

# THE NORTH DAKOTA Soybean GROWER MAGAZINE

VOLUME 8 • ISSUE 1  
JANUARY 2019



**Special Issue**  
2019 Northern Corn  
and Soybean Expo




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## Special Issue:

Northern Corn and Soy Expo

Fargodome

February 12, 2019

7:30 a.m. – 4:45 p.m.



## Contents

- 4 Letters from the Co-Chairs of the Northern Corn and Soy Expo
- 6 Timely Topics, Entertaining Approach
- 8 Northern Corn and Soy Expo 2019 Schedule
- 9 Breakout Sessions Sharing the Wealth of Information
- 10 North Dakota Soybean Growers Association 2019 Annual Meeting Agenda
- 10 North Dakota Soybean Growers Association Proposed Bylaws Revisions
- 11 North Dakota Corn Growers Association 2019 Annual Meeting Agenda
- 13 News Briefs:  
 Farm Bill Delivered  
 All Eyes on Exports  
 ND-Specific Dicamba Label

## On the cover

The first-ever Northern Corn and Soybean Expo packed the Fargodome as hundreds of farmers gathered for the inaugural event. The 2019 event features a robust lineup of speakers and breakout sessions that will help corn and soybean farmers stay up to date on key topics like trade and marketing.

—Photos by Wanbaugh Studios  
 and Betsy Armour



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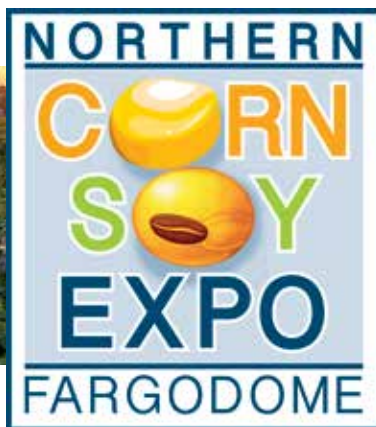
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## Resilience in Farm Country

The holiday season has come and gone, and if you're like me, you've enjoyed spending precious time with your family. Now starts the season of winter meetings, and tradeshow, and though it's winter, there are plenty of things keeping us busy on the farm as we prepare and plan for spring.

I would be remiss to ignore the issues we are all experiencing right now within the farm economy. Stress for farmers has always been a near-constant due to uncertain weather, animal illness, fluctuating markets and trade, and unforeseen disaster. In recent years, the devastating effects of farm related stress have received national attention as prices for agricultural products fall and labor prices rise.

Among the breakout sessions at this year's Northern Corn and Soybean Expo, you have the option to attend a session that addresses on-farm stress management and learn from individuals with

on-farm experience. While opening up about these challenges can be intimidating, it is important to take care of ourselves and be a resource for one another when it comes to stress management.

With eight breakout sessions to choose from, the Expo is designed to let you determine what topics are of most interest to you. Farmer leaders from corn and soybean boards helped plan this event featuring timely and relevant information about what's happening now and what changes could impact your farm.

Whether it's support for a neighbor or serving on a commodity board, there is strength in numbers, and that's where we can make changes to better farm life.

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



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

## Soy for an Ever-Changing World

For the past six months, no topic has garnered more attention from soybean farmers than exports. Unfortunately, international trade has received that focus for all the wrong reasons.

A trade dispute with China means that soybean purchases by our largest export customer have been drastically reduced. With about 70 percent of our soybeans exported globally through the Pacific Northwest to customers in China and the rest of southeast Asia, North Dakota farmers have been hit hard by the trade disruptions. Resolving that trade conflict remains a top priority for the state's soybean farmers.

We all know about the importance of international trade to soybean farming in North Dakota. Soybean production has grown in the state because of our ability to provide a consistently high-quality product that can be quickly delivered to buyers in Asia. The irony is that, while our access to markets

in China has been curtailed, world populations and global soybean demand continue to grow. It's important that trade channels remain open, not only because they affect us as growers, but also because the world continues to need our soybeans. Nobody grows this crop better than North Dakota farmers.

Because of the export-trade disruptions, we've faced depressed commodity prices and a widening basis. This year's Northern Corn and Soybean Expo has a strong focus on trade and markets. The event features several sessions led by experts who will focus on what's happening with international trade development as well as ways to take advantage of marketing opportunities when they arise.

Exports and trade will always be an issue for North Dakota farmers. We invite you to come learn more about the trade trends that could affect your bottom line at the Northern Corn and Soybean Expo on February 12, 2019, at the Fargodome.



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

# SPECIALTY SOYA & GRAINS ALLIANCE

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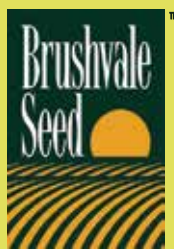
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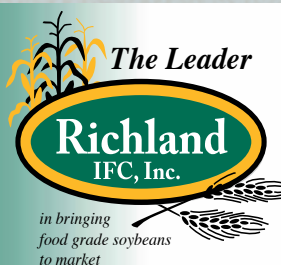
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# Timely Topics, Entertaining Approach

**T**he 2019 Northern Corn and Soybean Expo features an array of topics and presenters to help North

Dakota farmers address some of the most pressing issues. Held February 12 at the Fargodome in Fargo, the Corn and Soybean Expo includes noted speakers and informational panels which are focused on trade, technology, marketing and production challenges.

## Mark Mayfield

Among the speakers scheduled to appear is author and humorist Mark Mayfield. Born and raised on a family farm in Kansas, Mayfield was fully immersed in agriculture. In his youth, Mayfield was involved with 4-H and Future Farmers of America (FFA), rising to the ranks of national FFA president. That role presented him with the opportunity to do numerous media interviews and speaking engagements around the country.

"If you bowl every day for a year, you'll probably get to be a pretty good bowler," Mayfield contends. "I traveled around speaking for a year, and that was really the genesis for what I do today."

Mayfield is a public speaker and humorist who "talks about serious issues in a funny way." His background includes business ownership, ag education and even a decade as an agriculture lobbyist. Mayfield is the keynote speaker at the 2019 Northern Corn and Soybean Expo.

Early in his career as an ag teacher, Mayfield learned that humor helps deliver a more memorable message, even if the topic is tough.

"We will talk about serious stuff, but we'll have a great time doing it," Mayfield says. "If you can deliver a message with humor, it's more likely that people will take that message home."

Mayfield will address "The Changing Face of Agriculture," examining shifts in technology, demographics and policy.

"Farmers have to be smarter, faster and adapt more than ever. They have to be change agents if they want to survive," Mayfield says. "Because of changing technologies, economics

and global policies, we have to be on top of our game."

Mayfield says that most farmers are aware of the rapid changes, but he and his message will serve as a reminder about how diligent and vigilant people in the agriculture industry need to be to survive.

A key takeaway that Mayfield will deliver is the need for farmers to embrace change.

"We, in agriculture, fight that," Mayfield explains. "Farmers tend to be fundamentalists and traditionalists, which is good in some ways, but just because things worked for Dad or Grandpa doesn't mean they're going to work for us now. It's very hard for agriculture to change."

Despite what he calls an innate resistance to change, it's important for farmers to keep moving with today's challenging economic times.

"They need to get involved," Mayfield says. "It's more important than ever because we can't rely on someone else to do it for us. We have to speak for ourselves."

Mayfield's keynote address will be on the Northern Corn and Soybean Expo main stage at 8:30 a.m. He will also serve as master of ceremonies for the day's events.

## Chip Flory

Noted agriculture reporter and radio host Chip Flory will broadcast live from the Northern Corn and Soybean Expo. He'll also host a session which addresses global market trends.

Flory joined Pro Farmer in 1988 after graduating from Iowa State University with a degree in ag journalism. He reported from the floors of the Chicago Board of Trade and the Chicago Mercantile Exchange. With Pro Farmer, Flory has been a senior mar-

ket analyst, general manager, editor of the company's flagship newsletter and editorial director. Flory is also the host of Farm Journal Media's two daily radio shows: AgriTalk and AgriTalk After the Bell.

"With a significant amount of uncertainty in the ag world right now, I'll be focused on some of the things producers should think about to manage the risk associated with times of high-uncertainty," Flory says. "While the uncertainty has created an environment in which prices could fall further, the resolution of some of the key issues facing global trade and feed demand would also open significant upside price potential. So, the key is to cover downside price risk while leaving open upside price potential."

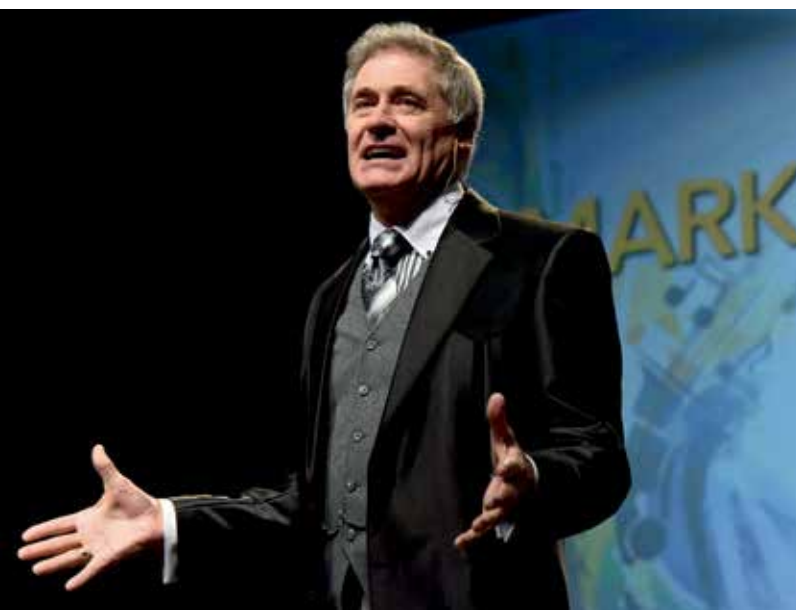
Flory says that farmers are dealing with one of the most unique periods in grain markets which he's ever seen. While passing the Farm Bill does help bring some certainty to the market and to financial planning for producers, resolving the trade issues is far more important than the Farm Bill.

"Think about it, the Farm Bill passed this year, and it wasn't a 'high priority' for farmers because trade issues and waivers issued for RFS blending requirements were bigger issues for producers," Flory says.

Flory says that trade issues have been hugely disruptive for the markets. In the Northern Plains, the effect has been most dramatic because of the influence on the bean basis. However, that basis pressure also weighs on cash prices.

Despite the current challenges, Flory says that farmers typically do have occasions to sell.

"Every year offers an opportunity, or a few opportunities, to make sales at prices above breakeven," Flory says. "The trick right now is to understand those opportunities will likely be



Mark Mayfield



fleeing in the year ahead.”

Flory says that farmers need to understand how 2019 could be a transitional year for trade. He will address global trade issues during a keynote address at 3:30 p.m. on the main stage.

### Hot-Topic Panel

Trade will also be the focus of a panel discussion which features notable agriculture industry leaders and experts. The panel will be moderated by AgWeek TV anchor Michelle Rook. The panel features U.S. Soybean Export Council Executive Director Jim Sutter, National Corn Growers Association Director of Public Policy Lesly McNitt and North Dakota State University Distinguished Professor Dr. William Wilson.

The panel, International Trade and What it Means to Your Operation, will take place at 11:15 a.m. in rooms 201-204.

### Behavioral Health

Farming and ranching are stressful occupations. Farmers and ranchers typically live where they work. They are usually their own boss and feel responsible for a lot, but control very little. Right now farmers face a lot of challenges. In the Some Days are Better than Others breakout, experts will help participants look stress in the eye, talk about where it comes from, what it does to people, and what can be done about it.

Presenters include Meg Moynihan, senior advisor on strategy and innovation at the Minnesota Department of Agriculture, where she focuses on farmer stress and wellness. She also owns and operates a diversified 70-cow organic dairy farm with her husband, Kevin. In 2016, a farm crisis prompted her to take a leave of absence to run the operation singlehandedly, giving her direct experience with the stress, anxiety, burnout, and depression that



Chip Flory

so many farmers experience.

Sean Brotherson, Ph.D. is a professor and extension family science specialist at North Dakota State University. His research interests include family stress, rural families, grief and bereavement and family policy. He has ongoing research in stress and loss

issues including the impact of home and farm loss on rural family identity and relationships.

This breakout session will take place in Room 104 at 1:00 p.m.

—Story by Daniel Lemke,  
photos courtesy of Mark Mayfield  
and Daniel Lemke

# Soybean Marketing Seminar for Women

Thursday March 14, 2019 | NDSU Commodity Trading 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:

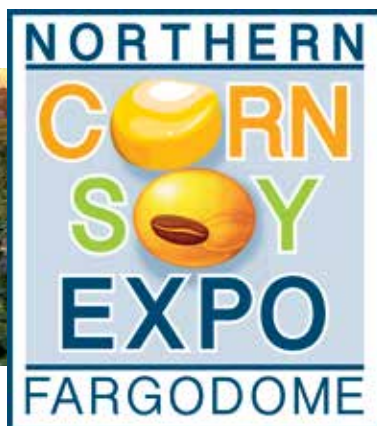
This program is designed specifically for women involved in North Dakota soybean production. Come learn and network in a friendly environment with your colleagues making the same decisions on their farms.



**Register by March 5<sup>th</sup> at [ndsoybean.org](http://ndsoybean.org)**

**This event is free for North Dakota soybean producers. Registration is required.**

For information, contact Kathy Wiltse at [kwiltse@ndsoybean.org](mailto:kwiltse@ndsoybean.org) or (701) 566-9300



## Expo Schedule

### 7:30 a.m. – 8:15 a.m.

Registration — Lobby  
Trade Show / Buffet Breakfast — Arena Floor  
Research Pavilion — Arena Floor

### 8:15 a.m. – 8:30 a.m. | Rooms 201-204

Welcoming Remarks  
Expo Co-chairs Matt Gast and Ryan Wanzek

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

*The Changing Face of Agriculture*  
Mark Mayfield — Author and Humorist

Mark will take a hard look at the morphing of agriculture. Technology, communication, and change are the only way ag traditionalists can prevail in tomorrow's economy. This program is high on content, but also high on hilarity because Mark believes, "say it with humor and people will take the message home."

### 9:45 a.m. – 10:15 a.m. | Arena Floor

Break, visit trade show

### 10:00 a.m. – 11:00 a.m. | Arena Floor

*AgriTalk* Live Broadcast  
Chip Flory

### 10:15 a.m. – 11:00 a.m. | Rooms 101-104

Breakout sessions (see chart on page 9)

### 11:15 a.m. – 12:00 p.m. | Rooms 201-204

Hot Topic Panel: *International Trade and What it Means to Your Operation*

Moderator: Michelle Rook, AgWeek TV  
Panelists: Jim Sutter, USSEC; Dr. Bill Wilson, NDSU and Lesly McNitt, NCGA

### 12:00 p.m. – 12:45 p.m. | Arena Floor

Lunch  
Trade Show open

### 1:00 p.m. – 1:45 p.m. | Rooms 101-104

Breakout sessions (see chart on page 9)

### 2:00 p.m. – 3:00 p.m. | Rooms 201-204

*AgriTalk After the Bell* (Live Broadcast)  
Chip Flory

### 3:00 p.m. – 3:30 p.m. | Arena Floor

Break, visit trade show

### 3:30 p.m. – 4:45 p.m. | Rooms 201-204

*Global Market Trends*  
Chip Flory — Author and Radio Host

Chip will address global and domestic trends on the supply and demand tables for corn and soybeans. He'll also cover any on-going trade issues between the U.S. and global trading partners as well as the overall health of the ag economy.

**To register for FREE, please visit [NorthernCornSoyExpo.com](http://NorthernCornSoyExpo.com)**



## 2019 Northern Corn and Soy Expo

# Breakout Sessions Sharing the Wealth of Information

**W**hen farmers and agribusiness representatives gather for the 2019 Northern Corn and Soy Expo,

they'll recognize that the event has a strong educational focus. From large-group events to breakout sessions, growers will have ample opportunity to learn.

Among the key topics addressed by both the general and breakout sessions is trade. Given the current export environment, providing farmers insight about trade negotiations and market opportunities is an important topic for North Dakota farmers.

"Trade is very important to us since 70 percent of our beans go to the Pacific Northwest and over 90 percent leave the state," says North Dakota Soybean Growers Association (NDSGA) President and Wim-

bledon farmer Joe Ericson. "Exports are a big reason for our basis. We need trade to give our soybeans a place to go."

Marketing topics will be addressed by author, radio host and keynote speaker Chip Flory. He will discuss global and domestic market trends for corn and soybeans. A panel about the effects of international trade will feature U.S. Soybean Export Council Executive Director Jim Sutter, North Dakota State University Distinguished Professor Dr. William Wilson and National Corn Growers Association Public Policy Director Lesly McNitt.

Ericson says that getting a firmer handle on trade is vital as farmers

make decisions for the upcoming growing season.

"A lot of growers aren't sure what they'll do next year, and they want to know where things stand," Ericson says. "They want to know if we're likely to be back in the China market. They'll need to know to make plans for 2019."

In addition to market sessions, crop-production sessions will address issues such as insects, disease and soil-health management.

"Production issues are an area where a lot of farmers pay attention, because it's what they know best. They can get some tips and tricks to help out on their farm," Ericson adds.

Now that it's been discovered in North Dakota, a session on recognizing and managing Palmer amaranth is also on the agenda.

"Resistant weeds are always an issue. Farmers don't necessarily want to have to learn about them, but they know they're going to have to combat weeds," Ericson says. The challenge is formidable, "especially when it's something new most farmers haven't seen. It's important they learn to identify it so they can take care of any problems before they become a major issue like it is in some southern states."

A session on behavior health will also help farmers understand the resources available to help them and others cope with agriculture's challenging times.

—Story by staff

## Breakout Session Schedule

| Location            | 10:15 a.m. – 11:00 a.m.                                                                                                      | 1:00 p.m. – 1:45 p.m.                                                            |
|---------------------|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|
| <b>Main Stage</b>   | International Trade Update<br><b>Jim Sutter, USSEC;</b><br><b>Lesly McNitt, NCGA</b>                                         | Insects, Diseases and Soil Panel<br>Moderated by<br><b>Dr. Abbey Wick, NDSU</b>  |
| <b>Theater Room</b> | ND Corn Growers Association<br>Annual Meeting                                                                                | ND Soybean Growers<br>Association Annual Meeting                                 |
| <b>Room 101/102</b> | DTN Weather<br><b>Bryce Anderson</b>                                                                                         | Water Management and Wetland<br>Regulation<br><b>Kale Van Bruggen</b>            |
| <b>Room 104</b>     | Palmer Amaranth Panel<br><b>Dr. Brian Jenks, NDSU; Dr. Kirk Howatt, NDSU; Dr. Joseph Ikley, NDSU and Richard Weisz, NDDA</b> | Managing Stress<br><b>Dr. Sean Brotherson, NDSU;</b><br><b>Meg Moynihan, MDA</b> |



## 2019 Annual Meeting Agenda

February 12, 2019 • 1:00 p.m. • Theater Room • Fargodome

- 1.** Welcome and Introduction of Board Members:  
NDSGA President Joe Ericson
- 2.** Secretary's Report: Greg Gussiaas
- 3.** Treasurer's Report: Eric Broten
- 4.** Legislative Director's Report: Scott Rising
- 5.** American Soybean Association Report:  
ASA Director Monte Peterson
- 6.** Congressional Updates
  - a.** Senator Hoeven: Tom Brusegaard,  
Regional Director
  - b.** Senator Cramer: Kaitlyn Weidert, NW  
Regional Representative and Policy Advisor
  - c.** Representative Armstrong: Jeffery Rustvang,  
District Representative
- 7.** Old Business
- 8.** New Business
  - a.** Approval of Bylaw Changes  
(See the story on this page)
  - b.** Election of Directors
    - i.** District 2: Logan, McIntosh, Dickey and  
LaMoure Counties; *3-year term*
    - ii.** District 4: Barnes, Steele and Griggs  
Counties; *3-year term*
    - iii.** District 6: Cavalier, Grand Forks, Nelson,  
Pembina, Ramsey and Walsh Counties;  
*3-year term*
  - c.** Other New Business
- 9.** Adjourn

## P 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 12, 2019, at the Fargodome.

Recent merges and name changes in the agricultural seed and chemical industry need to be reflected in the bylaws.

### Article III

#### Section 2.

Eight (8) directors shall be elected from the districts described in Section 3 of this article. Up to three (3) directors-at-large and the current-year **DuPont** Young Leader **Program participant(s)** (**± up to two (2)**) shall be appointed by the board of directors. The two (2) ASA National Directors are full members of the NDSGA Board of Directors and have full voting rights.

The association audit bylaw is being expanded.

### Article V

#### Section 4.

The president shall appoint an auditing committee to **audit determine if** the financial records of the Association **shall have an audit, financial review or a compilation** at the conclusion of each fiscal year.

## 2019 Annual Meeting Agenda

February 12, 2019 • 10:15 a.m. • Theater Room • Fargodome

- 1.** Call to Order – Randy Melvin, President
  - a.** 2019 Scholarship Recipient Recognition
  - b.** 2019 Photo Contest Recognition
- 2.** Approval of Minutes from the 2018 Annual Meeting
- 3.** Financial Report – Jean Henning, Interim Executive Director
- 4.** Congressional Updates
  - a.** Senator Hoeven – Tom Brusegaard, Regional Director
  - b.** Senator Cramer – Kaitlyn Weidert, NW Regional Representative and Policy Advisor
  - c.** Representative Armstrong – Jeff Rustvang, State Director
- 5.** Old Business
- 6.** New Business
- 7.** Election of Directors
  - a.** District 1: Richland County
    - Replace Andrew Braaten
  - b.** District 3: Divide, Williams, Burke, Mountrail, Renville, Ward, Bottineau, McHenry, Rolette, Pierce, Towner, Benson, Cavalier, Ramsey, Pembina, Walsh, Nelson and Grand Forks Counties
    - Paul Thomas – Up for 4-year term
  - c.** District 5: Ransom and Sargent Counties
    - Justin Halvorson – Up for 4-year term
  - d.** At-Large Director
    - Kevin Skunes – Up for 4-year term
- 8.** Adjourn



## Farm Bill Delivered

After many months of input, political wrangling and advocating from farmers, President Trump officially signed the 2018 Farm Bill in late December. Many agricultural groups had pushed for passing a new Farm Bill because of the certainty it provides to farmers.

"We have plenty to be thankful for in this bill," says Valley City, North Dakota, farmer and American Soybean Association (ASA) director Monte Peterson. "It retained what was good about the previous bill."

While there were some tweaks made to the 2018 Farm Bill, there were very few sweeping changes.

"Farmers take financial risks every year as a matter of doing business, so having a Farm Bill in place gives them peace of mind to make their decisions for the future," commented Agriculture Secretary Sonny Perdue at the bill signing.

### Key Provisions

Some provisions in the bill that are important to soybean farmers are as follows:

- Allows producers to sign up for the county option under the Agricultural Risk Coverage (ARC) program or the Price Loss Coverage (PLC) program for 2019-2020 crops as well as annually for 2021, 2022 and 2023 on a farm-by-farm and crop-by-crop basis.
- Allows farmers to update their program yields, increasing the support which they are eligible to receive.
- Increases the Marketing Assistance loan rate for soybeans by 24 percent, to \$6.20/bu. from \$5.00/bu.
- Establishes the Agricultural Trade and Facilitation Program which will provide \$255 million per year in order to fund the Foreign Market Development (FMD) program, Market Access Program (MAP), emerging markets and Technical Assistance for Specialty Crops (TASC) program. FMD is funded each year at not less than \$34.5 million, and MAP is funded each year at not less than \$200 million.

"We've been diligent about showing the great return on investment from MAP and FMD," Peterson says. "They've been leveraged with checkoff funds to open and expand new markets and build market share for soybeans. They've had tremendous payoff."

Soybean farmers had pushed for double the funding for MAP and FMD.

In addition, a Priority Trust Fund will provide \$3.5 million per year to programs for which requests are greater than the funds available. The bill also allows FMD funds to be used in Cuba.

- Significantly reduces mandatory Energy Title funding but continues baseline funding for the Rural Energy for America Program (REAP). The Biobased Market Program will be funded at \$3 million per year for 5 years. It was the only Energy Title program to receive increased funding.
- Increases the overall acreage limit for the Conservation Reserve Program (CRP) to 27 million acres, up from 24 million acres, by FY 2023, including 8.6 million acres to be devoted to continuous practices and 2 million acres for grasslands.
- Limits Conservation Stewardship Program (CSP) funding and encourages states to give higher consideration to contracts that improve soil health.
- Maintains authorization for the Agriculture and Food Research Initiative (AFRI) at \$700 million per year, and directs the USDA to utilize the National Academies of Sciences, Engineering, and Medicine (NASEM) "Science Breakthroughs to Advance Food and Agricultural Research by 2030" consensus report which identifies priority research areas for developing a more efficient, resilient, sustainable and competitive U.S. agricultural system. The ASA helped fund this study.
- Allows producers to establish a single-enterprise unit across county lines with crop-insurance provisions. The language also includes cover crops as a good farming practice under crop insurance and ensures that planting a cover crop does not affect the insurability of a subsequent crop.

- Enacts the Ag Connectivity Provision that expands rural broadband connections, including mobile coverage.

While all the Farm Bill titles can affect farmers, provisions such as the ARC and PLC programs, as well as crop insurance, are vital for farmers.

"It's difficult to manage the unknown," Peterson explains. "When you can create some certainty, at least then you know what you're dealing with, and you can plan going forward. That's a relief in itself."

## All Eyes on Exports

More than half a year into a trade war with China, North Dakota farmers are feeling the effects of an impasse that, despite some encouraging news, shows few signs of ending.

President Trump and China's President Xi met at the G20 Summit in November and agreed to a 90-day trade truce, holding off proposed tariffs on an additional \$200 billion of Chinese goods imported to the U.S. Unless extended, that agreement will end March 1. A U.S. trade delegation went to China in early January in order to continue negotiating. However, 25 percent duties placed by China on U.S. soybeans remain in place.

Spirits were buoyed by a mid-December announcement that China had made its first soybean purchase from the U.S. since July 2018. The U.S. Department of Agriculture (USDA) confirmed the sale of 41.5 million bushels of soybeans to China. There were also reports of additional soybean purchases that would be made through the Pacific Northwest.

Despite the positive news, soybean markets had a subdued response.

"First, there was some confusion about the quantities that were purchased," says North Dakota State University Extension Crops Economist and Marketing Specialist Frayne Olson. "It was a much smaller amount than most traders had expected."

Olson says that rumors of a trade had been floating around before the actual announcement was made. Because the number of soybeans purchased was

lower than what had been rumored, the market response was muted.

"Hopefully as we move through time, we'll get some additional sales which will be needed to support soybean prices," Olson says.

While the cash-price reaction was subdued, the basis did narrow following the sales announcement.

"It's encouraging to hear about the small sales that have occurred," says Valley City, North Dakota, farmer Monte Peterson who is vice-chair of the U.S. Soybean Export Council. "But in perspective, a couple one-to-two million metric ton sales is a long way from the 35 million metric tons we usually do."

Market status is also expected to influence 2019 planting intentions with many experts anticipating a decrease in soybean acres.

### Export Status

The USDA is estimating total U.S. soybean exports for the 2018-2019 marketing year at 1.9 billion bushels, much lower than previous years. In order to meet that estimate, Olson says that the U.S. will need to sell an average of 880,000 metric tons (32.3 million bushels) per week.

U.S. soybean exports are seasonal, typically peaking from about November to March when China makes large purchases of the newly harvested crop. Sales fall off when the South American crop is harvested. Olson says that a key question now is if the U.S. will be able to maintain consistent sales through both the winter and summer seasons.

"The answer to that question is going to have a huge impact on total export sales and soybean prices," Olson explains. "If sales fall off, it could be very damaging to soybean prices."

In mid-December, marketing year-to-date totals for U.S. soybean inspections and exports lagged more than 41 percent behind last year's total, according to North Dakota Soybean Council Director of Market Development Harrison Weber.

Marketing year-to-date totals for Pacific Northwest (PNW) soybean exports lagged more than 77 percent behind last year's totals. Marketing year-to-date totals for PNW to China

soybeans were 96 percent behind the 2017-2018 marketing year. The top destinations for soybeans from the PNW include Taiwan and China, although previous analysis shows that most of the soy likely went to Korea, Taiwan and Singapore after departing the United States. Vietnam, Bangladesh, the Philippines and Thailand are also top destinations.

## MFP Part Two

Although sales to China have been dismal, U.S. soybean farmers welcomed the confirmation of a second payment under the USDA's Market Facilitation Program (MFP).

"While it will not make our losses whole, it will certainly help offset the drop in prices we have experienced since China cut off U.S. soybean imports," said American Soybean Association (ASA) President Davie Stephens, a soybean producer from Clinton, Kentucky. "We saw some initial sales of U.S. soybeans to China, which was also welcomed news, and we hope a sign that the trade war could be turning a corner."

The administration announced the MFP in July as part of a trade aid package to partially offset the short-term effect of foreign tariffs on U.S. agricultural exports, including a 25 percent duty imposed on soybean imports by China. Farmers who applied under the MFP by January 15 and who were eligible to receive payments on half of their 2018 production will now receive a payment of \$1.65 per bushel for their entire harvested crop.

## ND-Specific Dicamba Label

The North Dakota Department of Agriculture (NDDA) has developed a Special Local Needs (SLN) label for in-crop use of dicamba on soybeans. The SLN label prohibits applications after June 30.

The Environmental Protection Agency (EPA) earlier announced it had extended the registration of dicamba for two years for over-the-top use in dicamba-tolerant soybeans, while also making new changes to the label.

The new federal requirements only allow for in-crop applications prior to beginning bloom (R1 growth phase) or no more than 45 days after planting, whichever comes first. The North Dakota-specific use protocols are in addition to the federal requirements.

The other label changes made by the EPA for the Dicamba formulations of XtendiMax, Engenia, and FeXapan include:

- Two-year registration (until Dec. 20, 2020)
- Only certified applicators may apply dicamba over the top (those working under the supervision of a certified applicator may no longer make applications)
- Applications will only be allowed from 1 hour after sunrise to 2 hours before sunset
- In counties where endangered species may exist, the downwind buffer will remain at 110-feet and there will be a new 57-foot buffer around the other sides of the field (the 110-foot downwind buffer applies to all

applications, not just in counties where endangered species may exist)

- Clarifies training period for 2019 and beyond, ensuring consistency across all three products

- Enhanced tank clean-out instructions for the entire system
- Enhanced label to improve applicator awareness on the impact of low pH's on the potential volatility of dicamba
- Label clean-up and consistency to improve compliance and enforceability

"As a best management practice, farmers should strongly consider good weed management strategies such as pre-plant and pre-emerge products," Goehring said. "Farmers should not rely solely on post-emergence applications of dicamba or any herbicide for weed control."

The new protocols will only affect applications made on soybeans for XtendiMax, Engenia, and FeXapan. The restrictions will not affect generic dicamba on other crops.

—Stories by Daniel Lemke

# Sharpen your soybean trading and marketing skills

Spend two days learning how trading, marketing and risk management tools can impact your farm's bottom line.

**March 12-13, 2019 • 9:00 a.m. – 5:00 p.m.**

**Seminar offered at two locations:**

**Bismarck State College Campus – Bismarck**

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

Seminar led by Dr. Bill Wilson, Dr. David Bullock 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 22nd to reserve your seat**



**Questions?**

**Contact Kathy Wiltse at  
(701) 566-9300 or [kwiltse@ndsoybean.org](mailto:kwiltse@ndsoybean.org)**

**NDSU**

It is strongly recommended participants have an 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 may not be eligible for the 2019 course.



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# INVESTING IN NEW MARKETS FOR U.S. SOY

*From promoting the profitability of using high-quality soybean meal in India to training animal producers on nutrition in Colombia, the soy checkoff is working behind the scenes to develop more market opportunities for U.S. soy. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.*

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# Join Us For the 7<sup>th</sup> Annual Soybean “See for Yourself” Program

## July 8-12, 2019



Are you interested in learning more about how your checkoff money is used for North Dakota's soybean industry? Where do your soybeans go after you leave them at your local elevator? Participate in the 7<sup>th</sup> Annual **See For Yourself Program** with the North Dakota Soybean Council and have your questions answered!

Apply today for one of the 15 farmer seats open for the 2019 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 8-12, 2019 – Portland, Oregon
- Open to North Dakota soybean producers who have not previously participated
- **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 8, 2019 to be considered
- Each applicant must apply separately



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

Questions, please contact Kathy Wiltse at  
(701) 566-9300 or [kwiltse@ndsoybean.org](mailto:kwiltse@ndsoybean.org)

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***Any person operating a sprayer MUST have  
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