



# THE NORTH DAKOTA Soybean GROWER MAGAZINE

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## INSIDE

### The Farm Bill

PAGE 16

### Special Insert

NORTH DAKOTA SOYBEAN COUNCIL  
2017 ANNUAL REPORT

# The idea of a North Dakota legislative committee visiting Williston was rooted in wanting to see,

firsthand, what has happened to the money that the state has dedicated to the residents in the oil-producing region. Sending a soybean-industry representative to see what is happening in Williston was done to gain a greater understanding of how our state spends its money when roads and bridges are underfunded by around 70 percent.

The group traveling to Williston in early September was the Energy Development and Transmission Committee, which I served on for several years while a state legislator. Chaired by Majority Leader Senator Rich Wardner of Dickinson, this committee is the legislative group with the greatest knowledge about what exists and what is happening in the Bakken. Simply put, if we, in agriculture, want to see more dollars devoted to roads and bridges for the delivery and marketing of farm commodities, we need to know more about the competition for those resources.

This year, soybeans were planted in each of North Dakota's 53 counties. Farmers in this corner

of the state have seen definite transportation improvements in the past few years because the paved roads have been built to stronger specifications. For instance, a new bridge over the Missouri River was dedicated on August 31. The Williston city fire and emergency services chief related that, since he arrived several years ago, the gravel-road conditions have improved dramatically. This improvement does not mean that the arrival of a new drilling pad, for instance, causes no problems for soybean producers. The chief mentioned that scales have been deployed more aggressively in the past six months or so, having a positive effect. He also said that farmers will quickly get on the phone to authorities if a large piece of machinery goes hurling past them on gravel roads, most of which are limited to 35 miles per hour in the oil patch. The changes that the industry has undergone with more pipelines for water, oil and gas have dramatically reduced the overall number of trucks on the road. However, like the rest of the

state during harvest time, when a new area is being drilled, traffic can still be extremely heavy.

So far, the legislature's philosophy has been that, overall, the oil industry has been good for the state. For instance, in his second-day opening remarks, Senator Wardner mentioned that Fargo has been promised \$570 million for its flood protection while the Common Schools Trust Fund and other funds have benefitted every school district in the state. Townships and county roads have also seen increases during the boom years, although that help has fallen with oil prices. Wardner went on to say that communities such as Williston, Stanley, Watford City, Tioga, Killdeer and others need to be able to provide a quality of life that will attract and keep families. Otherwise, oil employees will not be able to convince their spouses and children to live in North Dakota, and the workers will become commuters, not residents. This uncertainty makes the oil industry less stable and less willing to invest in our state. The committee heard from Williston's mayor as well as fire, police, city planners, school districts and a panel of oil representatives.

Wanting to speak to growers from the Bakken, I interviewed a



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

Ray, North Dakota, farmer who had previously found living with the oil boom's effects too difficult. However, he has recently come around to thinking about the oil industry as important and beneficial to the state. Another farmer from eastern Mountrail County said that much of his land was planted with soybeans this year. Soybeans are becoming less of a crop grown as a rotational crop for soil health and more of a staple crop. Both farmers had questions about new soybean varieties coming from North Dakota State University. I urged both farmers to join the North Dakota Soybean Growers Association and to subscribe to this magazine.

—Story by Phil Murphy

“Farmers in this corner of the state have seen definite transportation improvements in the past few years because the paved roads have been built to stronger specifications.”



## NORTH DAKOTA SOYBEAN GROWERS ASSOCIATION

**PRESIDENT**  
Craig Olson, Colfax | D1 | craig.olson@NDSGA.com

**VICE PRESIDENT**  
Ryan Richard, Horace | At-Large | ryan.richard@NDSGA.com

**SECRETARY**  
Joe Ericson, Wimbledon | At-Large | joe.ericson@NDSGA.com

**TREASURER**  
Eric Broten, Dazey | D4 | eric.broten@NDSGA.com

**DIRECTORS**  
Josh Gackie, Kulm | D2 | josh.gackie@NDSGA.com  
Brent Kohls, Mayville | D3 | brent.kohls@NDSGA.com  
Greg Gussiaas, Carrington | D5 | greg.gussiaas@NDSGA.com  
Sam Landman, Northwood | D6 | sam.landman@NDSGA.com  
Ryan Pederson, Rolette | D7 | ryan.pederson@NDSGA.com  
Mike Appert, Hazleton | D8 | mappert@bektel.com  
Matt Swenson, Kindred | At-Large | matt.swenson@NDSGA.com  
Kasey Bitz, LaMoure | DuPont Young Leader | kasey.bitz@NDSGA.com

**AMERICAN SOYBEAN ASSOCIATION DIRECTORS**  
Ed Erickson, Jr., Milnor | ed.erickson.jr@NDSGA.com  
Monte Peterson, Valley City | monte.peterson@NDSGA.com

## NORTH DAKOTA SOYBEAN COUNCIL

**CHAIRMAN**  
Joe Morken, Casselton | D4 | jmorken@ndsoybean.org

**VICE CHAIRMAN**  
Troy Uglem, Northwood | D7 | tuglem@ndsoybean.org

**SECRETARY**  
Matt Gast, Valley City | D5 | mgast@ndsoybean.org

**TREASURER**  
Austin Langley, Warwick | D9 | alangley@ndsoybean.org

**DIRECTORS**  
Mike Langseth, Bamey | D1 | mlangseth@ndsoybean.org  
Dan Spiekermeier, Sheldon | D2 | dspiekermeier@ndsoybean.org  
Matt Danuser, Marion | D3 | mdanuser@ndsoybean.org  
Levi Taylor, Ypsilanti | D6 | ltaylor@ndsoybean.org  
Perry Ostmo, Sharon | D8 | postmo@ndsoybean.org  
Mike Muhs, Langdon | D10 | mmuhs@ndsoybean.org  
Derek Pulvermacher, Crosby | D11 | dpulvermacher@ndsoybean.org  
Daniel Mock, Braddock | D12 | dmock@ndsoybean.org

## UNITED SOYBEAN BOARD DIRECTORS

Jared Hagert, Emerado | jchagert@msn.com  
Jay Myers, Colfax | jmyers@rrf.net  
Darren Kadlec, Pisek | dkadlec@polarcomm.com

## STAFF CREDITS

**PUBLISHER/EDITOR**  
Nancy Johnson, NDSGA Executive Director  
nancy.johnson@NDSGA.com | (701) 640-5215

**STAFF WRITER**  
Suzanne Wolf, NDSC Communications Director  
swolf@ndsoybean.org | (701) 239-7194

## CONTRIBUTING WRITERS

Daniel Lemke  
Stephanie Sinner  
Lauren Hopke

**CONTRIBUTING PHOTOGRAPHER**  
Wanbaugh Studios

**NORTH DAKOTA SOYBEAN COUNCIL**  
1555 43rd St. South, Suite 103, Fargo, ND 58103  
(888) 469-6409 | www.ndsoybean.org

**NORTH DAKOTA SOYBEAN GROWERS ASSOCIATION**  
1555 43rd St. South, Suite 103, Fargo, ND 58103  
(701) 640-5215 | www.ndsoygrowers.com

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# On the cover

North Dakota soybean farmers may have harvest on their minds, but activities taking place thousands of miles away have the potential to impact their farms. Work is underway in Washington D.C. and elsewhere on a new Farm Bill that is sure to have far-reaching impacts on farms, food and agriculture. This issue of the North Dakota Soybean Grower takes a closer look at the impacts of this key legislation and how it could impact your farm.

—Photo by Wanbaugh Studios



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# Membership *Matters*

**A**t an early age, Kasey Bitz learned the value of being involved. The LaMoure, North Dakota,

farmer and online instructor didn't have to look far to see examples of people who were not willing to stand on the sidelines and watch others take the lead. Kasey's father, Jim, has served on the local cooperative board, and his mother, Connie, has been involved with the electrical co-op and local credit union.

Bitz farms with his parents in the James River Valley, raising corn, soybeans, hard red spring wheat and yellow field peas while also raising cattle and sheep. Although he's a young farmer at age 27, Bitz has already jumped headlong into leadership roles. He serves as the North Dakota Farmers Union policy chair and is on the National Farmers Union policy committee. Bitz applied and was accepted into the American Soybean Association's (ASA)

DuPont Young Leader program. He recently completed Phase 3 of the program. Only 10 of the ASA Dupont Young Leader participants from across the country were selected to participate in this phase.

Bitz is fully immersed in farm policy and leadership because he recognizes the need for farmers to speak for themselves. Because fewer people have a direct agriculture connection, rural voices become increasingly vital.

"If we're not telling our story, someone else is, and we probably won't like what they're saying," Bitz says.

Bitz has been to Washington, D.C., six times to talk with lawmakers about farm-related issues. He also went to the state capitol in Bismarck three times during the past session.

Bitz has been a North Dakota

Soybean Growers Association (NDSGA) member for several years. He serves on the NDSGA board as the ASA DuPont Young Leader.

The NDSGA represents North Dakota soybean farmers in Bismarck and Washington, D.C., on issues that affect North Dakota soybean farmers, including conservation challenges, tiling and much more. NDSGA membership lends strength to the NDSGA's voice.

Becoming an NDSGA member also means that farmers and affiliated businesses become part of the American Soybean Association (ASA). NDSGA members receive an even greater return for their membership dollars because they're funding advocacy and policy achievements at both the national and state levels.

Membership benefits include

receiving pertinent information about legislative activity at the county, state and national levels. Members can stay up-to-date on issues through the North Dakota Soybean Grower magazine, which is published six times a year, and the quarterly American Soybean magazine.

Members also receive discounted registration for the annual Commodity Classic Convention and Trade Show; discounts on Cabela's gift cards; and preferred pricing on the purchase or lease of most new Ford, General Motors, Chrysler, Dodge or Jeep vehicles.

NDSGA membership also includes scholarship eligibility for children and grandchildren as well as opportunities for students pursuing agriculture-related degrees to compete for an annual \$5,000 NDSGA and \$5,000 ASA Secure Optimal Yield Scholarship.

Most farmers don't have the time and resources to attend all the meetings that are held on issues that could affect their operations. NDSGA membership gives farmers the confidence that fellow North Dakota soybean farmers are offering a collective voice on their behalf.

"Who else is going to tell our story? Why not bring rural North Dakota to Bismarck and Washington," Bitz asks.

To learn more about the value of an NDSGA membership, visit [www.ndsoygrowers.com](http://www.ndsoygrowers.com).

—*Story and photos by Daniel Lemke*



LaMoure farmer Kasey Bitz may be a young farmer, but he's quickly learned the value of membership and farmer involvement.

# Filling in the Blanks

No one ever said the political process moved quickly. As I write this column, my social media apps are lighting up with messages and comments from fellow soybean and agricultural friends because Steve Censky, CEO of the American Soybean Association (ASA), is testifying in front of the Senate Ag Committee. Censky has been nominated to serve as Deputy Secretary for the U.S. Department of Agriculture, although his confirmation vote has not happened yet at the time of this writing.

Steve has played an important role in the success of ASA. With his past experiences in the world of soybeans and his knowledge of agriculture, I am confident he will play a successful role in the USDA. I would like to thank Steve for his commitment at ASA and for his positive outlook on agriculture.

With that being said, almost a year after the election, we can hopefully look for the rest of the appointed state-wide USDA positions to

be filled soon. Yes, it will have taken at least a year by the time people get situated in their new roles. This is important because leaders in these appointed positions help shape and mold the future of not only agriculture, but also rural communities. They help administer programs through the USDA including farm, conservation and rural development programs. These programs and services have likely been hampered by the lack of key appointments. I am hopeful that as more appointments are confirmed, the dominoes will fall and more positions impacting North Dakota will also be filled.

Looking forward, I hope that the legislative process operates smoothly and we can get bills passed that positively affect agriculture. Farmers need timely action of things like the farm bill, tax reform that benefits farmers, and infrastructure repairs. These actions are needed to keep our agricultural economy striving now and into the future.



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: \_\_\_\_\_

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: \_\_\_\_\_

Occupation (Please check all that apply)  
 Farmer     Retired     Agribusiness  
 Finance     Elevator     Other

Do you currently grow soybeans?  
 Yes \_\_\_\_\_  No \_\_\_\_\_  
 Soybean Acres: \_\_\_\_\_ Total Acres Farmed: \_\_\_\_\_

Mail application with payment to:  
 North Dakota Soybean Growers Association  
 1555 43rd Street S., Suite 103  
 Fargo, ND 58103

# Making the most of a DISASTER

**F**all tillage began a lot earlier this year than Greg Gussiaas intended. A mid-July hailstorm tore a

wide path of destruction through portions of east-central North Dakota, ripping a large share of healthy crops to shreds. Instead of gearing up for a harvest, in some fields, Gussiaas had no choice but to till up what was left and hope for better fortunes next year.

“We had 20 minutes of hail and 75-mile-per-hour winds,” Gussiaas says. “It’s pretty humbling to drive around after the storm and see what nature can do.”

Gussiaas wasn’t alone in suffering the crop destruction. His farm near Carrington was caught in the path of a storm that cut a wide swath, nearly 30 miles long, toppling trees and reducing crops to nothing.

Seeing the aftermath of the storm was the first time in his farming career that Gussiaas felt nature’s sting to such a degree. While he knows such widespread hail won’t happen every year, suffering the loss of three-fourths of the farm’s corn and soybeans tested his resolve.

“It’s terrible to look around at the hours of work that it took to get the fields ready, the crops planted and getting them to thrive,

and in 20 minutes, it’s all washed away,” Gussiaas says.

## Teachable Moment

Gussiaas didn’t have long to weigh the gravity of the crop damage and what it meant to his operation. The morning after the July 21 storm, he was on an airplane heading to Washington, D.C., for previously planned visits and testimony on Capitol Hill. Having a fresh and devastating weather event affect his farm just prior to his visit opened the door to talk about the importance of farm safety nets, such as crop insurance, that are included in the Farm Bill.

“I could give a real-life account,” Gussiaas adds. “You could see the stress on my wife’s face.”

Gussiaas, a Carrington native, grew up on the family farm, riding the machinery and raking over jobs, such as raking hay, at an early age. After high school, he attended North Dakota State University before going into a specialized welding program. Gussiaas worked in Fargo for nine years before coming back to the place he knew

he belonged.

“I’ve been farming my whole life. It started in my sandbox, and the equipment just kept getting

bigger,” Gussiaas says.

Gussiaas is now the fourth generation to farm his family’s land. He farms with his father, uncle and



Carrington farmer Greg Gussiaas testified in Washington D.C. the day after hail decimated his crops.



**Gussiaas estimates he lost three fourths of his corn and soybean crop to hail.**

cousin, primarily raising a corn and soybean rotation.

### Jumping In

After returning to the farm, Gussiaas didn't wait long to get involved with leadership roles. He became an American Soybean Association DuPont Young Leader several years ago, and was recently elected to the North Dakota Soybean Growers Association board of directors. He's participated in other farm-leadership development programs, including Syngenta's Leadership at its Best. Gussiaas says that the training has helped him to build a nationwide network of fellow young farmers, and his experiences have prepared him to step up to address the challenges that farmers face.

"We need to tell our stories, and if we don't, folks in Washington and Bismarck may get information from other places, including the internet," Gussiaas contends. "That can mold a lot of people's percep-

tion of farming."

Gussiaas says that issues such as technology, farm efficiency and water use are on the minds of farmers and non-farmers alike. He

believes that it's important to have informed and involved growers painting an accurate picture of modern agriculture.

"We're not accomplishing the goal of engaging the general public by avoiding them," Gussiaas says. "No one hears you when you're talking to yourself in the shop. We have to stand up and tell our story because there is a lot of misinformation about agriculture."

Gussiaas says that he has learned and grown from his experiences testifying in Washington, D.C., and Bismarck. He encourages other farmers to become engaged in leadership rather than waiting for someone else to carry the load.

"I think more farmers should jump at the opportunity to get involved and to get into the political process," Gussiaas says.

### Firsthand Lesson

Gussiaas got out of the pickup and walked across the field on exposed soil that should have been covered with a green canopy of soybeans. All that remained for vegetation was an occasional soybean plant that dodged enough

of the July hailstones to survive. Across the road, a cornfield that was once tall and green had been reduced to waist-high plants that won't yield any crop.

These devastating events are the reason farmer leaders lobby for a policy that protects America's backbone. "You can't take a vertebra out of that backbone and expect it to operate the way that it should," Gussiaas says.

Among the policy many farmers support is a sound Farm Bill that includes protections such as crop insurance. The program is in place so that a catastrophic crop loss like the one Greg Gussiaas and his family endured in 2017 won't spell the end for this multi-generational farm. Gussiaas says that the family had crop insurance as well as hail insurance, which will help his family weather this devastating storm.

"I had a safety net that lets me know that we'll be able to try again next year," Gussiaas says.

*—Story and photos  
by Daniel Lemke*



**Corn stalks that were well over 6 feet tall were reduced to shredded stalks by the July storm.**

# Dear Valued Soybean Producers,

Last month at a meeting of my peers in Chicago, we discussed personal security and safety when traveling throughout the U.S. and overseas. Many people shared stressful stories about losing their passport, having possessions stolen and experiencing a crisis while overseas. Whether you are traveling for business or pleasure in the U.S. or abroad, the following tips will help keep you safe.

## Personal Safety

- Carry one or two major credit cards, not large amounts of cash.
- Notify your bank and credit-card companies about your travel plans so that they can monitor your account for suspicious activity.
- If traveling overseas, make a copy of your passport's identification page, and keep it separate from your passport.
- Travel with several passport-size photos in case your passport is lost or stolen.
- Leave your passport, money you don't need and any personal possessions locked in your hotel room safe or in a hotel safety-deposit box.
- Have an escape route. If you are walking around unfamiliar areas, take note of specific landmarks, buildings and amenities. If you feel threatened, you will know a friendly place to duck into as soon as you can to call for help or wait until the threat has passed.

## Crime Prevention

- Dress modestly and be discreet.

If you look affluent, you will be a thief's target.

- Keep your wallet in your front pocket to avoid being pickpocketed.
- Be alert in crowds: thefts commonly occur at tourist spots, shopping areas and transportation centers.
- Stay with your group and, if it becomes necessary to separate from the group, make sure that someone knows where you are going.

## Staying Connected During a Crisis

- Keep a list of your emergency contacts handy, and have a plan for communicating with family and friends in the event of a crisis.
- Telephone lines are usually affected during a crisis. Try sending a text message or using social media to let friends and family know how you are doing.
- If you are concerned that your loved ones were affected by a crisis, try sending them a text message or check their social media accounts for postings. Try to touch base with their travel companions or other close friends.

## Health

- Carry ample supplies of pain relievers, antacids, diarrhea and motion-sickness remedies, antibiotic cream, gauze bandages, sunscreen, insect repellent, water purification tablets (if traveling overseas) and prescription medications.

- When traveling overseas, keep your prescription medications in their original containers. You could be detained during a custom's search and questioned about the medicine.
- If, while traveling overseas, you have a serious health problem or accident, contact the nearest U.S. Consulate
- Make sure that your personal medical insurance covers your travel, both domestically and internationally. Consider purchasing additional travel insurance to ensure that you are covered.

## Computer/Cell Phone Security

- Remove unnecessary sensitive data; remove saved passwords; password protect using strong passwords; back-up important data and disable remote connectivity (e.g., Wi-Fi and Bluetooth).
- Avoid using kiosk computers or public workstations, such as internet cafes.
- Avoid using any network that requires you to download software for access.
- Routinely run checks for viruses and other malicious software during your trip.

Check the [travel.state.gov](http://travel.state.gov) website for more travel tips. Being informed and following good common-sense rules for safe travel will ensure that you have an enjoyable and stress-free experience.



**Diana Beitelspacher,**  
Chief Executive Officer  
North Dakota  
Soybean Council

**Email:**  
[dbeitelspacher@ndsoybean.org](mailto:dbeitelspacher@ndsoybean.org)

**Phone:**  
1-888-469-6409



# NDSC Seeks Leaders to Represent North Dakota Soybean Farmers

In early 2018, the North Dakota Soybean Council (NDSC) will be seeking four soybean farmers to serve on the NDSC Board of Directors. They will represent fellow soybean farmers and the industry.

## How Do the Elections Work?

The process is conducted with a mail ballot. Soybean farmers who reside in counties that are up for election in 2018 will receive instructions regarding the NDSC's election process via mail after January 1.

## Roles and Responsibilities of the NDSC County Representatives

- Representatives serve as a liaison between county soybean farmers and the NDSC Board of Directors.
- If possible, the representatives attend educational and leadership opportunities that are held in their county and sponsored by NDSC.

## Roles and Responsibilities of the NDSC District Representatives

- Elected county representatives in Districts 3 and 11 move on to a district election where a district representative is elected to serve on the NDSC Board of Directors. Cass and Stutsman counties elected representatives automatically serve on the NDSC board of directors.
- The NDSC board members' responsibilities include, but are not limited to,
  - Attending at least four board meetings a year (held in Fargo).
  - If assigned to participate on a board committee, attending all scheduled committee meetings.
  - If appointed by the board to represent the NDSC on outside boards or committees, attending all scheduled meetings at the

NDSC's expense.

- Attending/participating in educational and leadership opportunities sponsored by the NDSC.

## Areas of Focus for the Soybean Industry

As an elected representative for the NDSC, you will help guide the North Dakota soybean industry in the areas of domestic and international marketing, research, transportation, producer education, communications and consumer awareness.

If you have questions regarding the election process, please feel to contact the NDSC office:

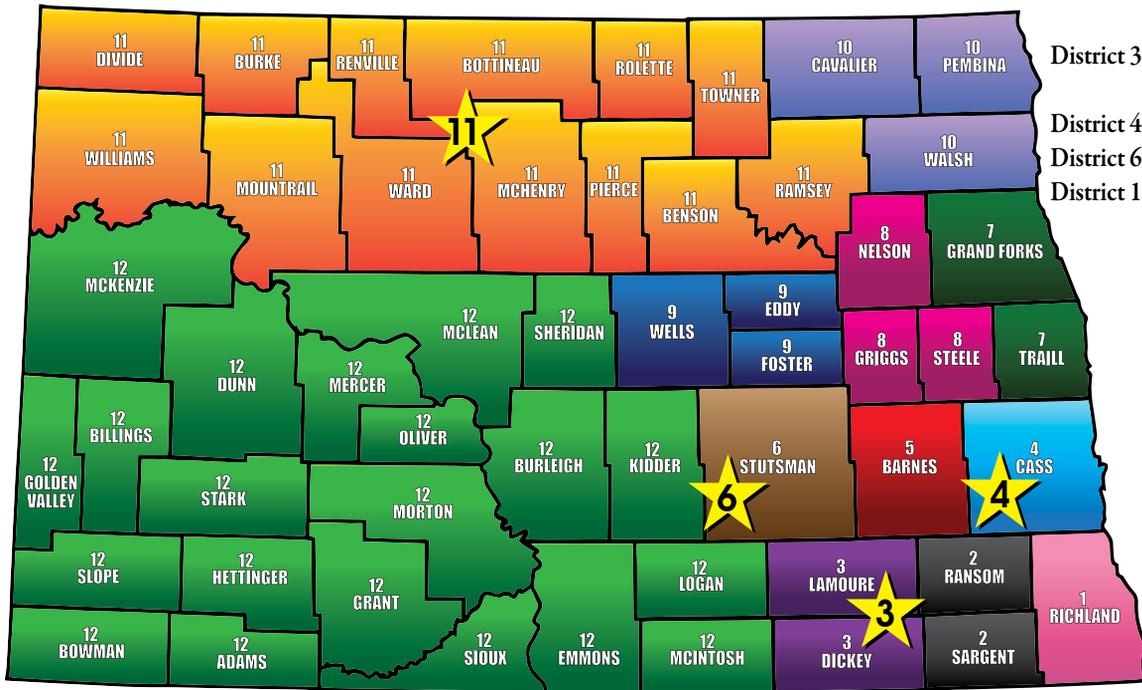
Call: (701) 239-7194

Email: [dbeitelspacher@ndssoybean.org](mailto:dbeitelspacher@ndssoybean.org)

—Story by staff

## Elections will be held for the following districts in 2018:

Districts with a star will have elections in 2018.



- District 3: LaMoure and Dickey Counties
- District 4: Cass County
- District 6: Stutsman County
- District 11: Benson, Bottineau, Burke, Divide, McHenry, Mountrail, Pierce, Ramsey, Renville, Rolette, Towner, Ward and Williams Counties

# STC Looks North of the Border to Ship Soybeans

**W**hen it comes to exports, farmers don't want to put all their soybeans in one—or even a few—baskets.

Soy Transportation Coalition (STC) leaders traveled to the Canadian Pacific Northwest the week of August 7, 2017, to learn if ports in Vancouver and Prince Rupert are viable options to ship U.S. soybeans. The learning journey was held in conjunction with the group's summer board meeting.

STC Executive Director Mike Steenhoek said that diversified shipping is always good to increase competition; reliability; and, ultimately, farmer revenue.

"I (and STC leadership) believe in the cardinal rule of don't put all your eggs in one basket," says Steenhoek. "You always explore opportunities to diversify the supply chain. Not only multiple modes of transportation and locations in the United States,

but other countries including our neighbors to the north."

For North Dakota soybean producers, the ports of the Pacific Northwest (PNW) are key to delivering soybeans to global markets. In the past marketing year, 66% of North Dakota soybeans were exported around the world via those PNW ports. Access to the PNW ports gives U.S. soybeans a major transportation advantage over South American beans because we are the closest supplier to the Asian customers. It takes 30 days for soybeans to arrive in China when they are sent from the Gulf of Mexico and Brazil, the United States' chief competitor. When shipped from the PNW ports, the shipping time is around 20 days to reach Asian ports.

It only takes 10 days for a cargo ship to reach China from the Port of Vancouver; the trip takes eight days from Prince Rupert. "It is in the benefit of all North Dakota soybean producers to look at the opportunities available for efficiently moving our soybeans to markets around the world," says North Dakota Soybean Council (NDSC) Director of Market Development Stephanie Sinner.

STC members toured ports as well as the Canadian National and Canadian Pacific rail facilities in Vancouver. Canadian transportation experts talked about opportunities and challenges for accommodating bulk U.S. soybean shipments.

The ports of Vancouver and Prince Rupert have the grain-storage capacity for 900,000 metric tons and 210,000 metric tons, respectively, with eight licensed grain-handling terminals. Each terminal can load Panamax-size ships or larger. A new grain terminal with 48 silos is under construction in Vancouver and will add several million metric tons of capacity. Port Rupert, a more remote facility, has plenty of room to expand and is already working steadily towards handling increased amounts of agriculture products, especially looking for more soybeans bounds for Asian markets. Port Rupert is the deepest

natural harbor in North America and is well-suited, without maintenance such as dredging, to handle the largest ships in circulation.

Canadian National Railway serves both ports while Canadian Pacific only goes to the Port of Vancouver. The railroads provide different options to deliver unit trains full of soybeans from the U.S. to Canadian ports, officials said. A different track is used compared to the lines that serve California and Pacific Northwest export terminals.

Both railroads have extensive track in the U.S. and serve hundreds of grain elevators in the Midwest.

In 2015-16, three million metric tons of soybeans were exported via licensed elevators in Canada, most via containers, said Tim Timmer, regional manager of the Canadian Grain Commission. The challenge of increasing U.S. soy exports from Canadian ports is convincing the grain companies with export terminals to do so instead of only handling Canadian grain.

Jarad Farmer, a grain executive with Canadian Pacific, believes that's starting to occur. He projects that more U.S. soy will move through Canadian ports to Asia and the Pacific Rim.

Canadian Pacific hauls about 15,000 to 20,000 rail hoppers full of soybeans a year, Farmer said. The vast majority of those soybeans go to export terminals on the West Coast.

"I think the border is going away," says Farmer, referring to more U.S. soy potentially heading north. "Once the new elevator at the (Vancouver) port is done, it will change the way everyone thinks.

"Canada is definitely growing as far as exporting soybeans," Farmer continued. "We would love to



**Robb Ewoltdt, left, Iowa Soybean Association; NDSC Chairman Joe Morken of Casselton, center; and Mike Steenhoek, the STC executive director, discuss the viability of exporting U.S. soybeans from Canadian ports.**



Funded by the North Dakota soybean checkoff.

move more from the U.S.”

Joe Morken, chairman of NDSC and a director of the STC Board, would like that, too. The Casselton, North Dakota, farmer said that having more options to meet customer demand benefits all U.S. soybean producers. “It’s an extension of our competitive advantage,” says Morken.

As these Canadian ports ramp up their capacities, it is important that North Dakota keep them

in mind as an option in the near future for moving soybeans to our largest customers. Buyers of U.S. soy rely on us to be a consistent, timely supplier of high quality soybeans and exploring options that help us fulfill those expectations are worth exploring.

—Story by staff and Matt Wilde,  
photos by Matt Wilde,  
Iowa Soybean Association



Farmer leaders visit Prince Rupert port in British Columbia, Canada.

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# Tips From the 2017 Soil-Health Café Talks

(PART 2)

## In the June issue, some of the discussions from the Soil Health Café Talks related to soil health, cover

crops and climate/NDAWN were summarized. The Soil Health Café Talks have been a staple of the SHARE Farm outreach program since January 2014. These commodity-funded, informal discussion groups meet at the same time and place every other week in January and February. The café talks have been held in Cass, Grand Forks, Lamoure, Nelson, Ransom, Richland, Sargent and Traill Counties. A colleague from North Dakota State University (NDSU) joins me each time, and we cover topics that include fertility, livestock, economics, climate, plant disease and weed management. Farming is a system, so we approach it that way by talking about practices as a whole.

In Part 2 of the discussion summary, tips from Dave Franzen (Soil Fertility), Miranda Meehan (Livestock) and Mary Berg (Manure/Compost Management) are shared. One overall thought about the café

talks comes from Dave Franzen and is a reflection about how the specialists who join the café-talk discussions feel. Specialists appreciate all the questions that point to things that are not known, or to things that hadn't been thought of previously. It's a great exchange of ideas. Because we can share some of what is learned and can obtain some excellent ideas to test in the future. Keep that in mind if you are able to join us at the 2018 café talks.

### Soil Fertility

Dave Franzen led some great discussions about his online nitrogen calculators. The first point that Franzen made during each discussion was that his recommendations are not yield-goal based. Similar nitrogen (N) application rates are required for a low crop-yielding environment and a high crop-yield environment. This is the result of N mineralization rates in the soil and the crop's N uptake efficiency due

to the same conditions that result in high or low yields. For example, low N mineralization rates and N uptake efficiency in low-yielding environments as well as high N mineralization rates and highly efficient N uptake in high-yielding environments. A 50-lb N credit/savings is also granted for corn in long-term no-till soils under a diverse rotation based on comparing N rate studies for conventional till vs. long-term no-till field sites. The cost reduction is \$15-30 per acre, depending on the farmer's N fertilizer prices, and is a benefit for improving groundwater quality.

Our advice: Visit Franzen's webpage (You can get there by searching "Dave Franzen NDSU") to become familiar with and to use the online calculators. You'll also pick up some other tips regarding soil fertility while you're on the webpage.

### Livestock

Some discussions that stand out

for Meehan surrounded the importance of developing a plan for ALL aspects of the soil-health system. Integrating livestock can be a real tool to improve a system's efficiency by making nutrients available and providing residue management. Grazing on cover crops can reduce livestock feeding costs. Developing the infrastructure for livestock can be a challenge for farms that don't have this in place already, but agreements can be made for grazing partnerships. Meehan and Kevin Sedivec have an extension circular about this topic, "Determining Pasture Rental Rates (R1823)," that could help when developing agreements.

Our advice: Plan carefully, and talk with people who have used livestock in their soil-health systems. There are resources available through the NDSU Extension Publications webpage. (To get there quickly, search "NDSU Extension Publication Livestock Cover Crop.") There are also livestock sections in two new publications produced by NDSU Soil Health ("Building Soil Health" and "Incorporating Cover Crops") that can be found on NDSU's Soil Health



Manure can supply many nutrients to crops and builds soil fertility and quality.



webpage ([nds.u.edu/soilhealth](http://nds.u.edu/soilhealth)). You can also obtain livestock information by following Meehan on Twitter (@NDSU\_eX\_Steward).

### Manure/Compost Management

Berg joined us at the Milnor and Jamestown café talks. What stood out to her was the importance of collaboration among crop and livestock producers so that manure and compost are used effectively. How do producers connect; who is responsible for what; and who

benefits? These questions all need to be asked. The NDSU Carrington Research Extension Center has a large program on compost and manure. Providing information about how to compost effectively and evaluating the effects of composted manure on soil properties and crop yields. Much of this information is released through a newsletter called Center Points. You can check it out by searching “NDSU CREC Center Points,” or you can email Berg ([mary.berg@nds.u.edu](mailto:mary.berg@nds.u.edu)) to get on the listserv and have it sent to you.

Our advice: Sign up for Center Points, and check out one of the many programs that the NDSU Carrington Research Extension Center offers about compost and manure. Hearing the information directly from specialists is a huge benefit!

I am working on the schedule for the 2018 café talks; they are likely to be held in LaMoure, Nelson, Ransom and Stutsman Counties

in January and February. Join us as we continue to kick around ideas about soil health and other related topics. It’s a great opportunity to get to know each other better! For more information, visit the NDSU Soil Health Webpage ([nds.u.edu/soilhealth](http://nds.u.edu/soilhealth)), or follow me on Twitter (@NDSUsoilhealth).

—Story and photos by  
Abbey Wick, NDSU Extension  
Soil Health Specialist

## North Dakota Soybean Council Sponsors Professional Development Tour to Nebraska

There was a time when an agriculturalist would investigate innovative technologies or new weed-control challenges firsthand. You know the adage: seeing is believing. However, the internet and social media have changed the way agriculturalists solve production challenges. Today, it’s convenient to read online content or to surf various blogs, tweets or Facebook posts in order to obtain all the answers.

North Dakota State University

(NDSU) Extension elected to go “old-school” when confronted with the challenge to learn how wind-tunnel data are incorporated into pesticide approvals and labels and to learn, firsthand, how Palmer amaranth has changed weed-control strategies for corn and soybeans in Nebraska. A grant from the North Dakota Soybean Council (NDSC) enabled a group of Extension agents, allied industry, farmers, NDSC board members and media

to get on a bus at Jamestown, North Dakota, and to travel roughly 500 miles south to the University of Nebraska’s West Central Research and Extension Center at North Platte to find out.

The Environmental Protection Agency (EPA) developed a policy to reduce pesticide drift in 2016. The policy requires labeling all pesticides with instructions aimed at reducing particle drift, including the allowable particle sizes at which the pesticides can be applied as well as guidelines about buffer zones to keep the drift within the target area. To comply, pesticide and adjuvant manufacturers conduct research in order to determine the products’ potential for generating or mitigating drift when considering application speed, spray pressure, nozzle selection, pesticide, pesticide-mixture, adjuvant and wind speed.

The University of Nebraska researchers are contributing to the EPA’s policy by simulating pesticide application using a machine called a wind tunnel which is located in a former hog-confinement building at the North Platte, Nebraska,

station. Think of the wind tunnel as a rectangular-shaped tube with an enormous fan at one end to simulate a June day in North Dakota. The tunnel is outfitted with a laser-detection system and a high-speed camera to evaluate spray-pattern droplet sizes and dynamics. The University of Nebraska is one of only two public institutions with such a facility in the United States; the other one is located at Texas A&M University.

The second objective was to learn about Palmer amaranth, a weed that is creating production challenges in states as close as Iowa, Minnesota and South Dakota. The group investigated Palmer amaranth control in corn and soybeans to learn how this fast-growing weed has changed crop-production practices.

Palmer amaranth became an important crop-production challenge in southeast Nebraska in 2013 and 2014, and has quickly become the most prolific weed in the area’s crop production. It is not uncommon to use multiple soil-residual

—Continued on page 24



NDSC Director Matt Danuser, Marion, with Palmer amaranth weed.



# North Dakota Livestock Alliance Hires Executive Director

In September, the North Dakota Livestock Alliance (NDLA) named Amber Boeshans as its executive

director.

“NDLA is very excited to have Amber on board as our executive director,” says Chairman Craig Jarolimek. “The agriculture industry continues to be a driving force in North Dakota, and we are fortunate to have an experienced livestock professional to help grow farms and ranches in a responsible and successful manner.”

Boeshans comes to NDLA with over 11 years of experience in the livestock industry. Prior to NDLA, Boeshans was the livestock development specialist at the North Dakota Department of Agriculture (NDDA). At NDDA, Boeshans helped livestock and dairy producers to explore different practices and systems in order to add value to

their bottom line. She also provided technical support, research and contact information to commodity groups, individual producers, processors and producer cooperatives in order to enhance the profitability of the livestock and dairy industries. Boeshans also has experience as a herd manager and dairy-insurance specialist. A Bismarck native, Boeshans holds a bachelor’s of science degree in animal and range science, with a production emphasis, from North Dakota State University.

“I am thrilled to be brought on as the executive director of the ND Livestock Alliance,” says Boeshans. “This is an incredible group of people and organizations that have joined together to support and expand ND’s animal ag industries.

It is of the utmost importance that our communities and neighbors understand the truth about modern animal ag practices, along with understanding our dedication to protecting our environment and producing safe and nutritious food. North Dakota has unprecedented opportunities to responsibly expand our animal ag industries, and I am honored to join the effort.”

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.

—Story by staff, photos courtesy of Wanbaugh Studios and Amber Boeshans



Amber Boeshans



# U.S. Soybean Export Council Report

## North Dakota Farmer Participates in 6th Bulk Forum in Colombia

American Soybean Association (ASA) Director Ed Erickson, Jr. of Milnor was part of a U.S. Soy delegation that traveled to Colombia to take part in the FORO GRANELES (6th Bulk Forum) in Cali, Colombia, on July 26 and 27. The forum is organized every two years by ANDI, the Colombian Feed Chamber; this year, the forum was preceded by a one-day visit to Buenaventura Port for soybean and corn growers to see all the logistics that their oilseeds and grains go through in Colombia.

ASA Director Don Lutz and United Soybean Board (USB) Directors Keith Tapp and Jim Willers rounded out the team of grower leaders who took part in this mission, which focused on working through regulatory and market issues in the Americas region.

At Buenaventura, the team witnessed the unloading of wheat with very modernized equipment.

At the forum, the farmers heard about how the human- and animal-utilization sectors are working

to provide a mix of animal and protein sources for feeding programs. Infrastructure is Colombia's biggest challenge. Storage is also an issue, but it has improved over the past few years; the ports are working to improve conditions in order to accommodate trade.

As Columbia's economy increases, diets will improve to include more meat and to utilize more soy. While imports of U.S. soy products have scaled up since the free-trade agreement between the U.S. and Colombia, U.S. grains face continued competition in the region.

## North Dakota Hosts Southeast Asia Trade Team

A team of food-grade soybean buyers from southeast Asia visited North Dakota in the first part of August, prior to taking part in the 5th Annual U.S. Soy Global Trade Exchange. The delegation consisted of 11 representatives from soy-food processor companies in Indonesia, Singapore, Thailand, and Vietnam. Their mission to the U.S. began in Fargo where the group visited Healthy Foods, Inc.; the North Dakota Soybean Council and the Northern Crops Institute (NCI).

At the NCI, the team heard a presentation from Dr. Zach Liu on "The Importance of Soy Material for Making Soy Foods and Ingredients," followed by a visit to NCI's labs and a hands-on demonstration of tofu and soymilk production.

At the North Dakota Soybean Council (NDSC), Kendall Nichols, director of research, gave a general overview of the NDSC, discussing its mission and its governance by farmer-leaders, and explaining how the checkoff works. He also provided information about the state's harvest data and export stats, telling the visitors that 66 percent of the soybeans harvested in North Dakota are exported globally via the Pacific Northwest.

"It only takes a North Dakota soybean between 16 and 18 days to make it to southeast Asia from the Pacific Northwest," Nichols says. "North Dakota is the West Coast of soybeans."

Over the next three days, mission participants continued to meet with U.S. producers and suppliers, taking crop and facility tours in Minnesota and Wisconsin. The team learned how U.S. soybeans are farmed, grown, stored and

processed to be ready for utilization in food processing.

"Our delegates appreciated the networking with U.S. farmers and suppliers, and understanding the quality process of U.S. soybean processing—breeding to harvesting and export," says Yaowaluck Boonsong, the U.S. Soybean Export Council (USSEC) marketing executive from Thailand, one of the four USSEC staff members who accompanied the group.

The team's last stop, the U.S. Soy Global Trade Exchange in Omaha, Nebraska, provided participants with information and knowledge about the current global-market situation's challenges and opportunities as well as providing the chance to network and build relationships.

Participants reported that the mission was beneficial for their business and added value to their trading activities.

The North Dakota Soybean Council partners with the USSEC on timely and topical projects, such as the 2017 Asia Grain Transportation Conference, that help to enhance market access for state-produced soy and soy products.

—Story and photos courtesy of U.S. Soybean Export Council



United States soybean farmer leaders, including Ed Erickson, Jr., far right, visit with Columbian customers.



The team visited and listened to a presentation from Kendall Nichols, director of research, about the North Dakota Soybean Council.

# Building a **FARM BILL**

The largest piece of legislation that affects North Dakota farmers is the Farm Bill. The five-year bill is

a far-reaching measure that touches nearly every aspect of agriculture in ways that many farmers aren't even aware.

The Farm Bill is a multi-year law, passed by Congress that governs a wide array of agriculture, conservation and food programs. Titles in the most recent Farm Bill encompassed farm-commodity price and income supports, conservation, farm credit, trade, agricultural research, rural development, bioenergy, foreign food aid and domestic nutrition assistance. Because it is renewed every four or five years, the Farm Bill provides lawmakers with the opportunity to comprehensively address agricultural and food issues. Renewing the legislation also gives farm groups the chance to push for necessary changes.

The most recent Farm Bill,

called the Agricultural Act of 2014, expires in 2018. Provisions in the 2014 bill reshaped the structure of farm-commodity support, expanded crop-insurance coverage, consolidated conservation programs, reauthorized and revised nutrition assistance, and extended the authority to appropriate funds for many U.S. Department of Agriculture (USDA) programs.

## Farmer Input

For months, work has been underway to gather input to craft the 2018 Farm Bill. Because it's a comprehensive measure, grower leaders like Ed Erickson, Jr. of Milnor, North Dakota, know it's important that farmers are actively involved in forming the next bill's content.

"We need a lot more farmers to get involved," Erickson says. "I wish I would have gotten involved sooner. Most of us don't realize all

that is going on in Washington, D.C., that will have an impact on us as farmers."

Erickson serves as a director for the American Soybean Association (ASA). ASA lobbies on behalf of the nation's soybean farmers. Those efforts include working with lawmakers to craft a 2018 bill that can gain bipartisan support.

"We are most interested in getting a bill that works for farmers," Erickson says.

## What's in a Farm Bill?

When the 2014 Farm Bill was enacted, the Congressional Budget Office (CBO) estimated that the total cost of mandatory programs would be approximately \$489 billion over five years. Four of the bill's twelve titles accounted for 99 percent, or more than \$483 billion, of the anticipated mandatory program outlays: nutrition,

crop insurance, conservation and farm-commodity support.

The nutrition title, which includes the Supplemental Nutrition Assistance Program (SNAP), comprises 80 percent of the total cost. Crop insurance represents 8 percent of the total; conservation programs are about 6 percent of the budget; and commodity programs account for 5 percent.

## Nutrition Title

Every farm bill passed since 1974 has included a nutrition title along with farm programs and other agricultural priorities, such as conservation, research and trade. Even though nutrition programs, particularly the Supplemental Nutrition Assistance Program (SNAP), account for about 80 percent of the Farm Bill's cost, soybean-industry leaders say that it would be impossible to pass an agriculture-only bill that merely has support from the Congressional members who represent rural districts.

ASA officials say that, of the 435 Congressional districts across the U.S., only 26 have rural populations that exceed 50 percent. A mere 83 districts have 25 percent or greater rural population.

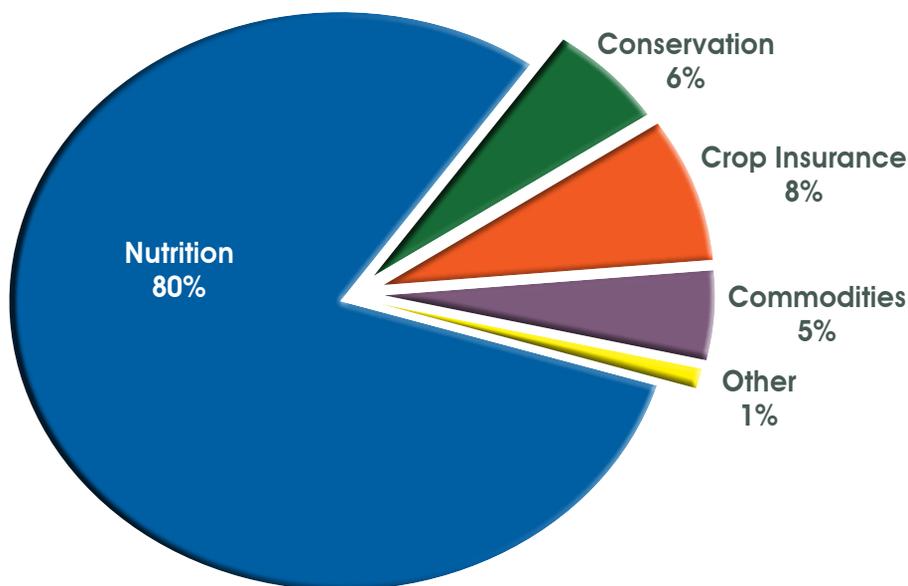
Because the Farm Bill benefits both food producers and consumers, soybean leaders say that it's appropriate for farmers to support keeping the nutrition and farm programs together.

"We have to keep SNAP in there because it would be very hard to get a farm bill through Congress without it included," Erickson says.

## Commodity Programs

Commodity programs provide income support for farmers during periods of low crop prices and farm income. Unlike other businesses, farmers can't cut back on production when prices fall. Instead, they try to maximize acreage and yields in order to reduce the per-unit cost. When prices fall below their break-even point, farmers

## Projected outlays under the 2014 Farm Act, 2014-2018



Source: USDA Economic Research Service using data from Congressional Budget Office, Cost estimates for the Agricultural Act of 2014, January, 2104.



**NDSGA President Craig Olson addressed members of Congress in August at a Farm Bill listening session during Farmfest near Redwood Falls, Minnesota.**

only lose more money. This unique situation is why the government provides an income safety net for farmers. Without those price supports, in a period of low prices, farmers would have no alternative to going out of business.

The term “safety net” refers to the counter-cyclical function of most farm programs that provide more support when farm prices fall and less when they rise. Programs that always provide support are criticized when farm prices remain high for several years, which occurred when farm prices were higher than average from 2009 to 2012. As a result, Congress eliminated direct payments that were made to farmers every year regardless of price levels. Congress replaced the Direct Payments with the counter-cyclical Price Loss Coverage (PLC) and Agricultural Risk Coverage (ARC) programs that only provide payments when prices or revenue fall below established levels.

Erickson says that the ARC and PLC programs are working, but tweaks should be considered. Currently, farmers have to sign up for one program or the other and are committed to that program for the Farm Bill’s life. Because circumstances change over time, farmers

can be negatively affected if the program they chose doesn’t turn out to be the best option. Erickson proposes that farmers should be able to select the program in which they want to participate each year.

### **Crop Insurance**

Most farmers consider crop insurance to be the most important part of the farm’s safety net. In return for partial payment of the insurance premium, farmers receive coverage against substantial losses due to weather-related low yields based on their previous income.

North Dakota Soybean Growers Association (NDSGA) President Craig Olson says that crop-insurance protection is especially important for farmers.

“What I hear most from farmers is that they are concerned about keeping crop insurance,” Olson says. “Crop insurance needs to be defended so that, in a disaster, farms will be protected and farmers can stay in business.”

### **Research**

ASA officials say that every major agriculture-producing and exporting country provides more support for agricultural research than the U.S., based on the value of farm production. Research is critical to the future competitiveness of U.S. farmers in a global market-

place. However, U.S. support for ag research has declined relative to other countries because Congressional appropriators have regularly diverted funding provided by the agriculture committees for research to other programs.

Farm organizations such as the ASA and the NDSGA recognize the importance and the need to fund public ag research.

“Research is one of those areas that some don’t see as having as much of a return,” Olson contends. “It’s one of the titles that people don’t know about, but it’s important for agriculture.”

### **Market Development**

Export-promotion programs are one of the reasons that the U.S. exports 60 percent of its annual soybean crop. For over 50 years, ASA and now the U.S. Soybean Export Council (USSEC) have worked in less-developed countries to increase the demand for soybeans, soybean oil and soybean meal through the Foreign Market Development (FMD) program. More recently, the Market Access Program (MAP) has augmented these efforts in countries with more developed consumer markets.

Soybean-industry leaders say that cooperation between the USDA’s Foreign Agricultural

Service and the ASA has driven U.S. soybean production up by 50 percent in the last 25 years: from 59.3 million acres in 1992 to 89.5 million acres in 2017.

For farmers in North Dakota, where 70 percent of the annual production is exported, the FMD and MAP programs are particularly important.

“Every dollar invested in these marketing programs provides a very good return,” Olson says. “A lot of farmers don’t realize the value of programs like MAP and FMD. The checkoff is a very important tool for marketing, but these programs are also extremely vital.”

### **Conservation**

The conservation title encourages environmental stewardship and improved management practices. It authorizes programs that focus on working lands, such as the Environmental Quality Incentives Program (EQIP) and the Conservation Stewardship Program (CSP), as well as land retirement programs such as the Conservation Reserve Program (CRP).

Some aspects of the conservation title in the Farm Bill are challenging for North Dakota farmers.

“Wetland determinations and conservation programs are established under the Farm bill,” Olson says. “We still have wetland issues here in North Dakota that can be improved in the next Farm Bill.”

### **Planning for 2018**

Although the 2014 Farm Bill remains in effect, across the country, discussions and hearings are being held on a new 2018 version. A public hearing was held in southwestern Minnesota at Farmfest; that event involved numerous members of the House Agriculture Committee, including Chair Rep. Mike Conaway of Texas and North Dakota Rep. Kevin Cramer. Olson was at the

—Continued on page 18

—Continued from page 17

packed event and made comments to the committee about what is important to North Dakota soybean farmers in the next bill.

Many farmer leaders believe that the 2018 Farm Bill should maintain and improve measures in the

2014 version rather than seeking wholesale changes. Olson would like to see the current bill maintained with some program tweaks.

“We need to stand our ground and make sure that the 2018 bill doesn’t make things worse for farmers,” Olson says.

Olson and Erickson agree that

farmer input is necessary while the debate is occurring and while the new Farm Bill is being crafted. Farmers are encouraged to contact their legislators and to let lawmakers know what they want in the bill. While most farmers would prefer to focus on their farms, what’s in the next Farm Bill will

impact their operations.

“Farmers just want to be able to make a living,” Erickson says. “We need to have programs in place to help farmers survive, so they can ensure domestic and global food security.”

—Story and photo by Daniel Lemke

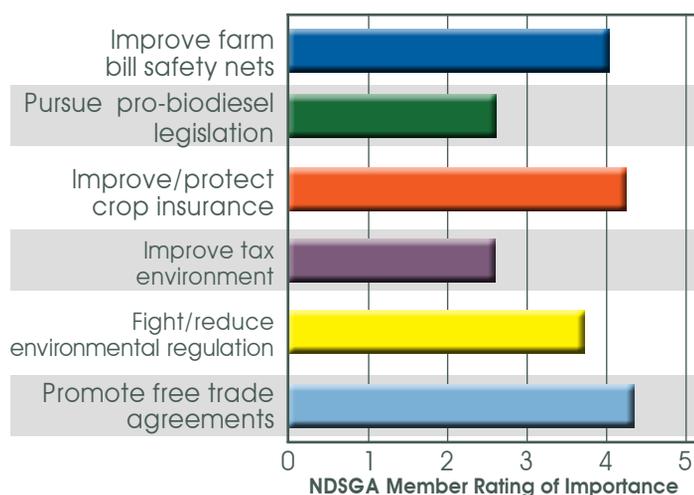
# Farmers Voice Concerns

## NDSGA SURVEY REVEALS TOP FARMER ISSUES

As a member-driven organization, the North Dakota Soybean Growers Association (NDSGA) exists to represent the state’s soybean farmers. NDSGA members attending the 2017 Northern Soybean Expo or Big Iron 2017 were asked to fill out a brief survey identifying their individual concerns. Some of the questions related to the 2018 Farm Bill. Responses will help NDSGA directors set priorities and represent North Dakota soybean farmer concerns in Bismarck and Washington while the next Farm Bill is being crafted.

Although the Farm Bill has far-reaching impact on many aspects of food and agriculture, survey respondents were primarily concerned with crop insurance, farm safety net programs and trade.

**From a legislative or policy perspective, how do you feel NDSGA can best help your profitability?**



### Priorities

Participating farmers at both events identified trade as the number one priority issue for the NDSGA. That was followed closely by crop insurance preservation and Farm Bill Title One, which covers the Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs. Other key issues included biotechnology and environmental regulation.

### Protecting Profitability

Improving farm safety nets and protecting crop insurance were identified as the top issues where farmers believed NDSGA involvement could impact profitability. Promoting trade, improving the tax environment and working to reduce environmental regulations were among other top areas farm-

ers believe NDSGA could make a difference.

### Farm Bill

Farm Bill titles of most interest to farmers were crop insurance and the Title One ARC and PLC programs. Trade, research funding and programs for new and beginning farmers were also identified as key programs for North Dakota soybean farmers.

### Conservation Compliance and Crop Insurance

The 2014 Farm Bill tied crop insurance eligibility to conservation compliance. About 20 percent of respondents experienced challenges because of that structure. However, about 45 percent of responding farmers agreed or strongly agreed that they would accept more conservation requirements on their farms in return for continuing to receive federal assistance from farm program payments and assistance with crop insurance premiums.

### Crop Insurance

Farmers at both events were overwhelmingly in favor of continued government support for federal crop insurance premiums. Over 90 percent of respondents agreed or strongly agreed that government premium subsidies should continue.

### Conservation Reserve Program

The 2014 Farm Bill reduced the cap on acres enrolled in the Conservation Reserve Program (CRP) to 24 million. Nearly 60 percent of North Dakota farmers who responded would like to see increase that number, making more acres eligible for the CRP program.

### MAP and FMD

Because trade was identified as a top issue for North Dakota farmers, the 86 percent of farmers who responded at Big Iron and 67 percent of farmers at the Northern Soybean Expo spoke out in favor of increased funding for the Market Access Program and Foreign Market Development program. Both programs promote development of international agriculture markets.

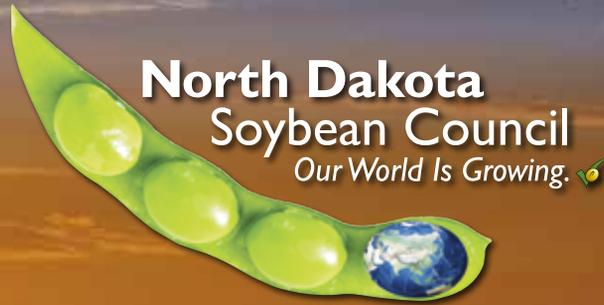
### Political Challenge

Responding farmers were also asked what political issue they felt would most impact them in the next five years, which drew a wide range of responses. Leading the way were markets, exports, the Farm Bill, fair trade and international trade. Other issues such as regulations and crop insurance were also identified.

It’s not too late to weigh in on NDSGA and Farm Bill priorities. An online survey is available at [www.ndsoygrowers.com](http://www.ndsoygrowers.com). The survey is located on the home page and can be found by simply scrolling toward the bottom of the page.

—Story by Daniel Lemke

# 2017 Annual Report



## Relentlessly Pursuing Opportunities to Benefit Producers and Consumers

Dear Valued Soybean Producers:

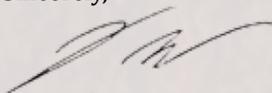
The North Dakota Soybean Council worked exceptionally hard this last year to keep the demand for soybeans and soybean products strong around the world. We also worked with soybean researchers to develop solutions for some of your greatest production challenges; to educate consumers about how their food is produced; and to provide educational opportunities for you on topics such as soybean marketing, trading and risk management, soil health and weeds, and disease and pest management. We accomplished these efforts in a spirit of collaboration with commodity-marketing experts, university researchers, CommonGround North Dakota volunteers, and our many industry partners at the state and national levels.

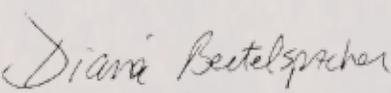
Other highlights of the year included collaborating with the state's commodity and livestock groups to help establish the North Dakota Livestock Alliance; the goal was to promote and expand the livestock industry in our state. We also teamed up with soybean organizations in Minnesota and South Dakota to form the Northern Soy Marketing, LLC in order to advance the soybean-quality system to include essential amino-acid content as another indicator of protein quality, not just crude protein. The end goal was to reduce or to eliminate the drastic discounting of northern-grown soybeans. We also developed a new, three-year strategic plan to facilitate decision making and to strategically guide soybean-checkoff investments.

This past year saw the retirement of board member and former Chairman Tyler Speich after 7 years of service, Vice Chairman Mike Appert after 5 years of service and board member Art Wosick after 9 years of service. We also welcomed three new directors: Mike Muhs from Langdon, Dan Spiekermeier from Sheldon and Daniel Mock from Braddock. We look forward to their contributions and counsel.

We thank our team of highly skilled and talented employees for their tireless efforts to serve you and our industry. We also thank the board of directors for its leadership and focus to create opportunities that ensure the industry's continued advancement and vitality. We look forward to 2018 with a sense of accomplishment and the anticipation of continued success!

Sincerely,

  
Joe Morken  
Chairman of the Board

  
Diana Beitelspacher  
Chief Executive Officer



Joe Morken  
Chairman of the Board



Diana Beitelspacher  
Chief Executive Officer

# Strategic Plan

## Mission | Vision Statement

To relentlessly pursue opportunities to invest North Dakota soybean checkoff resources to become the leading soybean supplier in the world for the benefit of producers and consumers.

## Core Values

- Demonstrate ethical practices in all actions and decisions.
- Leverage collective and individual strengths in collaboration to bring forth ideas.
- Relentless support to the industry, our constituents and each other.
- Create partnerships domestically and internationally for the benefit of producers and consumers.

## Strategic Intent

Grow North Dakota's soybean crop value to \$3.2 billion by 2020 to benefit all North Dakota soybean producers by enhancing quality and expanding production and market opportunities.

## Strategic Priorities

1. Market Development
2. Research & Development
3. Animal Agriculture
4. Culture

# Financial Report

### Balance Sheet June 30, 2017

Assets	
Cash and cash equivalents	\$ 7,322,166
Investments	3,558,300
Assessments receivable	310,366
Interest receivable	1,218
<b>Total assets</b>	<b>\$ 11,192,050</b>
Liabilities and Fund Balance	
Liabilities	
Accounts payable	\$ 687,698
Accrued payroll	55,904
Due to other Qualified State Soybean Boards	48,954
Due to the United Soybean Board	392,687
<b>Total liabilities</b>	<b>\$ 1,185,243</b>
Fund Balance	
Restricted	\$ 10,006,807
<b>Total fund balance</b>	<b>\$ 10,006,807</b>
<b>Total liabilities and fund balance</b>	<b>\$ 11,192,050</b>

### Statement of Revenues, Expenditures and Changes in Fund Balances For The Fiscal Year Ended June 30, 2017 Governmental Funds

Revenues	
Assessment revenues collected from 1st Purchasers	\$ 10,671,514
<b>Less:</b>	
Assessment revenue remitted to Qualified State Soybean Boards	(316,034)
Assessment revenue remitted to United Soybean Board	(5,306,443)
<b>Net assessment revenues</b>	<b>\$ 5,049,037</b>
Interest income	21,523
Miscellaneous revenue	86,304
Transfers from general fund	5,180
<b>Total revenues</b>	<b>\$ 5,162,044</b>
Expenditures	
<b>Program expenditures:</b>	
Marketing	\$ 1,159,951
Communications	1,101,747
Research	1,664,100
<b>Total program expenditures</b>	<b>\$ 3,925,798</b>
Administration	\$ 1,071,938
<b>Total expenditures</b>	<b>\$ 4,997,736</b>
Revenues (under) over expenditures	\$ 164,308
Fund Balance, Beginning of Year	\$ 9,842,499
<b>Fund Balance, End of Year</b>	<b>\$ 10,006,807</b>

*This audited financial statement for the fiscal year ending June 30, 2017 is provided courtesy of the Office of the State Auditor*

# Leadership

## North Dakota Soybean Council Board of Directors



Joe Morken  
Chairman  
Casselton, District 4



Troy Uglen  
Vice Chairman  
Northwood, District 7



Matt Gast  
Secretary  
Valley City, District 5



Austin Langley  
Treasurer  
Warwick, District 9



Mike Langseth  
Barney, District 1



Dan Spiekermeier  
Sheldon, District 2



Matt Danuser  
Marion, District 3



Levi Taylor  
Ypsilanti, District 6



Perry Ostmo  
Sharon, District 8



Mike Muhs  
Langdon, District 10



Derik Pulvermacher  
Crosby, District 11



Daniel Mock  
Braddock, District 12

## North Dakota United Soybean Board Representatives



Jared Hagert  
Emerado



Jay Myers  
Colfax



Darren Kadlec  
Pisek

# 2017 Annual Report

## North Dakota Soybean Council Employees



Diana Beitelspacher  
Chief Executive  
Officer



Molly Fern  
Director of Finance



Kendall Nichols  
Director of Research



Stephanie Sinner  
Director of Market  
Development



Kathy Wiltse  
Administrative  
Assistant

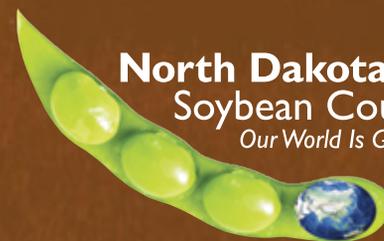
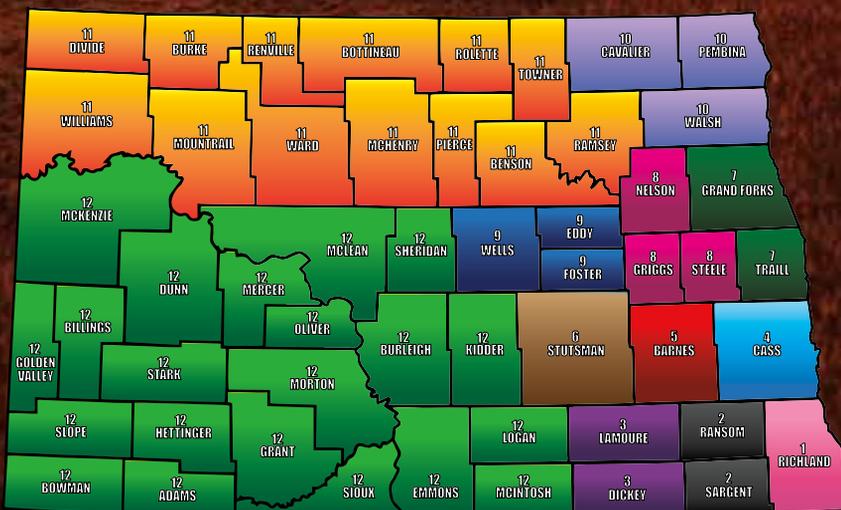


Suzanne Wolf  
Communications  
Director

## North Dakota Soybean Council County Representatives

Matt Gast..... Barnes	Andrew Haugen..... Griggs	Carl Jensen ..... Nelson
Randy Benson ..... Benson	Daniel Mock..... Kidder	David Porsborg..... Oliver
Matt Peterson..... Bottineau	Matt Danuser..... LaMoure	Alexander Cull..... Pembina
Joe Morken..... Cass	Rusty Schultz..... Logan	Mike Heidlebaugh..... Pierce
Michael Muhs ..... Cavalier	Keith Reinowski ..... McHenry	Mike Langseth..... Richland
Derik Pulvermacher ..... Divide	Allan Rohrich ..... McIntosh	Perry Ostmo..... Steele
Austin Langley ..... Eddy	Cameron Wahlstrom... McKenzie	Levi Taylor..... Stutsman
Nathan Leier ..... Emmons	Andrew Majeres ..... McLean	Cameron Bina..... Walsh
Darwin Topp..... Foster	Bryan Aaland..... Mercer	Roger Neshem..... Ward
Troy Uglem..... Grand Forks	Spence Koenig..... Morton	Chad Reimche..... Wells
Terry Nagel..... Grant	Aaron Skarsgard ..... Mountrail	

## North Dakota Soybean Council District Map



North Dakota  
Soybean Council  
*Our World Is Growing.*

1555 43<sup>rd</sup> Street S. • Suite 103  
Fargo, ND 58103  
(701) 239-7194 • [ndsoybean.org](http://ndsoybean.org)



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[/ndsoybean](https://www.instagram.com/ndsoybean)



[/NDsoybeanCouncil](https://www.youtube.com/NDsoybeanCouncil)

# What's in a Title?

The 2014 Farm Bill contains 12 titles. Here's what they cover.

**Title I, Commodity Programs:** Provides farm payments when crop prices or revenues decline for major commodity crops, including wheat, corn, soybeans, peanuts and rice. It includes disaster programs to help livestock and tree-fruit producers manage production losses due to natural disasters. Other support includes margin insurance for dairy, marketing quotas, minimum-price guarantees and sugar import barriers.

**Title II, Conservation:** Encourages environmental stewardship and improved management practices. Working lands programs include the Environmental Quality Incentives Program (EQIP) and the Conservation Stewardship Program (CSP). Land retirement programs include the Conservation Reserve Program (CRP).

Other aid is provided under the Agricultural Conservation Easement Program (ACEP) and the Regional Conservation Partnership Program (RCPP).

**Title III, Trade:** Provides support for U.S. agriculture-export programs and international food-assistance programs. Major programs include the Foreign Market Development (FMD) program; the Market Access Program (MAP); and the primary U.S. food aid program, Food for Peace, which provides emergency and nonemergency food aid.

**Title IV, Nutrition:** Provides nutrition assistance for low-income households through the Supplemental Nutrition Assistance Program (SNAP, formerly known as food stamps), The Emergency Food Assistance Program (TEFAP) and other programs. Also supports the distribution of foods in schools.

**Title V, Credit:** Offers direct government loans to farmers and ranchers, and guarantees loans from commercial lenders.

**Title VI, Rural Development:** Supports rural business and community-development programs. Establishes planning, feasibility assessments and coordination with other local, state and federal programs. Programs include grants and loans for infrastructure, economic development, broadband and telecommunications.

**Title VII, Research, Extension and Related Matters:** Provides support for a wide range of agricultural research and extension programs that expand academic knowledge about agriculture and food and that help farmers and ranchers become more efficient, innovative and productive.

**Title VIII, Forestry:** Supports the forestry-management programs run by the USDA's Forest Service.

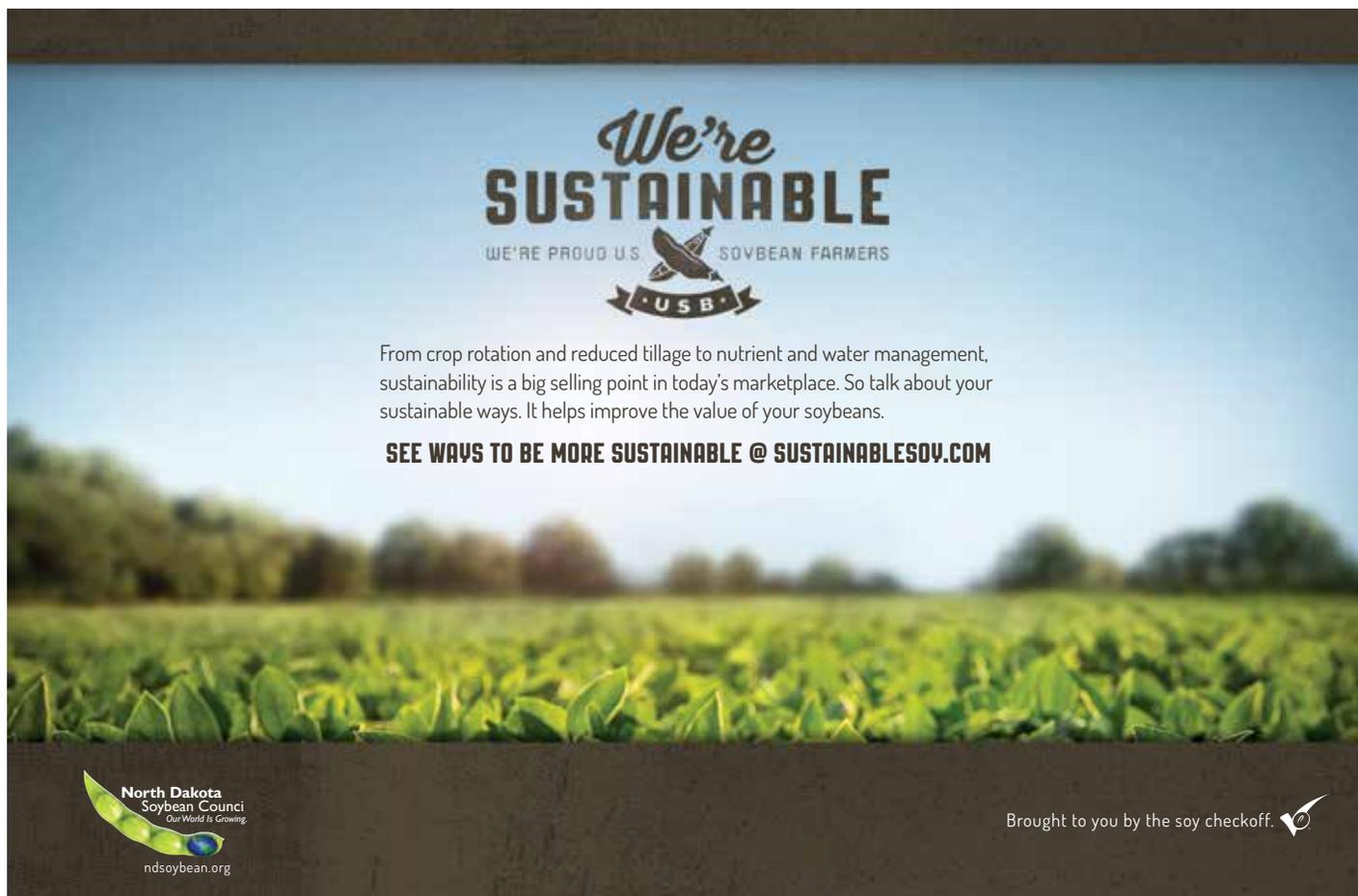
**Title IX, Energy:** Encourages the development of farm and community

renewable-energy systems through grants, loan guarantees and feedstock procurement initiatives. Provisions cover the production, marketing and processing of biofuels and biofuel feedstocks as well as research, education and demonstration programs.

**Title X, Horticulture:** Supports specialty crops: fruits, vegetables, tree nuts, floriculture and ornamental products. It provides assistance to support certified organic agricultural production.

**Title XI, Crop Insurance:** Enhances the permanently authorized federal crop-insurance program. New plans provided in the 2014 Farm Bill include Stacked Income Protection (STAX) for cotton and a Supplemental Coverage Option (SCO) for other crops.

**Title XII, Miscellaneous:** Covers diverse programs, including livestock and poultry production as well as limited-resource and socially disadvantaged farmers.



**We're SUSTAINABLE**  
WE'RE PROUD U.S. SOYBEAN FARMERS  
USB

From crop rotation and reduced tillage to nutrient and water management, sustainability is a big selling point in today's marketplace. So talk about your sustainable ways. It helps improve the value of your soybeans.

**SEE WAYS TO BE MORE SUSTAINABLE @ SUSTAINABLESOY.COM**

North Dakota Soybean Council  
Our World Is Growing  
ndsoybean.org

Brought to you by the soy checkoff.



Funded by the North Dakota soybean checkoff.

# Sharing Conversation



## Fourth annual Banquet in a Field event connected 135 consumers as well as North Dakota growers

and producers.

A perfect North Dakota summer evening served as an ideal backdrop for the fourth annual Banquet in a Field on Tuesday, August 1, 2017. This unique meet-and-greet event creates an opportunity for volunteers to sit down with non-agricultural influencers to converse about sustainably grown food and farming.

The 2017 event brought approximately 135 guests and volunteers to the middle of Julie and Carl Peterson's farm, located at Peterson Farms Seed, Harwood, North Dakota, where they were treated to a multi-course meal. The fare was prepared with 12 North Dakota crops, three meats along with honey and dairy products, by local chefs and food writers Tony and Sarah

Nasello, together with NDSU Meat and Animal Science.

The event staff included 16 CommonGround volunteers and 13 North Dakota Future Farmers of America (FFA) members from Kindred and Casselton as servers.

The purpose of the Banquet in a Field event is to create an opportu-



Guests took advantage of social media opportunities



Guests had the opportunity to meet agriculture professionals and network throughout the evening.



NDSU Secretary Matt Gast, Valley City, and NDSU Treasurer Austin Langley, Warwick, talked to guests about soybeans.



# About Food and Farming



**CommonGround North Dakota volunteers at Banquet in a Field August 1st.**

nity for conversations about food, especially how it is raised or grown, which ultimately provides an educational opportunity that eliminates fear or misinformation.

“In our fourth year of hosting this evening, I continue to be surprised at the questions about technology and science in agriculture, particularly GMOs,” says Julie Peterson, whose farm has served as the event location each year. “Ultimately, these conversations—and the opportunity to share a meal—are all about ensuring that consumers can enjoy food without fear.”

The event is organized by CommonGround North Dakota, a group of farmer volunteers who work to bring clarity to the discus-

sions about food and farming. Of the 135 invited guests who were served, 100 were not involved in agriculture. The 35 farmers and ranchers at the banquet

openly fielded questions and led discussions about food and their personal experience.

“Events like these are a great way to give people a connection to the food they buy at the grocery store,” says CommonGround North Dakota Coordinator Val Wagner. “Not only did we have the chance to mingle and socialize, we were able to address some of their questions and concerns, and have our guests leave with a connection to agriculture.”

Prior to the sit-down dinner, guests toured crop plots to learn more about each crop and tasted appetizers that featured the food grown in those fields. Throughout the meal, a panel of Com-

monGround North Dakota volunteers, led by Val Wagner, answered the guests’ questions.

“Since farm and ranch families comprise just two percent of the U.S. population, most urban consumers are more disconnected from farm life than ever before,” says Suzanne Wolf, North Dakota Soybean Council (NDSC) communications director. “That disconnect has led to misconceptions about modern farming and the people behind it. The North Dakota Soybean Council understands the importance of and need for CommonGround North Dakota and events like

*—Continued on page 22*



**Guests were shuttled to the field via tractor-drawn people-movers.**



—Continued from page 21

Banquet in a Field, and we are proud to help organize, sponsor and participate with this event again this year.”

CommonGround North Dakota is a group of volunteer farmers who are working to bring clarity to the discussions about food and farming. The program is about starting a conversation between the women who grow food and the women who buy it, a conversation based not only on personal experience

as farmers, but also on science and research.

To learn more about CommonGround North Dakota, visit [fb.com/CommonGround-NorthDakota](http://fb.com/CommonGround-NorthDakota)

To become involved in CommonGround North Dakota, contact Suzanne Wolf at [swolf@ndsoybean.org](mailto:swolf@ndsoybean.org)

**Watch the Banquet in a Field video at: [bit.ly/ndbanquet17](http://bit.ly/ndbanquet17)**

—Story by staff, photos by Betsy Armour and Lauren Hopke



Casselton and Kindred FFA students helped serve guests at Banquet in a Field.

Julie and Carl Peterson of Peterson Farms Seed annually host CommonGround North Dakota’s Banquet in a Field event. Without them and their beautiful farm, the event would not be as successful! Check out this great blog article that Julie Peterson wrote in August.

## Banquet in a Field: It’s a Celebration on the Prairie

As he thanked me for a lovely evening at Banquet in a Field, one of our guests leaned in and hugged me, just like I was an old acquaintance. My new friend sincerely gushed, “Thank you so much for inviting me. I could just feel the honest pride in these farmers’ voices as they talked about their work. I don’t have that passion in what I do for a living. I’ve got to tell you, I’m pretty jealous.”

As the host of Banquet in a Field, I have the tremendous honor of welcoming guests to our farm. But,

I’m working beside an entire team of farmers from CommonGround North Dakota to pull off one heck of a Celebration on the Prairie! After a social hour of appetizers that were prepared from the crops grown in our great state, our North Dakota-loving chefs lay out a feast fit for royalty. A group of people who were mostly strangers gathered around the table for food and conversation, just like old friends.

As stellar as the food is (and it truly is...thank you Sarah and Tony Nasello, and NDSU Meats!), the

conversation is what excites me—and keeps me smiling—several days later. Here is a sampling of some comments that I heard:

“Why does a corn plant have a tassel?”

“I’m 45 years old, and I’ve never set foot on a farm before.”

“I get it! I have technology in my smart phone and my smart house. You have technology on your smart farm!”

“How does a person get started farming if they don’t come from a farm?”

“Thank you! I can’t wait to come back to a farm and ride in a combine during harvest!”

Our guests leaned in to hear the responses as two CommonGround farmers were interviewed. One question and its answer clearly stands out. When asked to name the most important tool on the farm, Sarah Wilson responded with one word: Faith. She explained that, without their faith, she and her husband could never muster the hope or optimism to work through the challenges that come with farm-

ing (such as this year’s drought). The crowd gathered around the tables erupted in applause of support.

See why I’m so excited? Connections were established in that field on a lovely summer night. Friendships were made. Trust was rooted. People really enjoyed visiting our little piece of paradise, and they learned a smidgen about agriculture at the same time.

Maybe the next time one of our guests has a question about farming, they’ll remember that I offered to be a resource at any time.

I made 120 new friends at our little celebration on the prairie. I loved every connection that I made. I encourage you to do the same. You do not have to invite 120 guests. Just reach out and invite one couple from town to experience what you do and then repeat.

That’s all it takes: one conversation at a time.

Let me know how it goes. I cannot wait to hear from you.

—Story by Julie Peterson, photo by Betsy Armour



Carl and Julie Peterson at the entrance to Banquet in a Field.



# Rapid Molecular Test to Detect Three Aphid-Resistance Genes in Soybeans

The soybean aphid (*Aphis glycines*) has been a persistent late-season threat to soybean yields since

its invasion into North American fields around 2000. While insecticide-based strategies to manage aphids have been effective when closely following economic thresholds, there are increasing reports that aphids are becoming resistant to pyrethroid insecticides in northeastern North Dakota. Due to increasing insecticide costs, the need to use more complex mixtures as well as multiple applications, it appears that producers need to employ other tools in the fight against aphids. One such option is growing soybean varieties that contain genes resistant to *Aphis glycines*, or Rag genes.

The identification of Rag genes begins with screening soybean varieties using bioassays, which involves growing hundreds of varieties for greenhouse or field trials as well as determining the response of individual plants following two weeks of aphid exposure. These bioassays can be time-consuming and labor-intensive for soybean breeders. Thus, developing molecular assays

that rapidly screen hundreds of varieties can help breeders focus attention on particular varieties which, in turn, could free up resources for greater sample sizes and replicates for experimental treatments. Furthermore, this focused effort will help boost research to integrate Rag genes into early-maturing varieties, to be planted in northern climates where there is an increasing prevalence of aphids.

Scientists at the National Agricultural Genotyping Center (NAGC) have optimized high-throughput assays to screen soybean varieties for Rag 1, Rag 2 and Rag 3 genes, each of which offers resistance to different aphid biotypes. These assays are made possible by the genetic work of our collaborator, Dr. Brian Diers (University of Illinois-Urbana), and research from Dr. Dechun Wang (Michigan State University), who identified the genetic markers linked to each Rag gene. NAGC has validated the Rag assays using

both plant tissue and a single seed as testing material, achieving results in a matter of days, rather than the weeks that bioassays may require.

NAGC believes that the Rag 1, 2 and 3 assays will assist soybean breeders and growers in several ways. First, these assays can help with the marker-assisted selection (MAS) aimed at pyramiding all Rag genes, providing the broadest protection against the four recognized aphid biotypes (Table

1). Second, producers may be interested in testing their preferred soybean variety for aphid resistance prior to planting because many commercialized varieties, particularly the early maturing ones, have not been screened for Rag genes. Third, the NAGC's independent testing for aphid resistance will allow producers to know whether the certified aphid-resistant seed provides protection against a particular aphid biotype by identifying the type and number of Rag genes present. As an indirect benefit, soybean producers could also check the purity of their seed (i.e., whether all seed lots of the same variety contain the expected Rag genes). In summary, with the help of our collaborators and funding from the North Dakota Soybean Council, the NAGC has developed some of the first commercially available high-throughput assays to confirm the presence of three aphid-resistance genes in soybeans. Ultimately, it is our mission to provide an affordable and rapid testing service for Rag genes that will be used by bench-top scientists, breeders and producers to help improve the management of this invasive and destructive pest.

—Story by Megan O'Neil, National Agricultural Genotyping Center

**Table 1. Relationships between the four aphid biotypes and soybeans with a single Rag gene or in various pyramidal combinations. Negatives (-) indicate similar infestation because soybean varieties contain no known Rag genes, and plus signs (+) indicate increasing resistance to particular aphid biotypes.**

Aphid Biotypes	Rag gene(s)						
	1	2	3	1/2	1/3	2/3	1/2/3
1	+	+	-	++	+++	++	+++
2	-	++	-	+	-	+	+++
3	+	-	-	+	++	+	++
4	-	+	+	+	+	++	++

Data summarized from no-choice tests of Ajayi-Oyetunde et al. (2016) *J Econ Entomol* 109:1431-1437.



# Unsuspecting Dangers on the Farm: Grain-Bin Safety

A vital piece of farming equipment can go from handy storage equipment to the cause of a dangerous situation in a matter of seconds. Grain bins can produce an unsafe, or even deadly, situation in less than 4 seconds if proper safety measures are not taken.

After an adult is knee deep in grain, the suction from the grain's movement can engulf a person entirely in just 20 seconds. Grain-bin related deaths have been on the rise in recent history, and often, impulse trumps experience with these types of accidents. According to a Purdue University study, in 2016, there were around 60 reported grain-bin incidents. The study also estimated that about 30 percent of the incidents go unreported, leading to an even higher statistic.

Kenneth Hellevang, an Agriculture and Biosystems Engineering professor at North Dakota State University (NDSU), has authored and co-authored more than 225 publications, largely focusing on grain bins.

Hellevang highlights some of the most common ways that a person

might become trapped in a grain bin: bridged grain in the bin, the collapse of a vertical mass of grain falls or flowing grain within the bin. Any person in a bin with grain, regardless of experience, is susceptible to entrapment.

Grain can become bridged in the bin; check for bridged grain before entering. "Stop the auger, and do not go in the bin. Instead, look for a funnel shape at the surface of the grain mass after some grain has been removed. If the surface of the grain appears to be undisturbed and has not funneled down toward the auger, then it has bridged, and there is a cavity under the surface," Hellevang says.

A vertical-mass collapse and flowing grain can also produce dangerous situations in a matter of moments. Avoid letting grain "set up" in the bin; this creates a very large mass on one side and no grain on the other, giving danger an opportunity to strike. Flowing grain will not support a person's weight. The suction from the grain can have up to 400 pounds of pull, completely burying someone in less

than 4 seconds.

Hellevang suggests using safety precautions such as not allowing children to work or play where there is flowing grain, placing a warning decal by all bin entrances, and closely controlling access to the grain-storage facilities.

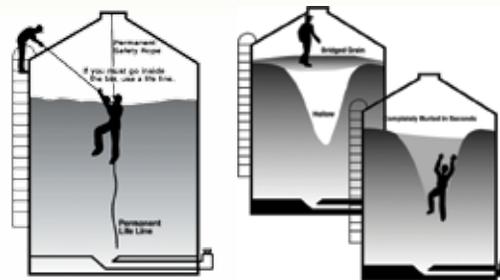
Best practices include eliminating the reason for having to go into the

grain bin. If this is not plausible, having a permanent safety rope in the bin, and always having an additional person to help and spot while in the bins is essential. These simple measures can help to avoid dangerous or deadly situations.

—Story and graphics by  
Kenneth Hellevang, NDSU

## Quick Tips for Grain-Bin Safety

- In order to eliminate incidents, work from outside the bin if it is possible.
- If entering is necessary, never enter alone.
- Turn off and lock out all the powered equipment that is associated with the bin, including the augers used to help move the grain.
- Wear a body harness with a lifeline, and secure it outside the bin.
- Always have an attendant at the bin opening.
- Use an oxygen meter to test the air quality and the oxygen availability before entering bins.
- Invite responders to your site in order to go over the risks involved for you and your workers' safety.
- Have an emergency plan in case there is an accident.
- If trapped, remain calm, and get help as soon as possible.
- Install a permanent lifeline that hangs from the center of the bin.



—Continued from page 13

and post-emergence herbicides to achieve season-long weed control; there is an average cost of \$145 per acre of soybeans. Farmers have adopted several programs, including a zero tolerance for Palmer-amaranth escapes and planting soybean into fall-seeded cereal rye grass in order to suppress early season Palmer amaranth germination and emergence. "Wow" was the most common word used to describe the size of Palmer amaranth, which can grow 2 to 3 inches a day and,

often, was 8 to 10 feet in height and 6 feet in diameter in fields. Palmer amaranth, like waterhemp, is a prolific seed producer that is capable of producing 500,000 seeds per plant. Left uncontrolled, Palmer amaranth has reduced soybean yield in fields by 90 percent.

Palmer amaranth has not been found in North Dakota. However, Dickey County agent Breana Kiser stated that the trip will be used to create a sense of urgency with her producers as she implements programming. "Dickey County borders areas near South Dakota

where Palmer amaranth has been found," stated Kiser.

Matt Danuser, a farmer from Marion, and director on the North Dakota Soybean Council, enjoyed the frankness displayed by CHS Agronomists as the group traveled from field to field. "They knew the fields, the crop rotations and the herbicide programs that either worked or failed in farmer fields," said Danuser.

The outcome from the trip is a series of training modules that will be developed and presented as teaching materials to other ex-

tension agents and to stakeholders, including producers, ag-retailers and consultants.

The tour was the idea of Ramsey County Extension Agent Bill Hodous following Dr. Greg Kruger's presentation at the 2017 Lake Region Roundup. Assisting Hodous was Alicia Harstad, Stutsman County extension agent, and Tom Peters, NDSU/University of Minnesota extension sugarbeet agronomist.

—Story and photo courtesy  
of Thomas Peters, NDSU



Nineteen Soybean Growers to Lead World Initiative for Soy in Human Health in 2017-2018

# Trailblazers for Trade Develop New Markets

## American Soybean Association (ASA) President Ron Moore confirmed 19 fellow soybean growers

from across the nation to lead the ASA's World Initiative for Soy in Human Health (WISHH) Program Committee in 2017-2018. The importance of their work with long-term market development was underscored on August 10 when the U.S. Department of Agriculture (USDA) announced

that U.S. farmers are expected to produce a record-high soybean crop this year: 4.38 billion bushels.

WISHH strives for long-term market development and is always looking over the hill to the next market for U.S. soy, said Moore when announcing the WISHH committee. The officers are Chairman Daryl Cates (Illinois), Vice Chair Levi Huffman (Indiana), Treasurer Stan Born (Illinois) and Secretary George Goblisch (Minnesota).

New WISHH committee members include Matt Gast, Valley City, representing the North Dakota Soybean Council, and Gerry Hayden (Kentucky), representing the ASA. They will serve alongside soybean growers from 11 other states. Other new faces to the WISHH committee include David Lueck (Missouri); United Soybean Board Director David

Williams, a Michigan soybean grower; and U.S. Soybean Export Council Chief Operations Officer Ed Beaman; these individuals will serve as ex-officio committee members. Returning WISHH committee members include the officers as well as Tim Bardole (Iowa); Ryan Cahoon (North Carolina); Thomas Kentner (Illinois); Jeff Lynn (Illinois); Kurt Maurath (Kansas); Steve Reinhard (Ohio); Dawn Scheier (South Dakota); Roberta Simpson-Dolbeare (Illinois); Jim Wilson (Michigan); and Bill Wykes (Illinois), representing ASA.

Moore thanked retiring WISHH committee members Art Wosick (North Dakota) and E.L. Reed (Missouri) as well as USSEC ex-officio member Marypat Corbett. "WISHH's Program Committee's leadership is important to U.S. soybean growers as well as the

many companies and customers in developing countries that seek to use U.S. soy in livestock feeds and human foods," Moore said. "Cooperative efforts between WISHH and these emerging economies increases opportunities for trade."

Chairman Cates added, "WISHH leverages U.S. soybean farmer checkoff dollars 6 to 1! And that's just the beginning. WISHH further multiplies Qualified State Soybean Board dollars through international private-sector partner investments. The right formula for trade grows markets for U.S. soy farmers and, at the same time, improves lives for people abroad. WISHH works with international companies and organizations that purchase U.S. soy. These buyers invest thousands of their own dollars to research and promote soy-based foods and feeds made with U.S. soy in emerging markets."

—Story and photo courtesy of WISHH



The North Dakota Soybean Council (NDSC) was a proud sponsor of and exhibitor at the 2017 U.S. Soy Global Trade Exchange and Midwest Specialty Grains Conference and Tradeshow in Omaha, Nebraska August 15-17. The conference hosted approximately more than 250 soybean buyers from about 50 countries. From left to right: NDSC Communications Director Suzanne Wolf; NDSC Director Mike Langseth, Barney; NDSC Director of Finance Molly Fern; and NDSC Secretary Matt Gast, Valley City attended the conference on behalf of NDSC.



WISHH committee members for 2017-2018. Front row, from left: Ryan Cahoon, Roberta Simpson-Dolbeare, Dawn Scheier, Secretary George Goblisch, Vice Chairman Levi Huffman and Chairman Daryl Cates. Back row, from left: David Williams, Marypat Corbett, Matt Gast, Gerry Hayden, David Lueck, Jim Wilson, Treasurer Stan Born, Kurt Maurath, Tim Bardole and Bill Wykes. Not shown: Thomas Kentner and Ed Beaman



# November is Eat Smart Month

## Change a Little. Change a Lot.

### One of the best ways to embrace a "Healthy for Good" lifestyle is to eat

smart at home, where healthy habits start.

When you prepare and cook meals at home, you have the following advantages:

1. You're in control of what you and your family are eating.
2. You can get inventive and inspired with your culinary creations.
3. You save money.

It seems like a "no-brainer," right? Let's bring home cooking back to life!



You don't have to be an experienced cook to prepare healthy meals at home. Here are some tips to get you started:

- Get inspired by healthy cookbooks, cooking shows and blogs; try new recipes that will "wow" your family. Check out [heart.org/recipes](http://heart.org/recipes) for hundreds of delicious, simple, affordable and quick dishes.
- Choose healthier meats and proteins, such as fish, chicken, beans and tofu. If you eat red meat, choose lean and extra-lean cuts, and trim off as much fat as you can before cooking.
- Add color to your meals with fruits and vegetables. Sneak them in if necessary. They all count! Fresh, frozen, canned and dried fruits and vegetables are all good choices. Just watch out for excess salt and added sugars.
- Make healthy substitutions when you can. Take baby steps over time to replace less-healthy ingredients in your family favorites.
- Break up with sneaky salt. Learn new ways to give food great flavor, including herbs, spices and other seasonings.

- Upgrade your fats. Use healthy vegetable oils instead of butter, lard and tropical oils.
- Stock up. For hassle-free healthy meals in a hurry, be prepared with a well-stocked kitchen. This means always having some basic ingredients in your cabinets, pantry, fridge and freezer. Being prepared can save time and worry on those busy days when you don't have

a chance to get to the grocery store.

- Learn new cooking methods and techniques. Brush up your skills with online videos, or take a cooking class with friends. Instead of frying, learn how to infuse flavor into foods that are cooked in healthier ways, such as baking, grilling, roasting and steaming.

—Story, photos and recipes by Chrissy Meyer, American Heart Association

### Curry-Spiced Tofu with Asian Vegetables

#### Ingredients

- 12 oz. extra-firm tofu (not silken), drained, patted dry and cut into 4 pieces
- 1 TBSP. curry powder
- 1½ tsp. curry powder (divided use)
- 12 oz. packaged, fresh stir-fry vegetables, cut into bite-sized pieces if large (about 4 cups)
- 1 TBSP. water
- 2 tsp. canola or corn oil
- 1 tsp. toasted sesame oil
- 1 large onion, cut into ¾-inch wedges
- 4 large garlic cloves (minced)
- ¼ cup light coconut milk
- ¼-½ tsp. chili garlic sauce or paste

#### Directions

1. Put the tofu on a large plate. Sprinkle both sides with 1 TBSP curry powder. Using your fingertips, gently press the curry powder so that it adheres to the tofu.
2. In a large microwavable bowl, microwave the vegetables and water on high for 2 to 3 minutes, or until they are almost tender-crisp but still have some crunch. Pour off any remaining water.



3. In a large, nonstick skillet, heat the canola oil over medium-high heat, coat the bottom of the pan. Cook the tofu slices in a single layer for 3 to 4 minutes on each side, or until browned. Transfer to a separate large plate. Cover loosely to keep warm.
4. In the same skillet, heat the sesame oil over medium-high heat, coat the pan. Cook the onion for 1 minute, stirring frequently.
5. Stir in the vegetables and garlic. Cook for 1 to 2 minutes, or until the vegetables are tender-crisp, stirring constantly.
6. Stir in the coconut milk, chili garlic sauce and the remaining 1½ tsp curry powder. Bring to a boil, still over medium-high heat. Spoon the vegetable mixture over the tofu, and serve.



# Make it a **Happy Fall** with Soyfoods!

Fall is a favorite season for many. There are beautiful fall colors, crisp temperatures and warm sweaters. Of course, the delicious fall foods and the warm kitchen filled with the smells of apple pies baking along with soups and chili simmering create the perfect time to gather with family and friends.

Many people like to use fall as an opportunity to get together and make apple pies in an assembly line fashion so that the pies can be made in mass production; then, everyone always has pies in the freezer for special occasions or when friends visit. Linda Funk, executive director of The Soyfoods Council, remembers as a child, piling into the car on a Sunday afternoon and just going for a drive, ending up at friends of her parents. There would always be some kind of a dessert consumed, and then, it was time to

head home for the evening to milk the cows. How times have changed.

Linda suggests making recipes ahead and freezing them to avoid feeling like a short-order cook with family members wanting to eat at different times. She suggests putting a big pot of chili or soup on the stove so that it is ready when kids come home from sports or school activities or when significant others are done working for the day. According to Linda, these recipes are also great to use when tailgating or having friends over for the big game. The apple bread is a very moist and tasty to eat any time of the day.

These recipes are easy as pie (Think about this phrase and when it was created) and are packed with healthy lean protein. They taste good, too! Happy Fall!

—*Story, recipes and photos by Linda Funk, The Soyfoods Council*

## Fresh Apple Bread

### Ingredients

- ¼ cup soft margarine
- ½ cup packed, light brown sugar
- ½ cup (4 oz.) soft tofu, drained and pureed
- ½ cup light vanilla soy milk
- 1 teaspoon vanilla extract
- 1 2/3 cups all-purpose flour
- 1/3 cup soy flour
- 2 teaspoons ground cinnamon
- ½ teaspoon ground cloves
- 1 teaspoon baking soda
- ½ teaspoon baking powder
- ¼ teaspoon salt
- 1 cup shredded apple, tossed with 1 tablespoon fresh lemon juice

### Directions

1. Preheat oven to 350°. Spray nonstick, 9 x 5-inch loaf pan.

2. Cream the margarine and sugar together until light and fluffy.
3. Add tofu, milk and extract; beat well.
4. Combine flour, cinnamon, cloves, baking soda, baking powder and salt in a small bowl.
5. Add to the creamed mixture alternately with apple and lemon juice.
6. Do not over mix. Pour the batter into the prepared loaf pan.
7. Bake about 1 hour or until the top springs back when lightly pressed. Cool in the pan for 10 minutes on a wire rack.
8. Turn out of the pan, and allow the bread to cool completely before slicing.

## White Chicken Chili

### Ingredients

- 1 medium onion, finely chopped
- 3 tablespoons olive oil
- 1 (4 oz.) can chopped green chilies, drained
- 3 tablespoons all-purpose flour
- 2 teaspoons ground cumin
- 2 (15 ½ oz) cans tan or black soybeans
- 1 (14 ½ oz) can chicken broth
- 1 ½ cups finely chopped, cooked chicken breast
- Shredded Monterey Jack cheese (optional)
- Soy sour cream (optional)
- Salsa (optional)

### Directions

1. In large skillet, cook the onion in oil for 4 minutes or until transparent.
2. Add the chilies, flour and cumin; cook and stir for 2 minutes.
3. Add soybeans and chicken broth; bring to a boil. Reduce heat; simmer for 10 minutes or until thickened.
4. Add chicken; cook until hot.
5. Garnish with cheese, soy sour cream and salsa, if desired.

### Yield

6 servings





## Navigating Conservation Options

### **A**n alliance among farm organizations, conservation groups and government entities that started

nearly three years ago is providing a unique resource for North Dakota farmers and landowners.

About a dozen farm and wildlife groups, including the North Dakota Soybean Council, have contributed money to fund 10 Farm Bill specialist positions across North Dakota. The specialists help pro-

mote, coordinate and implement voluntary conservation provisions that are in the Farm Bill as well as other related state and local wildlife-conservation programs. The Farm Bill specialists are located at U.S. Department of Agriculture (USDA) service centers across the state. While the specialists are

employed by the North Dakota Association of Soil Conservation Districts, funding comes from the diverse partnership of wildlife and agricultural groups.

“We work with farmers to see if we can provide conservation opportunities while benefitting the landowner,” says Cody Hoggarth,

the Farm Bill specialist for Stutsman, LaMoure and Barnes Counties. “We try to help landowners get the best bang for the buck.”

Ypsilanti farmer Levi Taylor worked with Hoggarth on land that Taylor and his brother-in-law purchased several years ago. The parcel had some areas that were unproductive and contained high salts.

“We were able to go in and talk with Cody, describe our situation and look at different programs we could use to do what’s right for the ground,” Taylor says.

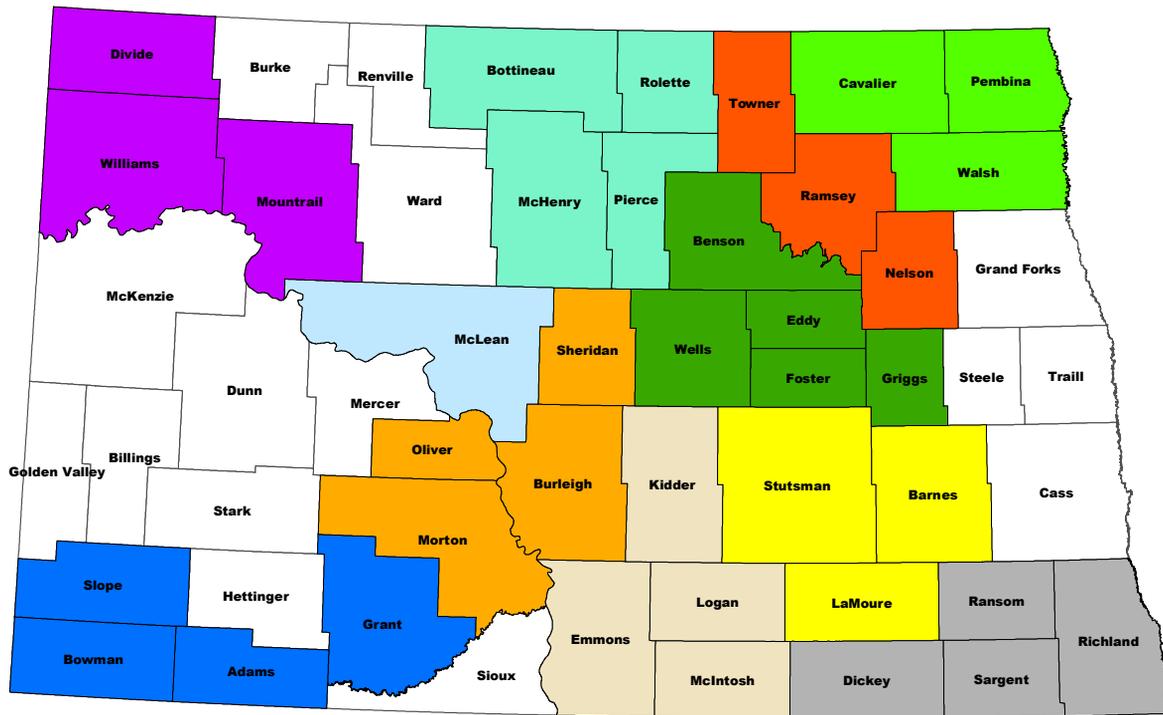
Taylor eventually enrolled about 125 acres in the Conservation Reserve Program (CRP) because it offered the best opportunity to care for the land while yielding the best return for the farm. The enrolled acres will be in CRP for 15 years.

“CRP was the best option for the health of the ground, plus it’s beneficial for wildlife,” Taylor says, “but it’s also beneficial for us. We made a hefty payment when we bought the ground. When you can recuperate



Ypsilanti farmer Levi Taylor worked with Farm Bill Specialist Cody Hoggarth on options for his farm, eventually enrolling 125 acres in CRP.

# North Dakota Association of Soil Conservation Districts Farm Bill Specialists



- |                               |                                |                                |                                |
|-------------------------------|--------------------------------|--------------------------------|--------------------------------|
| Carrington, ND - Kayla Graber | Turtle Lake, ND - Luke Gilbert | Forman, ND - Amy Gnoinsky      | Mandan, ND - Sarah Hamilton    |
| Lakota, ND - Zach Anderson    | Towner, ND - Whitney Huesers   | Jamestown, ND - Cody Hoggarth  | Hettinger, ND - Michael Peyton |
| Williston, ND - Molly Jugovic | Park River, ND - Vacant        | Napoleon, ND - Michael Bichler | ND Counties                    |

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some dollars from the low-productivity ground by enrolling it in a conservation program, it helps recoup some of that land cost.”

Hoggarth says that the Farm Bill specialists can help farmers investigate CRP opportunities as well as other programs, such as the Environmental Quality Incentive Program (EQIP) and the Conservation Stewardship (CSP), although CRP is the primary tool that farmers use. Individuals who are interested in learning more about how conservation programs could benefit their farm should contact their local specialist to start the conversation.

“We can look to see what we can do to benefit conservation, but we also look to see what may best benefit them,” Hoggarth says. “This is a way to incentivize conservation. It makes me feel good getting conservation practices in place, but it also makes me feel good when we can do what’s best for the farmer.”

Taylor says that working with specialists who have the farmer’s best interest in mind can make growers more comfortable investigating their options.

“In times like this when the economy is tough, this resource allows farmers to take another look at the pieces of their farm that don’t grow well,” Taylor says.

Taylor says that there are items with which farmers must follow up once they’re enrolled in the program, but working with the Farm Bill specialist helps simplify the process and gives farmers a resource when they have questions. Hoggarth says that interested farmers can contact their local specialist to start the discussion at any time because program implementation can change, presenting enrollment opportunities.

—Story by Daniel Lemke,  
photos courtesy Wanbaugh Studios,  
graphic supplied by NDASCD

# A UNIQUE TEACHING TOOL



## Menoken Farm Outreach Affected by the Farm Bill

**A**t first glance, the Menoken Farm, located just east of the farm's namesake town, looks like nearly

every other farm in the region. Metal sheds dot the building site that is surrounded by acres of green crops and pasture. In reality, the Menoken Farm is a unique resource that draws people from around the world to rural North Dakota in order to learn more about the ways to build soil health.

The Menoken Farm is a conservation demonstration farm that is owned and operated by the Burleigh County Soil Conservation District; additional funding comes from the Section 319 Nonpoint Source Pollution Control Program, the Natural Resources Conservation Service (NRCS) and the U.S. Department of Agriculture. The farm was established in 2009 and demonstrates a systems approach to soil health and conservation while also serving as an educational resource.

### Unique Approach

The Menoken Farm is divided into 10 fields, each about 12 acres. The farm's cropping system includes no-till seeding, a focus on crop diversity and rotation, and the use of cover crops. Crops such as corn, soybeans and peas are grown in a fixed rotation that includes cool- and warm-season grasses as well as cool- and warm-season broadleaves.

Other than one field of continuous wheat that is used as a control, none of the Menoken Farm plots receive commercial nutrients. Organic materials are composted and applied to cropland as well as to the farm's indoor and outdoor garden facilities.

"We're not a research farm, but we do long-term monitoring," says Darrell Oswald, Menoken Farm manager. "We work on the principles of soil health."

Oswald and NRCS Soil Health Specialist Jay Fuhrer have seen the impacts that their systems approach has had on improving the farm's soil health. They've focused on five building blocks to improve soil health: soil armor, or crop residue left on the soil; minimal soil disturbance; plant diversity; continual live plants and roots in the soil; and livestock integration.

"When you deal in a systems approach, you will have more resiliency in that system," Oswald says. "That's apparent in a drought and when it's too wet."

Fuhrer says that carbon is the key ingredient to soil health. Increasing the total organic carbon in the soil enhances the soil quality. Farm-management practices that maximize plant growth and minimize the losses of organic car-

bon will result in the soil's greatest organic carbon storage.

"A good cropping system will have more carbon going into the soil than is coming out," Fuhrer says. "I don't get hung up on the labels for the type of farming being used, but if you have more carbon coming in than leaving, you've got a good system. What we've seen here at Menoken Farm helps us

understand that."

Soil health is an ongoing challenge for farmers across North Dakota. Fuhrer says that good things happen when farmers focus on building soil health.

"We went from conserving a degraded resource to building soil," Fuhrer says. "When you're conserving, you're treating symptoms. It's a different approach when you start to build soil health."

Fuhrer says that soil health not only affects productivity, but it



Menoken Farm Manager Darrell Oswald and NRCS Soil Health Specialist Jay Fuhrer examine soybean root health.



**NRCS Soil Health Specialist Jay Fuhrer digs into a pile of compost that will later be spread on Menoken Farm fields.**

also has more far-reaching effects, including an improved water-holding capacity which benefits both the quality and quantity of water

moving across the landscape.

### Sharing Knowledge

A major component of Menoken Farm's mission is education.



Oswald says that over 30 groups came to the farm in 2016 and at least that many are expected to visit in 2017. Groups come from all over the world, including Australia and South Africa. Menoken Farm even hosted the Irish Tillage Association and the French No-Till Association. The Burleigh County Soil Conservation District, with support from NRCS, holds a number of soil-health events at the farm each year.

NRCS State Conservationist Mary Podoll says that the Menoken Farm is a good example of a group utilizing the Conservation Technical Assistance (CTA) program that is outlined in the conservation title of the 2014 Farm Bill. NRCS delivers conservation technical assistance through the voluntary CTA program which is available to any group or individual interested in conserving natural resources and sustaining agricultural production. The CTA program functions through a national network of locally based, professional conservationists who are located in nearly every county of the United States.

"The CTA program is all about putting conservation on the ground," Podoll says.

Menoken Farm not only offers on-site visits, but it also provides information via videos and a website to help farmers consider implementing conservation practices with their cropping system. That outreach is what the CTA program supports.

"The CTA program operates to help farmers try different things

on their farms," Podoll says. "At the Menoken Farm, farmers can get together to see what works."

"A lot of things that prove out here have been moved onto farms on a bigger scale," Fuhrer says. "The concepts we use on our farm, like cover crops, diversity and livestock integration, can be tracked and monitored. When something clicks, we can get that information and practices out into the farm community."

### Success Stories

Oswald says that the renowned Black Leg Ranch in McKenzie, North Dakota, the winner of several national environmental stewardship awards, including the inaugural North Dakota Leopold Conservation Award, incorporates concepts that were learned at the Menoken Farm. Other farms in Burleigh County and beyond have also adjusted their farming practices as a result of the knowledge gained at the Menoken Farm, including one grower who recently included a large acreage of cover crops in his system.

Fuhrer says that livestock is used as a tool on the Menoken Farm because of the animals' effect on soil. The farm had two similar fields that contained forages. One field was grazed by cattle, and the other was not. The grazed field showed higher carbon levels and more beneficial soil biology.

Trying new cropping rotations doesn't always guarantee success. Even with the efforts that don't work as planned, knowledge is gained.

"We fail quite a bit," Fuhrer admits, "but better here than on a farm."

To learn more about the Menoken Farm or to view videos and online materials, go to [www.menokenfarm.org](http://www.menokenfarm.org).

—Story and photos by  
Daniel Lemke

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# Fourteenth Annual Golf Tournament



Thank you for making the fourteenth annual golf tournament successful! The tournament is a way for the North Dakota Soybean Growers Association (NDSGA) to say thank you to members and supporters. Your membership dues and sponsorship of NDSGA events help to 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 from the tournament, visit [facebook.com/NorthDakotaSoybeanGrowersAssociation](https://facebook.com/NorthDakotaSoybeanGrowersAssociation).

Congratulations to our tournament winners:

**First Place:** Mural Pollert, Matt Schwarz, Jeff Williams and Brett Williams

**Second Place:** Jeff Romsdal, Calvin Leyendecker, Tyler Lamp, Stuart Lamp

**Third Place:** Scott Sinner, Bob Siner, Todd Sinner, Jeremy Sinner

Congratulations to our contest winners:

**Longest Putt #7:** Steve Dale

**Longest Putt #18:** Tracey Domine

**Longest Drive #5:** Todd Sinner

**Longest Drive #14:** Todd Sinner

**Closest to Pin #3:** Rick Thoreson

**Closest to Pin #11:** Scott Sinner

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**Lunch:** BNSF Railway

**Dinner:** N.D. Soybean Council

**Welcome Bag:** Thunder Seed

**Golf Balls:** Asgrow

**Signs:** D-S Beverages

**Player Carts:** National Biodiesel Board

**Media Sponsor:** American Ag Network

**General:** RDO Equipment Co.

Two NDSGA tournaments will be scheduled for 2017. The Jamestown tournament is scheduled for July 24, 2018. The Fargo-area event will be August 28, 2018. More information is at [ndsoygrowers.com/events](https://ndsoygrowers.com/events).

—Story and photos by staff



## Duties Imposed on Biodiesel Imports

The U.S. Department of Commerce announced a preliminary determination in favor of imposing duties on subsidized biodiesel imports from Argentina and Indonesia. The commerce department found that Argentina and Indonesia provided subsidies to their biodiesel producers, a violation of international trade rules. As a result of Commerce's ruling, importers of Argentinian and Indonesian biodiesel will be required to pay cash deposits on the biodiesel imported from those countries.

Companies in Argentina and Indonesia were accused of dumping biodiesel into the United States at price levels below the production cost. Argentina and Indonesia also provide subsidies to these biodiesel producers. The combined effect of this dumping and subsidization has been a flood of imports at unfair prices, with the result being injury to U.S. manufacturers and workers. Through this case, biodiesel proponents hoped to address the fact that Argentina and Indonesia were selling into the U.S. biodiesel market at artificially low and subsidized prices, and sought to create a level playing field for U.S. producers.

## Soy-Based Tires Hit the Road

Goodyear's new Assurance WeatherReady passenger-vehicle tires are of special interest to soybean farmers. The tires feature a soy-based rubber compound, creating another market opportunity for soybean oil and a profit opportunity for soybean farmers.

John Motter, United Soybean Board chair and a farmer from Jenera, Ohio, said, "When we

started working with Goodyear more than six years ago, it was just an idea, a way to build demand for soybean oil. Now, we have a tire that shows what soy can do on the road."

Goodyear's interest in soybean oil included a look at sustainability, a priority for many corporations throughout the United States. What Goodyear found was a competitive advantage because rubber compounds made with soybean oil remained soft at lower temperatures, leading to enhanced traction in dry, wet and winter conditions.

Goodyear's Assurance WeatherReady tire became widely available in September 2017 and is offered in a wide range of sizes, covering most cars, minivans and SUVs on the road today.

## ASA Asks the EPA to Increase Biodiesel RFS Volumes

The American Soybean Association (ASA) is urging the Environmental Protection Agency (EPA) to raise the volumes for biomass-based diesel to 2.5 billion gallons for 2019, an increase of 400 million gallons over the levels in the EPA proposal, yet still below the amount utilized in the U.S. in 2016.

"Biodiesel has expanded markets for farmers and livestock producers, and created new jobs and economic growth, particularly in rural America," said Ron Moore, ASA President and an Illinois soybean farmer.

In addition to expanding markets for U.S. farmers and ranchers, biodiesel provides additional economic, energy-security and environmental benefits.

"The EPA and the administration are missing an easy opportunity to help the agriculture and rural economy," Moore added. "Given

the many benefits that biodiesel provides, (the) EPA should enthusiastically support higher, but easily achievable, volume targets for biomass-based diesel and advanced biofuels. An increase of biomass-based diesel volume requirements to 2.5 billion gallons in 2019 and the advanced biofuels volumes to 4.75 billion gallons in 2018 is achievable and warranted."

In the comments, the ASA pointed to the important market that biodiesel provides as an outlet for the increasing soybean-oil supplies that result from a higher demand for soybean production to meet the protein-meal demand.

The 2016 U.S. soybean harvest was a record 4.3 billion bushels, and 2017 plantings are estimated at a record 89.5 million acres. The modeling indicates that these additional supplies support the increased biomass-based diesel and advanced-biofuels volume levels and that feedstock prices would still be less than their five-year average.

## Farm Groups Urge Greater Funding for Marketing Programs

United States soybean growers are urging support for enhancing international market development efforts.

The American Soybean Association (ASA), as part of the Coalition to Promote U.S. Agricultural Exports, is pressing House Committee on Agriculture Chairman Mike Conaway and Ranking Member Colin Peterson to increase funding on two important marketing programs. The farm groups are pushing for additional funding for the U.S. Department of Agriculture's (USDA) Market Access Program (MAP) and Foreign Market Development (FMD) in the new Farm Bill.

"We strongly urge that MAP funding be increased to \$400 million annually and FMD funding to \$69 million annually, with the increases phased in over the life of the new Farm Bill," the groups state in a letter to Reps. Conaway and Peterson. "MAP has been funded at its current annual level of \$200 million since 2006 and FMD at its annual level of \$34.5 million since 2002. Despite a tremendous growth in export opportunity for farmers and small businesses since the 2002 Farm Bill was enacted, the real, effective federal funding that reaches the agricultural cooperators carrying out market development work has steadily eroded, while our international competitors continue to greatly outspend us."

North Dakota soybean farmers have identified international trade as one of the top issues for farmers in the state.

## Soy Growers Welcome Soy Health Claim Ruling

The American Soybean Association (ASA) welcomed news that the U.S. Food and Drug Administration has approved a qualified health claim linking the consumption of soybean oil to a reduced risk of coronary heart disease. A petition, filed by Bunge North America, pointed to the potential heart-health benefits of soybean oil. Manufacturers can now communicate that soybean oil may reduce coronary heart-disease risk and lower LDL-cholesterol when replacing saturated fat and not increasing calories.

"The oil market is extremely important for U.S. soybean farmers, and the newly approved health claim will enable manufacturers of soybean oil to communicate to consumers about the heart-healthy benefits of soybean oil," said ASA President Ron Moore.

—Story by staff

## Getting to Know the Expert

*Editor's Note: North Dakota farmers have access to a wealth of information and resources. In many cases, that knowledge resides with an individual. The North Dakota Soybean Grower wants to introduce readers to some of these expert resources.*



**Dr. Kenneth Hellevang,**  
North Dakota State  
University (NDSU) Extension  
Engineer, Professor

### Where did you grow up?

I grew up on a livestock ranch west of Sisseton, South Dakota. I went to a one-room country school for my first eight years and to high school in Sisseton. I was active in 4-H, showing Hereford steers. I also participated in FFA (Future Farmers of America). I had a cow herd of my own during high school and college, but had to sell them due to a drought.

### Tell us about your education.

I have a Bachelor of Science and

Master of Science degree in Agricultural Engineering from South Dakota State University (SDSU) and a Ph.D. degree in Engineering from NDSU. I obtained my Ph.D. degree while working in Extension at NDSU.

### What kind of work did you do prior to joining NDSU?

I worked on the family livestock ranch that included a cow-calf operation and sheep. I also had my own cows. I worked one summer as an engineer trainee with Great Plains Supply Company in

Flandreau, South Dakota, doing building construction. I taught electricity and processing courses for one year in the department of Agricultural Engineering at SDSU. I have been at NDSU since 1980.

### What is your focus at NDSU?

My primary focus is on grain drying, handling and storage. In addition, I work on the storage of potatoes and sugarbeets. I also provide education and technical assistance on structures with a focus on moisture problems, including mold remediation and energy

## Getting to Know the Grower



**Daniel Mock**  
Braddock, North Dakota

### Tell us about your farm.

Our farm is located south of Steele, North Dakota, in southern Kidder and Northern Emmons Counties. I operate my farm with a brother who is 12 years my junior. We raise corn, soybeans and wheat. We live in an area with varying soil conditions, from sand to heavy loam; it is also an area where cattle are a part of most operations. I raise Black Angus Simmental cross, so there is no slack time.

### How long have you been farming?

I have been farming since 1982.

### What do you like best about farming?

I like the varying duties throughout the year as well as the challenges of the new technologies and trying to implement them in order to increase production with our varying soils and to increase the bottom line in the climate and area that we farm.

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

It started with planting a lot more soybeans; the See for Yourself Program in Portland; and then, in no small part, conversations with past director Mike Appert of Hazleton.

### If you could change something about the current operating

### climate for North Dakota farmers, what would it be?

I would like to see more incentives for young people to make agriculture their career choice: from research and development to production and exports.

### If you weren't a farmer, what do you think you would've done?

My beginning education was in electrical and electronics. I moved back to the farm when I became aware that my father had to have heart bypass surgery. The change was a blessing of sorts because farming and ranching were always my first love.

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

I would tell people that family farmers and ranchers are the best environmentalists and stewards of the resource that we call Earth. Their very existence depends on it.

### What do you like to do outside farming?

In my limited spare time, I like to hunt, fish and shoot. I'm also very active in the Southcentral Threshers Association; its mission statement is "to restore and preserve the ways and the equipment that our forefathers used to settle and develop this great state of North Dakota."

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

That is a good question, but those of us who are diversified farmers (livestock) know that there is something unnatural about continuously stopping in the middle of the field when it's crunch time. I would like to have a continuous-feed round

— Story by staff, photo by Wanbaugh Studios

efficiency. Another primary focus is on preparing for and recovery from flooding buildings. I serve as co-chair of the Extension Disaster Education Network flood team, providing education and technical assistance across the country. <https://www.ag.ndsu.edu/flood/> I have done flooded-building recovery education and training seminars in North and South Dakota, Minnesota and Iowa. I've also provided webinars and assistance in other states affected by flooding.

### Why is grain management important to farmers?

There are approximately 1.34 billion bushels of grain stored in North Dakota with a value of about \$6.0 billion. Each production year is different, requiring different drying, handling and storage expertise. It is critical to apply best-management practices to maintain grain quality, enabling the highest financial return on the grain. Through an educational program, people have access

to scientific and research-based information to properly manage their grain to maintain the quality produced.

Telephone and e-mail consultations providing technical assistance and education are a major part of my extension responsibility. These consultations affect crops and buildings valued in the millions of dollars. Since many calls are related to indoor air quality, the health of many people is also affected.

### Is grain management increasingly important

### as crops and on-farm storage both get larger?

Yes. Grain drying and storage are much more critical today to maximize the value of what is produced on a farm.

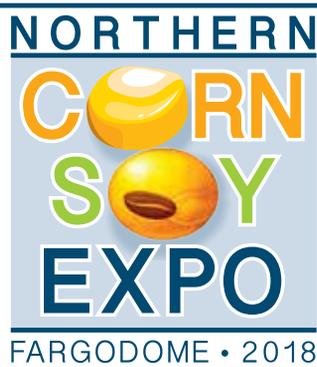
### What do you like to do away from work?

Staying connected to children and grandchildren is my primary non-work activity and enjoyment. I also enjoy entertaining friends and social time with friends.

—Story and photo by Daniel Lemke

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