

# THE NORTH DAKOTA Soybean GROWER MAGAZINE

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FEBRUARY 2016



## Special Issue

2016 Northern Soybean Expo and Trade Show



## Bean Briefs

### ASA Strategic Plan Focuses on Trade and Policy

The American Soybean Association's (ASA) board of directors approved a comprehensive strategic plan that will strengthen the organization's efforts on policy and trade. The plan will guide the association's activity to the year 2021.

"We are a proud organization with a long history of driving profitability for our farmer members, and this plan will help ensure that we progress in that role over the next five years," says former ASA President Wade Cowan. "In 2020, ASA will celebrate 100 years of championing the issues of soybean farmers, and there is no better way to honor that legacy than by making the strategic changes necessary to ensure our organization is strong and agile for years to come."

The strategic plan will focus the ASA mission, more centrally on policy and trade benefiting soybean farmers, including the establishment of a Soy Regulatory Issues Coalition to provide analysis and actionable information for the growing list of environmental and regulatory issues that soybean farmers must confront at state and national levels.

### Ag Groups Urge Congress to Pass Uniform, National Food-Labeling Standard

The American Soybean Association (ASA), the Coalition for Safe Affordable Food (CFSAF) and more than 40 other national ag groups are pressing Congress to pass a uniform, national labeling standard for foods made with genetically modified organisms (GMOs).

This proposal comes at a time when agricultural groups are urging House and Senate leaders to include a preemption of state labeling laws in the omnibus appropriations bill. The House

previously created a uniform, national labeling standard; however, both chambers of Congress voted against the mandatory GMO labeling proposal.

The effort is being undertaken to avoid a costly and confusing patchwork of state labeling laws from taking effect next year and spreading across the country. Many food companies contend that, unless Congress takes action, American families will face increased grocery prices and more confusing food labels when Vermont's labeling mandate goes into effect in July.

### EPA Sets Biodiesel Volumes

The U.S. Environmental Protection Agency (EPA) has released its Final Rule, setting the Renewable Fuel Standard (RFS) volume requirements for biomass-based diesel for 2014, 2015, 2016 and 2017. The Final Rule provides some stability and modest growth for the U.S. biodiesel industry.

The Final Rule sets the biomass-based diesel volumes at 1.63 billion gallons for 2014, 1.73 billion gallons for 2015, 1.9 billion gallons for 2016 and 2.0 billion gallons for 2017. These volume levels represent a modest improvement over what the EPA had earlier proposed.

The volumes established by the EPA provide some certainty for biodiesel producers and feedstock providers, and will continue to generate many benefits for consumers and the environment. Biodiesel supporters, including the American Soybean Association (ASA), contend that the benefits of biodiesel include a more diversified energy market, increased domestic energy production, reductions in greenhouse-gas emissions, new jobs and economic development, expanded markets and reduced

soy-meal feed costs.

An economic impact study has shown that biodiesel adds 73 cents to the value of every bushel of soybeans grown in the United States.

While the volumes in the Final Rule do not fully capitalize on the capacity and growth potential of U.S. biodiesel, the Final Rule does provide a step in the right direction. Current U.S. biodiesel production is about 2.0 billion gallons per year.

"We are glad to see the volumes for biomass-based diesel increased above the Proposed Rule and previous proposals," former ASA President Wade Cowan says. "Bio-

diesel provides significant economic and environmental benefits, and we have the capacity to do more. The administration wants to address climate change and reduce greenhouse gas emissions, and biodiesel can contribute more to that effort."

Biodiesel is a domestically produced, renewable fuel that is proven to achieve emission reductions ranging from 57 to 86 percent, and is the first and only advanced biofuel to reach commercial-scale production nationwide. To date, biodiesel has made up the vast majority of advanced-biofuel production under the RFS.

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## On the cover

Every year, Northern Soybean Expo attendees have a chance to hear great speakers and talk with leading industry vendors in the trade show.

—Photo courtesy Wanbaugh Studios



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## President's Letter

This year's Expo offers a lot for attendees.

I would like to welcome everyone who has chosen to attend the 2016 Northern Soybean Expo. We are geared up for yet another great Expo. This event offers opportunities for producers to learn, listen and interact with others in our agricultural family. In addition to hearing from a great line up of speakers, I would also recommend that you take in the trade show put on by the North Dakota Soybean Growers Association. Our Soybean Association board members will be in attendance and would welcome your questions, concerns and ideas.

Please engage yourself in all of the events going on at the Expo. Come early for breakfast and take in our

great panel of speakers throughout the day. In between those speakers and events, make sure you take time to visit the vendors at the trade show to learn about the newest tools and information on production practices, marketing and agronomic tools. We will also have an evening of socializing at the conclusion of the Expo and trade show. With everyone's involvement and interaction, we can all come away with more knowledge about our industry.

I would like to say a big thank you to all who will be in attendance. It will be a great day and I hope to meet you.



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



## 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)

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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 now time to gear-up for a season of trade shows and producer education meetings. One exciting event you definitely will want to attend is our annual *Northern Soybean Expo* on *Tuesday, February 2* at the *Fargo Holiday Inn*. With record attendance expected 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 2016 planting season.

The day begins at 7:30 a.m. with registration, a hot breakfast buffet and the opportunity to interact with a number of soybean researchers from North Dakota State University (NDSU). Immediately following will be a 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 Mike North.

After enjoying a hearty luncheon, keynote speaker and international economist Dr. Barry Asmus will provide a review of the agricultural revolution and how North Dakota soybean farmers have played – and will continue to play – an important role. He will also

address the economic challenges of taxes, growth, debt, deficits and regulation and the opportunities of energy and international trade.

Wrapping up our day is Dr. Bill Wilson, Distinguished Professor in the Department of Agribusiness and Applied Economics at NDSU. He will help farmers examine the role of the world's largest soybean market – China. He will also address changes in commodity trading as well as competition from Brazil and Argentina and what that means to you.

While there is no fee for you to attend this event, we ask that you please bring a canned food item to donate to the Great Plains Food Bank as a way to give back to the many individuals and families in need across our state.

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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## Help Alleviate Hunger for Many North Dakota Families this Winter

Please bring a non-expired canned food item to the Northern Soybean Expo on February 2 at the Fargo Holiday Inn for the Great Plains Food Bank. Let's help end hunger in North Dakota.

The Food Bank has provided suggestions for the most-needed canned donations:

- Soup
- Chili
- Tomato-based products
- Stew
- Canned meat products
- Canned fruits and vegetables

There are some rules and recommendations about donating non-perishable food that the Great Plains

Food Bank asks you to follow:

- They accept all non-perishable, unexpired food
- They have some tolerance for expired foods but they must be no more than 3 months past expiration





# Northern Soybean Expo

## FEATURES A VARIETY OF VOICES

**F**armers attending the Northern Soybean Expo will be treated to a range of experts who offer unique perspectives about the factors that impact soybean production, marketing and more. General-session speakers will provide farmers with diverse points of view to help educate, inform and entertain.



**John Phipps**

Well known from his days as a farm broadcaster, John Phipps is determined to help Northern Soybean Expo participants get the most from their experiences at the event. Phipps, the former television host of U.S. Farm Report, will serve as the emcee for the day's events which include a live taping of the show.

"As emcee, I have two main jobs," Phipps says. "One is to make sure each presenter has the best possible opportunity to get his or her main points across. I'll also try to get us to the finish line on time. I'll also try to tie the entire program together to make it more memorable, entertaining and useful."

Phipps grew up on an Illinois farm and served in multiple capacities, including farm computer and software sales, mortgage banking as a closing officer, and being an instructor at a community

college, before becoming a U.S. Farm Report host in 2005. He stepped down in 2014 to spend more time on the farm. Phipps writes humor and commentary, appearing regularly in Farm Journal and Top Producer magazines as a contributing editor. His work has also been published in Canada and Denmark.

Phipps says that the U.S. Farm Report crew appreciates the chance to meet farmers in person and to tape with a live audience. He will moderate a panel of market analysts for the show. "While the analysts won't admit it, they step up their games at live tapings. The best part is the question and answer after we record," he adds.

Also in 2005, Phipps began writing "Incoming," a unique weblog for people who farm and individuals who like farms. He often speaks to farm and business groups.

"I would characterize the state of ag as 'misunderstood,'" he says. "Not by consumers as we often lament, but by those of us in the trenches. We're confused about new economics, new technologies and changes in our

communities. Unless we work to update our worldview, we will be less satisfied and less productive."

As a farmer himself, Phipps understands many of the challenges that growers face.

"We have become high-cost producers of corn and soy. The margin squeeze is unprecedented and is likely to continue. If the market will only pay \$3 for corn and \$8 for beans, what do we do?" Phipps asks. "Focusing on WOTUS, GMOs, RFS and other acronyms is a quick way to lose competitiveness."

As the emcee, Phipps will participate in the proceedings throughout the entire Northern Soybean Expo. He hopes that the farmers who attend will take away something they can use.

"I hope participants will see at least one aspect of the challenge of 2016 differently. I hope many will be reminded they are neither helpless pawns nor hopeless dupes, and they can exert immense control over their 2016 outcome," adds Phipps. "Above all, I hope they will simply have a good time with their friends."



**Dr. Bill Wilson**

Most North Dakota soybean farmers likely know that China is an important export market for their soybeans. However, many growers may be surprised just how vital that market is and how changes and competition from other countries could impact their farms and their profitability.

Dr. Bill Wilson, a professor in the Department of Agribusiness and Applied Economics at North Dakota State University, will help farmers examine the role of the world's largest soybean market. He will also address changes in commodity trading as well as competition from Brazil and Argentina.

"China is by far the biggest market for soybeans," Wilson says. "They (China) consume over 80 million metric tons a year. Whatever happens there has an impact on the U.S. soybean sector."

Wilson works in areas related to grain marketing, transportation and logistics. His research program at North Dakota State University is focused on grain marketing, transportation, international trade, as well as marketing and logistics.

Global soybean demand remains strong. Soybean markets around the world, including many in Southeast Asia, are growing, but China remains the dominant player.

"We'll look at how rapidly the soybean

sector is growing and changing, and much of it is because of China," Wilson adds.

While China is an important market for the entire U.S. soybean industry, it's particularly vital to growers in North Dakota because about 95 percent of the state's soybean production is exported through the Pacific Northwest (PNW). China is the largest buyer of soybeans from PNW ports.

Wilson will provide an overview of emerging issues, including agriculture policy, sustainability and Chinese biotech acceptance.

"Soybeans are an important crop in North Dakota. They're an income generator. The soybean sector is rapidly growing and changing, and it's dominated by China," Wilson says.



**Dr. Barry Asmus**

Soybeans are a global commodity with worldwide importance. One of the country's foremost economists will help farmers better understand the numerous factors that impact them.

Dr. Barry Asmus is a senior economist with the National Center for Policy Analysis. He has been speaking to audiences in the United States and around the world for over 25 years.

Asmus speaks, writes and consults on the political and business issues facing America. Recognized for his views on making the United States a world-class competitor, he was twice voted the Outstanding Professor of the Year. He has also been honored with the Freedom Foundation at Valley Forge Award for Private Enterprise Education.

Asmus' presentation will provide a review of the agricultural revolution as well as how North Dakota soybean farmers have played and will continue to play an important role. He will also address the economic challenges of taxes, growth, debt, deficits and regulation along with the opportunities of energy and international trade.

"Soybean farmers will take away an overview of the U.S. economy for 2016, and how high soybean yields and increased production helps everyone," Asmus says. "Economic growth is a moral imperative for achieving lasting human flourishing. International trade is a win-win for North Dakota and the world."

Dr. Asmus does more than just speak on policy; he is actively involved with its implementation, both in the United States and abroad. He speaks on topics ranging from energy and healthcare to economic opportunities, globalization and emerging markets.



# 2016 Northern Soybean Expo

February 2, 2016 • Fargo Holiday Inn

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

**9:00 a.m. – 9:30 a.m. Live Taping of U.S. Farm Report**

A panel of the nation's leading and in-demand market analysts that is moderated by

John Phipps

- Tommy Grisafi, Commodity Risk Management Advisor at Advance Trading; DeMotte, Indiana
- DuWayne Bosse, Bolt Marketing; Britton, South Dakota
- Mike North, Commodity Risk Management Group; Platteville, Wisconsin



**10:20 a.m. – 10:45 a.m. Opening Remarks**

Tyler Speich, Chairman, North Dakota Soybean Council

Jared Hagert, Chairman, United Soybean Board

Craig Olson, President, North Dakota Soybean Growers Association

**11:45 a.m. – 12:45 p.m. Lunch**

**1:00 p.m. – 2:30 p.m. The Agricultural Revolution - Challenges and Opportunities**



Dr. Barry Asmus is a Senior Economist with the National Center for Policy Analysis. Dr. Asmus has been named by USA Today as one of the five most-requested speakers in the United States. He has testified before the House Ways and Means Committee regarding our income-tax system and has encouraged government leaders to pass free-market, low-tax, protected property rights and free-trade policies. Dr. Asmus is the author of nine books. He is a professor of economics and was twice voted the university professor of the year. He co-anchored a syndicated radio program called Perspectives on the Economy. Dr. Asmus is an advocate of free-market economics. He is a recognized thinker who delivers his ideas in an enthusiastic and energy-filled presentation.

**2:45 p.m. – 4:00 p.m. The World's Largest Soybean Market: How Vital is it to North Dakota?**



Dr. Bill Wilson was named a Distinguished University Professor in 2007 and is a professor in the Department of Agribusiness and Applied Economics at NDSU. He has been working in areas related to grain marketing, transportation and logistics. His academic teaching covers these topics at the undergraduate and graduate levels. His research program is focused on grain marketing, transportation, international trade, and marketing and logistics. In these capacities, he has received numerous awards, has served as a guest lecturer around the world, has served on the board of directors for the Minneapolis Grain Exchange, and has provided advice to numerous international companies and countries on related issues.

**4:00 p.m. Closing Remarks**

**Emcee for the Day:** John Phipps, U.S. Farm Report



# North Dakota Soybean Growers Association

## 2016 Annual Meeting Agenda

February 2, 2016 • 10:45 a.m. Fargo Holiday Inn

1. Welcome and Introduction of Board Members: NDSGA President Craig Olson
2. Secretary's Report: Luke Kuster
3. Treasurer's Report: Mary Jo Richard, Eide Bailly
4. Legislative Director's Report: Scott Rising
5. American Soybean Association Report: ASA President Richard Wilkins
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 the story on this page.)
  - b. Election of Directors
    - i. District 2: Ransom, Sargent, Dickey and LaMoure Counties
    - ii. District 4: Griggs, Steele and Barnes Counties
    - iii. District 5: Traill County
    - iv. District 6: Grand Forks County
  - c. Update on Member Benefits
  - d. 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 2, 2016, at the Fargo Holiday Inn. The board is seeking broad interaction with the soybean industry rather than limiting input to one representative from one segment of the industry.



Jason Mewes

**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, as a farm operator, owner or manager.

**Section 2.** The number of directors shall be at least fourteen (14). Eight (8) directors shall be elected from the districts described in Section 3 of this article. Three (3) directors-at-large ~~and~~ the current-year DuPont Young Leader (1) ~~and one (1) director, a soybean-related industry representative,~~ shall be appointed by the Board of Directors. The two (2) ASA National Directors are full members of the NDSGA Board of Directors ~~with 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 County	One Director
District 2	Ransom, Sargent, Dickey and LaMoure Counties	One Director
District 3	Cass County	One Director
District 4	Griggs, Steele and Barnes Counties	One Director
District 5	Traill County	One Director
District 6	Grand Forks County	One Director
District 7	Pembina, Walsh and Nelson Counties	One Director
District 8	Balance of the state of North Dakota	One Director

# SOYBEAN EXPO

## 2016 Northern Soybean Expo and Trade Show:

### Trade Show and Social Events

February 2, 2016 • 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.

**5:00 p.m. – 10:00 p.m.**

**Hospitality Suites — poolside rooms**

Enjoy an evening of socializing hosted by several valued industry sponsors.

## Casselton Farmer Rewarded for Recruiting Members

Harvey Morken recounts words from Teddy Roosevelt when recruiting North Dakota Soybean Growers Association and American Soybean Association (ASA) members. “Every man owes a part of his time and money to the industry in which he is engaged,” reads a 1908

quote from the former president.

Morken was recently recognized as one of the nation’s top ASA membership recruiters. The Casselton, North Dakota, farmer recruited 71 new members, placing him second in Level 2. It also qualified him for an ASA-sponsored trip

to the Biltmore Estate in Asheville, North Carolina. Biltmore Estate is America’s largest home, built by George Vanderbilt. It includes an 8000-acre grand estate, located in the Blue Ridge Mountains.

Any volunteer ASA recruiter who had 30 or more recruits between Oct. 1, 2014 and Aug. 28, 2015 was entered into a pool. Seven names were drawn from a pool of 14 eligible recruiters, including Morken’s. He and his wife Mary were rewarded with four days and three nights at the historic landmark.

“There were more recruiters who qualified than were selected to go on this trip, so I feel pretty fortunate that my name was drawn,” Morken says.

While the trip was a welcome reward for his efforts, Morken’s motivation is to do his part to keep organizations that help farmers vibrant.

“I feel it’s very important to recruit members or our organization would not exist,” he says. “It only costs \$200 for three years to become a member, so the cost is really minimal. We have to support these organizations that are working on our behalf because they’re just trying to make life better for us.”

Thanks to the efforts of recruiters like Morken, ASA membership stands at 21,715 active members.

“ASA appreciates all of the hard work from our recruiters and state associations in engaging soybean producers and helping spread the word about ASA,” says Bret Davis, ASA Membership and Corporate Relations Committee Chairman.

—Story by Daniel Lembke,  
photo provided by Mary Morken



Harvey and Mary Morken of Casselton, N.D., attended the recruiter reward trip to Asheville, N.C.



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- **Minnesota Soybean Research and Promotion Council**
- **Peterson Farms Seed**

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- **Syngenta Seeds**

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- **North Dakota Game & Fish Dept.**
- **NuTech Seed**
- **SK Food International**
- **SunOpta**
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Funded by the North Dakota soybean checkoff.

## Come Early and Enjoy a Buffet Breakfast with NDSU Soil Scientists

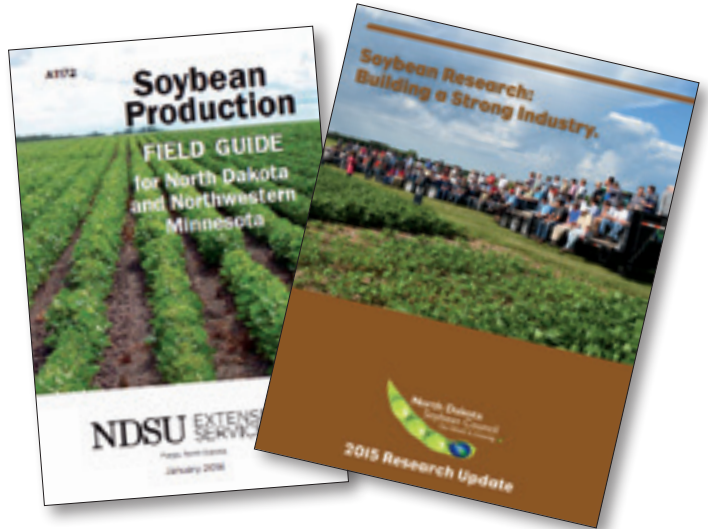
During the Northern Soybean Expo buffet breakfast on February 2, NDSU soil scientists will be available to discuss soil health, soybean fertilization, and how to deal with saline and sodic soils. Soil scientists joining the morning breakfast include: Dr. Tom DeSutter, Dr. Abbey Wick, Dr. R. Jay Goos, Dr. Aaron Daigh and Dr. Amit Chatterjee.

Soybean plantings have expanded throughout North Dakota, where approximately 5.8 million acres of soybeans were planted in 2015.

In FY 2016, the North Dakota Soybean Council (NDSC) is funding approximately \$1.57 million of soybean production research, which is approximately 31 percent of the NDSC budget.

Copies of NDSU's "Soybean Production Field Guide" and ND-SC's "2015 Research Update" will also be available during breakfast.

The buffet breakfast is from 7:30 a.m. to 8:45 a.m., so plan to come early!



## Follow the 2016 Northern Soybean Expo on Twitter



#NDSoyExpo16

#ND2016Expo

Find us on Twitter @NDSoybean

Find John Phipps on Twitter @jwphipps

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 2.

## Best of the Best in Wheat and Soybean Research - 2016

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 **Thursday, February 4th** at the Alerus Center, Grand Forks and **Friday, February 5th** at the Courtyard by Marriott, Moorhead.

- ◆ **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](http://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*

# Thank you to all our valued P.O.D. Sponsors!



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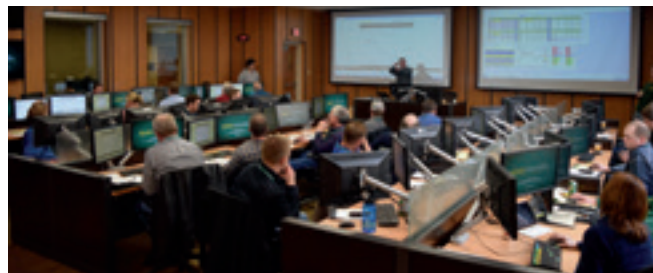
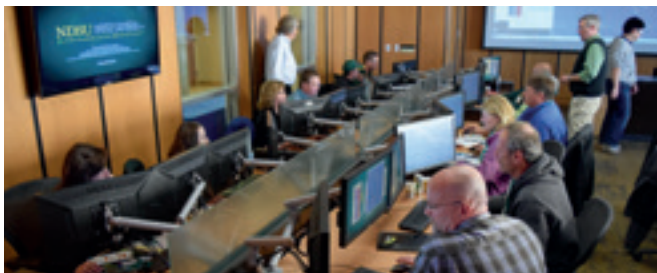
## Sharpen your soybean trading and marketing skills

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



March 15 9:00am – 5:00pm • March 16 9:00am – 4:15pm  
NDSU Fargo – Barry Hall Commodity Trading Room

Register before February 26th to reserve your seat.  
Call (701)239-7194 or email [ssinner@ndsoybean.org](mailto: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 2016 course.

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# Carrington Farm Family Selected for Young Leader Program

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**G**reg and Monica Gussiaas of Carrington, North Dakota, have begun their leadership training as part of

the 32nd class of the American Soybean Association's (ASA) DuPont Young Leader program. They began their leadership journey at DuPont Pioneer headquarters in Johnston, Iowa, in early December.

Greg Gussiaas is the fourth generation to farm the land. He currently raises soybeans and corn northeast of Carrington. Gussiaas was a finalist for the program in 2014 and was selected to participate in 2015.

"I liked the idea of maintaining and building my leadership skills, and seeing a broader view of the soybean industry," Greg Gussiaas says. "We get to see the industry from seed all the way to legislative work on bills affecting me and

my farm."

The Johnston training session was the first phase of a program designed to identify new and aspiring leaders and to provide them with opportunities that will enhance their skills while networking with other growers. Young farmers from 23 states and Canada participated in training that included educational and skill-building components.

"The ASA DuPont Young Leaders Program identifies and trains new and much-needed leaders for the soybean industry," says ASA Chairman Wade Cowan. "The program provides training and helps them grow their peer network, which strengthens our industry and allows us to work

collaboratively in our local, state and national organizations."

Greg Gussiaas says that, in addition to receiving valuable training in areas such as effective communication, making connections with fellow farmers from across the country is a big plus for the program.

"One of the most beneficial parts is meeting other young farmers and staying connected," he adds. "They (other farmers) offer additional knowledge of what is happening in the industry. Plus, we are developing friendships with people who are essentially our coworkers."

The program continues March 1-4, 2016, in New Orleans, Louisiana, with the training held in

conjunction with the 21st annual Commodity Classic Convention and Trade Show.

"It was a privilege to meet this year's enthusiastic class of DuPont Young Leaders who will take on the challenges and opportunities that face American agriculture," says Steve Reno, vice president and regional business director for the United States and Canada. "We look forward to watching them continue to develop their leadership skills throughout the remaining parts of the program."

—Story by Daniel Lembke,  
photo provided by ASA



Greg and Monica Gussiaas, Carrington, N.D., were in the most recent DuPont Young Leader class.

# Join Us For the Fourth Annual “See for Yourself” Program July 12-15, 2016



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 4<sup>th</sup> Annual See For Yourself Program with the North Dakota Soybean Council and have your questions answered!

Apply today for one of the 16 farmer seats open for the 2016 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 12-15, 2016 - 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 30, 2016 to be considered
- Application forms available at: [www.ndsoybean.org](http://www.ndsoybean.org), call (701) 239-7194 or email [ssinner@ndsoybean.org](mailto:ssinner@ndsoybean.org)



## Contact us to apply today!

(701) 239-7194 • 888-469-6409

[www.ndsoybean.org](http://www.ndsoybean.org) • [ssinner@ndsoybean.org](mailto:ssinner@ndsoybean.org)

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GROWERS ASSOCIATION**

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If you grow soybeans, the North Dakota Soybean Growers Association would like for you to have this mini LED flashlight. Complete a short form and pick yours up at the 2016 Northern Soybean Expo and Trade Show.

The NDSGA can enlighten your operation with insightful industry information and valuable benefits.



**Northern Soybean Expo and Trade Show  
February 2, 2016 • Fargo Holiday Inn**