

# THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

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**INSIDE**  
Protection Through  
Risk Management **PAGE 16**







# Tools for the Trade

**T**he tools that farmers use to grow crops have become increasingly powerful and complex. Because farmers

**Dr. Wilson addresses a class in the Commodity Trading room, Barry Hall, NDSU.**

generate income by selling what they grow, producers need modern tools to help them improve their marketing knowledge and skills.

That's where North Dakota State University's (NDSU) commodity trading room and financial laboratory come in.

NDSU Distinguished Professor Dr. William Wilson says that, a number of years ago, several former students in the commodity-marketing industry approached him about how trading was changing. The amount of risk that farmers faced was increasing, requiring institutions like NDSU to change how they taught and prepared students for the working world. From those initial conversations, the idea for the commodity-trading lab was born.

"In the old days, to be involved in commodity trading, you needed billions of dollars in assets," Dr. Wilson says. "Now, if you have a couple of computer terminals, you can be in the game."

Opened in 2012, the lab was created to attract students and to enhance NDSU's ability to teach commodity trading. A key improvement came through technology upgrades. The commodity-trading lab is a high-technology room with live information feeds for financial information that includes equities and credit; there is also commodity-market information, including agriculture, energy and biofuels.

"There is a proliferation of information available to make decisions," Dr. Wilson adds. "We are trying to teach students where to look for that information, where it comes from and how use it."

The commodity-trading lab isn't limited to college students. The room is also used for frequent marketing and risk-management seminars that are designed to help farmers and industry leaders increase their knowledge and skills.

Wilson says that more than 50 companies and commodity groups support the resource. North Dakota

soybean farmers were among the first to invest in the resource as a tool for increasing farmers' profitability.

"The reasons for supporting the commodity-trading room are even more important today than when the Council first invested," says Monte Peterson, a Valley City, North Dakota, farmer. Peterson, who serves on the American Soybean Association's board, was on the North Dakota Soybean Council when the facility was being developed. "With the conditions we have, risk and market volatility have increased exponentially each year."

Wilson says that he has done calculations which show the average North Dakota farmer could lose as much as \$66,000 in a 30-day span due to unmitigated price risk. That volatility illustrates some of the challenges that farmers face.

"It's a perplexing problem for farmers to manage market risk when they also have yield risk,"

Wilson says. "We have several analytical tools that can help farmers make decisions on hedging when they have commodity and yield concerns."

Peterson, who also serves on the U.S. Soybean Export Council board, says that overseas customers pay attention to market volatility. They are concerned that farmers will be able to supply the market as well as what the soybeans will cost.

"In my travels overseas and in visiting with our customers, they often ask what U.S. farmers do to take on market risk," Peterson says. "Customers ask a lot about our soybean marketing."

Peterson says that not only does the commodity-trading lab help train traders and help farmers to improve their skills, it's also helpful for marketing U.S. soybeans because international trade groups are often introduced to the facility and the resources that it provides.

*—Story by Danile Lemke,  
photo by staff*



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# On the cover

Uncertainty comes with the territory for North Dakota farmers. While they can't control the weather or markets, planning for opportunity as well as adversity can have a big impact on profitability. This issue of the North Dakota Soybean Grower examines the importance of risk management.

—Photos by Daniel Lemke and Wanbaugh Studios



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# When Opportunity Knocks

North Dakota farmers are familiar with risk, but they're also acquainted with opportunity. Growers and agribusinesses often seize upon prospects for participating in enterprises that could provide a return on their investments and add value to their farming operations. Ventures such as the North Dakota Soybean Processors (NDSP) plant that is planned for Spiritwood, North Dakota, could be one opportunity.

Interested investors can purchase shares in the NDSP cooperative and deliver soybeans to the plant once it is operational. As shareholders, investors will be in line to share profits generated by the plant.

Investing can involve the outlay of substantial amounts of money, but people have tools and options to respond to investment opportunities that arise. The Bank of North Dakota (BND) offers several programs that farmers can access by working with their local banks.

"(The) Bank of North Dakota's mission is to promote agriculture, commerce and industry in North Dakota," says Todd Steinwand, chief

business development officer for the Bank of North Dakota. "The Ag PACE and Envest programs were developed as funding tools to support value-added agriculture ventures in the state."

Ag PACE allows farmers to diversify their operations and to make investments in alternative agricultural practices and on-farm value-added enterprises. Funds can also be used to invest in value-added opportunities such as NDSP.

The Envest program is designed to help farmers, individuals, businesses and cooperatives invest in processing plants, feedlots, dairy operations or biofuels plants like ethanol or biodiesel refineries.

"The two programs differ in their eligibility requirements and the manner in which the interest rate is established," Steinwand says. "The Ag PACE loan offers an interest rate buydown to agricultural producers. Envest Loan parameters allow for any qualified investor to take advantage of a lower interest rate based on the BND base rate."

Both programs can be accessed by working with local lenders.

Connie Ova, CEO of the James-town/Stutsman Development Corporation, says that both programs have been used successfully to invest in North Dakota's value-added agriculture enterprises.

"Investors have used these programs on other projects through the years to invest in projects like the Red Trail Energy and Dakota Spirit AgEnergy ethanol plants," Ova says.

Ova explains that the North Dakota legislature recently made changes to the state tax code regarding angel investments, which could be another funding mechanism for investing. House Bill 1045 made significant changes to the law governing the angel-fund income-tax-credit program. The changes discontinue the angel-fund tax-credit program and replace it with the "angel-investor" tax-credit program. Under the new program, angel investors will still create an angel fund to pool their monies, however, the income-tax credit is allowed for the angel investors only when the angel fund makes a qualifying investment in a qualified business.

—*Story by Daniel Lemke*

## Additional Resources

Additional information about the Ag PACE and Envest programs is available from the Bank of North Dakota.

### Ag PACE

The Ag PACE loan provides interest buydown on loans for farmers or ranchers who are investing in non-traditional agriculture activities to supplement farm income. The loan is used to reduce the interest rate on loans which have been approved by a local lender and BND.

Learn more at:

<https://bnd.nd.gov/ag/ag-pace/>

### Envest

The Envest loan is for purchasing shares in an ag processing plant that is intended to process North Dakota products or for purchasing equity shares in a North Dakota feedlot or dairy operation that feeds a byproduct of an ethanol or biodiesel facility.

Learn more at:

<https://bnd.nd.gov/ag/envest/>

### Angel Investor Tax Credit

Information about tax-credit changes that affect angel investors can be found at: <https://www.nd.gov/tax/>

## NDSP Equity Drive Moves Forward

North Dakota Soybean Processors (NDSP) held dozens of meetings across North Dakota, Minnesota and South Dakota in June, July and August as part of a \$60-million equity drive to support the construction of a soybean crushing plant near Spiritwood, North Dakota. Brewster-based Minnesota Soybean Processors (MnSP) is making a \$60-million investment in the plant and will manage the NDSP.

NDSP CEO Scott Austin says that the equity meetings were held throughout the region to get information to potential investors. He says that interest in the plant has been strong.

"We've been working on this project for more than a year and a half," Austin says. "We've gotten a good reception since day one from the state and the

local community."

The NDSP intends to use the proceeds from the private-placement offering to help fund the plant's construction; the plant will crush 125,000 bushels of soybeans per day, producing soybean meal, oil and biodiesel. Austin says that the Spiritwood location is in the heart of prime soybean country.

"The plant will crush over 42 million bushels of soybeans a year. Barnes, Stutsman and Lamoure Counties, the closest three counties to the plant, produce about 42-million bushels of soybeans each year," Austin says.

While Austin recognizes that not all of the region's soybeans will be sold to the plant, local, value-added processing has many benefits.

"There will be immediate economic

development because we will have 55 to 60 new jobs at the plant in a variety of capacities with competitive wages and good benefits," Austin says. "We will have a good cross-section of needs from scientific positions to administrative. The plant will also spend between \$30 million and \$40 million each year. That's a nice economic output, but the real impact is the additional marketplace the plant will present to farmers, giving them a new option to market their beans."

Austin says that there is a competitive advantage for a plant that is located as far north and west as the NDSP facility. When MnSP began looking at a site to build a plant, organizers knew North Dakota would be a good location.

"We looked at the area and knew that someone was going to be build a plant here," Austin says. "We looked at where

there was a large supply of soybeans with little competition for them. North Dakota is one of the last places where that's occurring. We also looked at this location because it has the advantage of proximity to the Pacific Northwest to export soybean meal. It also has proximity to the Pacific Northwest and Canada for biodiesel. There are also a lot of food-processing facilities between North Dakota and the West Coast to take advantage of markets for oil."

Construction is expected to take two years and will get started when the equity is raised. Austin says that the NDSP is working on permitting and has begun the contracting process. The goal is to begin construction by October.

—*Story by Daniel Lemke*



# F

## armer involvement ensures risk-management techniques are sustained

Every year, we, as farmers, make plans and management decisions that we hope will lead to a successful growing season. However, we also keep in mind that things don't always go our way and that some years are a struggle. The challenge might be because of what Mother Nature throws at us, or the issue could be market swings that affect our ability to sell products at a profitable price.

One tool that many farmers use for risk protection is crop insurance. Crop insurance provides a safety net in the event of crop failure or severe loss. Crop insurance is one of the most important risk-management tools farmers have at their disposal, which is why it is important to become engaged or to give your input on the next Farm Bill. That input includes sharing what, from the past Farm Bills, worked for your farm and also what has not been helpful for managing risk.

It is important that we, as farmers, are engaged in these conversations whether they occur locally

or nationally. We need our voice to be heard. We need to advocate for policies that can help us be successful. We, meaning all farmers, need to be in contact with our elected officials about issues that can affect us negatively or positively. Advocacy is another reason why the North Dakota Soybean Growers Association was formed and still exists. We are your voice in agriculture on actions that affect you as a producer. Our board is made up of farmers just like you who have one common interest: to promote and protect North Dakota agriculture.

I would personally like to thank the soybean producers who are currently involved with shaping agriculture policy. I would ask all soybean farmers who are not already members to join our association in order to help produce policies that affect our farms and livelihood.



**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)

☐ 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

# A Risk *worth taking*



**A**lthough she grew up on an Indiana farm that has been in her family since the 1850's, Polly Wyrick-Ulrich

had given up the farm life. She traded in boots and tractors for scrubs and helicopters.

Wyrick-Ulrich left the family farm and became a highly specialized critical-care nurse, working for a world-renowned cardiovascular surgeon at the University of Michigan. She operated a complex extracorporeal membrane oxygenation (ECMO) heart and lung bypass machine in the intensive care unit, helping keep patients alive during episodes of extreme shock and/or

organ failure. When the surgeon retired, she joined the Critical Care and Emergency Survival Flight crew, serving in that capacity for several years.

Hundreds of miles away in the hill country of extreme southern North Dakota, Terry Ulrich farmed land that had been in his family since 1885. The rugged, yet picturesque, land near Ashley, North Dakota, touches the South Dakota border. The landscape is rocky and is dotted with pastures and

potholes. It's a relatively arid region with light soils. Terry Ulrich is the fourth generation of his family to battle the elements while trying to make a living as a farmer.

Ulrich has a cow-calf operation and raises diverse crops, including hay, wheat, corn and soybeans. To conserve soil and to cope with the, sometimes, limited moisture, Ulrich no-tills all his crops.

The pair first met in Washington, D.C., when Ulrich was meeting with lawmakers while serving as

a director for the North Dakota Farmers Union. They fondly recall that lobbying for the Farm Bill could be considered their first date. The couple corresponded for the next six months and then dated long distance for six years before they married. The Indiana farm girl, turned specialized nurse, had returned to the farm: this time in North Dakota.

## Trading One Risk for Another

Wyrick-Ulrich knew her career as a specialized nurse was done when she moved to rural McIntosh County. However, the adjustment was one she gladly made.

"The biggest change that I went through was pager withdrawal," Wyrick-Ulrich admits.

Wyrick-Ulrich was accustomed to frequent, sometimes frantic calls that pressed her into action. Within a year of moving to rural Ashley, Wyrick-Ulrich, who was licensed as a registered nurse and an emergency medical technician, began volunteering as a paramedic for the ambulance crew. Now, she is also on the board of directors for the nearby Ashley Medical Center.

"That what's great about rural America," Wyrick-Ulrich says, "people share their talents pitching in where they can."



Shortly after moving to North Dakota, Polly Wyrick-Ulrich (front row, third from right) began sharing agriculture's story through CommonGround.





**Terry and Polly stand by a granite Dakota Marker on their farm. The marker designates the border between North and South Dakota.**

While staying connected with health care, Wyrick-Ulrich fully embraces the farm life. She volunteers with CommonGround as a way to share agriculture's story with non-farm women. Wyrick-Ulrich is also a Master Gardener and is passionate about the farm-to-table food movement. She is active with the county's extension service, volunteering as a 4-H fair horticulture judge, and participates on the McIntosh County Advisory Board and the Ag Improvement Board. From August through November, she can most often be found behind the wheel of the combine, bringing in the year's wheat, soybean and corn crops.

Wyrick-Ulrich recently participated in the North Dakota Soybean Council's Advancing Women in Agriculture event in Fargo; the event focused on marketing and risk management. As a farm partner, the information was invaluable.

"It was awesome," Wyrick-Ulrich explains. "I now have a lot better understanding of how factors like weather, national and global political events can impact the market."

### Always a Concern

Having farmed land that's been in the family for more than 130

years, Ulrich is aware of the risks that his business faces every year. After a good start to the spring, dry conditions quickly sapped soil moisture, putting crops in peril. Wheat crops and pasture lands were hit hard while the corn and soybean crops tottered along. By June, Ulrich was anxiously watching the skies for signs that rain was on the way.

"Out here weather is a big player, whether it's drought or hail," Ulrich says. "Going back to the 1930s, on average, one year in 10 will be a wipeout. We've learned our lesson that things aren't always going to be good."

Whether rain comes or not, Ulrich employs several strategies to manage risk because it's a constant companion. Being prepared is important whether things are good or bad.

"Risk management has always been a focus," Ulrich says. "We have crop insurance for those wipeout years, and this year could be one of them. Risk management is also why we have cattle and why we diversify our crops. It still pays to spread out the risk."

To diversify risk, different crops have been grown on Ulrich Farms over the years. Investments for

value-added agriculture projects, such as The Farmers Restaurant Group in Washington, D.C., have been made.

For much of the early 2016 growing season, drought was a very real concern for the Ulrichs and many other North Dakota farmers. Difficult growing conditions which impact what's available at harvest illustrate the need for risk-management decisions.

The Ulrichs decided to increase their on-farm grain storage in 2016. The additional capacity helps to take advantage of price spikes when they occur. Storage is also helpful for managing cash flow. The Ulrichs still have much of their 2016 wheat crop in storage.

"We're holding onto last year's wheat. We didn't empty the bins because of drought concerns," Ulrich says. "The winter-wheat crop was the smallest we've had in 100 years and we don't know what our corn and soybean crops will be like."

Ulrich says the local basis price has been historically high, which is

why he's excited about the potential for local soybean processing. Plants are under discussion for Spiritwood, North Dakota, and under construction in Aberdeen, South Dakota, both of which are within reach from the Ulrich farm. Those local markets will help mitigate some of the challenges that come with a reliance on export markets.

"Out here, you always have to plan for risk. It always has to be in the back of your mind," Ulrich says.

Wyrick-Ulrich has taken to the marketing and risk-management aspects of farming. She now reads multiple newsletters and even records television shows that are focused on farm marketing in an effort to add value to the family's farming operation and to learn more about the lifestyle to which she has returned.

"Farming in North Dakota is a lot different than it was in Indiana," Wyrick-Ulrich says.

—Story and photos  
by Daniel Lemke



**Dry conditions early in the growing season left the Ulrichs concerned for their soybean crop.**



# Dear Valued Soybean Producers,

After an exceptional North Dakota soybean crop in 2016, producing 249 million bushels, the North Dakota Soybean Council (NDSC) board of directors recently approved a new 3-year strategic plan to drive the organization forward. Our ultimate goal is to grow the value of North Dakota's soybean crop value to \$3.2 billion by 2020 in order to benefit all North Dakota soybean producers by enhancing the quality and expanding the production and market opportunities. While this goal is certainly aggressive, it is one that we will continually work to achieve using our strategic plan as our roadmap.

Our mission is to relentlessly pursue opportunities in order to invest North Dakota soybean-checkoff resources to become the leading soybean supplier in the world for the benefit of producers and consumers. While working to achieve this mission, the NDSC will focus on the following priorities:

- Increasing the supply and usage of biodiesel in North Dakota;
- Ensuring that the same education and training opportunities are more available to soybean producers throughout the state;
- Working to ensure that all buyers who visit North Dakota can learn about the benefits of buying soybeans that are naturally high in amino acids;
- Ensuring that North Dakota soybean producers are represented in key domestic and international market activities;
- Maximizing pest control and profitability while minimizing the environmental impacts;
- Identifying and funding research to increase soybean use;
- Supporting the expansion and continued viability of North Dakota's animal agriculture industry; and
- Building alliances and collaborating with industry partners to accomplish the NDSC's work.

We began the process of developing a strategic plan in March. The plan sets the direction, identifies the priorities for the next three years and guides the checkoff-investment decisions. This does not mean that our everyday work will be neglected. Our dedicated team of board members and employees will continue working hard on your behalf, focusing on the things that are most important: keeping market demand strong; investing in research programs that are designed to bring solutions to your greatest production challenges; providing timely and valuable educational opportunities; and promoting the quality, reliability, and sustainability of our commodity to international customers.

Watch for future issues of the North Dakota Soybean Grower magazine to see updates about how we are implementing our priorities. In the meantime,

*I wish you a wonderful rest of the summer with a safe and bountiful harvest this fall.*



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Kendall Nichols, far right, director of research for North Dakota Soybean Council, presents plaques to Agriculture Proficiency Award winners for Fiber and Oil Crop Production at the 2017 North Dakota State FFA Convention. Chase Pederson (center) of Carrington, North Dakota was the state winner. Other award winners include Jaxon Mellmer (left) of Scranton, Mason Vogeler of Richland 44 (Richland 44 chapter member standing in second from left) and John Poppen from Wahpeton (Wahpeton chapter member standing in fourth from left)







## North Dakota Soybean Council Provides Leadership and Marketing Programs for Women in Agriculture

The North Dakota Soybean Council (NDSC) hosted a two-day event April 12-13, in Fargo, to provide leadership and marketing programs for North Dakota women in agriculture.

On April 12th, the NDSC hosted a “Women to Women Soybean Marketing Seminar” with Naomi Blohm. She is an expert at advising farmers how to manage their cash-marketing needs and to properly use futures and options. Blohm helped farmers understand the importance of managing basis, delivery-point considerations, cash flow and contracts. The seminar was held at the North Dakota State University (NDSU) Commodity Trade Room in Barry Hall.

“Thanks to NDSC and your checkoff, these events provided some exciting opportunities for women in agriculture to learn about marketing, advocacy and to network,” says Vanessa Kummer, Colfax. “Naomi Blohm is a national figure in commodities marketing and a great teacher. I enjoyed the events in April and hope to see more in the future.” Kummer was the first woman to be elected Chairperson to the United Soybean

Board in 2011.

On the evening of April 12th, the NDSC hosted a special dinner that featured “The Women Behind the Plow” photography exhibit. Sue Balcom of Bismarck is the creator and exhibit designer. The “Women Behind the Plow” honors the contributions of the German-Russian women who worked in fields, raised families and lived on farms in a time before electricity. The art exhibit provides a glimpse of life on the prairie through the lens of women who grew up on or raised their families on farms in German-Russian country. The dinner and photography exhibit were held at NDSU’s Alumni Center in Fargo.

“Women Advocating for North Dakota Agriculture” was held on April 13th at the Fargo Holiday Inn. The morning was led by Donna Moenning from the Center for Food Integrity (CFI) with Engage Training. She shared CFI’s consumer-trust research which shows that consumers want healthy, affordable food and that 80 percent want to know more about how food is produced. Participants also learned how to effectively communicate with consumers and customers



**Participants of the “Women to Women Soybean Marketing Seminar” on April 12th at NDSU’s Commodity Trade Room in Barry Hall.**

about farming and food production.

The afternoon included Carrie Mess, a dairy farmer, blogger, speaker and advocate for agriculture from Lake Mills, Wisconsin. Mess shared her story with the group, including how she connects with people who are unfamiliar with agriculture via social media and her blog, “The Adventures of Dairy Carrie.”

CommonGround North Dakota Coordinator Val Wagner of Monango provided CommonGround training for new volunteers in the afternoon. CommonGround is a movement of farm women who want to engage in conversations about farming and the food they grow.

“This two-day event was a great opportunity to offer North Dakota women in agriculture access to tools, resources and training about the topics they work on in helping manage family farms and making

critical and strategic marketing strategies,” says NDSC Director of Market Development Stephanie Sinner. “Not only hearing from experts who could explain complex topics, but the opportunity to network with other women farm owners and operators was invaluable. NDSC was very pleased to be able to offer the programming.”

*—Story by staff, photo by staff and Betsy Armour*



**Carrie Mess, aka “Dairy Carrie.”**



**Naomi Blohm, center, addresses participants on April 12th.**



**Sue Balcom describes her “Women Behind the Plow” art exhibit with the group.**



Funded by the North Dakota soybean checkoff.

## New Course Promotes Northern-Grown Soybeans to International Participants

**D**uring the week of June 5-10, the Northern Crops Institute (NCI) hosted international participants

who were sponsored, in part, by the U.S. Soybean Export Council (USSEC), World Initiative in Soy for Human Health (WISHH), the Minnesota Soybean Research and Promotion Council, the North Dakota Soybean Council, and the South Dakota Soybean Research and Promotion Council.

The NCI-INTSOY course educated participants about practical processing methods and innovative applications for soybean ingredients in meat, beverages, baking,

snacks, traditional soy foods and animal-feed products.

According to WISHH, participants praised the NCI-INTSOY course because of the great effort and collaboration to increase knowledge about U.S. soy and for making crucial introductions to U.S. soybean producers and companies. A 2017 NCI-INTSOY participant, Samuel Adu Ntim, chief executive officer of Yedent Agro Group of Companies Limited in Ghana, was extremely happy

with his experience: "It (NCI-INTSOY) is a phenomenal program that I think a lot of companies and entrepreneurs and a lot of people in emerging markets should try to access. It is an excellent partnership, and we give thanks to WISHH (and other sponsors) for this opportunity," Adu Ntim said.

The participants heard various speakers; watched demonstrations; and participated with hands-on labs in various locations throughout Minnesota, North Dakota, and



**Samuel Adu Ntim, CEO of Yedent Agro Group of Companies Limited (Ghana), was one of 24 participants at the 2017 NCI-INTSOY course.**

South Dakota. There were a number of tours throughout the tri-state area, and there was a visit to soybean producer Kyle Raguse's farm near Wheaton, Minnesota. NCI staff accompanied the lectures, demonstrations and tours to answer questions from both participants and the media.

NCI Director Mark Weber celebrated the success of the course by thanking speakers, sponsors and staff for "delivering a top-notch soy program that is sure to be the next flagship course for the NCI." Weber also declared, "The NCI-INTSOY course truly illustrates why NCI exists, and that is to continue to provide quality educational and technical programming to expand international markets for our northern-grown crops."

Due to the positive feedback from participants, sponsors and staff, the NCI has begun the process of assembling the NCI-INTSOY course programming for 2018. The scheduled date for the 2018 NCI-INTSOY is Monday, August 27, through Friday, September 1.

*—Story and photos by Betsy Armour, Northern Crops Institute*



**Twenty-four participants from 10 different countries participated in the successful 2017 NCI-INTSOY course during June 5-10.**





Funded by the North Dakota soybean checkoff.

## Alliance Created to Support, Enhance and Promote ND Livestock Agriculture

**T**he North Dakota Livestock Alliance (NDLA) was recently created by farmers to help other farmers

raise livestock successfully and responsibly in the state. The organization was developed through a collaboration of agricultural groups that support livestock production and development: the North Dakota Corn Utilization Council, North

Dakota Soybean Council, North Dakota Pork Council, North Dakota Farmers Union, Midwest Dairy Association and North Dakota Ethanol Council. The North Dakota Department of Agriculture and North Dakota State University are ex-officio partners of NDLA.

The NDLA is a nonprofit, non-partisan organization that assists farmers, ranchers and communities with the development or expansion of the livestock industry. The NDLA also works to strengthen the connection with consumers in order to instill confidence in the practices used by livestock owners, which will also help to create awareness about the food and products that are produced by the livestock industry.

"We are excited to announce the formation of the North Dakota Livestock Alliance," says Craig Jarolimek, the NDLA chairman. "We want the alliance to be a trusted resource for North Dakota farm families wanting to remain viable on the land and active in their communities. The agriculture industry continues to be a driving force in North Dakota, and many new and beginning farmers rely on livestock as a way to get back to the farm. We want to help grow farms in a responsible and successful manner that will provide a significant boost not only to the farmer, but to their community and quality of life as well."

The NDLA receives funding from its member organizations and is led by a board of directors:

Chairman Craig Jarolimek of the North Dakota Pork Council, Vice Chairman Kenton Holle of the Midwest Dairy Association; Secretary Scott German of the North Dakota Corn Utilization Council and Treasurer Austin Langley of the North Dakota Soybean Council.

*—Story by staff, photos  
by staff and Wanbaugh Studios*



Hog farmer Scott German of Oakes.



Cattle rancher Austin Langley of Warwick.



# Farmers See How Their Checkoff Dollars Work

**E**ach year, approximately 72 percent of North Dakota's soybean crop is transported by rail to the

Pacific Northwest (PNW) where it is shipped overseas to international customers. A group of North Dakota soybean producers who wanted to learn more about the transportation system beyond the elevator and the soy checkoff's role in marketing U.S. soy to customers participated in the North Dakota Soybean Council's (NDSC) "See for Yourself" program in Portland, Oregon, on July 11-14.

The PNW is a crucial port for

exporting North Dakota soybeans to our largest markets of China and southeast Asia. The group toured the Port of Kalama, the Export Grain Terminal (EGT), Kalama Export Company and the Tacoma Export Marketing Company (TEMCO). Participants also toured the Bonneville Lock and Dam, an inland waterway system on the Cascade River, and SeQuential, the longest-running biodiesel production facility that

serves the Pacific Northwest.

SeQuential Pacific Biodiesel utilizes regionally sourced, used cooking oil to produce a local, clean-burning biodiesel. The company also is set up to utilize oils such as soybean and canola.

The group met with Ryan Lamberg, executive director of

the California Biodiesel Initiative; Tom Verry, director of outreach and development with the National Biodiesel Board; Kristin Meira, executive director of the Pacific Northwest Waterways; Captain Rick Gill, a Columbia River pilot; Michael Titone, executive director of Columbia River Bar Pilots; and Roger Hsieh, an agricultural products ombudsman with BNSF Railway. The farmers also participated in an Engage Training with Donna Moenning, a speaker and communication coach with the Center for Food Integrity.

"Our annual 'See for Yourself' program is an excellent opportunity for North Dakota soybean producers to engage directly with the programs their checkoff dollars fund," says NDSC Director of Market Development Stephanie Sinner. "For North Dakota, transporting



Farmers participate in Engage Training in Portland to help them more effectively communicate with consumers and customers to build trust using the power of shared values.



Jerry Kiekow of Kalama Export Company gives North Dakota soybean farmers a tour of the export facility. Kalama Export Company as formed in 1998 by Archer Daniels Midland Company; Gaviion Grain, LLC; and Agrex, Inc. to invest in the sourcing and distribution of a variety of grains and grain by-products, including soybeans, corn, wheat and milo.





our soybeans to export markets is a critical piece of our industry. This program is an opportunity to see all the pieces in action, including meeting the important folks who help get North Dakota soybeans to our customers around the world. We enjoy getting to know our soybean farmers from all over North Dakota as we travel together and participate in the industry tours.”

The delegation of North Dakota farmers included Brad Clemens, Wimbledon; Bruce Roder, Osna-brock; Carie Moore, Rocklake; Greg and Deb Gebeke, Arthur; Joe Ericson, Wimbledon; Austin and Kate Langley, Warwick; Terry and Polly Ulrich, Ashley; Robbie Wald, Strasburg; Tim Schumacher, Thompson; and Mike Muhs, Langdon. The program was coordinated

by NDSC Director of Market Development Stephanie Sinner, with NDSC Communications Director Suzanne Wolf assisting and accompanying the group. Randy Koenen, a farm broadcaster with the Red River Farm Network, attended; he provided daily updates/radio news footage and social-media coverage.

“I’m impressed with the amount of soybeans that goes through these ports,” says Terry Ulrich, a soybean producer from Ashley, North Dakota. “This program provided a better understanding of the transport logistics of our soybeans and other commodities’ movement from our fields to elevators. Also, the skills of the bar and river pilots that navigate the vessels from the ocean into Columbia Bar and then down the Columbia river was



**The Bonneville Lock and Dam’s primary functions are electric power generation and inland river navigation. The dam was built and is managed by the United States Army Corps of Engineers.**

fascinating. I learned so much, and the experience was just fantastic and very worthwhile.”

Are you interested in seeing these locations for yourself or learning more about your checkoff investments? Join us next year for NDSC’s annual “See for Yourself” program. Watch for more informa-

tion in future North Dakota Soybean Grower Magazine issues; give us your email address to be added to the list, and be the first to learn about these opportunities. To get on the email list, contact [swolf@ndsoybean.org](mailto:swolf@ndsoybean.org).

*—Story and photos by staff*



**Captain Rick Gill, president of the Columbia River Pilots, an association of professional mariners, describes the life of a river pilot to the group. River pilots should not be confused with the bar pilots who help ships get over the Columbia River Bar. Once the ships are through the bar, a river pilot is sent to help steer them the rest of their way. River pilots offer navigational instructions and river expertise to a ship’s captain. Gill, who has worked as a river pilot for a decade, said that a major challenge is maneuvering the ships through the narrow channels.**



**The Tacoma Export Marketing Company (TEMCO) is a joint venture of Cargill and CHS; TEMCO is located at the Port of Kalama in Kalama, Washington. The facility was built in the 1960s. After a recent TEMCO expansion, the facility has the capacity to move 200 million bushels of grain per year. While the North Dakota group was visiting, a large Panamax ship was docked to load U.S. wheat bound for South Korea.**



## NORTH DAKOTA SOYBEAN COUNCIL RECEIVES THE NORTH DAKOTA SERVICE TO EXPORTERS AWARD



In May, the North Dakota Soybean Council (NDSC) received the 2016 Service to Exporters Award for its

dedication to assisting North Dakota soybean companies. Lt. Gov. Brent Sanford presented the award during the Global Business Awards ceremony, the annual international business event that is hosted by the North Dakota Trade Office (NDTO).

"It was an honor to present these awards as it's so important to recognize the professionals who are developing and diversifying North Dakota's economy," said Lt. Gov. Sanford, chairman of the NDTO

Board of Directors. "Companies such as the North Dakota Soybean Council are securing the livelihoods of many rural North Dakotans when they expand their international sales and showcase the state's brand."

The 2016 Service to Exporters Award was given to the international business resource which has demonstrated exceptional commitment to supporting North Dakota exporters and increasing the state's overall international business strategy.

"Most of our soybeans in North Dakota leave the state," says NDSC Chairman Joe Morken, Casselton. "Helping to move those soybeans is one of the main goals of the North Dakota Soybean Council. We have a good relationship with many of the exporters in North Dakota, and to receive an award like this from your peers is a great honor."

Established in 1985, the North Dakota Soybean Council serves more than 10,000 farmers across the state of North Dakota as it seeks

to maximize the profit opportunities for all North Dakota soybean farmers. The NDSC is comprised of a 12-person, farmer-led board of directors and a six-member team of employees. The organization oversees market-development and research initiatives; it also funds outside programs that benefit farmers and the soybean industry, such as trade missions to build relationships with overseas buyers. The NDSC seeks to educate buyers about North Dakota soybean qual-





ity, nutrition and sustainability as well as to learn about international market demands and soy needs overseas.

“Supporting exporters in North Dakota means we are supporting farmers, and that is what the check-off is about: ensuring that soybean producers in North Dakota have access to markets around the world,” says NDSC Director of Market Development Stephanie Sinner. “Working with North Dakota producers is a privilege and a job we all very much enjoy here at the North Dakota Soybean Council.”

Approximately 75 people took part in the 2016 Global Business Awards ceremony which was sponsored by the North Dakota Trade Office and its network of international business partners. The ceremony was held on May 24 at

the Delta by Marriott, Fargo. The event consisted of a luncheon and a keynote address by Mark Kennedy, President of the University of North Dakota and a former presidential adviser on international trade.

The North Dakota Trade Office is a membership-based, private/public partnership that provides education, research, advocacy, organization and leadership so that NDTO members and North Dakota companies can increase exports and grow their international business.

—Story by staff and  
North Dakota Trade Office,  
photos by North Dakota  
Trade Office



“We are honored to receive this recognition from the North Dakota Trade Office and its member companies,” says NDSC CEO Diana Beitelspacher. “We are appreciative of the relationships we have with North Dakota based exporters who are instrumental in helping us develop and expand global markets for North Dakota soybeans.” From left to right: Joe Morken, Stephanie Sinner and Diana Beitelspacher.

## Intern Joins North Dakota Soybean Council

Lauren Hopke has joined the North Dakota Soybean Council (NDSC) as the marketing communications intern. Hopke joined the office at the end of May.

This fall, Hopke will be a senior at North Dakota State University (NDSU); she is majoring in agricultural economics and minoring in animal science. On campus, Hopke is a member of Blue Key National Honor Society, is a member of the National Agri-Marketing Association, is a bible-study leader at St. Paul's Newman Center and is a campus-tour guide.

“We are excited to have Lauren on our team,” says NDSC CEO

Diana Beitelspacher. “Her skills, talents and passion for agriculture are a tremendous asset, and we look forward to working with her on many different projects and activities this summer.”

Hopke grew up on a small hobby farm in Saint Augusta, Minnesota. She was an active member of Stearns County 4-H for 14 years. Her involvement in 4-H sparked her passion for agriculture. She showed poultry, swine and goats, as well as a variety of other projects, during her time as a 4-Her.

“I’ve really enjoyed getting to know the crop side of the industry

better,” says Hopke. “I have learned so much already and have loved every minute of it. I love working for an industry I believe in so much. Investing my time in agriculture to add value for farmers everyday makes me proud to intern for the

North Dakota Soybean Council, and I can’t wait to see what the rest of the summer brings.”

—Story and photo by staff



# Planning for the Worst

**F**arming is an inherently risky enterprise. Farmers depend on favorable weather and their own

management decisions to produce a crop. Farmers are at the mercy of countless factors that affect their ability to be profitable: global markets, world weather events, geopolitical dynamics and many other risks outside the farmers' control. Discord in any area can send prices soaring or sinking.

North Dakota State University (NDSU) Associate Professor and Crop Economist Dr. Frayne Olson knows that risk is a reality for North Dakota soybean farmers. However, risk management isn't something farmers relish. Dr. Olson says that he has been teaching farmers about risk management for nearly two decades. It's rarely an easy topic.

"Most farmers don't want to spend a lot of time thinking about risk management because they have to consider all the things that can go wrong," Dr. Olson says. "Unfortunately, a lot can go wrong."

## A Constant Companion

Olson says that there are two primary considerations for risk management: what risk is causing the pain and what can be done about the risk.

Risk is often separated into six categories: production risk, including crop yield and quality; market risk, including price and changes in consumer preference; social risk, including a farm's legal responsibilities; human risk, including a key person leaving the operation or dying; technological risk, including new technology that increases efficiency or technologies that don't work as advertised; and

financial risk, including changes with the interest rates or a farm's credit standards.

While all of those categories constitute risk, Dr. Olson says that he spends most of his time working with farmers on managing price and yield, which he says are connected.

For yield risk management, Dr. Olson says that most farmers rely on crop insurance to pay for bushels that they're unable to produce.

"Crop insurance, in general, is a fantastic product," Dr. Olson says. "Farmers lean on this very hard for yield protection and price protection."

Most farmers are aware of crop-insurance limitations because the insurance only pays for bushels that aren't produced and only after production drops to a certain level. Farmers still need a marketing plan to set a price for the bushels that they do produce.

Olson says that data show most farmers did a good job with forward pricing their 2017 soybean crop. He explains that farmers dramatically increased the number of bushels contracted. Depending upon how they bushels were priced, if farmers experience a year with low yields, they may face challenges.

Forward contracts allow farmers to lock in the price they'll receive while guaranteeing that elevators or processors also receive the needed bushels. If farmers are too aggressive and forward contract a large percentage of their crop, they may worry that there won't be enough bushels to deliver if

weather challenges arise.

"Farmers sometimes use this scenario as an excuse not to contract," Olson says. "Forward contracts are easy, but they're not always flexible."

Olson says that farmers have other tools available that don't require physical grain delivery. Rather than a delivery contract, Olson says that farmers can work with a broker on hedging or other option strategies that still allow them to take advantage of marketing opportunities without costing too much.

## A Wild Ride

Dr. Olson says that, while marketing models illustrate how farmers go through a roller coaster of emotions and considerations when prices rise or fall, he has a

simpler definition of what drives the farmers' marketing plans.

"Greed and fear," Dr. Olson quips. "If prices are good, we want them to keep going up. If prices are going down, then we have fear and sometimes panic."

Dr. Olson says that having risk-management plans in place can help farmers to recognize when prices are at a level where farmers can feel comfortable selling, which should reduce the fear factor.

"The windows to lock in profit may not be open very long. The volatility is high enough that farmers can't wait," Dr. Olson says. "They have to recognize when to pull the trigger and make a sale."

Dr. Olson recommends forward pricing a percentage of the crop. The balance remains exposed to risk, but also opportunity. Marketing plans help farmers know how to react when prices fluctuate.

Data from 2013 show that soy-



NDSU Crop Economist Dr. Frayne Olson says risk management is a difficult topic for most farmers.



bean farmers saw the same degree of price variability on a percentage basis as they are currently experiencing. At that time, however, the variability was taking place above the cost of production.

"It was volatile, but farmers still made money, so it wasn't really risk," Dr. Olson contends. "The market is still volatile now, but most of the time, it's below the cost of production. The risk exposure to an adverse event is higher now, and farmers can either lose a little money or a lot of money."

### An Intentional Process

Dr. Olson says that risk management needs to be done intentionally and should focus on all the things that could go wrong. Being prepared for possible scenarios puts farmers in a position to react when challenges do occur.

"Crossing your fingers and hoping is not a good risk-management strategy," Dr. Olson says.

Risk management comes at a cost. Farmers either transfer the risk to someone else and pay him/

her for it, as is the case with crop insurance, or they give up the opportunity. Forward contracts, for example, eliminate the downside but can limit the profits if prices go higher.

A farmer's financial position and personal risk tolerance affects the best risk-management approach for his/her operation. Some farms may swing for the fences while others may take a more conservative approach.

"One size doesn't fit all," Dr. Olson says. "We want farmers to put

a plan together. To do that, they need to understand their financial position and recognize their own willingness to be exposed to risk."

According to Dr. Olson, risk management is a constant process because every year is different. Each season has yield and price risks. He says that experience and history can be valuable tools, but no two years play out the same.

—Story by Daniel Lemke,  
photo by Wanbaugh Studios

## E-TOUR BRINGS EPA STAFF TO NORTH DAKOTA FARMS

It's not every day that you receive a request to host the Environmental Protection Agency (EPA) at your farm for a tour, but a number of North Dakota growers welcomed that request earlier this year. The invitations were all part of the annual E-Tour.

The E-Tour has been a fixture in North Dakota for years. The North Dakota Grain Growers Association has worked with the EPA to provide educational tours in the state in order to create connections between the EPA's regulatory staff and the farmers who use the regulated products. Because this event is popular, EPA staffers have to apply and to be accepted in order to take part in the E-Tour. Each year, the EPA staff members tour a different part of the state.

This year, the North Dakota Soybean Growers Association and other groups helped to arrange the informational stops. The EPA

group learned about the newest sprayers, seed production, seed protection, aerial application of crop protection products, sugarbeet production and grain handling while in the state.

Several area growers hosted the group for tours; drone flights; meals at the farm; rides in sprayers and in airplanes; and great conversation about weeds, insects and diseases that are encountered by

growers. There was also a stop to learn about sugarbeet processing and grain handling.

—Story and photos by staff



Sarah Lovas, far right, Hillsboro, North Dakota, answers questions from Environmental Protection Agency visitors. The North Dakota Grain Growers Association has worked with the EPA to provide educational tours in the state. This year, the NDSGA helped set up informational stops. Lovas, and her husband Jason, second from right, hosted the group on their farm in late June.

# Decisions made in our state's capitol have a dramatic affect on the future of agriculture

The North Dakota Soybean Growers Association (NDSGA) recently held a Shop Talk session west of Wimbledon, North Dakota, at the Clemens/Ericson farm in order to visit with interested growers about the issues they face. The shop smelled just like the farm shops I worked in during the 1960s and 1970s. Some of the equipment, such as the press and welder, were familiar, but as you know, the buildings and equipment are now much bigger now.

After an hour or so passed and the farmers began to head back to their own operations, Joe Ericson's wife and children came in, and the young began to play; the boy was pedaling a vehicle and dragging a plastic chain around the floor, imitating his elders running the farm. As I write this summary of the 65th North Dakota legislative session, I want to hold that vision in front of me because it illustrates the reason why we practice agriculture with such dedication and care. The future is why the NDSGA has its Legislative Director, Scott Rising, and me at the capitol every day during the session to advocate, watch and report on many

important matters.

As the number of bills introduced began to climb towards 850 and Scott was compiling a watch list of over 100 bills to follow, I asked why we were following this bill or that bill which seemed less-than-directly related to growing and marketing soybeans. Scott's answer was as follows: "What does the legislature do that doesn't concern farmers? They are citizens."

In the last issue, I reported on subsurface water management—drain tiling—and the modification of Quick Take concerning legal drains. I also mentioned that, in the closing days, we approached key legislators to include a study about funding roads and bridges because we are not keeping up in that area. That effort was successful and will be undertaken by one of the interim committees that will meet this summer through November 2018. Scott and I will follow many of those committees.

The 65th legislative session contained many bills that could potentially affect North Dakota soybean farmers. The following paragraphs contain brief summa-

ries and results for some key measures.

House Bill 1126 addressed the Public Service Commission's (PSC) attempts to streamline efforts concerning oversight of grain warehousing/elevators and insolvency. Like nearly every other state entity, the commissioners were ordered to cut their budget, and they felt that the elevator inspection was one place they could cut. They also had some changes for the insolvency process, which included taking it from the court system and handling the judgements themselves, along with establishing a new Grain Indemnity fund with a .02 of 1 percent checkoff on all grain sold in North Dakota. This proposal caused consternation among the grain dealers who recognized that some effective regulation is important. We worked hard to understand the bill's origins and intentions, speaking repeatedly with the sponsor, agency attorneys and affected individuals. Ultimately, we urged defeat for many of the bill's major provisions; we supported the electronic licensing provisions that passed. A study to "increase consis-

tency and reduce variability in the sampling of grains for deoxynivalenol (Vomitoxin), falling numbers and protein" was included. We agree with the PSC that, while rare, insolvencies are getting larger and that the current amount of protection may be too low.

Another attention grabber was House Bill 1282, commonly referred to as the commodity bill. The bill would make commodity-checkoff groups become state agencies under the executive branch, requiring commodity groups to follow all state procurement laws and rules. The bill's language said many things, including that a commodity group may not engage in a commercial business enterprise, or contract



**Veteran lawmaker and educator Phil Murphy has joined the NDSGA to serve as liaison between legislators and farmers.**



**NDSGA Legislative Director Scott Rising spoke with farmers at a Shop Talk session near Wimbledon.**



with or employ any person who has a potential or actual conflict of interest. Other text said, "Upon the recommendation of the agriculture commissioner, the governor may remove a member of a commodity group for cause." We worked to understand why this bill came up and what its intended need was. We, ultimately, encouraged the bill's defeat, as did every commodity group in the state. The bill was unanimously defeated on the Senate floor.

Senate Bill 2327 severed the Environmental Quality section from the North Dakota Health Department, establishing it as a cabinet-level agency. The goal was to ensure that North Dakota retains and/or re-establishes primacy for environmental issues. The state currently has primacy—I understand it as initial legal standing,—for nearly all water matters, but not for air. There were assurances that the intent was not to grow government, but to make it more efficient. With the addition of four agricultural representatives on the advisory board, we supported the bill with little reservation.

If you want to explore axle configurations that would allow hauling up to 129,000 pounds on a primary truck network (House Bill 1255, the Truck Harmonization bill), see blog #10 of my 34 entries ([ndsoygrowers.com/blog/](http://ndsoygrowers.com/blog/)) from the session. The bill's purpose was to establish uniform gross vehicle weights (GVW) across several western states. In North Dakota, affected roads would include parts of highways 83, 52, 85, I-94 and I-29. This measure would allow cargo, such as shipping containers filled with soybeans, to be transported to ocean ports much more economically. We testified on behalf of the bill, and it passed.

House Bill 1321 allowed for a 10 percent GVW permit during harvest. A farmer can obtain a permit for hauling from the point of initial storage to the first point of sale and transfer of possession during harvest. The maximum allowed GVW allowed is still 105,500 pounds. Rising emphasized that this measure had been defeated three times before, but it passed during this session. The NDSGA did not testify in favor, but signed in favor of the bill.

We were conflicted because we want to improve our road and bridge funding; at the same time, 10 percent more weight does 40 percent more damage to the roads with the equivalent single axle load (ESAL). The 129,000 axle configuration mentioned in House Bill 1255 did not put more stress on the approved roads because of the extended axle configurations.

There are many more issues that we followed, such as property taxes, rural-teacher loan forgiveness to

help rural schools recruit teachers and staff, wind-tower light mitigation to ease light pollution, North Dakota State University Research and Extension cuts, etc. If you are interested, check the blog for more details. I will post reports from the interim committees on issues such as water, transportation, etc.

—Story by Phil Murphy,  
photos by Daniel Lemke  
and Wanbaugh Studios

## SCN Sampling Program Q&A



Got questions?  
We'll help you  
dig for answers.

**Wondering if you have Soybean Cyst Nematodes (SCN)? Let the North Dakota Soybean Council (NDSC) help.**

**Q:** How does the SCN sampling program work?

**A:** The NDSC covers the cost of up to 2,000 SCN samples for growers in N.D. NDSU labels, codes and distributes sample bags. Growers bag and mail sample bags to the lab.

**Q:** When will the sampling program begin?

**A:** Sample bags will be at County Extension offices in mid-late August and at SCN field days.

**Q:** How do I receive sample bags?

**A:** Each N.D. grower can get up to three bags at their County Extension office. This is a first-come first-serve program.

**Q:** When is the best time to sample?

**A:** The number of eggs and cysts in the soil increases throughout the growing season, making SCN detection most likely if you sample at the end of the season; from just before harvest to just before freeze-up is generally recommended.

**Q:** What do the results tell me?

**A:** Results indicate if you have SCN or not. If you do, you will want to actively manage it; resistance, rotation and maybe seed treatments. If you don't have it, be happy, and test again in coming years.



**North Dakota  
Soybean Council**  
Our World Is Growing. 🌱

[www.ndsoybean.org](http://www.ndsoybean.org)

**Contact Sam Markell  
at NDSU with questions  
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## Three Important Stem Diseases of Soybeans

Economically important diseases may appear on soybean stems in North Dakota during August and September. While some diseases are favored by hot and dry conditions (charcoal rot) or by an interaction with soybean cyst nematode (Sudden Death Syndrome, Brown Stem Rot), drought stress and/or a hot and dry August can exacerbate the damage from each disease.

Many times, stem diseases are first noticed when unusual leaf symptoms appear or when patches in the fields die prematurely. To determine if a stem disease is the culprit, you need a pocket knife and an understanding of a few key symptoms. While there are many stem diseases on soybeans, we are providing some information about three that can be more severe with drought stress.

### Brown Stem Rot (BSR)

Brown stem rot (BSR) can cause a moderate amount of yield loss (5-15 percent) under favorable conditions. The disease is more severe when wet weather at pod fill is followed by hot and dry conditions in the latter half of August. While BSR occurs in North Dakota, it is unclear how widespread the pathogen is in the state. However, Brown stem rot is associated with soybean cyst nematode (SCN), so fields with known SCN may be more likely to have damage from the disease. Symptoms and signs of BSR begin to occur in mid-August.

**When you first see it.** The first indication of Brown stem rot may be leaf symptoms. Leaf symptoms do not always occur; when they do, they often occur in plant clusters. Leaf symptoms appear as a yellowing (chlorotic) and browning (necrotic) between the leaf veins (Figure 1). These symptoms are commonly confused with Sudden Death Syndrome.

**Stem symptoms.** While leaf symp-

toms may not occur, stem symptoms will. To check plants for brown stem rot, take a knife, and slice the lower stem longitudinally. Brown stem rot will cause a distinct browning of the stem's center. Plants with BSR have a "lead in a pencil look" (Figure 2).



**Figure 1: Foliar symptoms of brown stem rot.** —Malvick



**Figure 2: Soybean stem infected with brown stem rot (top) compared to a healthy stem (bottom).** —Malvick

### Charcoal Rot

Charcoal rot is caused by a pathogen that can infect many crops, including soybeans, corn and sunflowers. Soybeans can be infected any time in the growing season, but disease symptoms don't generally appear until the reproductive stages of growth. Charcoal rot is most severe when plants are water stressed and, particularly, when August is hot and dry. High levels of yield loss can occur under favorable conditions.

**When you first see it.** Symptoms of charcoal rot typically appear in the mid-late reproductive states and may first be noticed as plant patches with poor vigor and yellowing leaves. Commonly, the top leaves in those patches may turn brown, and premature senescence occurs.

**Stem symptoms.** The roots and

lower stem of plants with charcoal rot may appear charcoal-gray colored. A good diagnostic method to check plants for charcoal rot is to use a pocket knife to gently shave or peel the lower stem's epidermis. Infected plants are covered with black microsclerotia, giving the appearance of being dipped in charcoal dust (Figure 3).



**Figure 3: Symptoms of charcoal rot.** —Markell

### Sudden Death Syndrome (SDS)

SDS has not been confirmed in North Dakota, but it is very close to our borders, having been confirmed in South Dakota and as close as Ottertail County, Minnesota. Sudden death syndrome is caused by a fungal pathogen and interacts very closely with soybean cyst nematode. Consequently, growers who have had soybean cyst nematode in their fields for several years should be on the lookout for Sudden death syndrome. When the pathogen occurs in an area with soybean cyst nematode, the pathogen can cause 50 percent yield loss or higher.

**When you first see it.** Unlike its name suggests, this disease does not necessarily occur "suddenly." While infection can occur early in the growing season, symptoms don't often appear until August. The first indication that plants have SDS is the appearance of bright, chlorotic spots between the leaf veins. As the severity

increases, interveinal chlorosis and necrosis become very pronounced. The foliar symptoms are similar to the ones caused by brown stem rot, and other root-rotting fungi can cause foliar symptoms that might be confused with SDS.

**Stem symptoms.** To distinguish Sudden Death Syndrome from Brown Stem Rot, longitudinally slice open the lower stem AND root ball. With SDS, the stem's center remains white, but a light brown discoloration may occur on the outer stem tissue, whereas the pith in a plant with brown stem rot will have a brown pith (lead in a pencil look). In moist conditions, a blue mold may appear on the roots' surface.



**Figure 4: A range of leaf symptoms caused by Sudden Death Syndrome.** —Markell

Because SDS has not been reported in North Dakota, it is very important to consult an expert if you think you see it. To confidently diagnose SDS, the stem and root ball need to be examined in a laboratory. We suggest that you contact your local county extension agent, the NDSU diagnostic lab or either Dr. Markell or Dr. Nelson directly so they can help you.

### Additional Resources

Information about these diseases and many others can be found on two excellent websites: the University of Minnesota (<http://www.extension.umn.edu/agriculture/crop-diseases/soybean/>) and the North Central Soybean Research Program (<http://www.soybeanresearchinfo.com/>).

—Story by Dr. Sam Markell and Dr. Berlin Nelson, NDSU; photos by Markell and Dr. Dean Malvick, UMN





Harvesting is often hectic, making it a prime time for farm accidents.

“Safe harvests begin with the prevention of accidents,” says Dr. Ken Hellevang, North Dakota State University Extension Service agricultural engineer. “Watching the weather and making sure equipment is used correctly and safely will help bring in a crop in good condition.”

### The Human Factor

Completing any task safely depends on knowledge, alertness and hazard awareness, according to Hellevang. Fatigue, drowsiness and illness can lead to mishaps in the field, so the key is to recognize when you’ve had enough and to turn the operation over to someone else.

Here are some other safety tips:

- Do not rely on stimulants to keep you going or depressants to calm your nerves.
- Take periodic breaks.
- Teach workers the proper techniques and safety precautions. Enforce safety rules.



**Cass County soybean producer Jim Thompson of Page ensures that his daughter, Izzy, is buckled safely in the combine’s buddy seat.**

# Make Harvesting Safer

- Only allow youth to do age-appropriate work.
- Follow the no-seat, no-rider rule. Do not allow people to get on or off any moving machinery.
- Become familiar with equipment that is only used during harvest so that you are able to anticipate and to avoid potentially hazardous situations.
- Do not allow children around machinery.

### Grain-Handling Hazards

Grain dust may be a health hazard. Anyone working in a grain bin, especially when cleaning it, should wear a mask or respirator that can remove mold and dust particles. Wear an N95-rated mask as a minimum protection.

Spoiled grain produces mold spores which, when inhaled, can irritate sensitive respiratory tissue or cause allergic reactions.

Additional safety precautions:

- Check inside the bin, wagon or cart before turning on the auger’s power.
- Place grain-entrapment safety decals by the ladders on wagons, carts and bins.
- Stay outside the grain tanks, bins, wagons and trucks when the unloading equipment is running. If entering the bin or other grain container is necessary, shut off the unloader. Lock any unloading equipment before entering a bin to prevent someone from unintentionally

starting the equipment while you are in the bin.

- Lock the access doors to grain bins, and limit access to the top of grain wagons.
- Make a commitment to always have an extra person present when you must be in an area that has a potential grain-suffocation hazard.
- Make sure that shields cover all the augers’ grain intakes.
- Transport augers in a lowered position with the safety-locking devices in place. Be alert for overhead power lines.

### Before the Harvest

Safety should begin prior to harvest. Here are some steps to take before getting in the field:

- Read the equipment’s operators manual, particularly paying attention to the general safety rules and specific safety recommendation for each machine.
- Provide good ventilation in shops or storage buildings.
- Always clean the combine before starting. Trash around the exhaust system can cause fires. Oil, grease or mud on the ladders or platform can cause serious falls.
- Make sure that all shields and covers are in place and that they are fastened securely.
- Make sure that every piece of powered equipment has a fire extinguisher and a first-aid kit.
- Before starting the combine,

make sure everyone is clear of the machine.

### Moving the Combine

Keep these rules in mind when moving your combine:

- Stay focused on your driving.
- Make sure you are familiar with local traffic laws. Check the safety flashers and “slow-moving vehicle” emblems to ensure that they are clean and visible.
- Brake slowly because slowing too rapidly could cause you to lose some steering control.

### Operating the Combine

These recommendations will help keep you safe when operating a combine:

- Only operate the hydraulic controls when you are in the operator’s seat.
- Never attempt to clear plugged equipment with your hands or feet while the equipment is running. Always shut down the combine and turn off the ignition before removing plugged or lodged material.
- Make sure that harvesting equipment is shut off before doing any maintenance or making any adjustments. Never leave the operator’s platform with the engine running.
- Make sure that the shields are fastened securely.
- Block hydraulically raised equipment securely before working around or under it.
- Be extremely careful when checking for leaks because high-pressure fluid leaks in the hydraulic or diesel-fuel system can puncture the skin. Use cardboard or other material to observe a leak.

—Story by Dr. Ken Hellevang, NDSU and the United Soybean Board, photo by Wanbaugh Studios



# Monte Peterson Sees Demand for U.S. Soy in Central America

**V**alley City soybean grower Monte Peterson's June trip to Central America introduced him to

multiple companies that are U.S. soy's customers in Guatemala and El Salvador through the work of the American Soybean Association's (ASA) World Initiative for Soy in Human Health (WISHH). Peterson also met with government officials who are buying products from these companies which have created new foods—ranging from porridges for school-feeding programs to beverages for upscale markets—all made with U.S. soy.

Peterson toured a factory that had tall stacks of U.S. soy protein which were being processed with modern equipment. Peterson met

five company representatives who had benefitted from WISHH bringing them to the Northern Crops Institute (NCI) for training.

"The companies in Latin America that we visited are looking for new opportunities to expand their own product lines," said Peterson who serves on the ASA and U.S. Soybean Export Council (USSEC) board of directors. "They (the companies) see U.S. soy as an affordable way of doing that, but also as a way of meeting the nutritional needs of the people."

"Like so many other areas of the world, Latin America has the need

to fortify diets with an increase in protein," Peterson adds. "U.S. soy is a vehicle by which that becomes affordable."

"WISHH's responsibility is to understand market opportunities and decide how to develop that market opportunity. In developing new markets, it is all about building relationships, and that takes face-to-face time with potential customers."

Peterson continued, "Both Guatemala and El Salvador certainly have potential for farmer investment. The good thing about that farmer investment is that it becomes leveraged very well, not

only with our own government programs but with the programs that are being developed here in Latin America. It stretches our dollar to establish new markets for U.S. soy."

In the early 2000s, forward-thinking U.S. soybean leaders in multiples states launched WISHH as a way to create trade with developing countries where a growing middle class had the buying power to purchase protein foods and feeds. Thanks to the North Dakota Soybean Council and 17 other Qualified State Soybean Boards, WISHH generated a FY17 budget of over \$7 million. Every \$1 in state checkoff funds allows WISHH to leverage almost \$6 in non-checkoff funds. State soybean-checkoff funds enable WISHH to leverage with outside resources, including U.S. Department of Agriculture funding for Asian soy market-development programs.

WISHH often uses its resources to bring company representatives from Central America, Asia and Africa to the NCI for training. Peterson saw and heard how the Central American companies have benefitted from working with WISHH as well as their time at NCI.

"I want to take this opportunity to thank you for the opportunity given to me to attend the INTSOY course," stated Alimentos S.A. Vice President Alan Ayapan. "For me, it was very useful not only for the development of new products that our company wants to produce, but also to know firsthand the quality of soy that we use in our current products and to be able to transmit that message to our customers with all honesty that quality flows from the planting and production of soy through to the production of our final products."

—Story and photo  
courtesy of WISHH



Monte Peterson and Alimentos S.A. Vice President Alan Ayapan hold a bag of Alimentos' U.S. soy-based food that WISHH helped introduce to the Salvadoran government. Salvadoran government officials joined Peterson at ASA's WISHH for a meeting to discuss the role of U.S. soy in the government's school feeding and other social programs.





# The Other Day, a Grower Asked What the NFGSA Does

Founded in 2006, the Northern Food Grade Soybean Association (NFGSA) is a regional group of producers, processors and marketers of food-grade soybeans. The organization was established to

support and promote the food-soybean industry.

The NFGSA works to ensure the region's producers and industry members maintain their well-earned reputation for providing the world's highest-quality food-grade soybeans. The association unites the northern region's specialized industry and provides leadership for research, production, promotion, education and other services.

The Northern production region, as it relates to NFGSA, is primarily focused on Minnesota, North Dakota, South Dakota and Wisconsin. Through the NFGSA's mission "to promote and support the health and growth of northern food-grade soybean production by providing leadership and value to its members and the marketplace," many of the association's activities benefit the greater soybean industry:

- Instrumental in developing the Risk Management Agency's Food Grade Soybean Crop Insurance Program
- Established as well as sponsoring and presenting the annual Japanese Natto Industry Award

- Strong supporter and participant in the North Dakota Trade Office's trade missions and reverse trade missions
- Strong supporter and participant of the Northern Crops Institute's procurement and marketing programs for international buyers
- Strong supporter and participant of the United States Soybean Export Council (USSEC)
- Active advocate for containerized shipping in the upper Midwest

- Actively promote value-added grower programs
- Allocated resources to develop improved genetics for food-grade soybeans in the Northern production region
- Instrumental in organizing the first Natto Summit that was held in Fargo, North Dakota, in March 2017
- Coordinated with the USSEC for the first food-grade soybean shipments to India

—Story by NFGSA,  
photo by Wanbaugh Studios



Jeremy Rittenbach of Jamestown has been a producer of food-grade soybeans.

## NFGSA Members

Brushvale Seed, Inc.	Breckenridge, Minnesota
Richland IFC, Inc.	Breckenridge, Minnesota
SB&B Foods, Inc.	Cassleton, North Dakota
Healthy Food Ingredients (SK Food International)	Fargo, North Dakota
SunOpta Grain and Foods, Inc.	Moorhead, Minnesota
Unity Seed Company	Cassleton, North Dakota
JB Global	Burnsville, Minnesota
HC International, Inc.	Fargo, North Dakota
Grain Millers, Inc.	Eden Prairie, Minnesota
North Star Packaging	Grand Forks, North Dakota

Congratulations to Jared Haverland from Colfax, North Dakota, for winning the North Dakota Soybean Council's Summertime on the Farm Photo Contest with this beautiful sunset photo! Also, congratulations to our second-place submission, Tom Paulson (West Fargo, North Dakota), and third-place submission, Jodi Bruns (Guelph, North Dakota). Thank you to everyone who participated in the summer photo contest!

Check our website to see all the photo submissions: [www.ndsoybean.org](http://www.ndsoybean.org)





## Part of the Club

Coffee shops and local diners have long been a good place for farmers to share stories and swap information as few things influence growers more than the experiences of another trusted farmer. Now, the group approach is being used to combat the problem of iron deficiency chlorosis (IDC) in a unique way.

The Colfax Chlorosis Club is a collection of North Dakota State University (NDSU) researchers, extension staff, agronomists and local farmers who are working to battle IDC.

“For soybean yield, IDC is one of the biggest yield-limiting factors in our area,” says Chelsey Pizel, an agronomist with Colfax Farmers Elevator.

NDSU Soil Science Professor R. Jay Goos takes it a step further.

“I call Colfax ground zero for IDC,” Goos says. “IDC is a widespread problem in the region, but it is especially bad this year.”

Iron is an essential micronutrient for soybeans. Iron Deficiency Chlorosis is caused by a soybean plant’s inability to take iron from the soil or to utilize it. Symptoms include yellowing leaves. Because of soil type, a high water table and salts in the soil, the Colfax area

faces widespread IDC challenges.

### Hands On

The Colfax Chlorosis Club is the brainchild of Goos and Richland County Extension Agent Chandra Langseth. Their goal was to bring together a small group of farmers who wanted to change their practices to better control IDC. The club began as a way to share research information and to get farmers to try different approaches for managing IDC.

“The majority of farmers in the area realize it’s a limiting factor, and all have some idea of what works to manage IDC and what doesn’t,” Pizel says.

About 10 to 12 farmers participate in the club. The group had a meeting in February; members discussed possible control measures and then held a field day to highlight the effectiveness various methods that were tried, including variety selection, iron-chelated fertilizer, companion crops such as oats to utilize excess soil nitrates and different row spacing.

“We encouraged growers to have a field in mind and to leave an untreated check strip, so we could see what worked,” Langseth says.

Goos says that the most important



**Researchers and farmers in the Colfax area are teaming up to battle iron deficiency chlorosis.**

factor in managing IDC is selecting a resistant soybean variety. That can be a challenge, he says, because many commercial varieties are only on the market about three years. A variety that worked one year may not be available the next season, forcing farmers to choose again. NDSU has an IDC screening program for soybean varieties to help farmers identify seed that could be most effective on their farm.

Goos explains how other practices that showed effectiveness in managing IDC included wider row spacing and putting FeEDDHA fertilizer with the seed.

Working with farmers gives researchers a better idea about how the management approaches fared on a field scale. Bringing the group together helps get good information into the farmers’ hands.

“It offers a good opportunity to compare notes,” Langseth adds. “Farmers are more scientists than they realize. They try a lot of different things. This group approach gives us a chance to see what other farmers are doing and then share that information.”

Researchers hope the group will continue to meet in order to build upon what they’ve already learned. Goos says that he would like to see the group approach taken in other areas of the state where IDC is a problem. Working collectively isn’t limited to chlorosis issues; it could be replicated to deal with a wide range of production issues.

“We’re trying to see, if we put our heads together, if we can find some things that work,” Goos says.

—Story by Daniel Lemke,  
photo by Jay Goos

## Ag Day at the Zoo

The North Dakota Soybean Council (NDSC) was a proud sponsor of Agriculture Adventure Day at the Red River Zoo in Fargo on Saturday, July 22nd. The day consisted of approximately 15 hands-on activities for kids, live entertainment from Penny and Pals, zoo keeper and crop talks and a free lunch courtesy of NDSU’s BBQ Boot Camp. Children’s admission was free. Approximately 2,300 people visited that day; they learned about food, farming and North Dakota agriculture.



**NDSC Chairman Joe Morken helps kids plant soybean seeds during Agriculture Adventure Day.**



**NDSC Director Matt Danuser (far left) and North Dakota Corn Council Director Terry Wehlender (middle) speak with Fargo media about the importance of talking to consumers about food, farming and agriculture.**





# CommonGround N.D.

## MAKING Connections



**Families purchase safe, nutritious, affordable food thanks to North Dakota farmers. Katie Heger of Underwood shops with her children.**

One of the main goals of CommonGround North Dakota is to connect shoppers at the grocery store with people on the farm who are growing the food. In order to help reach that goal, CommonGround created a video that featured Sarah Lovas, a CommonGround volunteer from Hillsboro, who is a farmer and an agronomist.

The video shows Lovas explaining what she does as an agronomist as well as how important it is for her to know that the food she is responsible for is safe, nutritious and plentiful, all while using technology and science in a way that improves her farm. She compares being an

agronomist to being a detective on the farm. She finds what is causing a problem or may be missing, and works to fix it.

By pairing beautiful back-grounds, live farm views and Lovas's narrative, the people who watch the video get a quick glimpse of the importance that science plays in a farm's decisions, and they can see that the makeup of a farm truly hasn't changed. Farmers are still concerned about the same issues from past generations; the tools that are used may change, but one fact remains: "Soil is the life of the entire farm," said Lovas, "The most valuable asset that any farm can have is the land." She continues on

to explain how important it is to take care of the soil.

"I have thousands of hours looking at soil-sampling data to make sure that the product that is turned out is high quality," continues Lovas. Although farms are still businesses, and it's important to make good, sustainable decisions,

she admits that the most important part of what she does is making sure that the food grown is the best possible for the person at the grocery store who is buying her product.

This video can be found on CommonGround North Dakota's Facebook page at [facebook.com/CommonGroundNorthDakota](https://facebook.com/CommonGroundNorthDakota) or by logging online with this link:

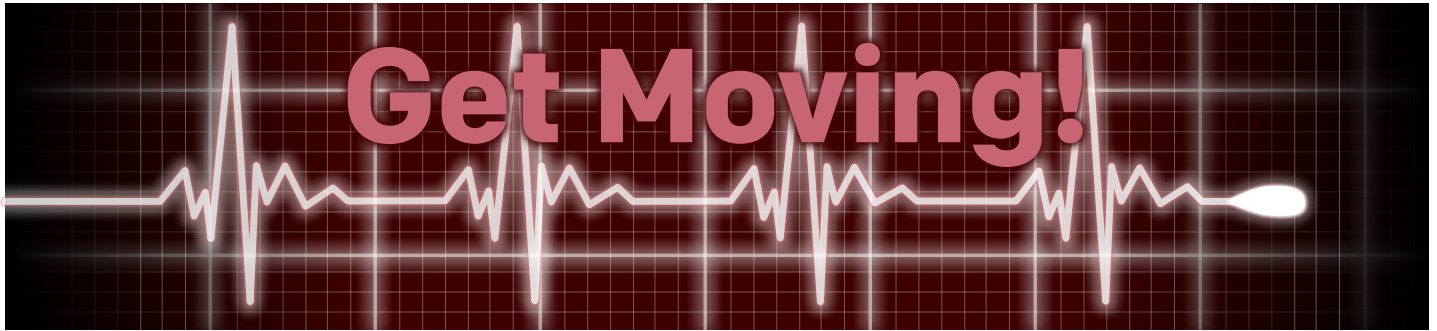
*[bit.ly/SarahLovas](https://bit.ly/SarahLovas)*

CommonGround North Dakota is working on a series of short-answer videos that will build upon the network that previous videos have started. This series will clear up some of the misunderstandings that people have about food, farms and how food gets to the table. These videos will be released throughout the fall, giving people a fresh look at what's happening at the farm.

—Story by Val Wagner,  
CommonGround North Dakota  
coordinator, photos by Creative  
Treatment and Heather Hunt



**Sarah Lovas**



## Physical activity is one of the most important things you can do for overall heart health.

In fact, for every hour of moderate physical activity, life expectancy for some people may increase by two hours! That's a great return on your investment . . . so why don't we do it more often?

A reason that many people cite for not getting the recommended 150 minutes of moderate physical activity each week is time: it can be hard to find the time to get to a gym among all the other tasks you've got to accomplish during the day. Therefore, when it comes to simple ways to

be healthy, walking is all the rage.

You can be active in lots of ways, but walking is one of the easiest. For most people, it's safe, easy to stick with, low- or no-cost, and doesn't require any special skills or equipment. Plus, research has shown that walking at least 150 minutes a week can help you:

- Reduce your risk of serious diseases, such as heart disease, stroke, diabetes and cancer.
- Improve your blood-pressure, blood-sugar and blood-cholesterol levels.
- Increase your energy and stamina.
- Improve your mental and emotional well-being.
- Boost bone strength, and reduce your risk of osteoporosis.
- Prevent weight gain.

If 150 minutes seems like a lot, remember that even short 10-minute activity sessions can be added up to reach that goal. It's easy to fit in 10 minutes of walking a few times each day.

All you need to get started with a walking program are comfortable clothes and supportive shoes. Try these suggestions:

### 1. Easy does it!

If you're out of shape, begin with short distances. Start with a stroll that feels comfortable, and gradually increase your time or distance. If it's easier on your body and your schedule, stick with a couple of 10- to 20-minute walks a day instead of one long walk.

### 2. Breathe.

If you can't talk or catch your breath while walking, slow down. At first, forget about speed. Just get out there and walk.

### 3. Add variety and challenge.

Try brisk intervals. For example, walk one block fast, two blocks slow and repeat. Over time, you'll be able to add more fast intervals with shorter recovery periods. Walking hills or stairs is a great way to increase muscle tone and to burn more calories.

### 4. Be alert.

Listening to music while you walk can help keep you energized, and making phone calls is a good way to multitask. If you use headphones, keep the volume low, and watch for traffic that you may not hear. Don't text or stare at your device while walking, so you can keep your eyes on the road.

### 5. Be safe.

Wear light colors or reflective clothing. Use sidewalks when you can. Know the neighborhood. Walk with a partner or in a group, or bring your dog along.

### 6. Listen to your body.

If you have foot, knee, hip or back pain when walking, STOP and check with your doctor to find the cause. You may need different shoes or another form of activity. Don't give up! Find the activity that's right for you.

In addition to lengthening your own life, walking can also save lives in your community! Consider participating in your local Heart Walk which raises funds for the American Heart Association's lifesaving mission. The Heart Walk, physical activity, and heart-healthy living in an environment that's fun with family, friends or coworkers. The North Dakota Soybean Council is a local sponsor of the North Dakota Heart Walks. Find information about the North Dakota Heart Walks at [www.heart.org/NorthDakota](http://www.heart.org/NorthDakota).

—Story and infographic courtesy of  
American Heart Association







# Convenient Ideas for School Lunches and Harvest Meals

As summer winds down and contemplation of school and harvest begin, thoughts turn to quick, easy food or snacks for lunch bags and meals that are eaten while harvesting.

Recent research supports including soy protein with snacks and meals. HealthFocus, Consumer Survey (2015) states that moms are concerned about protecting kids from chronic diseases. Consuming soy protein 1 or 2 times per day may protect girls from getting breast cancer later in life. Adults are looking for food items to help with heart health, as reported by the Food Marketing Institute's 2016 Shopping for Health Survey. Soy protein received an FDA health claim which states that consuming 25 grams of soy protein (2 or 3 servings) per day may reduce the risk of coronary heart disease. With these compelling health benefits, why not start adding soy protein to your daily food consumption?

It is EASY to start adding soy protein. Many nutritional or sports bars have soy protein in the ingredients; these bars are easy to add to lunch bags or to keep in the tractor or combine for healthy snacking. Talking about easy, don't forget soynuts, the ultimate convenience food. Just add chocolate chips and dried fruit for a quick trail mix.

These quick cookie recipes will win rave reviews with kids and adults. These recipes are great ways to start adding soy protein to everyday meals. Your family members will not even know that they are eating soy protein.

—Story, recipes and photo by  
Linda Funk, The Soyfoods Council

## Chocolate Granola Bars

*The crunchy goodness of granola is combined with luscious chocolate for a great snack.*

### Ingredients

3 cups fruit-and-nut granola  
½ cup soynuts  
½ cup dried apricots, finely chopped  
1 (12 oz.) package semisweet chocolate chips  
¼ cup vanilla soymilk  
¼ cup honey  
2 teaspoons vanilla extract

### Directions

Line an 8-inch square pan with foil, and then, butter the foil. In a medium heatproof bowl, combine the granola and soynuts; set aside. In a small pan, over low heat, melt the chocolate with soymilk, honey and vanilla. Stir constantly until the chocolate is melted. Pour the chocolate mixture over the granola mixture; stir until coated. Press the mixture into the prepared pan. Refrigerate until firm. Cut the bars into 2-inch squares. Store in the refrigerator in an airtight container.

### Yield

16 (2-inch) squares

## M&M Soy Treats

### Ingredients

1 cup (2 sticks) butter, melted  
1 cup brown sugar  
¾ cup all-purpose flour  
¼ cup soy flour  
1 teaspoon baking powder  
1 ½ cups old-fashioned (not instant) oatmeal  
1 ½ cups texturized soy protein  
1 ¾ cups M&M candies  
1 package (18 ounces) brownie mix plus any ingredients needed to prepare it according to the package directions

### Directions

Preheat the oven to 350°F.  
In a large mixing bowl, stir together the brown sugar, flour and soy flour, baking powder, oatmeal, texturized soy protein and M&Ms. The mixture will be crumbly. Reserve 2 cups of this mixture, and set aside.  
In a well-greased 10x15-inch pan, pat the oatmeal mixture into an even layer.  
In a medium bowl, prepare the brownies according to the package directions.



Spread the brownie batter over the oatmeal layer in the pan.

Sprinkle the remaining oatmeal mixture evenly over the brownie layer. Bake for 25 to 30 minutes. Cool in the pan on rack for 10 minutes.

### Yield

32 bars



driving home the need to plan for various market scenarios.

"The past three years, risk management has been top of mind for many farmers," Blohm says. "They can't just focus on being the best at precision agriculture; they have to be able to sell their crops. Lean times have made people take on marketing like they've never done before."

While low commodity prices and a challenging economic environment have made more farmers focus on their risk-management and marketing plans, those tools are just as necessary when prices are good.

"When times are good, scenario plans help protect you, so you can withstand poor years, and if you do well, it opens the possibility to expand," Blohm says. "Since we've had several years of low prices, some producers have had to give up farmland they'd previously

# No Room for Emotion

No crop production year is the same, and no crop marketing year is the same. The constant

uncertainty and frequent volatility are enough to raise the most seasoned farmer's blood pressure.

One marketing expert says that having a good risk-management plan in place helps to take the emotion from marketing decisions. By pondering multiple scenarios and their ramifications before they actually occur, farmers with good risk-management plans can respond to whatever happens.


"Farmers who have strategies for various scenarios can take the emotion out of their decisions because

they're prepared," says Naomi Blohm, senior market adviser for Steward-Peterson, a West Bend, Wisconsin, brokerage firm.

Blohm works with farmers and farm families on marketing strategies. She says that a key for successful marketing and risk-management strategies is to manage volatility. Knowing how to respond to market shifts can help farmers be successful whether soybean prices drop 15 cents a bushel or climb 50 cents.

## Volatility Rules

Blohm says that volatility charts going back nearly 40 years show how, every three or four years, there is a big change in the commodity market. She says that, right now, farmers are dealing with an extreme amount of volatility,




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www.richlandifc.com





Market expert Naomi Blohm says having a risk management plan can take the emotion out of decision-making.



rented, but other farmers were able to pick that land up because they had planned and were in position to respond.”

### Self Awareness

Blohm says that it is important for farmers to recognize the constraints holding them back from making the best of market opportunities. Limitations can include not putting enough time into their marketing strategy.

“Most farmers like to work in the fields and grow the crop,” says Blohm. “Marketing is about the last thing they want to be doing, but you have to make time.”

Blohm says that other constraints include farmers not feeling knowledgeable about markets, not understanding their personal communication methods and not having the discipline to pull the trigger on actions when opportunities arise.

“It’s important farmers realize what’s holding them back,” Blohm adds.

### Family Affair

In April, Blohm presented at an Advancing Women in Agriculture event in Fargo. The event included marketing and risk-management training because women are playing increasingly vital roles with farm businesses.

“More farms are getting bigger, and more family members are getting involved,” Blohm says. “Many wives and daughters are working on the farm, and they have great ideas. Because of that, it’s important that everyone involved has a better understanding of the operation and is on the same page.”

Blohm and several of her colleagues have pioneered a program for women and families to educate them about marketing and risk-management decisions.

—Story by Daniel Lemke,  
photos by staff

## What to Watch

Stewart-Peterson Market Adviser Naomi Blohm works with individual farmers and farm families to educate them about marketing and risk management. She recommends that farmers watch nine variables to stay on top of potential market shifts.

### 1. Global commodity supply

**2. Global commodity demand:** The USDA reports detailed world supply and demand issues. For soybean farmers, for example, weather or transportation disruptions in South America can be a very big deal for North Dakota farmers. Paying attention to those reports can give farmers information about current trends.

**3. World weather:** Because agriculture is a global industry, the weather in Australia can impact commodity movement and usage. Soybeans are a global commodity that responds to worldwide events.

**4. U.S. dollar:** The strength of the U.S. dollar affects exports because it makes commodities cheaper to export. A lower-valued dollar often means an uptick in exports.

**5. World geopolitical drama:** Political events in other parts of the world can send markets soaring or sinking. Events such as Brexit or elections in key countries can move markets. Blohm says that these scenarios also have the greatest propensity to generate “black swan” events which come as a surprise and can cause dramatic, immediate effects.

**6. China:** As one of the world’s largest economies and the largest market for U.S. soybeans, what happens in China doesn’t stay in China. If China’s economic growth is going well and more people join the middle class, they typically consume more protein, such as pork, fish and chicken, all of which are fed diets that are rich in soybean meal.

**7. Energy markets:** Blohm says that about one-third of corn’s value is tied to ethanol. What’s happening in energy does make its way back to the farm.

**8. Funds:** Blohm says that big money is being invested into commodities. Movement in or out can cause markets to react.

**9. Seasonal price patterns:** Many seasonal price patterns can be predicted, which includes expecting soybean prices to be cheaper at harvest time.

—Story by Daniel Lemke

## Scholarship Winner has Deep Farm Roots

Alex Wittenberg comes from a long line of farmers. Wittenberg, a native of Valley City and a 2015 graduate of Valley City High School, hopes to be the sixth generation to operate the family farm.

“The farm has been in the family since 1881,” Wittenberg says.

Wittenberg is in his third year of college at North Dakota State University where he is studying agronomy. He is on track to graduate in the spring of 2018. Once he graduates, Wittenberg says that his options are wide open.

“I’m hoping to either go on to graduate school, get a job, or go back home and get involved in the family farm,” Wittenberg says. “For sure, I want to get back to the farm at some point.”

Wittenberg is the 2017 recipient of the North Dakota Soybean Growers Association (NDSGA) Scholarship. The scholarship

provides \$5,000 to a student in the College of Agriculture, Food Systems and Natural Resources. To be eligible, applicants must be enrolled at NDSU, have completed at least 90 credits, and be the child or grandchild of an NDSGA member.

Wittenberg is spending the summer gaining practical experience by interning for Monsanto. He is working on pre-commercial plot research for products such as

farm chemicals, seed varieties and seed treatments. The experience and his education will help prepare him for a future in agriculture no matter what path he takes.

“Even with the recent economic downturn, I think agriculture is still a good industry to be involved in,” Wittenberg says.

Wittenberg is the son of Shawn and Kim Wittenberg.

—Story by Daniel Lemke, photo  
courtesy of Alex Wittenberg



# Putting Plans Into Practice

**H**aving marketing and risk-management plans is an important exercise, but those strategies are of little

value unless farmers actually implement them. Farmers who put plans into practice can take advantage of opportunities that arise.

Last winter, Harvey, North Dakota, farmer Sam Ongstad grew increasingly frustrated as he followed the low market prices being offered for his crops. Ongstad farms with his family on land that was homesteaded by his great grandfather. To improve the chances of marketing his soybeans, corn, wheat and pinto beans more profitably, Ongstad took part in the North Dakota Soybean Council's marketing and risk-management seminar at North Dakota State University's (NDSU) Barry Hall. Although he's no stranger to grain marketing, tough times demand a sharp focus on the available tools.

"I've used many different types of contracts, including futures, options and cash contracts," Ongstad says. "I've tried to do well, but you can never out-guess the market. I wouldn't rate myself too highly as a marketer, but I am trying to get better."

Ongstad says that he has learned more about evaluating the exposed risk when working with tools such as hedging. He's also working to better integrate his crop-insurance and grain-marketing plans. Being located in central North Dakota, Ongstad often faces a weak basis which affects his profitability.

"As a producer, we need to watch and take advantage of opportunities when they arise," Ongstad says. "I try to pay more attention to the basis and what's going on farther away, so I can determine what's driving the local basis and then react."

Thompson, North Dakota, farmer Andrew Galegher has an in-depth knowledge of marketing and risk management. The fifth-generation farmer has an agriculture economics degree from NDSU and worked for ADM.

"Risk management is so important for farmers these days because there is getting to be a bigger divide in how people deal with risk," Galegher says.

Galegher says that, when he was working for ADM, customers would call, asking him if they should sell their crops.

"I had no idea if it was a good time for them to sell because I didn't know their cost of production," Galegher says. "A lot of farmers haven't focused on risk management in the past because they preferred a hands-off approach."

## That attitude appears to be changing.

Galegher is involved with a marketing club where he and fellow farmers discuss ideas and learn from each other. He says that he and his family are quite aggressive with futures contracts, sometimes selling grain as far out as two crop years.

"We try to find strategies that mitigate risk and add value," Galegher adds.

Market volatility is a constant factor, particularly because monetary funds are increasingly involved with commodity marketing. Rather than fear the volatility, Galegher plans to take advantage of the swings.

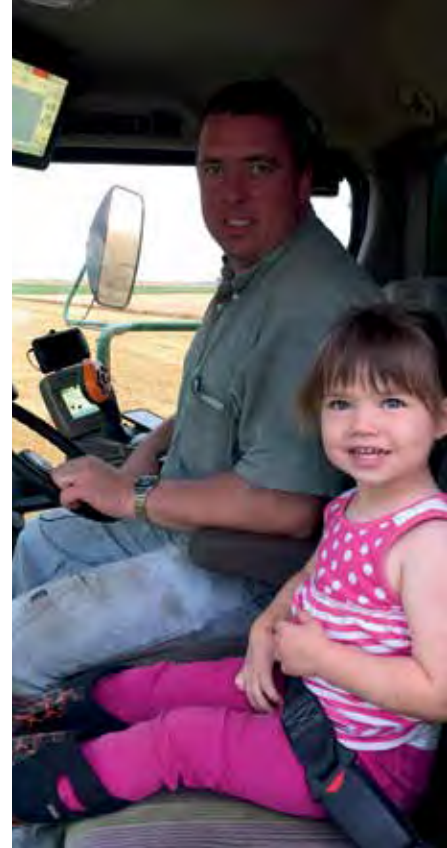
"Markets can be volatile in any year, and the opportunities to make money can be short. If you're not watching, you can miss them," Galegher says. "If prices range from

\$8 to \$12 a bushel and you're selling at \$9 while your neighbor sells for \$12, that can make a big difference."

As a result of the risk-management training, Galegher says that he and his family have switched brokerages and are taking a more hands-on approach thanks to better data access. He believes more farmers are recognizing the need to have a stronger handle on their future.

"It's easy to get cold feet and panic if you're losing money because you don't have a plan," Galegher says. "Risks scare people away from doing what they know they should do."

—Story by Daniel Lemke,  
photo courtesy of Sam Ongstad



Harvey farmer Sam Ongstad, with daughter Keziah, knows the value of having risk management plans.

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# Following up on a Record



***In 2016, North Dakota soybean farmers set the bar high.***

**A**ccording to the USDA-National Agricultural Statistics Service (USDA-NASS), farmers harvested

According to the USDA-National Agricultural Statistics Service (USDA-NASS), farmers harvested over 6 million acres of soybeans last year, yielding more than 249 million bushels and shattering the state's previous record soybean crop by more than 26 percent. For most of the state's farmers, conditions were nearly ideal for soybeans.

"We had good moisture during the reproductive stages," recounts Greg Endres, North Dakota State University (NDSU) cropping specialist at the Carrington Research Extension Center. "That helped us reach those very high yields."

Farmers may not be able to achieve a statewide average of 41.5 bushels per acre this year, but many growers are, again, betting on beans. A record number of soybean acres were reportedly planted in 2017. The USDA-NASS estimates that a

record-high 6.9 million acres were planted with soybeans. Acreage estimates for most other crops were down as a result.

Although an unprecedented number of soybean acres have been planted, there's no guarantee that another record-setting crop will follow. Many factors will determine if crops are on par with 2016.

Endres says that most soybean fields were planted during the window for achieving optimal yields, although some soybeans were planted into dry soil. He says that most fields emerged in good shape but were at the mercy of moisture. Some areas of the state dealt with dry conditions during the early stages. Endres says that the western half of North Dakota saw very dry conditions that could hamper growth. Other parts of the state, including east-central North Dakota, entered the growing season with

adequate stored soil moisture.

"The soybeans still have long way to go, but get getting stands established is big," Endres says.

While getting plants off to a good start sets the stage to achieve maximum yields, it's often what happens later in the growing season that can have the biggest impact.

"The critical time for soybeans is in July and August," Endres contends. "We want to minimize plant stress during about a month-long period from when pods are forming until pods are filled with seeds. Often, the number-one stressor and yield-limiting factor at that time is moisture."

Many regions of the state faced rain deficiency through the early parts of June. The water shortage caused concern, but Endres says that many areas of the state had ample subsoil moisture heading into the season, which can be a yield-saver for

water-stressed soybeans.

NDSU research and farm survey data show that variety selection, a timely planting date and row spacing are key factors to achieve maximum yield. Other practices, such as planting population and using inoculants and seed treatments, can play a role in productivity.

Once the soybean seed is in the ground, there's not a lot that farmers can do to increase yields. Managing stubborn weeds is one factor they control. Herbicide-resistant weeds, such as kochia, are increasingly challenging and can seem to navigate dry conditions better than some crops. It's important that farmers get rid of yield-robbing weeds if they hope to match the record-setting yields of 2016.

North Dakota farmers have steadily increased their soybean acreage the past few years, in part, because the economics have been more favorable for soybean production than some other staple crops. Genetics and farming practices have also spurred the increased soybean acreage across the state. Even with improved practices and genetics, achieving maximum yields, possibly setting another record, is still largely determined by weather conditions that are beyond the farmers' control.

*—Story by Daniel Lemke,  
photo by Wanbaugh Studios*





# Fourth Annual Jamestown Golf Tournament



Thank you for making the Fourth Annual Jamestown Golf Tournament successful! The tournament is a way for the North Dakota Soybean Growers Association to say thank you to members and

supporters. Your membership dues and sponsorship of NDSGA events help provide the funds necessary to continue policy-advocacy work in Bismarck and Washington, D.C. We're proud of our past successes and are continually working to make things better for soybean growers throughout North Dakota.

For more photos of the tournament, check out [facebook.com/NorthDakotaSoybeanGrowersAssociation](https://facebook.com/NorthDakotaSoybeanGrowersAssociation)

## **Congratulations to our tournament winners:**

**First Place:** Randy Blaskowski, Nick Blaskowski, Brandon Stahlhut and Myles Torgerson

**Second Place:** Mural Pollert, Jeff Williams, Brett Williams and Andy Heflin

**Third Place:** Gannon Van Gilder, Dave Barnick, Mike Stoller and Brian Carlson

## **Congratulations to our contest winners:**

**Longest Drive #6:** Lee Slykerman

**Longest Drive #17:** Andrew Geggelman

**Longest Putt #9:** Elliot Smith

**Longest Putt #16:** Randy Blaskowski

**Closest to Pin #4:** Andrew Geggelman

**Closest to Pin #12:** Nick Paulsrud

## **Thank you, golf tournament sponsors:**

**Hole Sponsors:** AgCountry Farm Credit Services; Bayer CropScience; Central Sales, Inc.; Centrol, Inc.; Cray Industries; Engenia Herbicide from BASF; Farm and Ranch Guide;

FMC Ag Products; Gavilon Grain LLC; Innovative Agronomy; Mosaic Company; Mustang Seeds; North Dakota Soybean Processors; Prairie Assisted Living; Proseed; Richland IFC; Sky Farmer Ag Services; Soy Biodiesel/North Dakota Soybean Council and Valley Plains Equipment

**Lunch:** BNSF Railway

**Player Carts:** National Biodiesel Board

**Golf Balls:** Asgrow

**Welcome Bags:** SB&B Foods

**Signs:** D-S Beverages

**General:** Crop Production Services; RDO Equipment Company

**Dinner:** North Dakota Soybean Council

**Program:** Farmers Union Oil Co-op, Jamestown and Medina

—Staff Photos







### Apply for the DuPont Young Leader Program

The North Dakota Soybean Growers Association (NDSGA), DuPont Pioneer and DuPont Crop Protection are seeking applicants for the 2017-18 DuPont Young Leader Program.

For more than 30 years, the DuPont Young Leader Program has identified and developed grower-leaders who have shaped the agricultural industry.

"The DuPont Young Leader Program has had a tremendous impact on not only the soybean industry, but all of agriculture," said American Soybean Association (ASA) President Ron Moore, a farmer from Roseville, Illinois. "Since the program's inception in 1984, it has recognized the value gained from engaging and encouraging a diverse agricultural leadership that includes farmers: both men and women."

The DuPont Young Leader program is a challenging and educational two-part training program. Phase I of the program will take place at the DuPont Pioneer headquarters in Johnston, Iowa, Nov. 28-30, 2017. The program continues Feb. 25-28, 2018, in Anaheim, California, in conjunction with the annual Commodity Classic Convention and Trade Show.

"America's farmers provide the strongest voice for, not only agriculture, but also for rural America. We are proud to support the Young Leader Program which is developing the next generation of grower-leaders and advocates for U.S. agriculture," said Randy Wanke, DuPont Pioneer

senior industry relations manager.

Soybean-grower couples and individuals are encouraged to apply for the program which focuses on leadership and communication, the latest agricultural information and developing a strong peer network. The NDSGA will work with applicants to identify the top producers who will represent North Dakota.

The application deadline is September 1, 2017. Apply online at <https://soygrowers.com/learn/young-leader-program/>

### Soy Growers Promote Research Funding in the Farm Bill

In testimony before the Senate Agriculture Committee, former American Soybean Association President and Nebraska farmer Steve Wellman called on Congress to renew American leadership in agricultural science, including full funding for the Agriculture and Food Research Initiative (AFRI), the flagship competitive-grant program at the U.S. Department of Agriculture. Wellman, who testified on behalf of the Supporters of Agricultural Research Foundation (SoAR), reiterated to the committee that sufficient federal investment is essential if the United States is to continue to be a global leader in agriculture. He also noted that the ancestry of virtually every topic discussed in the Farm Bill can be traced to research.

"Traditionally, we have thought of agriculture science in terms of improving yields, preventing soil erosion and adapting crops to a variety of growing conditions. Today, agriculture stands to realize significant gains through interdisciplinary research across numerous scientific fields, including data science, nanotechnology, biotechnology, biologicals and genomics," said Wellman. "To capitalize on these

relatively modern fields of science, we need to ensure we have a modern federal research enterprise."

Wellman pointed to the current lack of sufficient funding for research initiatives, including AFRI, despite authorizations to fund these programs in the nation's farm legislation; he compared the funding for agricultural research to other areas within the government. "The 2008 Farm Bill authorized AFRI at \$700 million annually, yet today, funding has reached only the halfway point of that level," he said. "As a percentage of total federal research investment, USDA has fallen to less than three percent of the annual federal investment. Put another way, research funding for other federal agencies is nearly \$60 billion. Research funding at the USDA research mission area tops out at just over \$2 billion, which is an amount that has remained virtually unchanged for decades."

### Biodiesel Supporters Call for the Reinstatement of a Tax Incentive

Nearly 100 biodiesel advocates from across the country visited Capitol Hill urging Congress to bring back the biodiesel tax incentive as proposed in both chambers of Congress. Participants include biodiesel producers, distributors and feedstock suppliers who represented more than two dozen states.

"The bipartisan biodiesel tax incentive should be reinstated, as it helps support tens of thousands of jobs nationwide," said Anne Steckel, vice president of federal affairs at the National Biodiesel Board. "The common-sense reforms proposed in Congress address the unintended consequences of the credit. Creating U.S. jobs, saving taxpayer dollars and reducing waste are goals that most members of Congress can get behind."

The biodiesel leaders, visiting Washington for an annual membership meeting of the National Biodiesel Board, represent the industry's broad diversity, with participation from states including Arkansas, California, Connecticut, Iowa, Illinois, Kansas, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, North Dakota, Nebraska, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, South Dakota, Tennessee, Texas, Virginia, Vermont, Washington and Wisconsin.

The biodiesel tax incentive has helped grow the biodiesel industry from a 100-million-gallon market in 2005 to more than 2.9 billion gallons in 2016. The current legislative proposals in the U.S. Congress reform the incentive's structure such that U.S. producers—people who make biodiesel here in the United States—would qualify for the credit, not individuals who blend biodiesel anywhere in the world.

Made from an increasingly diverse mix of resources, such as recycled cooking oil, soybean oil and animal fats, biodiesel is a renewable, clean-burning diesel replacement that can be used in existing diesel engines. It is the first and only commercial-scale fuel produced across the United States to meet the Environmental Protection Agency's (EPA) definition as an advanced biofuel, meaning that the EPA has determined that it reduces greenhouse-gas emissions by more than 50 percent when compared with petroleum diesel. Biodiesel is produced in nearly every state and, last year, supported some 64,000 jobs nationwide. In addition, biodiesel dramatically reduces most major air pollutants and takes waste from landfills as well as the nation's waterways.

—Story by staff

## Getting to Know the Grower



**Kristi Schultz**  
Embsen, North Dakota

### Tell us about your farm.

My husband, Ryan, and I began farming in 1993 with his parents. We now have 2 grown children: Cody, a master electrician who also farms, and Kyle, a senior at NDSU who will graduate with a major in Ag Economics and also farms. In addition to growing soybeans, corn, wheat and alfalfa, we have a cow/calf operation.

### Did you always know farming was something you wanted to do?

Actually, when I was growing up, I had lived in town where I was able to see my friends whenever I wanted. We then we moved to the farm near Leonard where I didn't have a driver's license and was "stuck" working on the farm. At the time, marrying a farmer or living on a farm was the farthest thing on my mind. However, after meeting my husband at the beginning of my senior year of high school, that all changed. I am forever grateful that my children were fortunate enough to have grown up and work on the farm.

### What do you like best about farming?

From the time that the seed is planted, being able to see it grow, knowing that each seed will multi-

ply and be used in helping feed the world. In addition, I enjoy sharing our story with those who may not be familiar with farming.

### What has changed most about farming since you've been involved?

We are no longer replacing marker bearings; rather, we are now rebooting the GPS system and worrying about obtaining service.

### What's most exciting about the upcoming growing season?

Each season brings excitement. Whether we are planting or harvesting the crop, it gives you a sense of accomplishment that you've done something good.

### How and why did you get involved with the North Dakota Soybean Council?

I first learned about the council when I took part in the NDSC See-for-Yourself trip to Oregon in 2015 and CommonGround national training in D.C. in 2016. Following these trips, I applied for the Rural Leadership of North Dakota Class VII in which we are asked to have a community project. My project was to help the CommonGround ND develop a strategic business plan. CommonGround ND is a grassroots program of diverse farm women who offer conversation amongst each other and food purchasers based on our personal experiences as well as science and research. At the time I selected my project, I did not realize I would be directly involved with the NDSC. However, after presenting the plan to the NDSC, who is a sponsor of the CommonGround ND program, I was approached in being a member of the NDSC's Communications

Committee. After thinking about my previous experiences with the NDSC, it seemed fitting that I become involved to learn more about the soybean industry and to help be the voice to others.

### How has your involvement been beneficial to you? Why?

As a wife and mother who has always worked off the farm, I was not aware of what the purpose of the NDSC was. I have since gained knowledge that I am able to share with fellow soybean growers, the non-agriculture community, our family farm. Being able to share and provide a greater understanding of where and how our check-off dollars are utilized is an important role of being involved with the NDSC.

### If you could change something about the current operating climate for North Dakota farmers, what would it be?

Having additional animal-feeding operations to be able to ship

consumable products out of our state rather than raw grain.

### What changes do you expect to see on your farm in the next 5 to 10 years?

Our family will be seeing a generational change as my father-in law transitions his farm role to our youngest son, Kyle.

### If you could go anywhere in the world, where would it be?

Ireland or Australia.

### If you could add equipment or technology to your farm, what would it be?

Drain tile/irrigation.

### What's the one piece of farm equipment or technology you wouldn't want to be without?

Besides the logical answer of our GPS systems or our cell phones, we wouldn't want to be without a chopping corn head and our rock roller.

— Story and photo  
by Kristi Schultz

## 2017 Banquet in a Field



Watch for our October magazine issue with full coverage of CommonGround North Dakota's 4<sup>th</sup> Annual Banquet in a Field!





**Joel Thorsrud,**  
Hillsboro, North Dakota

### What do you raise on your farm?

I raise soybeans, corn and wheat.

### How long have you been farming?

48 years.

### How has soybean farming changed in that time?

It's been amazing to watch the growth. When I first started farming, there were hardly any soybeans grown here; now, it's the number one crop in North Dakota.

### What is your favorite part of the growing season?

I like the summer. It is fun to plant, but I like to see the fields turning green. If you're controlling the weeds, it's fun to see the black fields turning green.

### What has this growing season been like for you?

In 48 years, there's never been a "normal" growing season. This year has had its challenges, but overall it has been good. Some years, we're disappointed things didn't go as well as we hoped, but in the end, it's usually a little better than we had thought.

### What do you like to do when you're not farming?

I enjoy going uptown to have coffee. I talk farming with other guys. It's the same thing for golfing. I don't golf because I'm not a good golfer.

### You served on the United Soybean Board for nine years. Were there any international visits that were most memorable?

I went to South Africa for the International Food, Science and Technology conference. It was interesting to see how high-tech and complex the industry is. Cape Town was beautiful. From there, several of us went to Mozambique to see some World Initiative for Soy in Human Health (WISHH) projects we were supporting. The day we were supposed to visit some schools, there were riots. We were told we'd be safe in our hotel, so we stayed there.

### If you didn't become a farmer, what would you have done?

I earned an agronomy degree from NDSU, so I pondered becoming a county agent or going to work for a chemical or seed company.

### If you could tell a non-farmer one thing, what would it be?

Every farmer is not out there trying to cut corners. We want to grow safe, affordable and healthy crops for our consumers. Farmers are just as much of a consumer as non-farmers. We're trying to grow a good product.

—Story by Daniel Lemke,  
photo by United Soybean Board

## Apply For a Scholarship to Attend Executive Women in Agriculture Conference

**November 29—December 1, 2017**  
**Palmer House Hilton, Chicago**

The North Dakota Soybean Council (NDSC) is offering scholarships for two North Dakota women who are actively engaged in farm management and production of soybeans. Each scholarship will help cover costs of registration, air fare and hotel fees up to \$2,500 for each selected recipient.

To apply, complete and submit an online scholarship application by 4:00PM, Friday October 13, 2017. Applications can be found online at [ndsoybean.org](http://ndsoybean.org)

All applications received by the deadline will be competitively scored by NDSC. NDSC will have complete discretion over participant selection for the scholarships.



Women are invited to come to #EWA2017 conference to be empowered and learn about farming operations. This conference is specifically designed for women, and will address leadership skills, accounting strategies, consumers trends and family business boundaries.



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