

# THE NORTH DAKOTA Soybean GROWER MAGAZINE

VOLUME 4 • ISSUE 1  
FEBRUARY 2015

## SPECIAL 2015 Northern Soybean ISSUE: Expo and Trade Show





## MEMBERSHIP APPLICATION

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment. **SAVE TIME AND POSTAGE.** JOIN ONLINE AT [www.SoyGrowers.com](http://www.SoyGrowers.com)

### APPLICANT INFORMATION (Please Print)

NAME: \_\_\_\_\_

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DATE OF BIRTH: \_\_\_\_\_

FARM/COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY, STATE, ZIP: \_\_\_\_\_

COUNTY: \_\_\_\_\_

PHONE: \_\_\_\_\_

CELL: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

OCCUPATION: (Please check all that apply)

Farmer  Retired  Agribusiness  Finance  Elevator  Other

DO YOU CURRENT GROW SOYBEANS?  Yes  No

Soybean Acres: \_\_\_\_\_ Total Acres Farmed: \_\_\_\_\_

DO YOU RAISE:  Cattle  Hogs  Poultry  Dairy

HOW DID YOU HEAR ABOUT NDSGA? (Please circle one)

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

3 YEAR \$200  1 YEAR \$75

New Membership  Renew Membership ID#: \_\_\_\_\_

Check enclosed (Please make checks payable to NDSGA)

Credit card: VISA / MasterCard / DISC / AM EX

Card #: \_\_\_\_\_

Name on card (Print): \_\_\_\_\_

Signature: \_\_\_\_\_

### MAIL APPLICATION WITH PAYMENT TO:

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1555 43rd Street S, Suite 103, Fargo, ND 58103  
Phone: (701) 640-5215



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## Members Bank on NDSGA

As a member-driven organization, your support is vital to us. Become a new member, renew or extend your membership at the Northern Soybean Expo and you'll be entered in a drawing for \$500. Stop by the registration area to participate in this drawing sponsored by Asgrow.

In addition, as a member of the North Dakota Soybean Growers Association, you are able to take advantage of many member benefits. Please visit [www.soygrowers.com](http://www.soygrowers.com) for more details on member benefit programs.

If you're unable to attend the Expo, complete and return the form on this page or just call 701-640-5215 to become a member today!



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**On the Cover:** Welcome to the special 2015 Northern Soybean Expo and Trade Show edition of the North Dakota Soybean Grower Magazine. Inside you'll find program details for the Expo, the agenda for the North Dakota Soybean Growers Association Annual Meeting and details on the Expo Trade Show. The Northern Soybean Expo will be held February 17 at the Fargo Holiday Inn. We look forward to seeing you there!



## SEE YOU AT THE SOYBEAN EXPO

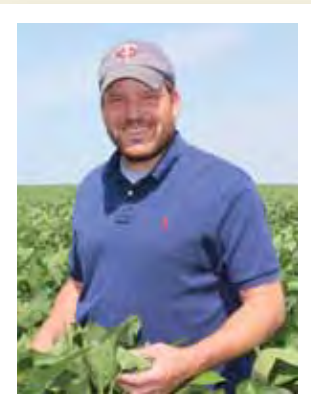
It's that time again! It's time for all of North Dakota's best and brightest farmers to converge for one day to celebrate the state's fastest growing crop. It's time for the 2015 Northern Soybean Expo!

On behalf of the board of directors and staff of the North Dakota Soybean Growers Association, I would like to welcome you to the 2015 Northern Soybean Expo. The Soybean Expo is our biggest event of the year and we are sure that the stage is set for this to be the best one yet! As always, this year's Expo will be essentially two shows in one. The North Dakota Soybean Council takes great pride in putting on a first-class event while bringing in top-notch speakers that are sure to intrigue, inform and entertain you. Between speakers, I encourage you to attend the North Dakota Soybean Growers Association Trade Show that features over 40 of your top local soybean industry suppliers.

As we all know, soybeans have truly taken center-stage in North Dakota. In 2014, we planted nearly 6 million acres of soybeans. For 2015, Informa Economics predicts that we will plant nearly 7 million acres of soybeans. If realized, that will be an almost 100% increase over just a couple of years. While many long-time soybean growers may be increasing their acres of beans, we cannot possibly double our acres without the help of growers that are new to soybeans. This influx of new growers provides a tremendous opportunity for all of us.

Many new growers may have tons of questions about the production and marketing of their new crop. The Expo provides a great opportunity for these new growers to connect with other new growers as well as long-time soybean farmers to learn more about the best practices for beans. Most importantly for our Association, the new growers come with new experiences, concerns and ideas that can help our Association grow. Many of the new soybean acres are coming from places within the state that have never grown them before. This opportunity allows us to expand the reach and scope of our Association so that we can be sure that we are truly representing all of North Dakota's soybean growers. It is imperative that we reach out to and connect with growers from all across the state to ensure that we are speaking with one united voice for North Dakota's soybean industry.

In closing, I encourage all of you to attend the 2015 Northern Soybean Expo on February 17 at the Fargo Holiday Inn. It is an exciting event that has the power to bring the entire soybean industry together for one day to allow all of us to learn, share and grow. While you are there, please take a few minutes to stop by our membership booth or track down a board member to let us know how our Association can go to work for you. We will be easy to spot; just look for the guys in the suits and name tags. I look forward to meeting you at the Expo!



Jason Mewes,  
President  
North Dakota Soybean  
Growers Association



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DEAR VALUED SOYBEAN PRODUCERS:

Learning more leads to earning more. That's why you need to attend the Northern Soybean Expo on February 17 at the Fargo Holiday Inn. We continue to bring you high-caliber, nationally and internationally renowned speakers with different areas of expertise and one focus: to deliver timely, valuable information that you can use to enhance your operation and profitability.

Our keynote speaker, Todd Buchholz, served as the White House's director of economic policy under President George H.W. Bush and as the managing director of the Tiger hedge fund. He was named "One of the Top 21 Speakers of the 21st Century" by Successful Meetings magazine. Buchholz will offer strategies to help you compete more effectively in a global economy.

"The Sensible Environmentalist," Dr. Patrick Moore is a former founder of Greenpeace International. His environmental philosophy is based on science and logic versus sensationalism, misinformation and fear. (He left Greenpeace for these very reasons.) Dr. Moore will present an innovative, hopeful future where civilization and the environment thrive.

Jerry Gulke is the president of the Gulke Group in Chicago and a native North Dakotan. He will discuss the market outlook for soybeans and other commodities and will present effective risk-management strategies that enable producers to capture profitable opportunities in the marketplace.

If you have a passion for continuous learning, appreciate the opportunity to network with fellow soybean producers and ag industry experts, and enjoy great food and fellowship, you won't want to miss this year's Expo!

I look forward to seeing you there!



Diana Beitelspacher  
Chief Executive Officer  
North Dakota  
Soybean Council

**DONATE BLOOD AT THE SOYBEAN EXPO TO HELP AVOID WINTER SHORTAGES**

It might look like a winter wonderland at times, but the winter weather is not a wonderland for hospital patients who depend on blood to keep them healthy and alive. The North Dakota Soybean Council is gearing up for a community blood drive at the 2015 Northern Soybean Expo to help prevent possible blood shortages.

"In areas with harsh winters, cold weather and storms often keep people from donating blood," says Rhonda Ellefson, donor recruitment manager at United Blood Services. "With fewer people donating blood, some parts of the country run the risk of having crucial blood shortages," Ellefson says.

To make sure there's a dependable blood supply locally, the North Dakota Soybean Council has scheduled a community blood drive during the Northern Soybean Expo from 10 a.m to 2 p.m. To schedule an appointment, call 701-365-8904. The drive will be held in the bloodmobile which will be parked on the south side of the Holiday Inn.

United Blood Services provides a free cholesterol screening with each donation. Volunteer donors must be at least 16 years old, weigh at least 110 pounds and be in good health.





# How to Compete in a Global Economy

Todd Buchholz is an economist with a sense of humor. According to the Associated Press, the former White House senior economic advisor “lights up the economy with a wickedly sparkling wit.”



Buchholz, who has lectured at the White House and given keynote speeches to corporations and financial institutions such as Microsoft, IBM and Goldman Sachs, will speak at the Northern Soybean Expo on February 17 in Fargo.

His speech at the Expo will focus on the state of the U.S. and world

economies and what that status means for farmers. Buchholz said, “As soggy as the economy might feel, the U.S. economy is pretty much the envy of the world at the moment.” The economy in European countries has fallen on its back; China’s economy is

not growing quickly; and the growth of Brazil’s economy is slowing down or stagnant, according to Buchholz.

Besides directing economic policy at the White House during the George H.W. Bush administration, Buchholz has been a managing director of the \$15-billion Tiger hedge fund. He has also taught economics at Harvard.

In addition to teaching economic theories in the classroom, Buchholz has hands-on experience; he holds several engineering and design patents.

He has written articles

for publications, such as the New York Times, Wall Street Journal and Forbes, and is the author of a number of books, among them the best seller “New Ideas from Dead Economists, New Ideas from Dead CEOs.”

The “pain” that other economies throughout the world are feeling is positive for U.S. consumers, he said. Farmers, for example, are paying lower prices for fuel. Meanwhile, lower interest rates are making it easier for farmers to finance new purchases and for non-farming households to buy new cars and homes.

## 2015 Market Commentary

Jerry Gulke grew up in North Dakota, and several decades after he moved away, he still has ties to the state. Gulke, who earned an electrical engineering degree from NDSU and an MBA from Northern Illinois University, grew up on a small grain and livestock farm near Ellendale, N.D.



Gulke Group, Inc., serving clients across the United States, Canada, South America and Europe.

The Gulke Group is a research-and-information analysis firm which offers marketing strategies for agribusiness. It provides

information to farmers involved with all aspects of agriculture.

Gulke will give a market commentary at the Northern Soybean Expo on February 17 in Fargo, reviewing the markets and talking about what factors may influence commodity prices in 2015.

Those factors include supply and demand, production in the U.S. and other soybean-producing countries, and market fundamentals. Gulke believes that there are positive signs in the

market, like the fact that usage of protein and feed-grain crops remains strong.

“I’ve often said in seminars, this is not a demand problem.” Gulke continued, “Rather, the large supply of soybeans and other commodities on hand is the result of farmers increasing their production when prices were strong.”

“This year, we produced more than what we used. Next year may be different,” Gulke said in an interview late last year.



# The Sensible Environmentalist

Born into a northern Vancouver Island, British Columbia, forest and fishing family, Patrick Moore's political views took a sharp turn to the left during the 1960s.

Radicalized in the mid-1960s by the Vietnam War, Moore co-founded and, later, became the Canadian president and international director of the environmental organization Greenpeace. Moore, who earned a bachelor's of science degree in forest biology and a doctorate in ecology, began questioning the views of Greenpeace in the mid-1980s when his fellow directors, who were not scientists, launched a campaign to ban chlorine.



"That was the sharp end of the stick that made me leave. On a more general level, the organization had drifted from saving the world from an all-out nuclear war to making humans the enemies of the Earth. I had to leave because I wanted my environmentalism to be based on logic," Moore said.

At the Northern Soybean Expo in Fargo on February 17, Moore will talk to growers about

energy and environmental issues and about his campaign called "Allow Golden Rice Now." The campaign seeks to convince Greenpeace and its supporters to halt their opposition to using Golden Rice as a cure for Vitamin A deficiency.

Moore is promoting the campaign because he believes the genetically modified golden rice will help alleviate one of the greatest causes of childhood death worldwide. In 1986, after leaving Greenpeace, Moore started a family salmon farm in Winter Harbor, Vancouver Island. As a former member of Greenpeace, he felt called to engage in sustainable farming, and

aquaculture seemed like a good venture, Moore said. While he believed in aquaculture farming, Greenpeace opposed that, too, he noted.

Later, Moore also clashed with Greenpeace on sustainable forestry issues. During the past three decades, he has served on international environmental committees and written books, including "Confessions of a Greenpeace Dropout: The Making of a Sensible Environmentalist." In the book, Moore writes about his vision of a more sustainable world and discusses controversial topics, including climate change and genetic engineering.

## COME EARLY AND ENJOY A BUFFET BREAKFAST WITH NDSU SOYBEAN RESEARCHERS

During the Expo buffet breakfast on February 17th, soybean production researchers from the Carrington Research Extension Center will be available to discuss and answer producers' questions about soybean research and 2015 production issues.

Soybean plantings have expanded throughout North Dakota, where approximately 6 million acres of soybeans were planted in 2014. Carrington Extension researchers will be on hand to provide current soybean-production research information that can help producers with planting and management decisions for the 2015 growing season.

In FY 2015, the North Dakota Soybean Council (NDSC) is funding approximately \$1.4 million of soybean production research, which is approximately 25% of the NDSC's budget.

Copies of NDSU's "Soybean Production Field Guide" and NDSC's "2014 Research Update" will also be available during breakfast.

The buffet breakfast is from 8:00 a.m. to 9:30 a.m., so plan to come early!





## 2015 NORTHERN SOYBEAN EXPO

February 17, 2015 • Fargo Holiday Inn

**8:00 a.m. - 9:30 a.m.**    **REGISTRATION AND BUFFET BREAKFAST**  
Breakfast with Carrington Research Extension Center soybean researchers

**9:30 a.m. - 9:45 a.m.**    **OPENING REMARKS**  
**Scott Gauslow**, Chairman, N.D. Soybean Council  
**Jason Mewes**, President, N.D. Soybean Growers Association

**9:45 a.m. – 11:15 a.m.**    **“HOW TO COMPETE IN A GLOBAL ECONOMY”**  
**Todd G. Buchholz** is an economist. He has served as the White House’s director of economic policy under George H.W. Bush and as a managing director of the Tiger hedge fund. He was awarded the Allyn Young Teaching Prize by Harvard University’s Department of Economics and was named “One of the Top 21 Speakers of the 21st Century” by Successful Meetings magazine.

**12:00 p.m. – 12:45 p.m.**    **LUNCH**  
Awards Presentation  
Retiring Directors

**1:00 p.m. – 2:30 p.m.**    **“THE SENSIBLE ENVIRONMENTALIST”**  
**Dr. Patrick Moore’s** environmental philosophy is based on science and logic because he believes that too much of today’s “pop-environmentalism” is colored with sensationalism, misinformation and fear. (He left Greenpeace for these very reasons.) His presentations paint an innovative, hopeful future where civilization and the environment survive and thrive.

**2:45 p.m. – 4:00 p.m.**    **“MARKET COMMENTARY”**  
**Gerald (Jerry) Gulke** was raised on a small-grains and livestock farm near Ellendale, N.D. His consulting firm, Gulke Group, Inc., is located in the Chicago Board of Trade Building and has clients throughout the U.S. as well as in Canada, South America and Europe. Jerry presents market-outlook seminars throughout the U.S. and Canada, and voices his comments on various agriculture radio and television shows as well as with occasional appearances on CNBC.

**4:00 p.m.**    **CLOSING REMARKS**



# NORTH DAKOTA SOYBEAN GROWERS ASSOCIATION

2015 Annual Meeting Agenda  
February 17, 2015 • 11:15 a.m. Fargo Holiday Inn

- 1) Welcome and Introduction of Board Members:  
Jason Mewes, NDSGA president
- 2) Secretary's Report: Luke Kuster
- 3) Treasurer's report: Lisa Giese, Eide Bailly
- 4) Legislative Director's report: Scott Rising
- 5) ASA report: Ed Erickson, Jr.
- 6) Old Business
- 7) New Business
  - a. Approval of bylaws changes  
(see story on this page)
  - b. Election of Directors
    - i. District 1, Richland County
    - ii. District 3, Cass County
  - c. Other new business
- 8) Adjourn

## Proposed Bylaws Revisions

The North Dakota Soybean Growers Association Board of Directors has recommended the following revisions. The changes will be discussed during the annual meeting of the Association on February 17, 2015, at the Fargo

Holiday Inn.  
**Section 1.** The affairs of the Association shall be managed by its board of directors. At least ~~thirteen (13)~~ **fourteen (14)** members of the board shall be, at the time of election or appointment, an actual producer of soybeans, as a farm

operator, owner or manager.  
**Section 2.** The number of directors shall be **at least** fourteen (14). Eight (8) directors shall be elected from the districts described in Section 3 of this Article. Three (3) directors-at-large; the current-year DuPont Young Leader (1) and one (1) director, a soybean-

related industry representative, shall be appointed by the Board of Directors. The ~~two (2)~~ **ASA National Directors are is a** full members of the NDSGA Board of Directors with full voting rights.  
**Section 3.** The districts to be represented by the eight (8) directors shall comprise the following areas:

|            |  |              |
|------------|--|--------------|
| District 1 | Richland County                              | One Director |
| District 2 | Ransom, Sargent, Dickey and LaMoure Counties | One Director |
| District 3 | Cass County                                  | One Director |
| District 4 | Griggs, Steele and Barnes Counties           | One Director |
| District 5 | Traill County                                | One Director |
| District 6 | Grand Forks County                           | One Director |
| District 7 | Pembina, Walsh and Nelson Counties           | One Director |
| District 8 | Balance of the state of North Dakota         | One Director |



# 2015 TRADE SHOW AND SOCIAL EVENTS

February 17, 2015 • Fargo Holiday Inn

## 8:00 a.m. – 6:00 p.m. TRADE SHOW

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

## 4:00 p.m. – 6:00 p.m. SOCIAL HOUR WITH CASH BAR

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

## Billadeau named to ASA DuPont Young Leaders Program

The 31st class of ASA DuPont Young Leaders began their leadership journey at DuPont Pioneer headquarters in Johnston, Iowa, in November 2014.

The Johnston training session was the first phase of a program designed to identify new and aspiring leaders and to provide them with opportunities to enhance their skills and network with other soybean growers. Jarred Billadeau, Ryder, N.D and representatives from 22 additional states and Canada participated in the training that included educational and skill-building components.

“The ASA DuPont Young Leader Program has had a tremendous impact on not only ASA but also the entire agricultural industry,” said Ray Gaesser (Iowa), ASA chairman. “By identifying new and aspiring agricultural leaders and then providing

them with training that enhances their leadership skills and grows their peer network, the Young Leader program strengthens our industry and allows us to work more collaboratively in our local, state and national organizations. The participants in this year’s class are impressive; they are extremely knowledgeable, talented and passionate about agriculture.”

“Agriculture faces many challenges and opportunities as American farmers work to help meet the growing global demand for food,” said Randy Wanke, senior manager of industry relations for DuPont Pioneer. “We are proud to support the Young Leader program which is developing the future growers needed to capture those opportunities and meet those challenges.”

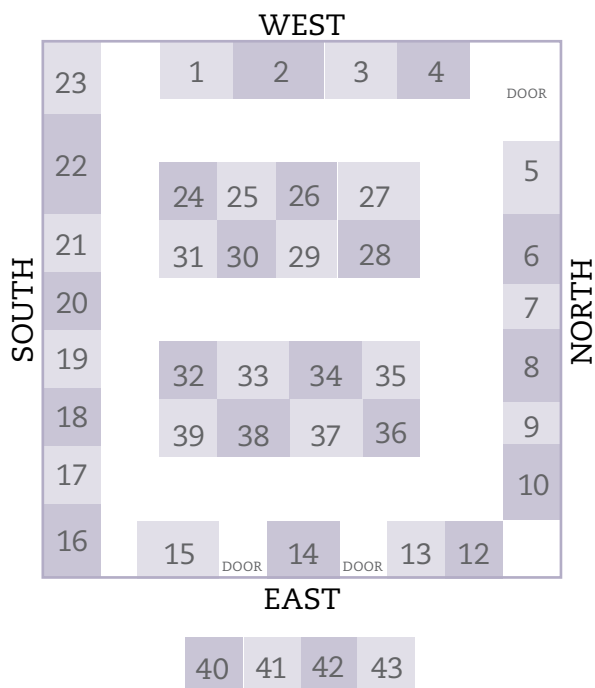


# Trade Show Participants

| COMPANY NAME                 | BOOTH NUMBER |
|------------------------------|--------------|
| Agassiz Drain Tile           | 2            |
| American Ag Network          | 43           |
| Asgrow                       | 15           |
| BASF                         | 8            |
| Bayer CropScience            | 25           |
| Brenco Corporation           | 5            |
| Columbia Grain               | 17           |
| Conklin AgroValley Solutions | 27           |
| Custom Marketing Company     | 42           |
| Dairyland Seed               | 18           |
| DuPont Pioneer               | 10           |
| Ellingson Companies          | 12           |
| Enlist Weed Control System   | 1            |
| Farm and Ranch Guide         | 31           |

| COMPANY NAME                 | BOOTH NUMBER |
|------------------------------|--------------|
| Gateway Building Systems     | 9            |
| Hummel Pike and Associates   | 41           |
| Integra Seed                 | 24           |
| KT Dryers & Bins             | 20           |
| Legacy Seeds                 | 22           |
| Legend Seeds, Inc.           | 4            |
| MEG Corp                     | 40           |
| Midwest Shippers Association | 37           |
| Monsanto BioAg, Inc.         | 16           |
| Mustang Seeds                | 30           |
| Northern Bag and Box Company | 34           |
| Nuseed                       | 36           |
| NuTech Seed                  | 23           |
| OK Tire                      | 21           |
| Peterson Farms Seed          | 3            |
| Proseed                      | 13           |
| REA Hybrids                  | 28           |
| Red River Farm Network       | 32           |
| Richland IFC, Inc.           | 33           |
| SB&B Foods, Inc.             | 38           |
| SK Food International        | 19           |
| Stoller USA                  | 29           |
| SunOpta                      | 35           |
| Superior, Inc.               | 26           |
| Syngenta Seeds               | 8            |
| Thunder Seed, Inc.           | 39           |
| Titan Machinery              | 14           |
| USDA/NASS                    | 7            |

## TRADE SHOW FLOOR





#### EXECUTIVE PARTNER

- **Asgrow**
- **Enlist Weed Control System**

#### PRINCIPLE PARTNERS

- **Farm and Ranch Guide**
- **Minnesota Soybean Growers Association**
- **Minnesota Soybean Research and Promotion Council**
- **Peterson Farms Seed**

#### CORE PARTNERS

- **BASF**
- **DuPont Pioneer**
- **Dyna-Gro Seed**
- **Legend Seeds, Inc.**
- **Monsanto BioAg, Inc.**
- **Thunder Seed, Inc.**

#### ASSOCIATE PARTNERS

- **Agassiz Drain Tile**
- **American Ag Network**
- **Bayer CropScience**
- **Brenco Corporation**
- **Conklin AgroValley Solutions**
- **Custom Marketing Company**
- **Legacy Seeds**
- **Midwest Shippers Association**
- **Mustang Seeds**
- **Northern Bag and Box Company**
- **NuTech Seed**
- **REA Hybrids**
- **Richland IFC, Inc.**
- **Stoller USA**
- **Superior, Inc.**
- **Syngenta Seeds**
- **Titan Machinery**

#### AFFILIATE PARTNERS

- **Columbia Grain**
- **Dairyland Seed**
- **Ellingson Drainage**
- **Gateway Building Systems**
- **Hummel Pike and Associates**
- **Integra Seeds**
- **KT Dryers & Bins**
- **MEG Corp.**
- **Nuseed**
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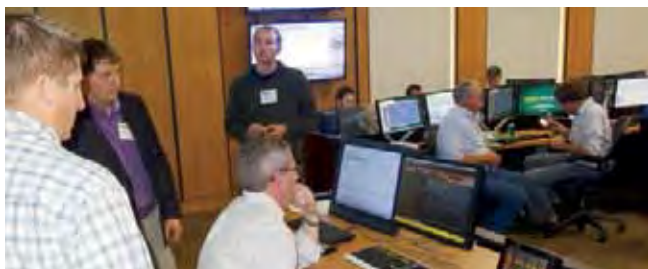
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## Sharpen your soybean trading and marketing skills

Learn more about trading soybeans in today's fast-paced markets. Spend two days using the state-of-the-art equipment in the NDSU Commodity Trading Room to learn how trading impacts your farm's bottom line. Led by Dr. Bill Wilson and Dr. Frayne Olson of NDSU Department of Agribusiness & Applied Economics.

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

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



**North Dakota**  
**Soybean Council**  
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**March 17 9:00am – 5:00pm • March 18 9:00am – 4:15pm**  
**NDSU Fargo – Barry Hall Commodity Trading Room**

**Register before February 27th to reserve your seat.**  
**Call (701)239-7194 or email [ssinner@ndsoybean.org](mailto:ssinner@ndsoybean.org)**

**NDSU**

It is recommended participants have a strong interest in applying advanced tools to grower marketing decisions, and familiarity with Microsoft Excel as a tool for analyzing data and marketing decisions. If you've participated either of the past 2 years you will not be eligible for the 2015 course.

# ASA Recruiters Enjoy Savannah

A group of 18 people participated in the 2014 Recruiter Reward Trip, a four-day/three-night trip to Savannah, Ga. The group is pictured here on a Savannah River Queen dinner cruise.

The 2014 ASA Recruiter Reward Trip to Savannah, Ga., took place Nov. 18-21, 2014. The trip was a reward for high achievement by volunteers who recruited members. Participating volunteer recruiters and their guests included Harvey and Mary Morken (N.D.) The agenda included a trolley tour of old Savannah. Delicious southern



cooking and fresh seafood were highlights during meals at various venues. On the final evening, the group participated in a dinner

cruise on the Savannah River Queen.

To be eligible for the Recruiter Reward Trip, recruiters had to sign up at least 30 members between

Oct. 1, 2013, and Aug. 28, 2014. There were 20 recruiters who met that criterion, and their names were entered into a drawing where seven names were pulled to participate in the trip to Savannah. The seven recruiters whose names were drawn recruited a combined total of 416 members.

The 2015 ASA Recruiter Reward Trip participants will go to Asheville, N.C., and the Biltmore Estate. For information about becoming a recruiter for the North Dakota Soybean Growers Association, call Nancy Johnson at 701-640-5215.



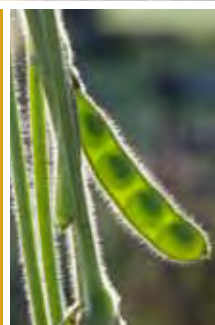
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**Become a member, renew or extend your membership: you're entered to win \$500!**

As a member of the North Dakota Soybean Growers Association, you support the policy advocacy work the association does. We help your voice be heard.

Become a new member, renew or extend your membership at the Northern Soybean Expo and Trade Show and you'll be **entered in a drawing for \$500**. See us at the registration area to enter this drawing sponsored by Asgrow.

While you're there, learn about all the benefits of membership. You'll discover why members can really bank on the NDSGA.



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