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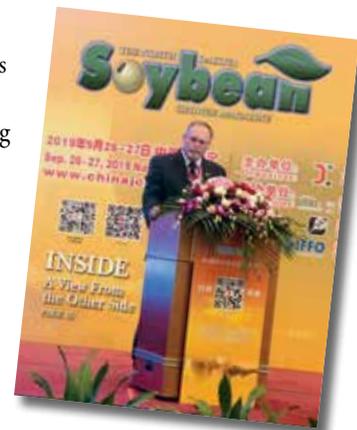
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On the cover

North Dakota farmers are painfully aware the affects the trade war with China is having on soybean exports. Tariffs and trade disruptions are also making an impact on companies and consumers in China. Valley City farmer Monte Peterson got a unique look from the Chinese perspective of the trade impasse while on a recent soybean mission. Read his story in this issue of the North Dakota Soybean Grower.

—Photo courtesy of the
U.S. Soybean Export Council



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Staying Involved

The Agriculture and Transportation Interim Committee met for the first time in October. The committee has four different studies to undertake as well as several reports to receive during its four remaining meetings.

Transportation issues were taken up first, with a discussion about electronic vehicles and charging stations, both of which have a minimal presence in North Dakota. Then, the committee dealt with the road train study. Senator Larry Luick has been the driver on road trains because he knows that we have a shortage of 900,000 commercial drivers in the U.S. and because our state is struggling to find good truck drivers. There are various technologies that can help platoon trailers to minimize the turning radius and move together. However, the amount of infrastructure needed for loading and unloading will be a sticking point. Road trains have huge potential for efficiencies but are not likely to come to North Dakota soon because time is needed to evaluate, to plan, and to potentially fund and build the road trains.

Something that is happening much faster and of importance to all producers is the state Department of Agriculture moving on its new responsibility to oversee grain licensing, a task which was formerly in the Public Service Commission's portfolio. The commissioner of agriculture presented what they have done since acquiring this program on July 1, which included software updates for reviewing bond and insurance coverages as well as developing new platforms and databases along with an Electronic Data Interchange which cuts audit time by 5 hours. The Department of Agriculture has hired staff and completed inspector training. In addition to other changes, the department is obtaining roving grain-buyer report data at inspection and is requiring unlicensed brokers and buyers to be licensed in North Dakota. Also, the department is reviewing background and credit reports for people who are applying to be buyers and brokers as well as

working on a process to monitor those individuals during what might be considered a probationary period.

Industry meetings to discuss and to identify needed changes for simplifying and clarifying the law have been held while also discussing what might be preferable bonding rates, although North Dakota already requires the highest in the country as I understand it. Warehouse insolvencies will also be studied.

There is much more in the details, and most, if not all, topics discussed were positively received by the committee which has a majority of farmers on it, 13 of 17 people by my count. That majority provides some assurance of practicality when it comes to deciding what should be in any new bill which is proposed to aid in this effort.

Another study that I should mention involves something called the Central Indexing system which is maintained by the secretary of state. This indexing system was discussed to provide notification to a secured lender when a priority lien is filed on a secured lender's collateral. In other words, a banker who has lent money to a producer would like to know if a supplier, such as a seed or chemical company, gives a producer money to get the crop in the ground. Currently, there is no law that says the original lender should or must be notified. This situation was discussed last session and led to the study. Bankers testified that such transparency allows protection to be afforded to all parties and the communities as a whole.

The Taxation Committee has met, and the North Dakota Soybean Growers Association (NDSGA) likes to keep an eye on the committee because taxes affect us all. Saying hello to each member takes time because it is larger than your average interim committee: 18 regulars. In addition, there were also a few members from the Legislative Management Committee present because they can attend any and all interim meetings. At this meet-



Veteran lawmaker and educator Phil Murphy is the NDSGA liaison between legislators and farmers.

ing, the Taxation Committee took up the Charitable Gaming Tax study. One thing I learned is that the attorney general's office is woefully understaffed to regulate the explosion in charitable gaming at the many sites around the state. This huge growth is due to the new E-Tabs machines which are proving to be popular. These machines pay out at around a 90 percent rate as opposed to their paper relatives which pay at around 80 percent. Many charities, including volunteer fire departments, nursing homes, Scout troops and more, which benefit from people's wagers testified about the importance of the contributions. One group from Grand Forks testified that its organization which helps less-fortunate people is the city's eighth largest employer.

The new Transportation Coalition is taking shape and NDSGA will be a part of it.

As this column is typed, horrendous weather has followed bad harvesting weather, besetting the entire state. Certainly, the citizens of North Dakota join in sympathizing with the plight of producers, hoping that you can get through these difficult times as you so often have.

Surviving and Thriving In Adversity

Nothing comes easy with farming, and few things are certain. In fact, there are times when nearly everything about the business and lifestyle we love feels like an unknown. At times, challenges can seem insurmountable because there are so many things outside our control.

For most farmers, 2019 has kept us on our toes.

Weather conditions this spring led to a lot of crops being planted late, putting crops behind schedule for development right from the start. The United States Department of Agriculture (USDA) estimates that more than 800,000 acres of North Dakota farmland didn't get planted at all. Then, a cool, wet spring slowed crop development early in the year. As they do every year, crops gradually grew to maturity. An early October snowstorm packed a wallop, dumping over two feet of snow on parts of the state, smothering crops that farmers hadn't had the chance to harvest. That setback was not anticipated.

Despite those major weather obstructions, farmers have soldiered on because it's what we do. We know that adversity comes with the territory, although we work hard to minimize the variables

that are outside our control.

Just as the weather has blown hot and cold, so too have developments on the agricultural trade front. Export market disruptions have affected us almost as much as the weather.

Farmers earned a victory with a trade agreement signed between the United States and Japan, giving U.S. farmers equal trade footing with competitors in that country. The U.S.-Mexico-Canada Agreement remains stuck in limbo. Despite being signed, Congress has yet to take up ratification.

Then, there's China. Trade negotiations have drug on for more than a year. Sometimes, the news coming from those talks seemed positive; other times, the situation seemed hopeless. Now, it appears that at least a partial deal has been reached and could jumpstart soybean shipments to China, which is very welcome news.

Weather and markets may be outside our control, but we can make the best of the situation. Adversity has helped us to refine our skills and to focus our efforts. While not always fun and rarely easy, adjusting to nearly constant change is how North Dakota farmers have thrived for generations, and we're not about to stop now.



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Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: _____

Spouse: _____

Date of Birth: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Cell: _____

Email Address: _____

Occupation (Please check all that apply)

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Early Start, *Bright Future*



For a farmer who is now in his mid-20s, Josh Stutrud from Barton, North Dakota, already has an impressive farming resume. As a 13-year-old just out of seventh grade, Stutrud rented a quarter section of land and started running his own farm.

Stutrud grew up on farm operated by his father and grandfather, but in 2007, he had the chance to begin his own legacy.

“We had an out of state landlord who was more than excited about giving me the opportunity to get started,” Stutrud says. “It was a unique situation.”

In addition to growing up on a farm, Stutrud’s father was a vocational ag instructor in Willow City and a Future Farmers of America (FFA) advisor. That support and background provided the firm farming foundation Stutrud used to venture where few other teenagers went.

“As a 13-year-old, it was a great opportunity to learn production agriculture, both the labor portion and the management side, the decision-making,” Stutrud says.

Stutrud slowly grew his operation and is now a partner with his dad

raising soybeans, hard red spring wheat, canola and malting barley.

“It is odd talking to farmers of similar age and telling them I’ve farmed since 2007,” Stutrud adds.

“The experience has really improved my decision-making skills. I enjoy

managing my business and working hard at becoming a better manager.”

Well Schooled

Not surprising based on his early foray into farm management, Stutrud says that he was truly interested



Josh Stutrud (right) gets input from retired NDSGA Legislative Director Scott Rising during a visit with legislators in Bismarck.

in farming at an early age and knew farming was what he wanted to do. After high school, he attended North Dakota State University, earning a degree in crop and weed science with a minor in agribusiness, before returning to the family farm in 2014.

“I enjoy managing a business. The most exciting part is making smarter decisions and managing to be more efficient and healthier as a business,” Stutrud contends.

Because he’s been farming for more than a decade, Stutrud has experienced the highs and lows of commodity markets. He says that experience helped him become a better businessman.

“Part of starting out at an early age is that I started before the big price boom. Commodity prices were lower when I started, so I had to learn to manage before the good times,” Stutrud explains.

Stutrud says that he knows about many cases where young farmers returned to the family operation

during the good times and got accustomed to higher commodity prices. When prices fell again, some people weren’t prepared for the ramifications of an economic downturn. Going through challenging conditions early in his farming career was a learning experience.

“It made me better prepared to manage through the economic cycles that agriculture is prone to experience,” Stutrud says.

Forward Thinking

Stutrud, who is also a certified crop advisor, says that he likes to cultivate relationships in different business sectors which are tied to agriculture, including beer.

Summit Brewing in St. Paul, Minnesota, was founded and is operated by a relative. Stutrud and his father raise all the malting barley used to brew Summit’s Dakota Soul beer.

“It’s a fun niche. I enjoy the technical side of brewing,” Stutrud says.

As a business manager working to improve his business, Stutrud is also

immersed in technology. He is doing on-farm research trials with different prototype spray nozzles. He’s also using a combine mounted Near Infrared (NIR) grain analyzer that measures commodity components. The machine is utilized with soybeans, wheat, barley and canola in order to measure components such as oil, fiber and protein. Stutrud also incorporates variable rate technology for fertilizer application and seed placement.

“We use the technology to redefine nutrient zones and manage for quality,” Stutrud explains. “It helps our sustainability footprint.”

The technology and data analysis also help Stutrud make decisions.

“There’s not a lot of research into how oil and meal content impact soy growth. We’re looking at mechanical practices to improve grain quality. We’ll gather data and try to find a pattern to see what’s better,” Stutrud says. “If farmers start being paid for quality components, we want to have a better idea of what works.”

Cultivating Leadership

Stutrud was selected as the 2018 North Dakota Corteva AgriScience American Soybean Association Young Leader. The Young Leader program enhances participants’ skills through leadership, communications and issues-based training. The program also builds a strong peer network which is designed to help participants increase their chances for success with their businesses and communities.

Stutrud says that he was aware of the program through former Young Leader and fellow farmer Logan Ferry. The Stutruds stopped raising livestock in 2017, giving him more freedom to participate in the leadership program.

“I was aware of the program and planned to get involved, so when the opportunity arose, I wanted to take it,” Stutrud says. “I thought the Young Leader program was intriguing.”

Stutrud says that he tries to take advantage of leadership opportunities because they help him to learn and to better represent his industry.

“I find it beneficial,” Stutrud explains. “As a grower, it’s good to stay active and involved in the industry.”

Despite his young age, Stutrud has gained a lot of practical knowledge and insight about agriculture. Even though economic conditions in farm country are challenging, he’s bullish on agriculture.

“Agriculture will always be a leading industry in North Dakota, and there are lots of opportunities, not just for farmers. There are opportunities in technology and different aspects of our industry,” Stutrud says.

—Story and photos by Daniel Lemke



Stutrud checks soybeans affected by October snowfall near his Barton, North Dakota farm.



Staying Involved

After our long, difficult, wet, sloppy, muddy harvest, I know the last thing farmers want to think about is more farming. Despite feeling that way, it is really a good opportunity to take some time and learn by attending various educational winter meetings, funded by the North Dakota Soybean Council (NDSC) and your soybean checkoff. NDSU Extension also organizes many beneficial events for soybean farmers. All these meetings provide excellent information for how to do next year even better than this year.

I've lost count of how many various educational meetings and seminars I've attended over the years, but I've never been to a meeting where I didn't take home something that I thought I'd use. If you think you are strong on the agronomy side or your agronomist handles everything, I assure you there is always something to learn. See page 25 for more information about NDSC sponsored Best of the Best in Soybean and Wheat Research meetings, and page 24 for Soil Health Café Talks.

With ongoing trade disruptions, we can all benefit from marketing education. Dr. Frayne Olson and Dr.

Bill Wilson of NDSU provide excellent, up-to-date, unbiased perspectives that farmers don't necessarily hear on agricultural news that is pertinent. Later this winter, NDSC will again host Soybean Trading and Risk Management Seminars. Be sure to watch future magazine issues for more information. Or send us your email address to be added to our email list and be the first to learn about these opportunities. Email swolf@ndsoybean.org to be added to receive notifications.

I look forward to the 3rd Annual Northern Corn and Soybean Expo February 4, 2020 at the Fargdome. See agenda on page 19. From agronomy, trade, weather, marketing, industry updates and a large tradeshow, there is a little bit of everything for all farmers at Expo. A lot of us don't necessarily have the opportunity to "talk-shop" often, and Expo allow us to visit with fellow farmers around the state. I enjoy touching base with farmers from miles away and learning about what they are doing on their farm that I can bring back to my farm to try. Expo is a fun day, and I hope you will join us and take advantage of this day-long event, brought to you by your soybean checkoff.

See you this winter!



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Happy Retirement, Kathy!

After 4 years with the North Dakota Soybean Council (NDSC), administrative assistant Kathy Wiltse will retire on December 31. If you've ever called or stopped by the North Dakota Corn and Soybean office in Fargo, you've probably had the pleasure of visiting with Kathy.

"Kathy has been such a dynamic part of our team here at NDSC," says executive director Stephanie Sinner. "She is always ready with a smile and kind word for anyone who walks in the door or calls the office. Kathy will be dearly missed, and we wish her and Jon all the best in their next adventures!"

Prior to the NDSC, Kathy worked at the North Dakota Veteran's Home for 25 years along with Dakota Monument Company as well as a coffee, flower and gift store in Lisbon. Kathy and her husband, Jon, plan to travel and to enjoy family, especially grandchildren, during their retirement years.

—Story and photo by staff





Mark Your Calendar

The North Dakota Livestock Alliance's Second Annual Livestock Summit is January 14, 2020

The North Dakota Livestock Alliance (NDLA) invites you to its second annual Livestock Summit. This diverse and fun-filled event will take place on January 14, 2020, at a beautiful rural Burleigh County venue, Black Leg Ranch. Black Leg Ranch is not only an elegant venue which is commonly used for weddings, it is also a hunting lodge, micro-brewery, and functioning beef and bison ranch. The venue is 25 miles southeast of Bismarck. It is only 13 miles south of 194 when you take the McKenzie Exit #176.

This event is free to attend, but the NDLA asks that attendees please pre-register via its website: ndlivestock.org. Event details and sponsorship

opportunities are on the website and will be updated regularly. Registration will also be available the day of the summit, beginning at 8:30 a.m.

The event will kick-off at 9:00 am with greetings from our summit emcee Al Gustin, a Morton County rancher and retired radio host. Gustin will utilize his years of experience in agriculture broadcasting and ranching to guide the summit attendees throughout the day. The first session will be a panel focused on a topic near and dear to the hearts of all farmers and ranchers ... finding a reliable workforce. The panelists will be a combination of livestock producers, worker visa recipients and farm-labor resource agencies.

Next will be a Live, Virtual Pig

Farm Tour of the new South Dakota State University (SDSU) pig farm. Dr. Bob Thaler, SDSU Extension swine specialist, will join the summit in-person while a graduate student walks through the barn with a live virtual feed. The content will focus on modern swine housing and production methods as well as the advantages and challenges experienced during South Dakota's phenomenal livestock industry growth. This session will be especially meaningful for North Dakota's rural leaders who are seeking more information about animal agriculture practices and growth potential.

Then, Karl Hoppe, livestock Extension specialist with North Dakota State University (NDSU) Extension, will take the stage to talk about the value of North Dakota's diverse feed resources and how to utilize them. Our state has several unique ingredients that livestock producers can incorporate into their rations in order to maximize their feed dollars.

Following lunch will be the tour, weather permitting, of the summit host's Black Leg Ranch beef and bison operation. How did the ranch expand its operations to include bison? What unique marketing and economic advantages did diversifying bring? This tour will be a great opportunity to see how this fifth-generation ranch has continued to grow.

After warming up with coffee and snacks at the Copper Jewel Barn, sessions will begin with a panel discussion titled Livestock Development and Our Communities. This part of the program is designed for North Dakota's rural community leaders, including county and township board members. The panel will consist of rural leadership officers and staff as well as economic development professionals. In this open and respectful conversation, summit attendees will learn



Summit Emcee Al Gustin.

the questions that these valued rural community members have about North Dakota livestock production and development, including its value and effects on their communities.

Now the work is done, and the laughter begins with comedian John DeBoer! He will bring his twisted observations of life and the world around us, stemming from his devious side of childhood to the never-ending pressures of our times. He has performed his appropriate-for-all-audiences act at many venues, including Comedy Central, Sirius XM Radio, corporate events and even three federal penitentiaries. He may be the "funniest comedian you have never heard of"!

A social will be held at 5:00 pm, immediately following DeBoer's performance.

To RSVP and to view updated event information, please visit the website: www.ndlivestock.org. Also stay tuned via the NDLA's Facebook and Twitter pages (@livestockND).

A block of rooms is available at the Bismarck Holiday Inn, 3903 State Street, (701) 751-8240.

—Story and photo courtesy of Amber Boeshans, North Dakota Livestock Alliance

Save the Date
**NDLA's
2nd Annual
Livestock Summit**

January 14, 2020
9:00 a.m. - 5:00 p.m.
Black Leg Ranch
24750 62nd Ave SE, McKenzie, ND
Social immediately following

Join us for engaging discussions on ND livestock hot topics and livestock operation tours. ND rural leaders are also urged to attend to hear what developing livestock can do for your communities. The event will conclude with big laughs from Midwest comedian John DeBoer.

For more information and to RSVP go to: ndlivestock.org or call 701-712-1488

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ndlivestock.org



The Farmer's VOICE

Most farmers pride themselves on being self-sufficient. They don't rely on someone else to tell them how to run their business. Instead, growers work very hard to equip and educate themselves so they can make the best possible management decision for their farms.

The careful thought and willingness to learn are needed to run a farming business, and those traits are exactly what the North Dakota Soybean Council (NDSC) is seeking in producers to fill in 2020 with four seats on the NDSC board.

Grower Led

Colfax farmer Scott Gauslow served on the NDSC board starting in 2007. When he first started on the board, Gauslow says that there were eight directors. During his fifth year, the North Dakota Legislature expanded the board because the state's soybean acreage had grown and because the NDSC wanted more representation to reflect that growth and to serve the producers in the new soybean growing areas.

"When I got on the board, I didn't know a lot about what the council did," Gauslow admits. "I knew the

checkoff was taken out of my check, but I didn't really follow how it was used or invested."

It wouldn't take long for him to get up to speed. Gauslow eventually served on the NDSC for nine years, including two years as the board's chair and three years as the vice chair.

Checkoff is collected on every bushel of soybeans sold in North Dakota. NDSC oversees the investment of 50 percent of North Dakota's soybean-checkoff dollars, which invests in research, education and market development projects to benefit North Dakota soybean farmers. The other 50 percent goes to the United Soybean Board, which funds and supports national and global soybean projects.

Gauslow says that, because neighboring states have many of the same issues as North Dakota farmers, working together helps the partners to maximize their resources.

"I learned how much you have to collaborate with others," Gauslow says.

North Dakota, South Dakota and Minnesota have many of the same issues, so the states often work together. One example is an effort to promote the essential amino acid

value of northern-grown soybeans.

Most soybean buyers make their purchases based on crude protein content, which is a disadvantage for beans from the upper Midwest that are typically lower in crude protein. Research funded by the three states shows that the northern beans have a better amino acid balance, leading to better livestock performance. Farmers from North Dakota, South Dakota and Minnesota have traveled the world, sharing the amino acid information with soybean buyers and nutritionists in order to build a preference for northern grown soybeans.

"We joined together to have a better voice," Gauslow explains. "Sometimes, it works better together."

Gauslow says that he has a passion for farming and the soybean industry, so he made the commitment to serve on the NDSC board.

"I wanted to contribute to the industry, and farmers don't get many chances to do that," Gauslow says.

Grow and Learn

Rick Albrecht of Wimbledon served on the NDSC board for three years. He continues to sit on the research committee.

"I really had no experience with the checkoff before I got on the



As chairman of the Soy Transportation Coalition, Scott Gauslow leads the board meeting.



Rick Albrecht, in yellow, and Scott Gauslow, in light blue, toured the North Dakota State University's Agriculture Experiment Station Research Greenhouse Complex in 2013.

board," Albrecht says. "My eyes really were opened up. I learned a lot about how the checkoff and the council work, how the council and North Dakota Soybean Growers Association differ but work together."

Albrecht acknowledges that there is a time commitment required to serve the board well. Having farmers who are willing to step up is what makes the NDSC successful.

"We need good, knowledgeable people on the board. Farmer leadership is huge. I was so impressed with the young farmers and how much they know about the industry,"

Albrecht says.

Albrecht says that farmers who are interested in serving on the council should be ready to learn. He states that the soybean industry is complex and requires some learning. However, farmer involvement is invaluable.

"For me, serving on the council was an eye opener," Albrecht explains. "We need good people willing to speak out for the industry."

2020 Council Election

In 2020, the North Dakota Soybean Council (NDSC) will seek four soybean farmers from the following



Scott Gauslow meets Chinese soybean buyers and cultivates relationships.

districts to serve on its board of directors:

District 2: Ransom and Sargent Counties

District 8: Nelson, Griggs and Steele Counties

District 10: Cavalier, Pembina and Walsh Counties

District 12: McKenzie, Dunn, Billings, Golden Valley, Slope, Bowman, Stark, Hettinger, Adams, Mercer, Oliver, Morton, Grant, Sioux, McLean, Burleigh, Kidder, Logan, Sheridan, Emmons and McIntosh Counties

Ballot Process

The election process is conducted

primarily by mail starting with a nomination process, followed by mailed ballots for voting. Soybean farmers who reside in districts that have an election in 2020 will receive instructions regarding the NDSC's election process via mail after January 1, 2020.

The NDSC election process is managed by North Dakota State University Extension.

Farmer Opportunity

Gauslow says that it's important and healthy for new farmers to join the board, bringing fresh ideas and new perspectives.

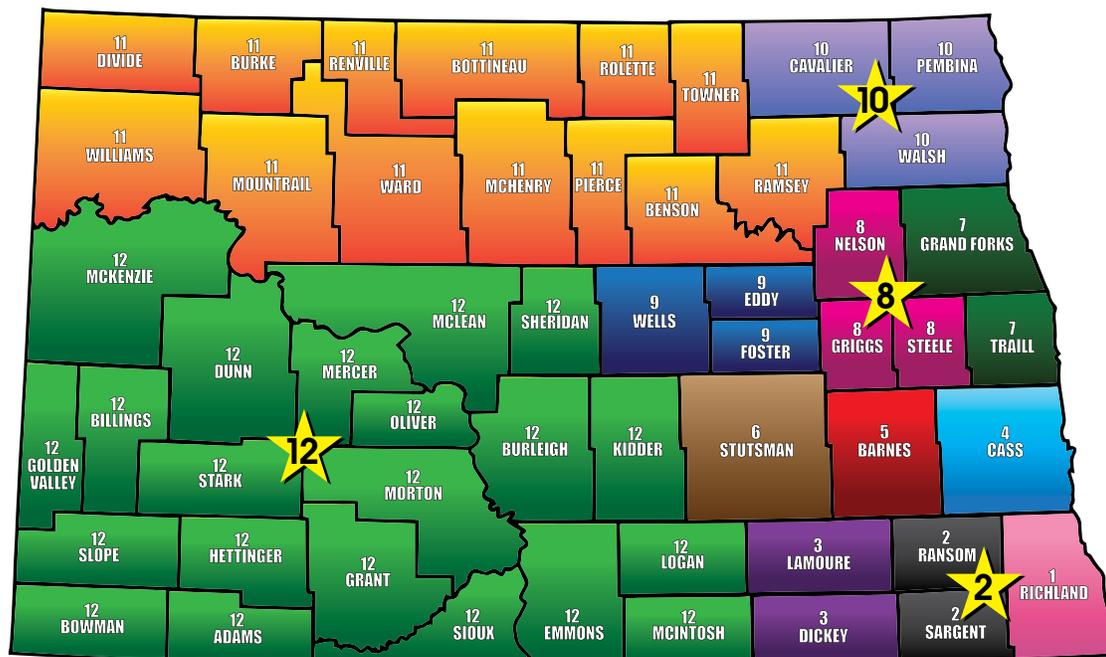
"We need farmers to have ownership. It's their money. It should be run by farmers to focus on what's important," Gauslow contends.

Gauslow says that, while farmers are sometimes uneasy about the time commitments, he emphasizes that farmers can learn a lot by serving.

"It's a great way to give back to the industry and to learn. I think it makes you a better farmer and a better advocate for the industry," Gauslow says. "It's also a chance to learn because you don't know what you don't know."

To learn more about the NDSC election process, visit ndsoybean.org/council-elections.

—Story by Daniel Lemke, photos by staff and Betsy Armour





Qual Dairy Builds for the **FUTURE**



While trade issues and export disruptions loom over North Dakota soybean farmers, domestic markets are equally vital. Domestic livestock and dairy production in North Dakota consume more than 97,000 tons of soybean meal each year.

Qual Dairy of Lisbon is a good soy customer. It's also a family operation built for the future.

Family Affair

Louis Qual came back to farm after serving in World War II and began the dairy operation. In the 1970s, he was joined in the family business by his sons who helped expand the dairy. Two of the boys, Alan and Rodney Qual, remain senior partners in the operation. Alan's wife, Julie, does bookkeeping while a third brother has retired from the dairy.

Now, the next generation of Quals is assuming the farm's leadership roles. Alan's sons, Jon and Mark Qual,

and Rodney's sons, Nathan and Tyler Qual, are junior partners.

"In all, the farm supports 6 owner and 14 employee families," Jon Qual says.

While it takes many hands to run a large dairy operation, the Quals also rely on technology to maximize their efficiency. Since the original milking parlor was built more than half a century ago, the facilities have undergone several upgrades, including a recent transformation.

"The original 4 stall milking parlor was built in 1961. It was replaced in 1986 with a double 8 herringbone parlor," Jon Qual says. "That parlor was expanded to a double 12 in 1994 as we continued to expand our herd size. In 2017, we were milking 800 cows and had reached the limit of that facility."

In 2018, the Quals expanded again, installing a state-of-the-art robotic milking system. The robotic rotary setup holds 60 cows at a time. The Quals now milk 1,300 cows

three times a day using the German-made system.

"We had been looking at robotics," Jon Qual says. "Our parlor was aging, and if we were ever going to expand, this was the time."

Jon Qual says that, even though they've modernized their facilities and grown the dairy, family members have left themselves room for possible future expansion. It's proof they're

committed to the future of dairy farming in North Dakota and expect that dairy will be part of the family's path forward.

"When we did the expansion, we expanded our parlor for the future of the industry and for future generations, looking 10 years down the road," Jon Qual contends.

Jon Qual says that many of the fourth-generation Quals are younger



The Qual Dairy operation in Lisbon.



A 60-cow platform is about 70 feet in diameter. Cows go onto the platform that is provided with 60 robot milkers. They are milked in 5 to 7 minutes, before exiting after a 9-minute rotation, or one every 10 seconds.

children, yet their future opportunities were considered when the family decided to modernize and expand the dairy.

“It was something we were thinking about, so there’s opportunity when they’re old enough to decide if they want to come back,” Jon Qual says.

Dairy operations are labor intensive. All family members have duties, but they will do what’s needed to make sure the necessary work gets done. Those tasks include cattle breeding, feed production and parlor

equipment maintenance. Then, there’s the grain operation, manure management, silage production, haying and crop management.

Calves are also managed carefully because they’re the future of the farm. In addition to milking, the Quals raise all the calves which are born on the farm.

“The heifers are put into the milking herd, and the steers are sold at finished weight,” Jon Qual adds.

Soybean Connection

Feeding that many mouths requires a lot of feed. Along with cows,

the Quals raise soybeans, corn, wheat, alfalfa and silage corn. The soybeans include conventional, specialty and Liberty Link varieties.

Qual Dairy’s state-of-the-art system does more than speed the process by milking robotically. There are careful records and data kept on each cow to make sure it is producing as it should. A key part of milk production is nutrition.

The Quals not only raise soybeans, but their cows are also sizeable soy consumers. Soybean meal is an important ingredient for the

cattle rations.

“For our milk cows, we use soybean meal from ADM at Enderlin, which is about 25 miles away. We also use Amino Plus that comes from AGP out of Dawson, Minnesota,” Jon Qual says. “We also use some steam flaked soybeans. Soybeans are worked into the ration and fed to our milk cows every day.”

Helping the cows be as productive as possible through proper nutrition is part of Jon Qual’s responsibilities. He’s well aware of the qualities that soy products offer to his herd.

“Soybeans are a good source of proteins, amino acids, fat and energy. They play a big part in our ration,” Jon Qual says. “About 15 percent of the milk cow’s diet is soybeans. That works great for us, and it’s a plus being close to a soybean plant.”

As a diversified farm that includes livestock and grains, the importance of that connection is not lost on Jon Qual. Having a local supply of high-quality feed is vital for the dairy operation while domestic markets are a necessity for soybean farmers.

“Livestock in the U.S. plays a big part in using soy products that we have in the supply chain,” Jon Qual says.

—Story by Daniel Lemke, photos courtesy of Mikkel Pates of Agweek



Mark, Jon, Alan, Rod, Nathan and Tyler.



HELP IN THE TOUGH TIMES

Challenging farm economics for several consecutive years is putting financial pressure on North Dakota farms. North Dakota State University (NDSU) Extension offers staff expertise and resources to help growers navigate difficult circumstances.

“In our shop, we provide crop and livestock marketing outlook, financial guidance, farm program tools, crop insurance analysis, general farm-management advice and bio-energy studies,” says Ron Haugen, NSDU Extension farm management specialist.

Haugen specializes in farm programs, crop budgets, custom rates, crop insurance, machinery economics, income tax, property tax, long-term viability and short-term cash flow.

“We try to help with the resources we have, such as market information, financial information and production information,” Haugen says. “We can’t do miracles, but we do have a dedicated staff, especially field staff in the counties, that face the producers every day. We try to help producers through the tough times.”

Bryon Parman is an NDSU Extension ag finance specialist who works in the areas of credit and lending, financial management and more. He says that, if farmers are having financial difficulties, the first thing to do is to identify the problem.

“If they’re in a tough spot, the first thing to do is to find out why,” Parman says. “Are the family living expenses too high? Is it because they purchased equipment or cash rent is too high? The first thing to do is find out what’s causing the problem.”

Parman says that, to begin, farmers need an accurate enterprise budget. If their records are a shoebox full of receipts, it’s going to be difficult to pinpoint the root problem.

From what he’s seen, Parman says that most farmers are doing okay and have strong balance sheets. A small percentage, maybe 5 to 7 percent, are in real trouble.

“If financial troubles are a one-year thing, that happens,” Parman says, “but if it’s 3 or 4 years of eroding equity, we have to figure out why that’s happening and what has to

be changed.”

Parman says that, for some farmers, the issue could be their marketing plan. A better plan that takes advantage of marketing opportunities when they arise could make a big difference. Those marketing plans go beyond just waiting for prices to rise.

“If farmers think higher commodity prices are the answer and they’re waiting for the market to bail them out, that’s going to be tough because we can’t control the market,” Parman explains.

Each farm’s situation is different, providing unique circumstances that need to be addressed. At the same time, Haugen says that the challenges are widespread.

“With low prices and weather problems that affect yield and quality, things have gotten very difficult very quickly,” Haugen says. “Producers

have built equity in the good years, and now, the decision has to be made on whether to dip into that equity to continue to farm.”

Haugen says that, if farmers find themselves in difficult circumstances, communication is key to finding a solution.

“Be honest and upfront with their family and lenders. Don’t be afraid to ask for help,” Haugen adds. “There are a lot of emotional strains when things start going bad. Be honest about that as well.”

In addition to the resources offered by NDSU Extension staff, including farm management assistance and Extension meetings, there are also online resources available. Those tools include crop comparison tools, enterprise budgets, a farm program calculator, grain storage models and more. Those resources are available at www.ag.ndsu.edu/farmmanagement/tools.

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— Story by Daniel Lemke, photos by
United Soybean Board



NDSU Extension offers various resources to farm and ranch families.



The Struggle is Real

Theresia Gillie and Dale Zahradka are members of a club that no one wants to join. Gillie, a farmer from Hallock, Minnesota, and Zahradka, a farmer from Lankin, North Dakota, both share the pain of losing a loved one to suicide.

Farming is among the most stressful occupations in the world. Wet weather this spring, difficult farm economics and a whopper October snowfall are contributing to a high level of anxiety on the farm. Gillie and Zahradka shared their stories on a Red River Farm Network podcast series called TransFARmation in order to raise awareness about mental health issues on the farm, to counter the stigma often attached to suicide and to highlight available resources.

Life Interrupted

Gillie says that she and her husband, Keith Gillie, faced serious financial challenges. In the winter of 2016-2017, they talked about restructuring or getting out of farming completely. On April 1, 2017, the day



Nathan Zahradka and family.

their mortgage was due, Keith Gillie shot himself on a gravel road. Theresa Gillie found him.

"It's not a pleasant thing," Theresa Gillie says. "It's the worst thing he could have done."

Theresa Gillie says that, looking back, there were signs that Keith was struggling with his mental health. She says that he wasn't sleeping well and was nervous about a lot of things. Still, Theresa Gillie never expected her 32-year marriage to end this way.

"The life I knew no longer existed. It took me four or five months to realize the life that I had wasn't coming back," Theresa Gillie says.

Theresa Gillie says that neighbors and friends wanted to help her farm. Because Keith Gillie passed away in April, there wasn't time to rent the land to other farmers, so Theresa Gillie, who owned half the farm at the time, accepted the help and continued to farm. Today, she continues to farm and shares equipment with two neighbors.

"I'm on a journey that wasn't of my choosing," Theresa Gillie explains. "I am on a journey to make my life happy again."

Theresa Gillie is pushing for more resources to help farmers and people in rural communities deal with stress and mental health issues. Resources are scarce, and Gillie says that most people under financial pressure aren't likely to pay \$150 an hour to see a counselor.

She says that it's also good for neighbors to help each other.

"Watch out for your neighbor.

Look for things that aren't normal. If they're struggling, offer to help," Gillie says. "You'd be amazed at what that can do."

A Father's Grief

For Dale Zahradka, his 29-year-old son's suicide came as a shock. Zahradka describes his son, Nathan, as a kind and gentle kid who grew up on the farm and loved the outdoors. Nathan Zahradka's death in February of 2017 turned the family upside down.

"It was a surprise to all of us," Dale Zahradka says. "He never talked about it, never said things were bad."

Just a few years before, Nathan Zahradka had returned to the farm and lifestyle he loved. He had gotten married and had a young son.

Dale Zahradka says that, looking back, there were signs that his son had changed. Dale Zahradka explains how his son would have occasional bouts of anger over seemingly small situations. Nathan Zahradka lost weight and distanced himself from his friends.

"Looking back, it escalated a little bit more and a little bit more, but we never understood what was happening because it happened so slowly to us," Dale Zahradka explains.

Dale Zahradka says that it is difficult to share his son's story, but it's worth it if it can help someone else.

"We need to share this," Dale Zahradka says. "The stigma of suicide has been to sweep it under the carpet and not talk about it when it's an illness like cancer and you can get great help."

Dale Zahradka says that stress levels are high in rural areas, so mental health and suicide need to be discussed.

"It hurts that I was so close and couldn't help," Dale Zahradka says

—Story by Daniel Lemke, photos courtesy of Red River Farm Network and Minnesota Soybean Research & Promotion Council

Thank you to Red River Farm Network for the use of their podcast for this article

Resources

People often don't get the help they need simply because they don't know where to begin. If you are dealing with thoughts of depression or anxiety talk to your primary care physician and ask about available mental health services. If you don't have a doctor, here are some resources you can use and services you can reach out to.

Reach Out For Help

- Call 9-1-1 for an emergency.
- Call 2-1-1 for listening support, suicidal thoughts, mental health issues, crisis and referral. Call Specialists help those who are having thoughts of suicide themselves, or who have a concern about someone.
- www.myfirstlink.org
- National Suicide Prevention Lifeline: 1-800-273-TALK (8255)
- Crisis Text Line: Text "GO" to 741741
- Reach out to a loved one – talk about how you are feeling. Talk to your friends, clergy, or medical provider.
- Reach out to a mental health provider
- NDSU Farm and Ranch Stress Resources www.ag.ndsu.edu/farmranchstress
- Red River Farm Network TransFARmation Podcast Series www.rffn.com/transformation
- www.nd.gov/dhs (See content at the top of the page)
- Prairie St. Johns 24/7 Psychiatric Needs Assessment: (701) 476-7200
- NDSU Extension Services have resources, too. Contact your local county Extension agent for information.

A View From the Other Side

Starting more than a year and a half ago, the trade war with China remains a disruptive force in the nation's soybean industry. States such as North Dakota which rely heavily on soybean exports have been hit particularly hard. Tariffs placed on U.S. soybeans by the Chinese government have severely limited exports to the world's number-one soybean consumer.

Negotiations between the United States and China have caused optimism among farmers, and a partial trade agreement has been reached, although the details remain limited. China has continued to buy some U.S. soybeans. Although those purchases fall far behind pre-trade-war levels, they are still significant.

Valley City farmer and Vice Chair of the U.S. Soybean Export Council (USSEC) Monte Peterson traveled to China in late September for a livestock and feed conference in Nanning. He also visited several soybean processing facilities and met with U.S. soybean customers in order to support and to renew relationships that have been established over the years. Despite the trade war and sales slowdown, concerted market-development efforts are ongoing in China.

"This mission renewed my confidence that we need to have a presence in China," Peterson says. "They're still our number one customer. They've backed off on purchases because of the trade war, but they can still be labeled our number one customer. You can't disregard your number

one buyer and stop servicing your customer. We need to devote time and resources just as we always have."

Trade War Effects

In addition to meeting with customers, Peterson gained insight about the effects that the trade war is having on China's businesses and consumers. What he learned is that Chinese businesses, such as soybean processors and feed manufacturers, are growing weary of trying to do business with the U.S. Those companies are questioning if the United States can be a reliable supplier.

"It's not easy for them to be a U.S. customer right now," Peterson says. "Soybean processors are under pressure to continue to supply the feed industry in China, but they worry if a vessel that they order will actually

be delivered. They don't view us as a dependable supply chain because things can change with a Tweet."

Peterson says that, if companies purchase soybeans from the U.S. and something interrupts the sale or the channel of freight, that action disrupts their business. Peterson says that it's vital for the United States soy industry to display that it is a dependable supplier.

For years, U.S., and particularly North Dakota, farmers have touted the fact that they could supply high-quality soybeans to Asia faster than anyone else in the world. Infrastructure has been built in North Dakota to accommodate large and frequent grain shipments to the Pacific Northwest, giving fast access to Asian markets. To have that reliability questioned is a blow to farmers.

"That's tough for us as soybean farmers to understand that a country like the United States can't be considered a reliable supplier," Peterson says. "It's difficult because what can we do about it other than to continue to express to the administration the importance of trade."

Emily French, managing director of ConsiliAgra, a consulting and brokerage firm that focuses on global grains and oilseeds, also participated in and presented at the conference in Nanning. She said that the current trade impasse with China is affecting



Monte Peterson of Valley City gained insight from Chinese businesses and consumers affected by the ongoing trade war with the United States.

everyone involved.

“It’s definitely impacting U.S. farmers on the negative side and Brazilian farmers on the positive side,” French said. “It’s positive for other world soybean importers as, until recently, they have been able to buy U.S. soybeans at a healthy discount to South America.”

French said that it was clear that there is a strong preference in China for U.S. soy in terms of quality compared to other origins, but “until there is a green light from China’s government to buy U.S. soybeans, it is a moot point.”

Consumer View

Peterson’s observation is that the Chinese people are a bit bewildered about how they will come through trade negotiations with the U.S. Chinese consumers say that the trade war is affecting them greatly, largely because of increased food prices.

Pork prices in China have risen sharply; however, it is difficult to determine how much of that price increase is due to fewer U.S. pork imports and how much can be blamed on African Swine Fever which has decimated China’s swine herd.

“What is unclear is if it is all from Africa Swine Fever on the food side



Despite an export slowdown due to the trade war, Peterson (third from left) says relationships still need to be maintained.

of the equation or just the general slowing down of China’s economy,” French says.

Peterson says that another effect of the trade war with China is less U.S. investment in China.

Overall, Peterson says, that there seems to be a lack of understanding about the demands from President Trump to the Chinese government. Among the trade issues being negotiated is intellectual property rights.

Peterson says that China’s businesses and consumers understand the need to pay for intellectual property. However, making changes quickly will be challenging for the world’s most populous country.

“It’s hard to turn 1.4 billion people,” Peterson explains. “Because it’s a communist government and they have such a large population, they understand the need to negotiate, but they don’t know how to enact the changes in a quick fashion. But people tied to commerce say it’s important that some sort of trade agreement is reached.”

“China’s people will do what is asked of them from their president for life,” French adds. “So, while the trade situation has not been optimal and there are challenges, those challenges and this current environment seem to be generally accepted by Chinese businesses and citizens as part of the grand scheme of things between the world’s two largest economies. I think it is fair to say that China has a much longer time horizon compared to that of the U.S.”

African Swine Fever

African Swine Fever (ASF)

outbreaks have caused huge losses to China’s swine herd. It’s estimated that over 100 million hogs have been lost because of the disease. Peterson says that China’s losses roughly equate to two times the amount of U.S. annual production. Because soybean meal is a main ingredient for swine diets, hog losses reach beyond the pork industry.

“It’s tough to get a good understanding of the African Swine Fever issue in China,” Peterson admits. “But when you have large soybean crush plants running at 60 percent of capacity due to African Swine Fever, that tells as good of a story as anything.”

Peterson says that pork prices in China are now three times higher than normal. U.S. pork exports could help ease the situation, and there are some imports of U.S. pork but not as much as could be purchased “because tariffs on pork makes us not as cost competitive,” Peterson adds.

While pork production has shrunk, the poultry industry in China is picking up the slack.

“Soybean crush would be worse if not for the fact that poultry has been growing so much,” Peterson says.

Peterson says that Chinese researchers, government officials and the pork industry are hopeful that they’ve developed a vaccine for ASF; however, proof remains to be seen. Some industry spokesmen are also optimistic that the country can rebuild the Chinese swine herd by the middle of 2020 because there is still a strong demand for pork.

“It certainly feels that, due to African Swine Fever, the transformation and sophistication of the China pig industry will go through an accelerated growth period,” French observes. “In other words, African Swine Fever may turn out to be one of the most bullish feed demand drivers in the medium-term.”

—Story by Daniel Lemke, photos courtesy of U.S. Soybean Export Council



Peterson participated in a feed and animal nutrition conference in China, where African Swine Fever is a major concern.



A Harvest to Forget

With harvest progress already slowed by wet conditions, North Dakota farmers got an unwelcome surprise in the form of an October blizzard that dumped heavy snow over parts of the state. Snowfall totals ranged from 17 inches near Bismarck to 30 inches at Harvey.

Most North Dakota soybeans already lagged behind in their development because of late planting. Muddy conditions topped by snow put farmers well behind their normal pace for harvest.

As of October 20, only 20 percent of the soybean crop was harvested, compared to the 5-year average of 81 percent, according to the United States Department of Agriculture's (USDA) National Agricultural Statistics Service. A year ago, 50 percent of the crop had been harvested. The 2018 harvest was also hampered by an October snowstorm.

Storm Effect

Greg Gussiaas of Carrington says that over two feet of snow fell on his farm during this year's storm. About a third of his soybean crop had been harvested before the snow fell. The snow and water from the melting snow further saturated already soggy soils.

"Now we're impatiently being patient," Gussiaas said while waiting for another harvest window to open.

"This is one of the few times we've been thankful to have hilly ground because we were able to take beans off some of the high spots with lighter soil."

Gussiaas and other farmers braced for a long harvest process because of the wet soils and late-season snow. One of Gussiaas' concerns is an expectation that, even if he's able to get crops out this year, next spring is going to be wet as well.

"This is a two-year storm because the soil is super saturated," Gussiaas explained.

Larimore farmer Sam Landman estimates that two feet of snow fell on his farm as well. The snowstorm interrupted and likely ended Landman's edible bean harvest. He also expects that his soybean yield will be affected.

"There's definitely going to be some field loss," Landman said. "The top end of the yield will come off."

Pods closer to the ground will likely be missed as farmers try to avoid pushing combine headers through the mud. Some fields may not be harvestable.

"This year is an unfortunate reminder of why crop insurance is so important," Landman added.

Disaster Declared

On October 21, Gov. Doug Burgum signed an executive order declaring a statewide flood emergency, paving the way for requests for federal assistance to help North Dakotans

deal with significant flooding effects caused by heavy fall rains and the historic October blizzard.

"There's an economic hardship that we're facing here relative to this fall's harvest that is likely unprecedented," Burgum said.

Eight counties and four cities in North Dakota have issued flood emergency declarations so far, with more expected. Emergencies have been declared in the counties of Barnes, Cavalier, Grand Forks, LaMoure, Stutsman, Traill, Walsh and Wells as well as the cities of Grand Forks, Jamestown, LaMoure and Valley City.

A USDA secretarial disaster designation would unlock financial assistance through the Wildfire and Hurricane Indemnity Plus Program (WHIP+). Program payments consider a producer's crop insurance coverage and the size of the loss. A presidential disaster declaration would include public assistance for emergency work along with the repair or replacement of damaged road infrastructure.

"We recognize the challenges our producers are experiencing," said North Dakota Agriculture Commissioner Doug Goehring. "The wet weather has caused much disease in cereal crops and has created an inability to harvest remaining cereal grains and row crops, as well as potatoes and sugarbeets."

"This difficult harvest season is

putting farmers and ranchers under tremendous stress, both emotional and financial," Gov. Burgum said. "Just as we did during the drought of 2017, we're exploring every avenue to assist producers through these unseasonably and extremely wet conditions."

The Farm Service Agency (FSA) has emergency assistance programs to provide help when disasters strike. For some of those programs, a disaster designation may be the eligibility trigger. Farmers who have experienced a production loss as a result of a natural disaster may submit a request to their local FSA county office for their county to be evaluated for a secretarial disaster designation.

Once a request is received, the county office will collect disaster data and create a Loss Assessment Report. The County Emergency Board will review the Loss Assessment Report and determine if a recommendation is sent forward to the U.S. Secretary of Agriculture for the designation.

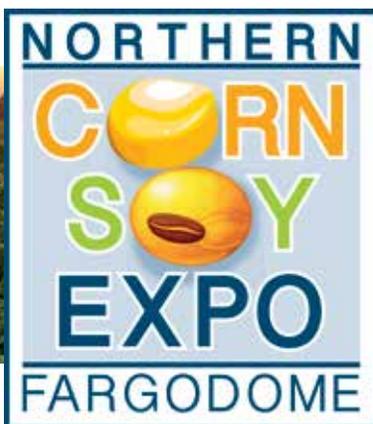
Damages and losses prompting disaster designations must be due to a natural disaster. The county must have a 30 percent production loss for at least one crop, or a determination must be made by surveying producers that other lending institutions will not be able to provide emergency financing.

—Story by Daniel Lemke, photo by Betsy Armour

2020 Tentative Agenda



February 4, 2020
7:15 a.m. – 4:45 p.m.



FargoDome
1800 N University Drive
Fargo, ND 58102

7:15 a.m. – 7:45 a.m. | Arena Floor

Buffet Breakfast / Trade Show and Research Pavilion Open

7:15 a.m. – 8:00 a.m. | Lobby

Registration

8:00 a.m. – 8:15 a.m. | Main Stage

Welcoming Remarks: Expo Co-chairs
 Tyson Rosenau and Mike Langseth

8:15 a.m. – 9:30 a.m. | Main Stage

*The Opportunities and Challenges of the
 Current World Market*

John Phipps – Author and Humorist

9:30 a.m. – 10:00 a.m. | Arena Floor

Break, visit trade show

10:00 a.m. – 11:00 a.m. | Arena Floor

AgriTalk (Live Broadcast)

Chip Flory – Author and Radio Host

10:00 a.m. – 10:45 a.m. | Various Locations

Breakout Session 1 (see chart below)

11:00 a.m. – 11:45 a.m. | Main Stage

Hot Topic Panel

Mace Thornton, USB; John Doggett, NCGA; Ryan Findlay,
 ASA; and Moderator Michelle Rook, AgWeek TV

11:45 a.m. – 12:45 p.m. | Arena Floor

Lunch / Trade Show open

11:45 p.m. – 12:45 p.m. | Arena Floor

Corn Grower and Soybean Grower Association Meetings

1:00 p.m. – 1:45 p.m. | Various Locations

Breakout Session 2 (see chart below)

2:00 p.m. – 3:00 p.m. | Main Stage

AgriTalk After the Bell (Live Broadcast)

Chip Flory – Author and Radio Host

3:00 p.m. – 3:30 p.m. | Arena Floor

Break, visit trade show

3:30 p.m. – 4:45 p.m. | Main Stage

Global Market Trends

Chip Flory – Author and Radio Host

Breakout Sessions	Main Stage	Rooms 101-102	Theater Room
Session 1 10:00 a.m. – 10:45 a.m.	Power of Social Media and Telling Your Farm Story MN Millennial Farmer Zach Johnson	You are Not Alone: Extreme Pressure of Farming Today Sean Brotherson, NDSU and Monica Kramer McConkey, MN Department of Agriculture	Conquering Weed Management Dr. Joe Ikley, NDSU and Dr. Lee Briese, crop consultant
Session 2 1:00 p.m. – 1:45 p.m.	Weather Outlook Daryl Ritchison, NDAWN	Biofuels and Your Bottom Line Dr. David Ripplinger, NDSU; Ryan Pederson, National Biodiesel Board; and Adam Dunlop, Midwest Ag Energy	Corn and Soybean Disease Outlook Dr. Sam Markell and Dr. Andrew Friskop, NDSU

Playing the TRADE WAITING GAME

Farmers eager for positive trade news have received mixed results in recent weeks. A trade agreement has been reached with Japan, but the big prize, a comprehensive trade deal with China, remains elusive.

The United States and Japan have reached an agreement where Japan will eliminate or lower tariffs on many U.S. agricultural products. For other agricultural goods, Japan will provide preferential U.S.-specific quotas.

Once this agreement is implemented, over 90 percent of U.S. food and agricultural products imported into Japan will either be duty free or receive preferential tariff access, according to the Office of the U.S. Trade Representative. When Japan enacts the agreement, American farmers and ranchers will have the same advantages for selling into Japan as countries that signed onto the Trans-Pacific Partnership. Japan is a top 10 export market for U.S. soybeans.

“Japan has long been a valued and reliable trading partner for soybeans, and we appreciate that the agriculture component of this deal will assure continued market access for our beans and other ag products,” says Davie Stephens, American Soybean Association (ASA) president and a farmer from Kentucky.

Japan is the world’s sixth largest soybean importer. With a 63 percent market share, the United States is the largest soybean supplier to Japan, with exports totaling \$976 million in 2017.

“The deal with Japan is great news,” says Northland Community and Technical College Farm Management Instructor Betsy Jensen, “but it’s a pat on the back. China is all that matters.”

Big Target

China’s soybean purchases dwarf the rest of world, so a firm agreement that restores regular trade between China and the United States remains the prize farmers are hoping to receive sooner rather than later.

Reports of a partial agreement came October 11 after a week of meetings between the Trump administration and Chinese officials. Soybean industry leaders are hopeful that this “Phase 1” agreement will signal a de-escalation in the ongoing U.S.-China trade war. ASA leaders remain hopeful this partial agreement is a step toward rescinding the tariffs and helping to restore certainty and stability to the soy industry.

The deal reportedly includes purchases of about \$40 billion to \$50 billion worth of American agricultural products by China, as well as agreements on intellectual property and financial services. Soybean markets rallied shortly after the announcement of a partial deal was made. Until firm details are known or a comprehensive agreement is signed, sealed and delivered, many farmers, traders and analysts share a healthy dose of skepticism.

“I always think that talks of trade

progress are legit, then, something happens to derail it,” Jensen says.

Despite not having a final agreement, news of the partial agreement and even any positive news about trade progress tends to give soybean markets a boost.

“Those may be good opportunities for farmers to sell,” Jensen says.

Jensen says that the soybean fundamentals have changed, likely because there may not be as much supply as expected. She says that China also continues to make soybean purchases, although the country falls far short of pre-trade war levels.

Until a final pact is developed, Jensen advises farmers to take advantage of any price. She views trade rumors as an opportunity to sell rather than get bullish. Jensen also says the current carrying charges in the market favor storing beans.

“The market wants beans in the bin in anticipation there could be increased demand coming later,”

Jensen explains. “This may be a good opportunity to price those beans for deferred delivery. Take advantage of the higher prices offered for soybeans delivered in March, May and July.”

USMCA Limbo

The United States-Mexico-Canada (USMCA) trade agreement remains in limbo more than a year after it was signed. The USMCA replaces the North American Free Trade Agreement.

The USMCA was signed in November of 2018. Mexico ratified the agreement in June 2019. The United States and Canada have yet to vote on ratification.

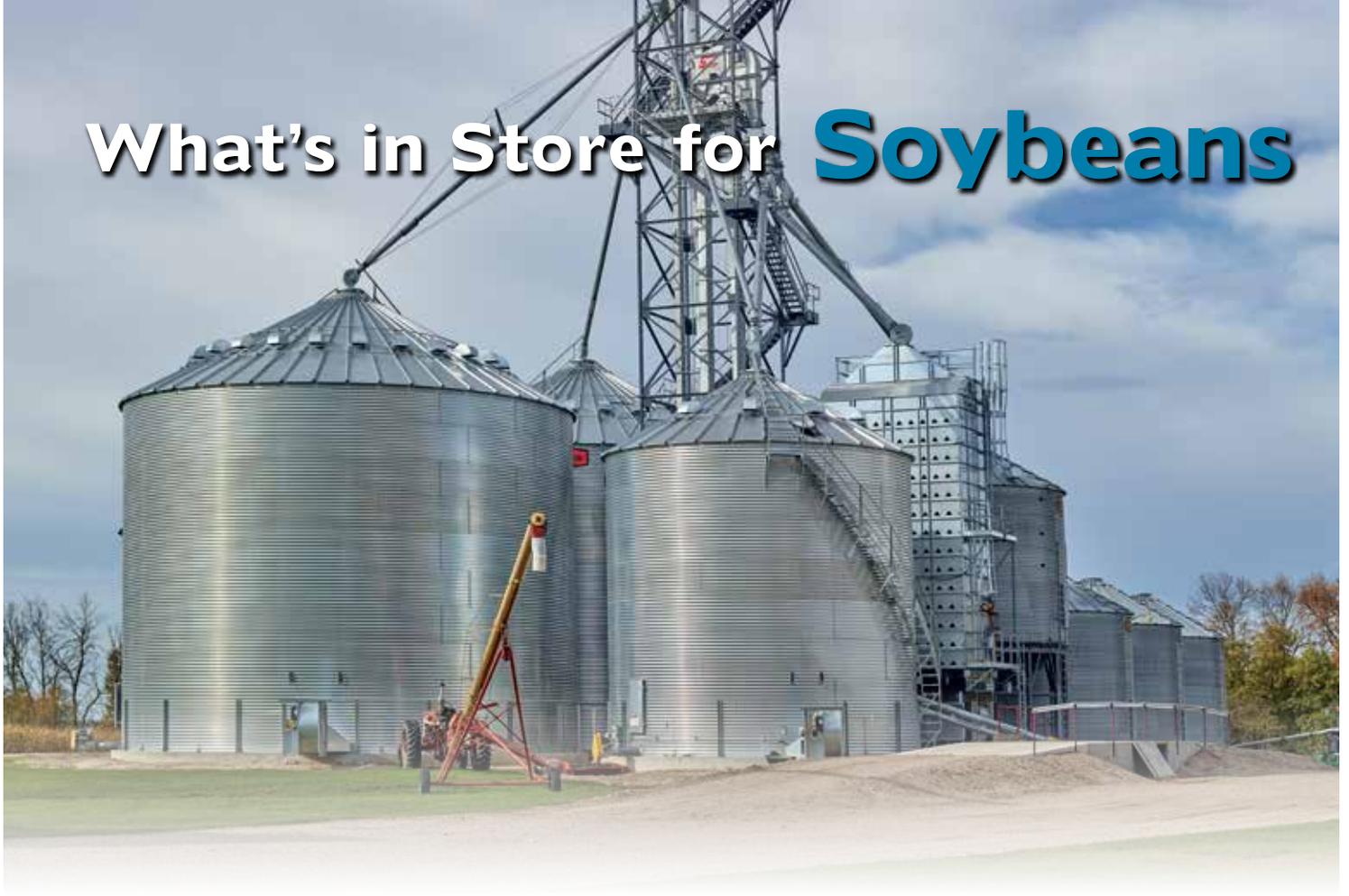
Mexico is the second largest importer of U.S. soybeans and is the top destination for U.S. soybean meal. Canada is also a valuable soybean meal and oil customer.

—Story and photo by Daniel Lemke



Farm Management Instructor Betsy Jensen says a trade agreement with Japan is good, but the agreement that really matters is with China.

What's in Store for Soybeans



It should come as no surprise that U.S. soybean farmers are hanging on to more soybeans than normal. Given a sizeable 2018 crop, low commodity prices and reduced export demand, storing soybeans until something improves was the logical decision for many growers.

According to the United States Department of Agriculture (USDA), nationally, old-crop soybeans stored in all positions on September 1, 2019, totaled 913 million bushels, up 108 percent from the previous year. Soybean stocks stored on farms totaled 265 million bushels, up 162 percent from 2018, while off-farm stocks of 648 million bushels were up 92 percent from last September.

Proportionally, North Dakota farmers held their soybeans even tighter. The USDA National Agricultural Statistics Service reports that soybean stocks in the state totaled 39.8 million bushels, up 150 percent from a year ago. On-farm stocks were up 321 percent, with an estimated 16 million bushels still stored on North Dakota farms and another 23.8

million bushels stored off the farm.

Despite a challenging growing season across much of the Corn Belt and concern about the size and quality of the 2019 soybean crop, prices are being tempered by large soybean stocks.

“We’re concerned about the 2019 crop, but what’s hanging over the market is the fact we have 2018 bushels to fill in,” says Dr. Frayne Olson, North Dakota State University Extension crops economist and marketing specialist. “We’re struggling with 2019 crop, the challenging growing season and now harvest difficulties, but soy markets are not quite as responsive to those conditions because we have stocks. Corn will likely be more active because of tighter corn supplies.”

Dr. Olson says that, without the large carryover, there likely would be higher cash prices but more market volatility, both up and down.

Besides price, Dr. Olson says that buyers are concerned with the quality of the 2018 soybeans that have been stored for a year. He says that buyers

are concerned with off-grade beans, not so much from spoilage, but from deterioration of oil quality or amino acid quality.

“We don’t normally see soybeans stored this long. The market is usually very good at managing inventory. This year is very different, so buyers are worried about (the) quality of oil and meal,” Olson says.

North Dakota benefits from a cooler climate than other parts of the country, allowing for longer storage when properly managed.

As more is learned about the size and quality of the 2019 U.S. soybean crop, farmers may see some marketing opportunities.

Dr. Olson points out that soybeans had a market rally during spring planting, which was drawn out due to cool, wet weather over much of the country. He says that the market was providing an incentive for farmers to keep planting soybeans. For farmers to benefit from the price uptick, they needed to actually sell their crop. Dr. Olson says that many farmers are uncomfortable contracting bushels that

early in the year because they didn’t have the bushels in hand.

Fall price rallies are a different beast.

“Now, if we have a harvest problem, how does stored grain play? Spring rallies rise and fall quickly once weather and planting issues are resolved,” Dr. Olson says. “Fall rallies tend to rise slowly but stick longer once we have a better idea of the bushels out there, and the market tries to ration them out.”

Dr. Olson says that stored grain should be what’s marketed first because farmers know the quantity and quality.

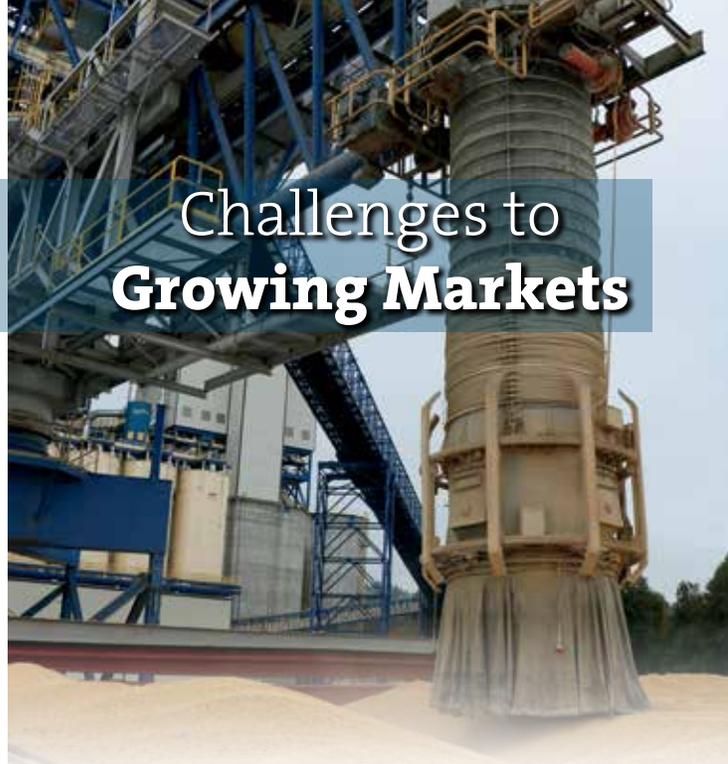
“Use the rallies to market old crop,” Dr. Olson says, “they’re in the bin, so they should be the first soybeans that farmers move.”

If a fall price rally does occur, Dr. Olson says that farmers shouldn’t be afraid to lock in a price and schedule a later delivery, so they don’t have to stop the harvest to haul grain.

—Story by Daniel Lemke,
photo by Wanbaugh Studios



Challenges to Growing Markets



One role of the soybean checkoff is to build markets, to grow demand and to find new customers for North Dakota soybeans. The North Dakota Soybean Council (NDSC) and the U.S. Soybean Export Council (USSEC) have focused a lot of resources on building markets outside China over the last decade in order to find new customers. Finding new customers is just one piece of the process when building new markets.

Each country has different market barriers that the U.S. faces when increasing soybean imports. The NDSC and USSEC can provide technical support and training to address import challenges; however, other issues are government directed and require actions from the U.S. government or the American Soybean Association.

The most obvious and public market barrier is the general lack of investment in the global infrastructure needed to transport agricultural commodities. It takes a lot of capital to improve infrastructure. U.S. farmers, private industry and the federal government have made major investments to ensure that the U.S. has the most efficient infrastructure on earth. Infrastructure in other countries includes limited rail lines, shallow

ports, or poor roads and bridges. The NDSC leads by example when hosting trade teams, showing importers the U.S. and North Dakota's commitment to quality infrastructure, which ensures the prompt and safe delivery of our soybeans.

"Investment in infrastructure is one point we definitely highlight when we host trade teams here in North Dakota," says Austin Langley, the NDSC vice chairman from Warwick. "We want trade teams to understand how efficient and effective our infrastructure system is."

Another, often visible, market barrier with accessing new markets is a country's biotech (new soybean trait) approval process and phytosanitary requirements. For example, when the U.S. develops a new soybean trait for production, it can take years for that trait to be approved for import to another country. Vietnam's import approval for 2-4D resistant soybeans had been pending approval for almost 4 years, despite being commercially adopted in United States and in other countries, and was finally approved late this September.

Phytosanitary certificates will vary from country to country and are a tool to limit regulated material, such as weed plants, seeds or other pests, from crossing borders. In late 2017, China announced that it

would require less than 1 percent foreign material (FM) in shipments from the U.S. as a way to prevent the introduction of certain weed species. Currently, a U.S. Department of Agriculture (USDA) Grade #2 soybean specification is less than 2 percent FM. Although China has not turned away any vessels, it gives the country the opportunity to reject U.S. shipments. Unfeasible phytosanitary certificates can prevent access to critical markets.

"Encouraging our international partners to improve the efficiency of biotech approval processes can allow us to export a new soybean that we need for production management purposes," says Langley. "Faster approval processes can provide farmers certainty. NDSC provides technical training through short courses at Northern Crops Institute to provide education to buyers on the restrictions and show trade teams the USDA grading standards, our clean fields and explain we do our absolute best to provide them a clean product."

One of the long-standing issues facing North Dakota farmers is the overseas crushing industry's general focus on crude protein levels for price discovery and geographic sourcing. For example, Japan has financial interests in a Pacific Northwest export facility while sourcing most of its soybeans from U.S. geographic origins which possess higher crude

protein levels. The NDSC continues to provide education about the essential amino acid (EAA) profile of North Dakota soybeans to buyers, along with promoting the superiority of EAA as a quality measure instead of crude protein level, in order to make North Dakota more competitive in the global market.

World Trade Organization commitments, international tax treatment, bi-lateral trade agreements and other government policy barriers are left to the policy development and legislative work of the American Soybean Association (ASA) and the North Dakota Soybean Growers Association (NDSGA). The ASA and NDSGA continue to work hard on these issues by educating and working with lawmakers and various agencies in order to ensure that North Dakota farmers have access to the global market.

"Within the next 30 years, the world must feed 9 billion people, and a growing middle class will demand a higher-value protein at an affordable price," says Langley. "North Dakota soybeans will be part of this this demand. NDSC is committed to maintaining and ensuring that its customers can continue to enjoy a reliable supply and consistent delivery of North Dakota soybeans."

—Story by staff, photos by Daniel Lemke



Checkoff dollars are invested to make sure there's a steady flow of North Dakota soybeans leaving for overseas markets.



ENHANCING SOYBEAN STORAGE

The market moisture for soybeans is 13 percent, which is fine for storing soybeans during cool conditions. If your soybeans will be stored through the winter and into the warmer weather of spring and summer, store them at 11 percent moisture to limit mold growth and deterioration. The storage life roughly doubles for each percentage point that the moisture content is reduced.

Storage Temperature

Controlling the soybeans' temperature during storage is critical. Free fatty acid percentages, a negative characteristic, tend to increase with storage moisture, temperature and time.

At 12 percent moisture, free fatty acid percentages increase slowly with storage time if the beans are kept cool. In one study, the average free fatty acid content of 12-percent moisture beans stored at 50° F stayed below 0.75 percent but exceeded this level after only 4 months when stored at 70° F.

Cool soybeans as they go through the fall and winter in order to maintain quality. Aerate to keep the soybeans within 10 to 15 degrees of the average outdoor temperature during the fall.

Store Soybeans During the Winter Near 30° F in Northern States

During the spring and summer, aerate the stored soybeans to keep the

temperature as cool as possible: preferably 40° to 60° F. These temperatures enhance soybeans' storage life while reducing the mold and insect activity. At 11 percent moisture, soybeans have similar storage characteristics as wheat or corn at 13.5 to 14 percent moisture. Use an allowable storage time chart for cereal grains to estimate the allowable storage times for soybeans.

Storage Recommendations

- **Keep fans covered.** Once the soybeans are cooled, cover the fan and duct openings to prevent snow or moisture from blowing into the bins during winter storage. Keep

the fans covered during the spring and summer to prevent air from warming the soybeans. Ventilate the top of the bin to reduce the solar heating which affects the beans at the top of the bin.

- **Monitor the stored grain regularly.** Outside temperature changes can result in temperature and moisture changes inside the bin. Monitor the soybeans at least once every two weeks during winter storage and weekly during the fall until the grain has been cooled to winter-storage temperatures. Monitor the soybeans weekly during the spring and summer. Measure the grain temperature, and watch for

indications of problems, such as condensation, insect activity and increasing grain temperatures. Record temperature values and grain conditions to help track any changes.

- **Use available tools, but don't turn everything over to automation.** Improved technology can help you better manage stored grain, but you still need to manage the grain and inspect it visually. Temperature cables allow you to monitor the stored grain's temperature at several locations, and fan controllers can operate fans according to the desired air conditions. Monitor and verify that the fans are operating as desired.
- **Equalize the soybeans' moisture content.** Soybean moisture variation may lead to storage and marketing losses. Operating an aeration fan will help move moisture from the wet to drier beans. Moisture movement will be minimal without aeration airflow. Initially, the fans will have to run longer to equalize the moisture content than to cool the grain. The moisture will not be all the same, but it should become more uniform.

For more information, visit www.ag.ndsu.edu/graindrying.

—Story and graphic by
Dr. Ken Hellevang, NDSU Extension
agricultural engineer, photo by
Wanbaugh Studios

Approximate Allowable Storage Time for Soybeans

Moisture Content (%)	Grain Temperature (F)					
	30	40	50	60	70	80
11	300+	300+	300+	300+	200	140
12	300+	300+	300+	240	125	70
13	300+	300+	230	120	70	40
14	300+	280	130	75	45	20
15	300+	200	90	50	30	15
16	300+	140	70	35	20	10
17	300+	90	50	25	14	7
19	190	60	30	15	8	3

- **Airflow through the soybeans permits maintaining the grain temperature but does not extend the allowable storage time beyond that listed in the table.**
- **Allowable storage time is cumulative.** If 16 percent moisture soybeans were stored for 35 days at 50 degrees, one-half of the storage life has been used. If the soybeans are cooled to 40 degrees, the allowable storage time at 40 degrees is only 70 days.



20 Twenty Soil Health Café Talks for 2020

This year will be the seventh year of the Soil Health Café Talks, which have become a staple Extension program at North Dakota State University (NDSU). With the involvement of NDSU's Carrington Research Extension Center, Langdon Research Extension Center and county Extension agents along with main campus, there will be 20 opportunities to talk about soil health in 2020!

Let's talk a few more numbers. As of now, the Soil Health Café Talks will be held at 15 locations with 13 NDSU Extension specialists and researchers as well as 14 county Extension agents participating in the program. On average, 30 farmers, a couple consultants and a few industry representatives attend each Soil Health Café Talk. The Soil Health Café Talks last for 2 hours but can be longer if the discussion keeps going.

Let's talk concepts. The Soil Health Café Talks are based on the importance of sharing information, especially when it's among farmers, consultants, industry and NDSU. The Soil Health Café Talks create an opportunity for these conversations to

happen. Then, practical, science-based solutions can be implemented on-farm with reduced risk, and valuable new ideas can be further investigated with research.

The full schedule will be posted online by December, but here is a sneak peek at where and when the programs will be held and which specialists/researchers will be there. Please note that things may change, so please check the final online schedule which is posted on the NDSU Soil Health webpage ndsu.edu/soilhealth/ later this year.

January

- 14: **Drayton** – Abbey Wick, soil health, and Joe Ikley, weed science
- 15: **Wahpeton** – Abbey Wick
- 16: **Hope** – Abbey Wick
- 21: **Crystal** – Naeem Kalwar, soil health; Miranda Meehan, livestock stewardship; and Mary Keena, compost and manure management
- 22: **Rocklake** – Naeem Kalwar; Kevin Sedivec, grazing; and Miranda Meehan
- 23: **Wishek** – Greg Endres, agronomy, and Dave Franzen, fertility
- 28: **Michigan** – Kevin Sedivec
- 28: **Oakes** – Abbey Wick

- 29: **Casselton** – Abbey Wick
- 30: **Walhalla** – Naeem Kalwar; Lesley Lubenaw, agronomy; and Kevin Sedivec

February

- 3: **Jamestown** – Abbey Wick
- 6: **Park River** – Naeem Kalwar and Abbey Wick
- 11: **Drayton** – Tom Peters, weed management
- 12: **Langdon** – Naeem Kalwar
- 18: **New Rockford** – Greg Endres and Dave Franzen

March

- 4: **Wishek** – Mary Keena; Mike Ostlie, agronomy; Kevin Sedivec; and Marisol Berti, cover crops
- 5: **New Rockford** – Mary Keena and Mike Ostlie

- 18: **Velva** – Mary Keena, Mike Ostlie, Kevin Sedivec, and Chris Augustin
- 19: **Maddock** – Naeem Kalwar and Greg Endres
- 24: **Velva** – Greg Endres and Chris Augustin

The Soil Health Café Talk program is supported by the North Dakota Soybean Council, North Dakota Corn Council, the North Dakota Wheat Commission, the Northarvest Bean Growers Association, the North Central Region Sustainable Agriculture Research and Education, and the USDA's National Institute of Food and Agriculture.

—Story and photos courtesy of
Dr. Abbey Wick, NDSU
Extension Soil Health Specialist



Soil Health Café Talk held in Mcville, North Dakota.



NDSU Soil Health Specialist Abbey Wick leading a Soil Health Café Talk in Park River, North Dakota.

—Photo by Larry Biri



WISHH Returns to North Dakota with Cambodian Feed Companies that Seek U.S. Soy

The American Soybean Association's (ASA) WISHH Program has returned to North Dakota with Cambodian feed company representatives who are in key positions to build demand and to drive growth for North Dakota soybean trade in Asia.

WISHH leveraged North Dakota Soybean Council (NDSC) support with USDA Foreign Market Development funds so the Cambodian

feed-milling leaders could participate in the Northern Crops Institute's (NCI) "Soybean Procurement: Management for Importers" course.

The 2019 Soybean Procurement course took place October 7-11. There were 27 participants representing the countries of China, Vietnam, Cambodia, India, Nigeria, and the United States. The course was developed to provide training for buyers of commodity soybeans for crush, buy-

ers of container soybeans and soybean meal for feed, and buyers of specialty soybeans for food processing, such as soymilk and tofu. The rationale was to provide common risk management training to the participants, as well as separate tracks to provide training on specific topics for different end-use.

WISHH selected Cambodian soybean importers came to North Dakota for the NCI's October training on risk management as a follow up to their participation in WISHH and NCI's May seminar in Cambodia. NCI Director Mark Jirik and Mike Krueger, a risk management consultant, led the May seminar and spoke at the October course. The May seminar laid a foundation about the basics of buying feed ingredients from the United States, working with suppliers, managing quality and managing the price risk with commodities, placing a special emphasis on soybean meal.

WISHH and NCI recognized that additional training on risk management would be valuable for the company representatives that WISHH brought to North Dakota in October. The company is already trading with Europe and Asia. The firm had expressed an interest in purchasing U.S. soybean meal as well as dried distillers' grains.

"I learned a lot of useful procurement-related issues, including market and supply chain situation, and the procurement process of U.S. soybean products as well as the ability to compare benefits between shipments by container and bulk cargo," said Guang Heng Co.'s General Manager Chan Sothea.

The October training helped Cambodian importers to overcome the problems they face as they seek to increase their U.S. soy purchases. NCI, North Dakota State University (NDSU) and other risk management experts provided insight about how to move beyond the unpredictable prices with soybean spot markets. NDSC's Harrison Weber presented

an overview of North Dakota soybean production while the agribusiness experts offered training on how to utilize futures markets, contracts and other risk management strategies. The Cambodian feed millers learned how to develop a risk management plan for their mill to establish predictable prices.

While in North Dakota, WISHH and NCI ensured that the trainees also met with four U.S. soy exporters. The introductions are an example of how WISHH works with strategic partners in order to build demand and to drive growth for U.S. soy in developing countries' long-term markets. Now that the feed company officials are back in Cambodia, WISHH is planning to conduct additional risk management activities building on the U.S. based training.

Since 2011, U.S. soybean and soybean meal exports to Cambodia have grown from zero to 43,747 metric tons in 2018. WISHH is laying the foundation for more trade with Cambodia through a variety of activities, including WISHH-secured USDA funding of the Commercialization of Aquaculture for Sustainable Trade (CAST)-Cambodia project. Launched this year, CAST will accelerate the production of high-demand fish species for the Cambodian market as well as a lasting aquaculture industry. Over the last 5 years, WISHH leveraged soybean farmer checkoff investments by a ratio of more than 6:1.

—Story and photos courtesy of WISHH



Attendees learn how to read soybean future charts.

Best of the Best in Wheat and Soybean Research 2020



Researchers and Extension Specialists from North Dakota State University and the University of Minnesota are working together to deliver the most current research information to help you make better management decisions on your farm. One of the highlights will be hands-on demonstrations where you get a closer look at important production and marketing tools.

Best of the Best in Wheat and Soybean Research and Marketing workshops:

Wednesday, February 5 | Alerus Center | Grand Forks
Thursday, February 6 | Courtyard by Marriott | Moorhead

These sessions are free, Pre-registration is encouraged. CEU credits are available.

For times, and to register, call 800-242-6118, ext. 3, or go to www.mnwheat.com and click Best of the Best link

Brought to you by the MN Association of Wheat Growers, ND Soybean Council, MN Wheat Research & Promotion Council, ND Grain Growers Association, MN Soybean Research & Promotion Council and the ND Wheat Commission



Dr. Frayne Olson provides risk management tips.

Second Annual North Dakota Soyfoods and Farm Tour



Twelve North Dakota and national dieticians and influencers experienced the field-to-table concept at the second annual North Dakota Soyfoods and Farm Tour on October 14-16. The North Dakota Soybean Council (NDSC) partnered with Linda Funk, the executive director of The Soyfoods Council, to organize the event.

The attendees represented North Dakota State University, Fargo Cass Public Health, the Fargo Child Adult Care Food Program, the U.S. Department of Agriculture's (USDA) Human Nutrition Research Center, a registered dietician blogger and culinary student, the North Dakota Academy of Nutrition and Dietetics, an editor of *Chicagonista* and media innovator, two freelance registered dieticians as well as a Hispanic marketing expert.

To kick-off the event, NDSC Executive Director Stephanie Sinner welcomed the participants, and NDSC Director of Market Development Harrison Weber

provided an overview of North Dakota's soybean industry.

"We were very proud to host this group of dieticians and influencers in North Dakota and showcase our state and soybean industry," says Sinner. "Showing how our crop is raised, meeting the hardworking farmers and educating our guests on the benefits of soy as a healthy source of protein

can help them start to think about soy as an ingredient for everyday meals and recipes."

Dr. Mark Messina, executive director of the Soy Nutrition Institute, gave an in-depth presentation about soy protein and the many human health benefits. This information laid the foundation for the tour.

"The soy nutrition information

and research was really refreshing and helpful to learn," says Michele Draxten of Fargo Cass Public Health. "It was practical information that we can apply to our work by sharing with clients and the public."

At the Hillsboro Community Center, a panel of Traill County farmers spoke to the group about soybean production; water, pest, and farm management; and the challenges that farmers have experienced this growing year. Attendees learned about the numerous decisions farmers make on a regular basis. Area farmers included Sarah Lovas, Hillsboro; Joel Thorsrud, Hillsboro; Randy Lemm, Hillsboro; and Patrick Bresnahan, Casselton.

At Fargo's Square One Kitchen, Linda Funk taught participants how to make recipes with soy. She showed the different types of soyfoods and then helped the attendees to apply their knowledge by incorporating soy into an everyday meal. The participants were divided into groups and made 10 different recipes, from main dishes to salads to desserts, using soy products. The attendees also saw how easy it is having soy and meat work together in dishes. After cooking, the group enjoyed the creations and discussed the recipes.



Dr. Mark Messina, an internationally recognized expert on soy health, provides factual research on the benefits of soy consumption.



To complete the farm-to-table experience, the group traveled to the Identity Ag Processing facility in Casselton the final morning in order to see what happens when soybeans leave the field to be sorted, cleaned and packaged and then sent to customers domestically and around the world.

“I learned so much about our food,” says MJ Tam, publisher and editor of *Chicagonista*, from Chicago. “You can’t really talk about food safety without meeting the farmers and learning the behind-the-scenes. Going out in the field or meeting the farmers who talked about how passionate they are about the product they produce for us to eat everyday with our families was just incredible.”

The tour was fast-paced and packed with North Dakota soybean, agriculture and soy-protein information. Everyone returned home with firsthand, factual information, including lots of recipes to share with their clients, food communities, colleagues and readers.

“I am extremely thankful for the opportunity NDSC provided us to engage with North Dakota farmers, ranchers, researchers, agronomists and staff,” says Sylvia Klinger, a registered dietician and founder of Hispanic Food Communications. “Most of us don’t have the pleasure of having a farm in our backyards, but this North Dakota farm tour allowed us to experience, in person, the challenges and triumphs farmers experience every day. We are now armed with significant knowledge and feel ready to be soy ambassadors to motivate people to eat more soyfoods for all the amazing benefits soy has to offer. Thank you, again, for giving us this opportunity; it is truly much appreciated!”

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

Hillsboro soybean farmer Sarah Lovas discusses water management.

“We used ingredients from tempeh, tofu, miso, edamame and more,” says Funk. “And it was great because, until you work with those soyfoods, you really don’t have any idea how they work into meals.”

“I’ve never had tempeh before, and it was very good,” says Kim Lipetzky of Fargo Cass Public Health. “I’ll use tempeh again.”

Representatives from the Specialty Soy and Grains Alliance joined the

evening reception to discuss their organization and mission. Great questions and conversations ensued over innovative soyfood appetizer dishes.

The final day began with a CommonGround North Dakota panel discussing food, farming and modern agriculture along with personal farm experiences. Lots of good food and labeling questions were answered by the farmers. North Dakota Soybean Growers Association Executive Director Nancy Johnson moderated the session. The panel included Julie Peterson, Prosper; Bridgette Readell, Hunter; Curt Petrich, Fargo; and Elli Ressler, Hillsboro.

“I enjoyed the conversations about GMO (genetically modified organisms), non-GMO, organic and pesticide usage because we get a lot of questions at work about those topics,” says Lipetzky.



NDSC Executive Director Stephanie Sinner welcomes the group.



Participants enjoy their dishes made from soy.

The 3rd Annual Dinner in the Valley Served Great Food and Conversations for Attendees

These local farmers sat at the dinner tables to continue conversations and to share personal stories about their challenges, technological advances and the history of their farm and/or ranch with the guests. We had the pleasure of having Sarah Nasello and Jacy Hauge with CommonGround North Dakota at the event. They shared the evening with us and were able to share their farm, food and ranch stories, too.

During the course of the evening, we had our guests fill out question cards. Between each course, the emcee asked questions and directed them to our expert farmers. The night was full of great questions and conversations. Despite the rain and having to move the event inside, the 3rd Annual Dinner in the Valley was a huge success. This scenario was utilized to show how Mother Nature can affect the farming community and how it takes faith and perseverance on behalf of each farmers and ranchers.

Dinner in the Valley helped to bridge the relationship gap between local farmers/ranchers and the approximately 45 guests by having healthy conversations about agriculture. The event was generously supported by partnerships with local businesses, CommonGround North Dakota and other agricultural organizations.

—Story and photos by Penny Peterson, soybean farmer from Valley City



The Valley City Chamber Ag Committee held its 3rd Annual Dinner in the Valley on Monday, September 9, 2019, at the Sheyenne Riverbend Farm, south of Valley City, North Dakota. The dinner was held at an open, countryside event center with symbols of home, faith and community. At the event location stood a farmhouse, a chapel, a gazebo, and a school house. This area is where families in the community are known to gather and to enjoy spending time remembering the past, healing old wounds and growing new memories for the future.

Dinner in the Valley attendees were served an exquisite meal while

in engaging in conversations with farmers and ranchers to help understand how consumers can follow the steps back to where food originates. The event's mission was to create an entertaining, fine-dining experience while generating awareness about the importance and sustainability of local agriculture and connecting consumers with local farmers.

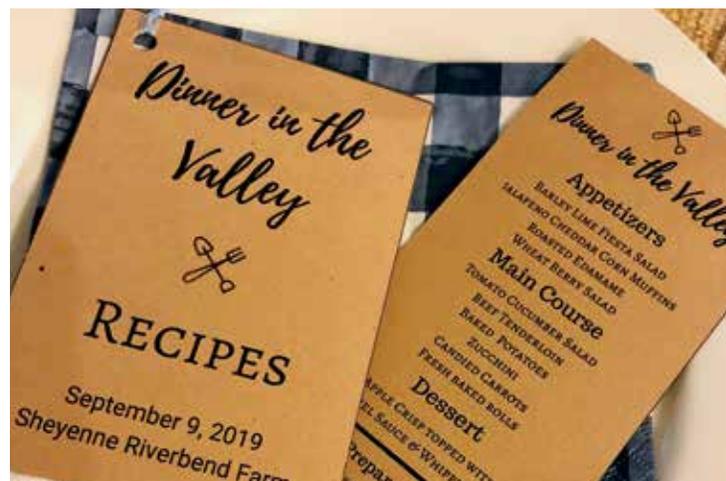
The evening started with a social hour. The appetizer stations represented the different crops grown in Barnes County. Each station had a farmer representing that specific crop and an appetizer to taste. Red Trail Vineyards from Buffalo, North Dakota, assisted with beverage tasting along with sharing some good cheer.

Randy Grueneich, Barnes County Extension agent, was the night's emcee. After the social hour, he asked attendees to take their seats at assigned tables to partake in an elegant dinner comprised of beef tenderloin and fresh vegetables from the farmers' market. The dinner was prepared by Cleaver's Cookin' & Catering's Lori Jury. The variety of homemade dinner rolls was made by Wild Prairie Bakery's Erin Hanning. Both businesses are in Valley City. The meal ended with a scrumptious apple-crisp dessert with caramel sauce and whip cream which was made by Heavenly Pinch's Hailee Peterson from Fargo, North Dakota.

To augment the educational portion of the event, farmers and ranchers were an integral part of initiating conversations with the guests.



Barnes County soybean farmer Monte Peterson addresses attendees.





CommonGround North Dakota

FIFTH-GENERATION NORTH DAKOTAN ENCOURAGES CONVERSATIONS ABOUT FOOD, FARMING AND RANCHING

CommonGround North Dakota (CGND) is continually engaging in conversations and interacting with consumers in person and online. To further augment these conversations, CGND has started collaborating with Sarah Nasello, a local-to-Fargo food writer and recipe developer, in order to share bi-weekly stories that are inspired by North Dakota agriculture. Along with her stories, Nasello will also provide weekly recipes from her personal collection in order to entice readers to learn more about food, modern farming and ranching.

Since the beginning of October, Nasello's friendly perspective, thoughtful wordplay and delicious recipes have begun to have an effect on consumers, farmers and ranchers

online. "I'm so excited to have this opportunity to help build relationships and conversations between the people within agriculture—our farmers and ranchers—and the ordinary consumer, a.k.a., the rest of us," she says.

Nasello's ability to write interactive and engaging copy has allowed a comfortable lead-in for consumers to ask any question regarding food, modern farming and ranching. In her introductory blog, "I'm Sarah, and I'm a fifth-generation North Dakotan," Nasello explains her journey to seek answers to her own questions about agriculture and encourages consumers to do the same.

"At first, I was nervous. I knew nothing about agriculture, could hardly identify a crop other than



wheat and sunflowers, and was afraid of looking stupid by asking a dumb question," Nasello says. Her candor has allowed consumers to be fearless when asking questions about food.

Nasello enjoys facilitating these conversations and wants to help bridge the gap among consumers, farmers and ranchers. She is elated to give consumers the opportunity to come together with farmers and ranchers in order to obtain factual answers for their questions. Nasello is taking this opportunity to use her

writing skills to build relationships in order to help remove any fear that consumers may have about food and its production.

To learn more about CommonGround North Dakota and to follow Nasello's blog, go to www.commongroundnd.com/blog/. To engage in conversations with us, connect with us on Facebook, Twitter, Instagram, Pinterest and LinkedIn.

—Story by Betsy Armour,
CommonGround ND

Easy Weeknight Dinner Recipe

Sicilian Pork Tenderloin with Savory Peppers is an easy, delicious and healthy way to showcase pork during National Pork Month. This dish can be made in about 30 to 45 minutes, using just one pan and a few Sicilian pantry staples to create a main course that has become a weeknight favorite in our home. Grab your fork; it's time for pork!

This delicious recipe, along with other signature recipes by Sarah Nasello, can be found on the CommonGround North Dakota website: commongroundnd.com/consumers

CommonGround North Dakota Blogger Sarah Nasello Sicilian Pork Tenderloin with Savory Peppers recipe is an easy, delicious and healthy main course.

—Story, recipe and
photo by Sarah Nasello

Sicilian Pork Tenderloin with Savory Peppers

Ingredients

- 1 whole pork tenderloin
- 1 tsp kosher salt
- ½ tsp black pepper
- 2 tsp fresh rosemary, finely chopped and divided
- 1 T extra-virgin olive oil, more as needed
- 3 cloves garlic, thinly sliced
- 4 anchovy fillets, finely chopped
- Pinch of crushed red-pepper flakes
- 1 shallot, minced (about 3 to 4 T)
- 1 T capers
- 2 bell peppers, assorted colors, cut into ½-inch wide strips
- 2 tsp apple-cider vinegar
- 1 T water (more as needed)
- 2 T fresh parsley, rough chopped

Directions:

Trim excess fat from tenderloin and slice 1-inch medallions across the width. Sprinkle the top and bottom of each pork medallion with salt, pepper and ½ tsp of the chopped rosemary.

In a large skillet, heat the oil over medium-high heat. Place medallions in the pan, and cook on one side until lightly browned (about 3 minutes). Turn medallions, and continue cooking on medium-high heat until they are lightly browned and an internal temperature of 135 degrees is achieved. Insert a meat thermometer into the center of the largest medallion to check for accuracy. Turn the heat to low, and transfer the medallions to a plate. Cover the plate with foil, and let rest.

Add the sliced garlic, chopped anchovies and crushed red peppers to the pan. Cook over medium-low heat for 1 minute, adding more oil as needed, 1 tsp at a time. Stir with a wooden spoon to scrape up any brown bits that are on the bottom



of the pan. Add shallots, capers, 1 tsp of the rosemary and bell-pepper strips. Cook over medium-low heat for 5 minutes, stirring to incorporate. Return the pork medallions to the pan.

Add 1 T of water to the pan, and cook over medium-low heat for 2 minutes. Turn medallions, cook for 1 to 2 more minutes until the peppers are softened and starting to brown.

Add vinegar, and fresh parsley. Cook for about 30 seconds, stirring to combine. Transfer to a platter and serve immediately.

Shifted Acres in 2019



planted fewer soybean acres in 2019, favorable conditions through June helped soybeans catch up. By the June 23 crop progress report, 70 percent of the state's soybean crop was rated as good to excellent.

"This compares to 80 percent from 2018, 53 percent in 2017 and 77 percent in 2016. So even though this year's crop was planted later than normal, the condition of the crop that did get planted is in fairly good shape compared to recent history, but maybe not quite as good," Jantzi says.

Meanwhile, North Dakota corn acreage is estimated at 3.70 million acres in 2019, up 17 percent from 2018. The area to be harvested for grain is estimated at 3.45 million acres, up 18 percent from a year ago.

Other acreage increases in North Dakota included all sunflowers, up 15 percent; barley acres increased 32 percent; and canola was up 7 percent. Winter wheat acres also grew by 6 percent.

Besides soybeans, durum wheat acres fell by 36 percent from 2018, setting a new record low at 700,000 acres.

Prevented-planting acres are not included in the USDA-NASS estimate. Planted and harvested acreage estimates are developed from farmer surveys which were conducted during the first two weeks of June.

—Story by Daniel Lemke, photo by Wanbaugh Studios

Market disruptions and challenging spring planting conditions likely played roles in convincing North Dakota farmers to adjust their crop rotations for 2019. That shift was noticeable in the U.S. Department of Agriculture's (USDA) June acreage report.

According to the USDA National Agriculture Statistics Service (USDA-NASS), soybean-planted acreage is estimated at 5.90 million acres in North Dakota, down 14 percent from last year. Farmers expect to harvest 5.85 million acres, a 15 percent decrease from a year ago.

The national soybean-planted area for 2019 is estimated at 80.0 million acres, down 10 percent from last year.

This figure represents the lowest soybean-planted acreage in the United States since 2013. Compared with last year, planted acreage is down in all 29 estimating states.

Slow Start

Soybean planting is typically completed in North Dakota by the middle of June. That timeline wasn't the case in 2019.

"As of June 10, soybeans across the state were only 88 percent planted," says Darin Jantzi, USDA-NASS state statistician. "This was primarily due to a cooler and wetter spring that prevented producers from getting into their fields until later than normal."

Jantzi says that, while 2019 delivered challenging planting

circumstances, farmers have been here before. Growers have faced worse conditions several times in the past decade.

"It was definitely an abnormal year compared to historical averages, but we have experienced years like this in the past, or even worse," Jantzi says. "Using June 10 as a comparison, North Dakota was only 72 percent planted in 2013, 71 percent planted in 2011 and 88 percent planted in 2009. So, even though 2019 was behind normal planting averages, we have had worse years in recent history."

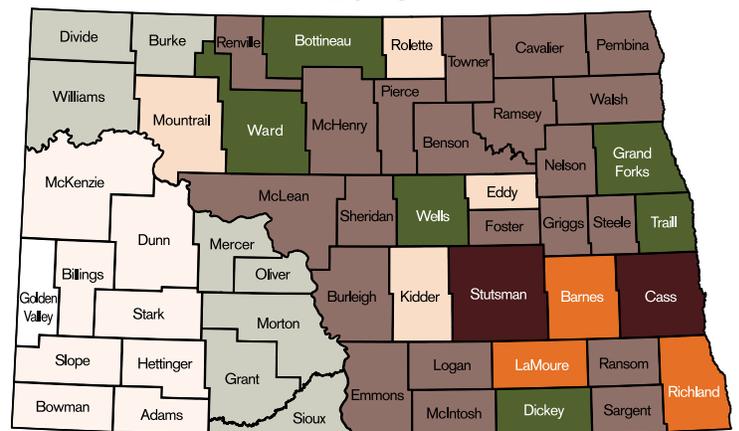
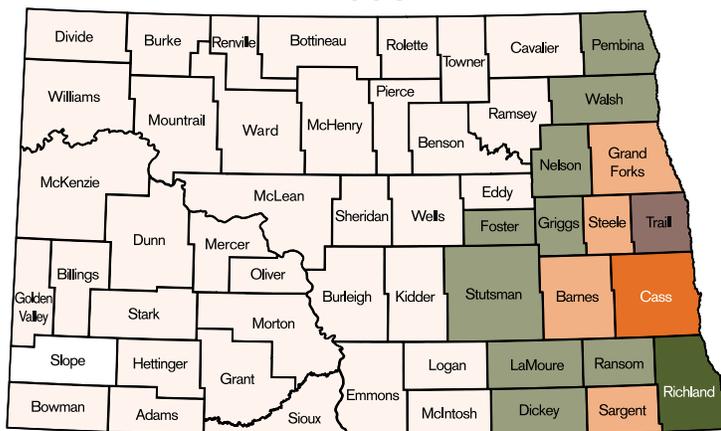
Making up Ground

While the planting progress was slower than normal and farmers

North Dakota Soybean Production (Acres)

1998

2018



1-9,999 10,000-49,999 50,000-99,999 100,000-199,999 200,000-299,999 300,000-399,999 400,000 plus



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Getting to Know Your NDSC County Representative



Cameron Wahlstrom, NDSC County Representative
Alexander, North Dakota, McKenzie County

How did you start farming?

My grandpa and dad both farmed. I went to college for crop and weed sciences, and when I graduated, I bought out my grandpa and started farming his part. I am also working for NDSU (North Dakota State University) Extension in Williston at the Research Extension Center. I am an ag research specialist, and my work involves looking over variety trials and other agronomy work.

Do you farm with anyone?

My grandpa is retired, so now, it's just my dad and me. We farm individually as well as rent and farm some acreage together.

What is your favorite part of the growing season?

Combining is my favorite part because I can see how the crop went and the end result.

What is challenging about farming?

The financial aspect. The current market state is tough. Another challenge is the weather when it doesn't cooperate.

How and why did you get involved with the NDSC as a county representative?

I worked in the plant science department in college for Dr. Ted Helms. When I got out of college in 2009, we started growing soybeans. I wanted an alternative crop, and soybeans helped us to diversify. At that time, there were two of us farming soybeans in the county. I was approached and asked to be the county representative.

How has your involvement been beneficial to you? Why?

Working at the Extension center and being a part of the council go hand in hand. They are both all about

outreach. The main thing is visiting with other farmers and getting more guys to grow soybeans in McKenzie and Williams (Counties). The best way to do that is to, first, grow them myself and show how it can be done. When I get asked if it works, I respond with, "Would I be growing them for 10 years if I didn't like them?" It has been a slow start, but more and more people are starting to grow soybeans.

Why are soybeans a part of your crop mix?

For another marketing aspect and to get another source of income. Soybeans also spread out harvest, so not everything needs to get done in August, like most of our other crops in the area. This gives us more time to get stuff done. We also plant soybeans for soil health. They add nitrogen into the ground. It's hard to control weeds in our area, and soybeans are another weed control option. Also, I like that you don't have to buy special equipment to grow soybeans, so you can try it without much for additional investments.

What changes do you expect in the next 5 to 10 years?

More technology. Seeing more precision ag and sustainable market prices. In the upcoming years, I want to be efficient, and that can be done with technology that arises. Soybeans will be in the rotation for quite a while. Ultimately, markets predict what the future holds.

What do you like to do outside farming?

I enjoy spending time with my family: my wife, Lacy, and our two kids, Reese (6) and Porter (4). I enjoy hunting and going to the lake when we get the chance. We also try to make it to Fargo to watch a Bison football game each year.

If you could go anywhere, where would it be?

Brazil or Australia.

What equipment or technology would you add?

More of a precision planter for the soybeans. I just have an older planter and air seeder, but I've been looking at upgrading. Newer self-propelled sprayer would be nice, too. The sprayer is an important tool that gets used more than anything, especially on a no-till farm.

What's the equipment or technology you wouldn't want to be without?

Auto-steer. Now that I've used it, I would hate to go without it.

What do you wish non-farmers understood about farming today?

There is a misconception that all farmers are rich.

—Story by staff, photo courtesy of Cameron Wahlstrom

Cameron is one of the North Dakota Soybean Council's County Representatives. To learn more about serving on the ND Soybean Council as a county representative or board member, visit ndssoybean.org/council-elections



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Getting to Know the Expert



Dr. Frayne Olson
North Dakota State University (NDSU) Extension Crops Economist and Marketing Specialist

Where did you grow up?

I grew up on a farm near Buxton, North Dakota.

Tell us about your education and experience.

I earned my bachelor's and master's degrees in agricultural economics from NDSU, but there was a gap before I got my Ph.D. I finished my master's in 1987, went back to Buxton, and farmed with my dad and brother. A number of Extension staff took early retirement, so

I worked winter meetings for NDSU Extension and came back to farm on a seasonal basis. I initially did farm management work, then shifted to ag business. In the late 1990s, I worked in (the) value-added arena as director of the Quentin Burdick Center for Cooperatives.

In 2002, we had a horrible crop year. We had heavy rain before harvest and took a financial hit. By this time, I was married with three kids. I had been

considering going back to school and had a fellowship opportunity at Missouri. It was a tough decision to leave the farm, but I handed my part of the farm over to my brother and moved to Missouri in 2003. I finished school in 2007, worked at Iowa State for almost two years, then came back to work at NDSU in 2008.

What's the most rewarding thing about what you do?

What's rewarding is seeing the light bulb go on when I'm working with farmers. When I start explaining why things are happening and what's going on, it's rewarding to help them so they can think things through and make decisions for themselves. Sometimes, I have to deliver hard messages, but it's gratifying when they get it.

On the flip side, what's most challenging?

Things are changing so fast. Everyone in the industry is trying to keep up. I was trained to study the flow of grain. Now, you add global politics and see how agriculture is fully integrated into global markets. It is very hard keeping track of that and all the implications.

Are the current agricultural economic conditions unique, or have we been here before?

Both. Agriculture is cyclical. We have good times; farmers expand, then come the tough times, and we see consolidation and efforts to become more efficient. We've been through some of this before, but every time we go through these cycles, we learn something new about what to do or what not to do. When you look at the global economy, it's very different from the 1980s. We've learned not to make some of the same mistakes, but the world we live in now is very different.

You are a very busy man who teaches and speaks at a lot of events. What do you do for fun?

My wife and I have three children, so we have devoted a lot of time following their activities. Now, they're either done with or are entering college. We enjoy camping and try to get a couple of trips in each year, and once in a while, we'll do a bigger trip. It's a good way to wind down.

—*Story by Dan Lemke, photo by staff*

USSEC Plans International Soy Marketing Efforts

Market opportunities for soybeans were discussed and debated during the recent International Marketing Planning Forum hosted by the U.S. Soybean Export Council (USSEC) in Mexico City. This meeting provided an opportunity to review the global strategy for the coming year and to plan programming for USSEC regions around the world.

For the past decade, the USSEC has been working to build and to maintain relationships through trade and technical service after the sale. The international team, in conjunction with soybean farmer leaders, works to create a preference for U.S. soybeans around the world.

A series of soy excellence centers

has been planned for Egypt, Nigeria, southeast Asia and the Americas. The first center will open in Egypt and is co-located at the University of Cairo. Programming, such as work with the local poultry and aquaculture associations, will be provided for the region.

There is an opportunity to have soybean-based products associated with the 2020 Olympics in Japan, just one of the ways that the USSEC is working to promote soy in Asia. In India, there has been a campaign to create more demand for protein, such as poultry.

The biggest Mexican soybean purchaser was among the customers who attended a reception at the home of the U.S. Ambassador to Mexico Christopher Landau; he

held the reception for the Planning Forum attendees. North Dakota Soybean Council Executive Director Stephanie Sinner and North Dakota Soybean Growers Association

Executive Director Nancy Johnson had the opportunity to meet with the ambassador.

—*Story by staff, photo courtesy of U.S. Soybean Export Council*



Nancy Johnson, NDSGA Executive Director; Christopher Landau, U.S. Ambassador to Mexico; and Stephanie Sinner, NDSC Executive Director.

RIP WOTUS

The Environmental Protection Agency (EPA) and U.S. Army Corps of Engineers have repealed a 2015 rule that expanded the definition of “waters of the United States,” or WOTUS, under the Clean Water Act. The agencies are also modifying the regulatory text that existed prior to the 2015 rule in order to end a regulatory patchwork that required the implementation of two competing Clean Water Act regulations and created regulatory uncertainty across the United States.

Meanwhile, the EPA is developing a new rule that protects waterways while still offering a workable solution for farmers and considering comments from the American Soybean Association (ASA) and other affected stakeholders.

Following the proposed WOTUS rule in December 2018, the ASA said in a statement: “Soybean producers appreciate the significance of clean water and strive to be responsible stewards of our water, land and environment. But it is important that any policies be in line with the intent of the law and the rulings of the Supreme Court—to protect our resources through responsible and practical rules and regulations.”

ASA President and a soybean farmer from Clinton, Kentucky, Davie Stephens said, “We appreciate the work done by the EPA and the Army Corps to provide regulatory certainty to farmers and landowners by clearly outlining the regulated bodies of waters, defining the terms and remaining within the jurisdiction of the Clean Water Act (CWA).”

Farm groups have long argued that the CWA should only apply to “navigable waters” connected by a surface flow at least part of the year. Other waters should be regulated by the individual states.

CASTing for Soy Markets

The American Soybean Association’s (ASA) World Initiative for Soy in Human Health (WISHH) program began the process of training 200 Cambodian farmers and businesses about the fish production and marketing industries. The training is part of the USDA Food for Progress funded Commercialization of Aquaculture for Sustainable Trade (CAST) project which is designed to accelerate the production of high-demand fish species for the Cambodian market and to develop a lasting aquaculture industry that recognizes the value of soy protein in feed.

This October marked the beginning of CAST’s second year and the launch of training activities designed to affect all aspects of the aquaculture value chain, including 600 commercial fish farmers, input suppliers and the buyers of the farmers’ fish production.

Argentine Biodiesel Challenge

The National Biodiesel Board (NBB) and the American Soybean Association (ASA) are pushing to meet with Secretary of Commerce Wilbur Ross before the U.S. Department of Commerce finalizes its review of countervailing duties on biodiesel imports from Argentina. Ross met with the government of Argentina after issuing a preliminary decision in the review but has not yet met directly with U.S. biodiesel producers.

The Department of Commerce finalized countervailing duty rates for Argentine biodiesel imports in January 2018, following a lengthy investigation that found U.S. biodiesel producers were harmed by Argentina’s unfair trade practices. In November 2018, the Department of Commerce granted Argentina’s unprecedented request for a “changed circumstances” review based on the Argentine

government’s claims that it had changed its tax structure. In July 2019, the Department of Commerce issued a preliminary decision that would virtually eliminate countervailing duties for Argentina’s biodiesel producers.

A letter sent by ASA and NBB to Ross says, “It seems clear that Argentina’s tax policies are likely to continue to change, as they have on numerous occasions in recent years. It is far more important for Commerce to make the right decision in this review, rather than a quick decision.”

Kurt Kovarik, vice president of federal affairs for the NBB, added, “The administration’s rush to provide a boost to Argentina’s farmers and biodiesel producers is difficult to understand. This year, U.S. farmers are earning half what they did five years ago because of trade disputes, and nine U.S. biodiesel producers have been forced to cut production, close facilities and lay off workers because of the administration’s favors to the oil industry. Opening the door to a resumption of unfairly priced biodiesel imports will only do more harm to the U.S. biodiesel industry and U.S. farmers.”

Transportation Funding Moves Forward

The Senate Appropriations Committee has unanimously passed its proposed Fiscal Year 2020 Energy and Water Appropriations bill which covers the Corps of Engineers’ waterways infrastructure programs. The Senate bill provides a total of \$7.75 billion for the Corps of Engineers, which is an increase over FY2019 and higher than the levels proposed in the FY2020 House bill. If enacted, the funding increases would mark 6 consecutive years of increased funding for the Corps of Engineers’ waterways infrastructure programs.

The Senate bill also proposes positive action on several specific

American Soybean Association (ASA) priorities, including full use of the Inland Waterways Trust Fund (IWTF) revenue, a shift in the IWTF cost-share ratio for the Chickamauga Lock project currently underway, and language recommending \$4.5 billion for Pre-Construction Engineering Design (PED) for the Navigation and Ecosystem Sustainability Program (NESP). The Senate bill also proposes increased funding for the Harbor Maintenance Trust Fund, the Corps of Engineers Construction account, and the Operations and Maintenance account.

The bill must still be considered by the full Senate and then a conference committee with the House.

Former Secretaries Support USMCA

All former U.S. secretaries of agriculture since President Reagan’s administration have voiced their support for the United States-Mexico-Canada Agreement (USMCA). In a letter to Congressional leaders, former Secretaries John Block (Reagan), Mike Espy (Clinton), Dan Glickman (Clinton), Ann Veneman (W. Bush), Mike Johanns (W. Bush), Ed Shafer (W. Bush) and Tom Vilsack (Obama) underscored the importance of passing the USMCA by saying, “We need a strong and reliable trade deal with our top two customers for U.S. agriculture products. USMCA will provide certainty in the North American market for the U.S. farm sector and rural economy. We strongly support ratification of USMCA.”

Mexico has ratified the agreement, but the United States Congress has yet to act on the USMCA which was negotiated as a replacement for the North American Free Trade Agreement.

—Story by staff



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