smallgrains.org and click on Best of the Best link.

Brought to you by the MN Association of Wheat Growers, ND Soybean Council, MN Wheat Research & Promotion Council, ND Grain Growers Association, MN Soybean Research & Promotion Council and the ND Wheat Commission

SOYBEAN

2017 Northern Soybean Expo and Trade Show:

EXPO

Trade Show and Social Events

February 7, 2017 • Fargo Holiday Inn

7:30 a.m. – 5:00 p.m. Trade Show

Coffee and cookies are available throughout the day. Take advantage of this opportunity to learn from industry experts

4:00 p.m. – 5:00 p.m. Social Hour with Cash Bar

Network and enjoy free hors d'oeuvres in the trade show area.

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Sharpen your soybean trading and marketing skills

Learn more about marketing soybeans in today's fast-paced markets. Spend two days using state-of-the-art equipment in the NDSU Commodity Trading Room to learn how trading impacts your farm's bottom line.

Seminar led by Dr. Bill Wilson and Dr. Frayne Olson of NDSU Department of Agribusiness & Applied Economics.



Agenda includes trading technologies, basis, options, geograin, hedging, contract types, producer marketing plans and strategies.

- Seating is limited
- Seminar is FREE and limited to ND soybean producers
- Lunch provided both days



**North Dakota
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March 14-15 • 9:00 a.m. – 5:00 p.m.

NDSU Fargo – Barry Hall Commodity Trading Room
Register before February 25th to reserve your seat
Call (701) 239-7194 or email ssinner@ndsoybean.org

NDSU

It is recommended participants have a strong interest in applying advanced tools to grower marketing decisions, and familiarity with Microsoft Excel as a tool for analyzing data and marketing decisions. If you've participated in the past, you will not be eligible for the 2017 course.

DuPont Young Leader Program

Stepping Up.

LaMoure, North Dakota, farmer Kasey Bitz knows that it won't be long before his generation is called upon to lead the agriculture industry, so he's taking the opportunity to learn as much as he can.

Bitz farms with his parents in the James River Valley, raising corn, soybeans, hard red spring wheat and yellow field peas. They also raise cattle and sheep. The youngest of four children with three older sisters, Bitz returned to the farm to help carry on the family business. Bitz is intent on learning as much as he can about agriculture and leadership as an investment for the future. One of the ways in which he is doing that is through the American Soybean Association (ASA) DuPont Young Leader Program.

"It's no secret that a lot of our farmers are getting older," Bitz says. The average U.S. farmer is 58 years old. "There are several young farmers like me in my area. We need to get more young guys at the table and to look to the future."

Bitz had previously participated in the National Farmers Union Beginning Farmer Institute which took him to Capitol Hill in Wash-

ington, D.C. to "put a face to North Dakota agriculture." This past summer, he read about the ASA-DuPont Young Leader Program and applied. Bitz interviewed with the North Dakota Soybean Grower directors and was chosen for the program that helps to train leaders and to connect young farmers from across the country.

For more than 30 years, the ASA DuPont Young Leader Program has identified and developed grower leaders who continue to shape the future of agriculture. It is a two-part program with the first training session taking place at the DuPont Pioneer headquarters in Johnston, Iowa, and the second session in San Antonio, Texas, in conjunction with the annual Commodity Classic Convention and Trade Show. The program focuses on leadership and communication, agricultural information and the development

of a strong peer network among representatives from 26 states as well as Ontario, Canada.

"I hope to continue to make connections with other farmers," Bitz adds. "I spent some time with farmers from Kentucky and Alabama, and found out we had a lot of similarities."

Bitz comes by his interest in leadership honestly. His father, Jim, has served on the local cooperative board, and his mother, Connie, has been involved with the electrical co-op and local credit union. Both of them encouraged him to get involved and to learn as much as possible while he's still single.

"I've always been interested in serving on boards because I want to stay involved as much as possible," Bitz says. "We need young guys like me in our twenties to get involved because the 58-year-old farmers won't do it forever."

Consumer concerns are an important issue for agriculture, Bitz says. Many non-farmers hear about things like biotechnology and are fearful about how it impacts food safety.

"I want to be able to explain to them that food safety is our priority," he says. "We young guys need to tell our stories."

Even though he's just starting out, Bitz is already intent on leaving a legacy when it's his time to step aside for the next generation.

"I'm not married, and I don't have children, but my goal would be to teach my children, someday, the conservation practices and good stewardship of the land that my parents have taught me to continue to leave the land in the best condition for the next generation," Bitz says.

—Story by Daniel Lemke,
photo provided by ASA



Kasey Bitz is in the front row, third from left.

—continued from page 10

help to maintain or to increase the demand for U.S. agricultural commodities overseas.

A new study conducted by noted land-grant university economists shows that MAP and FMD contributed \$309 billion to farm-export revenue between 1977 and 2014, an average of \$8.2 billion per year. From 2002 through 2014, the programs boosted average annual farm-cash

income by \$2.1 billion, annual U.S. economic output by \$39.3 billion, the annual gross domestic product (GDP) by \$16.9 billion, and annual labor income by \$9.8 billion. In addition, the programs generated economic activity that directly created 239,000 new jobs, including 90,000 farm-sector jobs.

American Soybean Association Elects New Leadership Team

Ron Moore, a soybean farmer

from Roseville, Illinois, has assumed the role of as ASA president. Moore served as ASA's vice president throughout 2016. Moore served as the ASA's vice president throughout 2016, and per the organization's structure, the vice president moves into the president's role the following year.

John Heisdorffer, a farmer from Keota, Iowa, was elected to fill the role of vice president, placing him in line to become ASA's president in 2018. Davie Stephens

of Wingo, Kentucky, will serve a third consecutive term as the ASA's secretary, and Bill Gordon of Worthington, Minnesota, was elected to the position of ASA treasurer.

The American Soybean Association has represented the nation's soybean farmers for more than 90 years. The ASA boasts more than 21,000 members nationwide.

—Stories by Staff

Join Us For the Fifth Annual “See for Yourself” Program July 11-14, 2017



Are you interested in learning more about how your checkoff money is used for North Dakota's soybean industry? Where do your soybeans go after you leave them at your local elevator? Participate in the 5th Annual See For Yourself Program with the North Dakota Soybean Council and have your questions answered!

Apply today for one of the 20 farmer seats open for the 2017 program to Portland, Oregon and the Pacific

Northwest to learn more about the journey our North Dakota soybeans take to the end customer. Learn about checkoff investments in rail and water transportation, soy biodiesel, new uses of soy, and tour shipping ports where North Dakota soybeans leave for world markets. Experience first-hand the systems in which the North Dakota Soybean Council farmer leaders invest to ensure market stability for your soybeans.

- See For Yourself: July 11-14, 2017 - Portland, Oregon and surrounding area
- Open to North Dakota soybean producers
- **Participants are reimbursed for airfare, lodging, meals and most expenses**
- Must be 21 years of age at date of application
- Completed application forms must be submitted to NDSC office by 4:00 PM, April 17, 2017 to be considered
- Application forms available at: www.ndsoybean.org, call (701) 239-7194 or email ssinner@ndsoybean.org
(One application per person please)



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