

# THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

VOLUME 7 • ISSUE 1  
JANUARY 2018



**SPECIAL  
ISSUE**





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**Special Issue:**  
Northern Corn and Soy Expo  
Fargodome  
February 13, 2018  
7:30 a.m. – 4:30 p.m.



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## On the cover

North Dakota soybean farmers and North Dakota corn farmers are often one and the same. The Northern Corn and Soybean Expo is bringing the state's corn and soybean growers together at the Fargodome. A full listing of activities is available throughout this special issue of the North Dakota Soybean Grower.

—Photo by The Creative Treatment



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## Letters From the Co-Chairs:

### Getting the Most Value

As farmers, we try to get the most from everything we do. Whether it's technology, seed or nutrients, we're always searching for maximum efficiency and value from our investments. The same goes for our time. Even though it is winter, there are plenty of things to keep us busy on the farm.

For the first time, the North Dakota Corn Council and the North Dakota Soybean Council, along with the North Dakota Soybean Growers Association and the North Dakota Corn Growers Association, are teaming up for the Northern Corn and Soybean Expo. Farmer leaders and staff from these organizations have been working with each other to create a program that helps farmers like you maximize your time while staying up to date and informed on important topics.

The Northern Corn and Soybean Expo streamlines what had been two separate events into one joint endeavor which is held on a single day, February 13, 2018. The Northern Corn and Soybean Expo features top-notch national speakers for everyone to enjoy.

You have the option to attend one of more than a dozen different breakout sessions during the day. From cover crops and dicamba to weather and water issues, the Expo is designed to let you, as a farmer, determine what topics are of most interest to you. Farmer leaders from corn and soybean boards helped to plan the event that features timely and relevant information about what's happening now and what changes could be coming down the road to impact your farm.

The Northern Corn and Soybean Expo also has a new, bigger home. The event will be held at the Fargodome. The Expo is supported by your checkoff dollars, so the event is free. Pre-registration is appreciated. Visit [NorthernCornSoyExpo.eventbrite.com](http://NorthernCornSoyExpo.eventbrite.com).

Making good use of your time is important, but it's also important to stay abreast of the factors that shape North Dakota agriculture. We think you'll accomplish both by attending the Northern Corn and Soybean Expo.

I hope to see you there!



**Ryan Wanzek**  
Jamestown, North Dakota  
North Dakota Corn  
Growers Association

### Strength in numbers

The holiday season has come and gone, and if you're like me, you've enjoyed spending precious time with family. We now start the season of winter meetings and trade shows, where much-needed networking opportunities present themselves. The Northern Corn and Soybean Expo will offer one place for agriculture stakeholders to meet and network.

We're all experiencing the same issues right now with the farm economy. While there won't be many farmers leaving a trade show with big purchases, there is something we can all do to try to improve our industry. We need to band together in order to talk about the issues we're all facing. How can we create more markets for our crop? What will happen with trade in the U.S.? How can we be involved with

creating a farm bill that works for us?

These questions can be answered by farmers coming together to make change, and that's where organizations such as the North Dakota Corn Growers Association (NDCGA) and the North Dakota Soybean Growers Association (NDSGA) can help. At the Expo, there will be educational sessions, a trade show, and annual meetings for both the NDCGA and NDSGA that will help to promote needed conversations and to spur change. There is strength in numbers, and that's where we can make changes to better the farm economy. Let your voice be heard.

I look forward to seeing you at the Northern Corn and Soybean Expo.



**Matt Gast**  
Valley City, North Dakota  
North Dakota Soybean  
Council



Craig Olson, President North Dakota Soybean Growers Association, thanks Ed Erickson, Jr. of Milnor, North Dakota for his 12 years of service in the soybean industry.

## Big Shoes to Fill

For more than a decade, North Dakota's soybean farmers have benefited from a passionate agriculture advocate who built friendships and allies across the country. Edwin Erickson, Jr., of Milnor, North Dakota, recently retired as one of the state's two American Soybean Association (ASA) representatives.

Erickson served the last six years as ASA representative after serving the prior six years on the North Dakota Soybean Growers Association (NDSGA) board of directors. Erickson's 12 years of dedicated service and commitment has not been lost on his fellow farmer leaders.

"Ed always brought energy and ideas to help grow the soybean industry," says Craig Olson, Colfax, North Dakota, farmer and NDSGA president. "Whether they agreed with him or not, people

listened to him and respected his opinion. He created great friendships across the United States, which helps us to spread our message."

As ASA director, Erickson was also on the Commodity Classic planning committee for three years, serving as co-chair for the 2017 event held in San Antonio, Texas.

"I would like to thank Ed for his time and commitment to the industry. His services will be missed not only in North Dakota, but by others in the soybean world," Olson adds.

Kulm, North Dakota farmer Josh Gackle has been elected to fill Erickson's seat, joining Valley City, North Dakota farmer Monte Peterson as the state's ASA directors.

—Story by Daniel Lemke,  
photo by Staff



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# Educate & Inspire

## If the two main speakers at the 2018 Northern Corn and Soybean Expo have their way, attendees will

leave the February 13 event more educated, prepared and inspired than when they arrived.

In addition to numerous breakout opportunities, general sessions will feature nationally recognized speakers Dr. Jay Lehr, Heartland Institute science director, and former television host Mike Pearson.

### Dr. Jay Lehr

Lehr is a prolific author and expert in the fields of water supply, energy, agriculture and economics. He has written more than 1,000

journal and magazine articles as well as 36 books. For 23 years, Lehr has served as science director for the Heartland Institute, a national nonprofit research and education organization that addresses a wide range of public policy issues, including budget and tax issues, education policy, environmental protection and healthcare policy. The Heartland Institute produces books, policy studies and other publications, many of which are shared with every national and state elected

official in the United States.

“We are a free market think tank,” Lehr says.

Lehr travels the country lecturing on a variety of topics, about half of them agriculture-related. He focuses on presenting the total picture of American agriculture. As an agriculture futurist, Lehr’s presentation to the Northern Corn and Soybean Expo will address where he sees the world of agriculture moving. His view of the future includes discussions about trade and trade agreements that can have a dramatic effect on corn and soybean farmers.

“I’m a strong believer in bi-lateral trade agreements,” Lehr says. “Often, we get trade agreements that are extremely complex when what we need are agreements that fill one sheet of paper, spelling out what countries will buy from each other.”

Lehr is intent on doing more than just presenting information at the Expo. As a former Navy recruiter, Lehr knows that it’s important to impress upon farmers the need to take action.

“I think of myself as a recruiter. My goal is to make people proactive,” Lehr says. “If farmers walk out and say, ‘that was a good presentation,’ but do nothing about it, I’ve failed. There are less than 2 million of us in agriculture. If we all become more outspoken, we can overcome a lot of the negatives.”

Lehr says that people in agriculture need to become more outspoken and take the

opportunity to educate others about farming. Many farmers are reluctant to speak out because they don’t think what they do is interesting, Lehr contends.

“I think it’s one of the most interesting industries out there,” Lehr says. “Farmers need to take the opportunity to spread the word because the biggest issue they face is a misunderstanding of agriculture.”

Lehr will also address issues such as genetically modified crops, climate change and global food supplies.

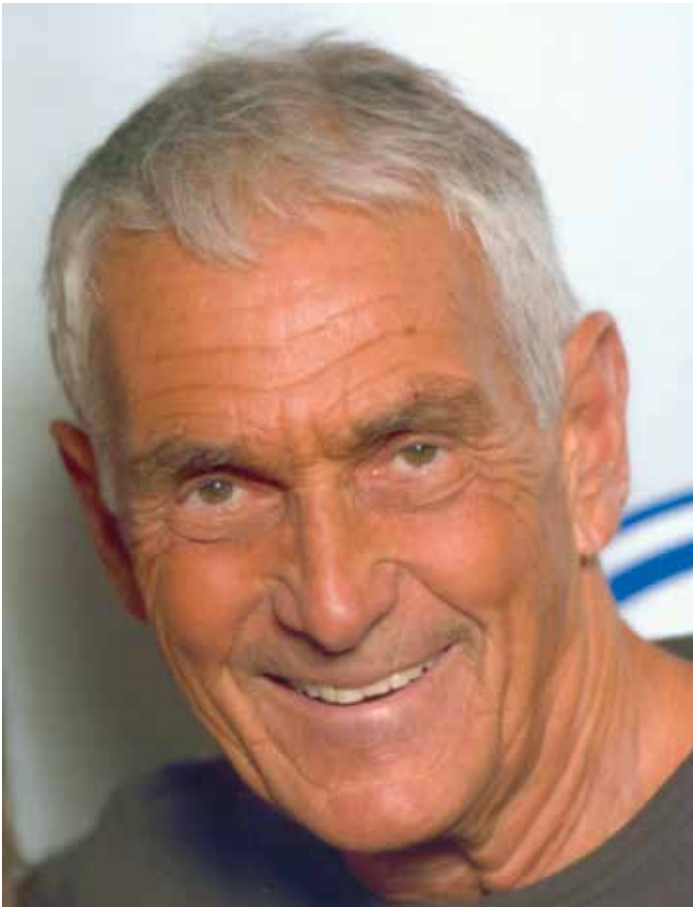
### Mike Pearson

For more than four decades, viewers have tuned in weekly to the Market to Market television show to get a taste of what’s happening in the world of agriculture and to receive an analysis of the current market conditions. Produced by Iowa Public Television, Market to Market is now on the air in 28 states.

“The program is in its 43rd year, making Market to Market the longest-running show of its kind,” Pearson says.

For more than 5 years, Mike Pearson served as the show’s host. He grew up on a family farm near Grinnell, Iowa; managed his family’s diversified grain and livestock operation; and provided market updates and radio news reports. He also has financial experience, including personal, commercial and agricultural lending.

Pearson took over as the Market to Market host in 2012 and



Dr. Jay Lehr

recently left the show. Pearson and his wife continue to build the Genuine Pearson Cattle Company brand. Pearson also produces a daily podcast called Ag News Daily.

Pearson says that he will “try to find some good news” to talk about during his address at the Northern Corn and Soybean Expo. He says that, while many areas of the Midwest did see good yields, prices remain low, which creates challenging conditions for farmers everywhere.

“We have this giant glut of corn and soybeans,” Pearson says. “The challenge is what are we going to do about it? I see this being mitigated by growth in livestock both in the U.S. and overseas. Big growth in poultry and pork in parts of the world should help chew through this supply.”

As the former host of the nation’s first farm television show to incorporate market analysis, Pearson says that a fair amount of attention will be paid to global-market influences during his presentation. Given the Northern Corn and Soybean Expo’s February date, planting conditions in South America should be clearer, giving farmers an opportunity

to size up the competition from Brazil and Argentina. What’s happening there may offer farmers market opportunities.

“Once farmers in South America are done planting, growers here might have some little market pops. I think they’ll want to take advantage of those opportunities. They may be short lived because we’re overrun with supply,” Pearson says.

Pearson says that farmers who were used to hanging on to their grain, waiting for big market swings, will likely have to settle for taking advantage of short rallies to capture some profit. Pearson also sees farm credit and loans becoming more of an issue if lower prices persist.

Despite financial strain in the ag economy, Pearson says that farmers are persistent and resilient in the face of current challenges.

“I think producer sentiment right now is dispirited, but hopeful,” Pearson says. “Farmers are tired of tight returns, but there’s still enough optimism that things are going to get better.”

—Story by Daniel Lemke, photos courtesy of Dr. Jay Lehr and Mike Pearson



Mike Pearson

# Soybean Marketing Seminar for Women

## Tuesday March 13, 2018

### WHERE:

NDSU Commodity Trade Room in Barry Hall in Fargo

### WHO:

North Dakota women soybean farmers involved in marketing and risk management decisions on their operations are invited to attend this one-day seminar.

### WHY:

The seminar is conducted by Naomi Blohm. Ms. Blohm is an expert at advising farmers how to manage their cash marketing needs, the basics of properly using futures and options and understanding the importance of managing basis, delivery point consideration, cash flow and contracts.



### PLAN TO ATTEND:

This program is designed specifically for women involved in North Dakota soybean production. Come learn and network in a friendly environment with your colleagues making the same decisions on their farms.

**Deadline to register is March 6<sup>th</sup>**  
**Register at [ndsoybean.org](http://ndsoybean.org)**  
**This event is free. Registration is required.**

For information, contact Stephanie Sinner at [ssinner@ndsoybean.org](mailto:ssinner@ndsoybean.org) or (701) 566-9300.



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



## Expo Schedule:

### 7:30 a.m. - 8:15 a.m.

Registration and Buffet Breakfast – Lobby  
Trade Show opens – Concourse

### 8:15 a.m. - 8:30 a.m.

Welcoming Remarks  
Expo Co-chairs Matt Gast and Ryan Wanzek

### 8:30 a.m. - 9:45 a.m. | Rooms 201-204

#### ***Mega Trends in Agriculture***

**Dr. Jay Lehr** – Science Director, the Heartland Institute

Jay Lehr is a global futurist, PRO-Agriculture independent scholar and author of 35 books on subjects such as water supply and the environment. Dr. Lehr will reveal the biggest boons in agriculture from anonymous sharing of data to what seed and chemical companies have achieved and what they have planned for the future.

### 9:45 a.m. - 10:15 a.m.

Break, visit trade show – Concourse

### 10:15 a.m. - 11:00 a.m.

Breakout sessions (see chart on page 9)

### 11:15 a.m. - 12:00 p.m.

Breakout sessions (see chart on page 9)

### 12:00 p.m. - 12:45 p.m.

Lunch – Concourse  
Trade Show open – Concourse

### 1:00 p.m. - 1:45 p.m.

Breakout sessions (see chart on page 9)

### 2:00 p.m. - 2:45 p.m.

Breakout sessions (see chart on page 9)

### 2:45 p.m. - 3:15 p.m.

Break, visit trade show – Concourse

### 3:15 p.m. - 4:30 p.m. | Rooms 201-204

#### ***What's Driving Agriculture in the Year Ahead?***

**Mike Pearson** – Farmer, banker and former host of the *Market To Market* television show

Pearson will provide an outlook for farm markets and global trends impacting these markets.



## Breakout Sessions Keep Farmers up to Date

Changes happen rapidly in agriculture, so it can be difficult to keep up with them all. The Northern Corn and Soybean Expo is one way that farmers can stay on top of some of the most pressing issues they face.

In addition to featured national speakers Dr. Jay Lehr and Mike Pearson, Northern Corn and Soybean Expo participants can choose from more than a dozen breakout sessions which are dedicated to current issues and opportunities for North Dakota corn and soybean farmers.

North Dakota Soybean Growers Association President Craig Olson

was among the farmer leaders who helped pare down the list of possible session topics.

“We started with a big list,” Olson says. “We can’t cover everything, but I think we did narrow it down to what’s important to North Dakota.”

Because the Northern Corn and Soybean Expo now targets both corn and soybean farmers, the joint event presents new learning opportunities that weren’t previously available.

“We felt that we were missing a piece before,” Olson says. “By doing these sessions, we’re able to cover a key aspect, and that’s pro-

viding education for producers.”

Breakout sessions will occur in four time slots during the Expo. Because most topics are only addressed one time during the day, farmers will have to choose which sessions to attend.

Breakout topics will range from water concerns to an update on the Farm Bill’s progress. Agronomic sessions will focus on issues such as soil-health tips and pest issues.

“There are always timely, hot issues that we, as farmers, are trying to improve upon. But it’s also a good opportunity to talk about topics that farmers may not know much about like amino

acids,” Olson says. “This gives us an opportunity to broaden our range and educate more farmers about what we’re doing.”

The combination of group speakers, a trade show and breakout sessions should give farmers plenty to do during the February 13th event.

“There’s a lot going on throughout the day, so attendees will be tired by the end of the day, but we think it will be well worth their time,” Olson adds.

—Story by staff

### Expo Breakout Session Schedule:

Time/Location	Room 104	Theater Room	Room 102	Room 103
10:15 - 11:00	Soil Health Tips and Tricks Panel <b>Dr. Abbey Wick</b>	Farm Bill Panel <b>ND Congressional Delegation</b>	The Role of Trade Agreements and Farm Bill for Exports <b>Dr. Saleem Shaik</b>	Water Management and Wetland Regulation <b>Kale Van Bruggen</b>
11:15 - 12:00	The Scouting Report: Soybean Diseases <b>Dr. Sam Markell</b>	ND Corn Growers Association Annual Meeting	Livestock Development in North Dakota <b>Amber Boeshans</b>	Water Management and Wetland Regulation <b>Kale Van Bruggen</b>
1:00 - 1:45	Essential Amino Acids Add to your Bottom Line <b>Peter Mishek</b>	ND Soybean Growers Association Annual Meeting	Rules of Engagement: Connecting without Teaching or Preaching <b>Val Wagner</b>	Corn Diseases in North Dakota <b>Dr. Andrew Friskop</b>
2:00 - 2:45	Soil Health Tips and Tricks Panel <b>Dr. Abbey Wick</b>	Putting Our Best Foot Forward with Dicamba <b>Dr. Kirk Howatt</b>	Understanding Inversions and How NDAWN Detects Them <b>Daryl Ritchison</b>	Corn and Soybean Insect Pests on the Rise for 2018 <b>Dr. Janet Knodel</b>



## 2018 Annual Meeting Agenda

February 13, 2018 • 1:00 p.m. • Fargodome

- |   |   |
|---|---|
| <ol style="list-style-type: none"> <li><b>1.</b> Welcome and Introduction of Board Members:<br/>NDSGA President Craig Olson</li> <li><b>2.</b> Secretary's Report: Joe Ericson</li> <li><b>3.</b> Treasurer's Report: Eric Broten</li> <li><b>4.</b> Legislative Director's Report: Scott Rising</li> <li><b>5.</b> American Soybean Association Report:<br/>ASA Director Monte Peterson</li> <li><b>6.</b> Congressional Updates             <ol style="list-style-type: none"> <li><b>a.</b> Senator John Hoeven, invited</li> <li><b>b.</b> Senator Heidi Heitkamp, invited</li> <li><b>c.</b> Representative Kevin Cramer, invited</li> </ol> </li> <li><b>7.</b> Old Business</li> </ol> | <ol style="list-style-type: none"> <li><b>8.</b> New Business             <ol style="list-style-type: none"> <li><b>a.</b> Approval of Bylaw Changes<br/>(See story on this page)</li> <li><b>b.</b> Election of Directors, based on approving the bylaw changes                 <ol style="list-style-type: none"> <li><b>i.</b> <b>District 1:</b> Richland, Ransom and Sargent Counties; <i>3-year term</i></li> <li><b>ii.</b> <b>District 2:</b> Logan, McIntosh, Dickey and LaMoure Counties; <i>1-year term</i></li> <li><b>iii.</b> <b>District 3:</b> Cass and Traill Counties; <i>3-year term</i></li> </ol> </li> <li><b>c.</b> ND Soybean Processors Update</li> </ol> </li> <li><b>9.</b> Adjourn</li> </ol> |
|---|---|

## Proposed Bylaws Revisions

The North Dakota Soybean Growers Association's Board of Directors has recommended the following revisions. The changes will be discussed during the association's annual meeting on February 13, 2018, at the Fargodome.

The association is updating membership types and dues.

### ARTICLE XI DUES

Section 1. ~~The annual dues of members to this Association shall be thirty dollars payable to the North Dakota Soybean Growers Association. The State Association will retain twelve dollars (\$12.00) and the remaining eighteen dollars (\$18.00) will be for membership in~~

~~the American Soybean Association (ASA). The dues of the Association shall be reviewed annually. The dues were subsequently changed to (\$50.00 for one year membership) and (\$130.00 for a three year membership.) Growers share is (\$21.00) and (\$52.00) respectively. ASA share is (\$29.00) and (\$78.00) respectively. As of January 1, 2004, the dues were changed to \$75.00 for one year with growers share of \$31.00, ASA share of~~

~~\$44.00; \$200.00 for three years with growers share of \$77.00, ASA share of \$123.00. As of October 1, 2016, the State Association is an affiliate of the American Soybean Association (ASA) and retains all membership funds. Membership dues shall be at such rate, formula or schedule as may be established from time to time by the board of directors.~~



## 2018 Annual Meeting Agenda

February 13, 2018 • 11:15 a.m. • Fargodome

- 1.** Call to Order: Carson Klosterman, President
  - a.** 2018 Scholarship Recipient Recognition
  - b.** 2018 Photo Contest Recognition
- 2.** Approval of Minutes from the 2017 Annual Meeting
- 3.** Financial Report: Dale Ihry, Executive Director
- 4.** Congressional Updates
  - a.** Senator Hoeven: Tom Brusegaard, Regional Director
  - b.** Senator Heitkamp: Justin Hanson, Field Representative
  - c.** Representative Cramer: Kaitlyn Weidert, District Representative
- 5.** Old Business
- 6.** New Business
- 7.** Election of Directors
  - a. District 1:** Richland County
    - Replace Carson Klosterman
  - b. District 3:** Divide, Williams, Burke, Mountrail, Renville, Ward, Bottineau, McHenry, Rolette, Pierce, Towner, Benson, Cavalier, Ramsey, Pembina, Walsh, Nelson and Grand Forks Counties
    - Andrew Torkelson: Up for a 4-year term
  - c. District 4:** Eddy, Foster, Stutsman, Griggs and Barnes Counties
    - Robert Hanson: Up for a 4-year term
  - d. District 6:** LaMoure and Dickey Counties
    - Replace Chris Erlandson
- 8.** Adjourn





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**MIDWEST COVER CROPS COUNCIL**  
 ANNUAL MEETING  
 March 13-14, 2018  
 Fargo, ND

**NDSU EXTENSION SERVICE**

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**March 13-14, 2018**

Hilton Garden Inn • Fargo, ND

Cover crop information from around the midwest will be presented and discussed when the Midwest Cover Crops Council meeting comes to Fargo. This is an excellent opportunity to learn more about how to integrate cover crops on your farm or to take your use of cover crops to the next level. Twitter Hashtag: **#CoverFargo**

Register online at  
[NDSU.edu/soilhealth](http://NDSU.edu/soilhealth)  
 under the events tab

**Contact:**  
**Abbey Wick**  
 NDSU Extension Soil Health Specialist  
[abbey.wick@ndsu.edu](mailto:abbey.wick@ndsu.edu) • 701-850-6458.



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# Manvel Farmer Selected ASA DuPont Young Leader

Manvel, North Dakota farmer Logan Ferry has been selected to the 34th class of American Soybean Association (ASA) DuPont Young leaders. The class began their leadership journey at DuPont Pioneer headquarters in Johnston, Iowa in late November.

The Johnston training session was the first phase of the program designed to identify new and aspiring leaders within the agriculture community and provide them with opportunities to enhance their skills and network with other growers. Representatives from 19 states and Canada participated in the program.

“The Young Leaders program is definitely worth the time,” Ferry

says. “There’s a really good group of people from all over the country. It’s opened up my mind and perspective to agriculture across our country. Thank you to the North Dakota Soybean Growers Association for investing in me.”

“The Young Leader Program has had a tremendous impact on not only ASA but all of agriculture. We are very thankful for DuPont making this program possible,” says ASA President and Roseville, Illinois farmer Ron Moore.

The ASA DuPont Young Leader program is a challenging and educational two-part training program. Soybean grower couples and individuals are encouraged



**Logan Ferry of Manvel, North Dakota**

to apply for the program which focuses on leadership and communication, the latest agricultural information and the development of a strong peer network.

This year’s class of Young Leaders will complete their training Feb. 25 – March 1, 2018,

in Anaheim, California, with sessions held in conjunction with the annual Commodity Classic Convention and Trade Show.

—Story by Daniel Lemke, photo provided by Logan Ferry

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**NDSU Barry Hall Commodity Trading Room – Fargo**

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

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

- Seating is limited in both Fargo and Bismarck locations
- Seminar is FREE and limited to ND soybean producers
- Lunch provided both days



**Register online at [ndsoybean.org](http://ndsoybean.org) before February 23rd to reserve your seat**



**Questions?**

**Contact Stephanie Sinner at  
(701) 566-9300 or [ssinner@ndsoybean.org](mailto:ssinner@ndsoybean.org)**

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It is recommended participants have a strong interest in applying advanced tools to grower marketing decisions, and familiarity with Microsoft Excel as a tool for analyzing data and marketing decisions. If you've participated in the past, you will not be eligible for the 2018 course.



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Apply today for one of the 20 farmer seats open for the 2018 program to Portland, Oregon and the Pacific

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

- See For Yourself: July 10-13, 2018 - Portland, Oregon and surrounding area
- Open to North Dakota soybean producers
- **Participants are reimbursed for airfare, lodging, meals and most expenses**
- Must be 21 years of age at date of application
- Application must be submitted by 4:00 p.m. April 16, 2018 to be considered



## Apply online at [ndsoybean.org](http://ndsoybean.org)

Questions, please contact Stephanie Sinner at  
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