

THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

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SPECIAL ISSUE

2021 Northern Corn and Soybean Expo

SPECIAL INSERT

North Dakota Soybean Council
2020 Research Report



Next Level Soybean Precision



In the relentless pursuit of increased farm efficiency and profitability, Mustang Seeds will be piloting an innovative crop management technology designed specifically for soybeans. Optimus was developed by Mustang Seeds' sister company GDM and will be used on a pilot scale in 2021.

"Optimus is a recommendation engine that GDM is developing since 2019 and currently being tested in Argentina and Brazil, doing variable rate population prescriptions on soybeans," says Mustang Seeds CEO Terry Schultz. "Optimus does variable rate populations, variable rate nutrition recommendations for soybeans and also, if growers have dual hybrid planter, it will help with recommendations for dual varieties on soybeans as well."

In addition to using the Optimus program in South America, GDM is developing a breeding program since more than a decade in US.

"We are going to take that data to make recommendations for our piloted Mustang growers in 2021," Schultz says.

Variable rate technology is familiar to many growers, but to this point, most efforts have focused on corn production. Optimus is a recommendation engine built for soybeans that will deliver variable rate prescriptions for each environment.

"There are a lot of farmers using variable rate for corn planting, but it's rare that you hear of someone using it for soybean planting," explains Mustang Seeds Precision Ag Specialist Grant Schmieg. "It's interesting to look at variable rate on soybeans because it's simply never been done around here. That's why GDM is really excited for us to be testing Optimus in our area because it's going to show results that we've never seen before."

While Mustang Seeds won't know how well Optimus performs until next year, Schmieg is convinced that results achieved in other areas can be duplicated in the Upper Midwest.

"I think it's going to be huge," Schmieg says. "Just looking at the data we've seen and the trials we're going to have next summer, I think we're going to see some awesome results."

Schultz says the value in variable rate technology is to place the right amount of seed and nutrients in the right spot, which creates efficiency for the farmer. But variable rate technology can also be a tool for disease management by controlling plant populations. Growers with multi-variety capable planters can also

manage disease pressures by placing resistant varieties in troublesome areas.

"The majority of farmers have the capability to do the variable rate seeding and nutrients," Schultz says. "Growers can manage diseases like white mold by lowering plant populations while farmers with iron deficiency chlorosis can manage those spots by increasing populations."

Schultz says the company will be working with piloted growers as well as Mustang Seed growers who use variable rate to compare how the new proprietary GDM technology works with farmers' operating systems.

Whether its exclusive genetics or proprietary precision ag programs like Optimus, Schultz says those tools brought about through Mustang Seeds partnership with GDM will help Mustang Seeds growers expand profits and the efficiencies on their farms.

"Mustang is continuing to innovate, whether it's in the genetic platform or precision ag platform, we're keeping our customer's best interest in mind," Schultz says. "As long as our growers and customers are profitable, that in turn is better for us. We're keeping our customers in mind whether its traits, genetics, precision ag, or keeping efficiency on the farm."

To learn more about what Mustang Seeds has to offer, visit www.mustangseeds.com.





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2021 Northern Corn and Soybean Expo Agenda

February 23, 2021
8:00 a.m. – 11:00 a.m.

Welcome

Austin Langley, Chairman
North Dakota Soybean Council
Terry Wehlender, Chairman
North Dakota Corn Utilization Council

U.S. Farm Report Taping

Tyne Morgan, Host
Naomi Blohm, Senior Advisor, Total Farm Marketing by Stewart-Peterson
Mark Schweitzer, Vice President, Global Economic Research, Archer Daniels Midland Co.
Ben Hawkins, Farmer Marketing Consultant, Hurley & Associates

Transportation Update

Michelle Rook, Host
Kristin Meira, Executive Director, Pacific Northwest Waterways Association
Bill Panos, Director, North Dakota Department of Transportation
BNSF Representative

How to Advocate for Agriculture and Engage with the Public

Rob Sharkey, The SharkFarmer

February 24, 2021
8:00 a.m. – 11:00 a.m.

Welcome

Tyne Morgan

The Wild Side of Weather

Eric Snodgrass, Principal Atmospheric Scientist, Nutrien Ag Solutions

Association Annual Meetings

Joe Ericson, President
North Dakota Soybean Growers Assoc.
Rob Hanson, President
North Dakota Corn Growers Assoc.

Prepping the Field Panel

Dr. Dave Franzen, Professor, Extension Soil Specialist, Soil Science Dept.
North Dakota State University
Dr. Aaron Daign, Associate Professor of Soil Physics and Hydrology
North Dakota State University
Dr. Joe Ikley, Extension Specialist, Associate Professor Weed Control
North Dakota State University

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For more information, please visit our website:
northerncornsoyexpo.com



A Session Like No Other

Lawmakers are gathered in Bismarck, taking care of the state's legislative business, but thanks to COVID-19 fallout and restrictions, that work is being done in unprecedented ways.

North Dakota Soybean Growers Association (NDSGA) Legislative Liaison Phil Murphy says that legislators are still meeting in-person, but protocols are very different. He explains that lawmakers will be masked whenever they are in the legislative area, socially distanced on the floor and working in distanced office spaces to reduce crowding.

"Legislators can attend virtually if they feel they need to," Murphy states. "They can vote remotely, too."

Murphy says that every committee meeting will be videotaped in its entirety this year, a totally new practice. Since 2013, only floor sessions were videotaped and archived online for citizens to watch if they wanted. Now, everything will be taped and made available.

"That's a big deal for the citizens of North Dakota if they care about their legislature," Murphy explains. "They can follow any issue, any committee. For an advocacy organization like the NDSGA, that accessibility is a big deal for our board members who

want to watch what is happening in any committee from transportation to natural resources. This model provides unparalleled access to the public for every single committee that they want to see, but obviously, it's a different kind of attendance."

Having all the committee hearings available by video allows people to more easily follow multiple issues simultaneously. Murphy says that the video archives will also allow NDSGA board members to view hearings and to discuss potential responses or actions. Murphy describes how the session now involves a lot of long days watching hearings online.

Gathering Input

Citizen testimony is still being taken, but virtually, as lawmakers seek to limit COVID-19 exposure at the capitol.

"Legislators won't allow a crowded room," Murphy explains. "They want citizens to be able to testify, but the days of packing a room to influence an issue are gone during COVID-19."

Not being able to walk the halls in Bismarck and to meet lawmakers in person presents challenges for lobbyists like Murphy. Instead of meeting face to face in order to discuss issues and to relay the NDSGA's position

on various issues, Murphy will turn to other means to connect.

"Because I'm going to be working remotely until COVID-19 is under control, the challenge is one of communication like it always is," Murphy says, "It's just a different kind of communication."

Murphy states that phone calls and virtual visits are helpful, but he will miss reading faces and body language during testimony. In the absence of social gatherings, he expects more one-on-one conversations over the phone and via email.

"I'm really fortunate to have served in the legislature with a lot of these lawmakers. I know many of the lobbyists, most of the legislators and a lot of the executive-branch people," Murphy explains.

Murphy has been connecting with this year's newly elected lawmakers as well as veteran legislators and staff in order to build relationships and to communicate the NDSGA's position on key issues.

Murphy says that he and the NDSGA leadership will be following legislation related to supporting transportation, animal agriculture, research, water issues, grain warehousing regulations, workforce development for occupations such as



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

mechanics and information technology professions, and more.

"You have to pay attention because surprises always happen, too," Murphy adds.

Despite operating in what Murphy calls a "new world," at the capitol this year, he and other NDSGA leaders will continue to monitor activity while advocating for North Dakota's soybean farmers.

—Story by Daniel Lemke

Follow what's happening in the North Dakota Legislature with agriculture policies and issues

Phil Murphy, NDSGA's liaison between legislators and farmers, writes the "Murphy's Law" blog.

Subscribe to "Murphy's Law" blog today!

http://bit.ly/NDSGA_MurphysLawBlog





A Different Format, the Same Valuable Information

The Northern Corn and Soybean Expo has typically been an opportunity for North Dakota soybean and corn farmers to take a break from the farm and to come together for education, networking and fellowship at the Fargodome. Because of COVID-19, the soybean and corn boards firmly felt that we owed it to our fellow producers to make responsible decisions which consider the health and safety of all participants and venue personnel.

The 4th annual Northern Corn and Soybean Expo, the premier regional expo related to the corn and soy industries, will be held virtually in 2021. I assure you all that we

will make the 2021 virtual Expo a valuable experience for farmers.

We are very excited to bring producers the same high-quality content that they've come to expect at the Expo. This year, we are proud to host a virtual taping of "U.S. Farm Report," moderated by Tyne Morgan, with a panel that features commodity marketing specialists and a virtual question-and-answer segment. Weather insights will be provided by Eric Snodgrass, along with an opportunity to dive into agricultural advocacy with Rob Sharkey, also known in social-media circles as The Shark Farmer.

With the virtual format this year, I

especially hope that more producers take advantage of the online event and attend. Farmers who live in the western part of the state can join us without the 4- or 5-hour drive to Fargo. There is no need to leave the comfort of your home or shop to take part in this year's Expo.

Be sure to read more about the Expo lineup in this magazine issue. We look forward to seeing you all virtually on the mornings of February 23 and 24, 2021. We are eager for when we can meet and visit with our fellow farmers in person at a future Northern Corn and Soybean Expo.



Austin Langley
Warwick, North Dakota
Chairman
North Dakota Soybean Council



February 23 and 24, 2021 | 8:00 a.m. – 11:00 a.m. CST

U.S. Farm Report Expert Panel • Informative Presentations • Association Meetings

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Scan the QR Code by using the camera on your phone, and you'll be taken to the registration page

Visit the Northern Corn & Soybean Expo Site for more information: northerncornsoyexpo.com





U.S. Farm Report Recording Highlights

The nation's longest-running syndicated television show dedicated to agriculture and rural issues will be part of the 2021 Northern Corn and Soybean Expo.

"U.S. Farm Report" has been on the air for more than four decades. An episode of the show, including an ag marketing panel discussion, will be recorded during the first day of the Expo.

Like the rest of the 2021 Expo experience, the "U.S. Farm Report"

recording is available virtually to any registered participant.

Host Tyne Morgan says that COVID-19 has affected how "U.S. Farm Report" is put together. More interviews are conducted by video conference, which used to be seen as a last resort because the video quality was often suspect. Now, the technology is helping the show to expand its coverage.

"With limits on travel, we rely on Zoom much more, allowing us to

capture interviews in Washington, D.C., one minute and to check in with a farmer in North Dakota the next," Morgan says. "Geography is no longer a limitation. It really has helped us expand our coverage and take a deep dive into the hottest issues impacting agriculture today."

Morgan, who will also serve as the emcee for the Northern Corn and Soybean Expo, states that the biggest challenge for taping a show like "U.S. Farm Report" is not having audience interaction. Over time, however, Morgan says that she and the rest of the crew have adjusted.

"I'm surprised how conversational the discussions can still be in a virtual world. I think we've learned a lot this past year, and we've seen how technology can be a huge asset. Our panel also thoroughly enjoys audience questions toward the end of our broadcast," Morgan explains, "so that's an element we didn't want to lose, even when we do broadcasts virtually."

Morgan will be hosting a panel of commodity experts who will examine ag market opportunities for 2021. Marketing is often a topic on the show, but the panel format will allow for a deeper examination than is typically available in the half-hour show.

"Our panel will be able to take a deeper dive into the biggest market movers at the time as well as give some insight into what a year like 2021 can hold. Participants will have the opportunity to ask our panel questions directly," Morgan adds.

Morgan has hosted "U.S. Farm Report" since 2014. She says that 2020 was an exhausting year for many in agriculture given issues such as crop-production challenges during the year, trade issues and the COVID-19 outbreak. A grain price rebound and a strong market demand late in the year did give reason for optimism. Morgan believes that many farmers are still cautious about the future.

"I think farmers are just cautious with questions such as 'Can these prices last?' 'Will China's strong appetite for U.S. ag goods continue?' The caution—with both prices and strong export momentum—is justified. Let's just hope 2021 is a little less eventful in the terms of sharp drop in prices," Morgan says. "While there is a lot to be thankful for, and prices have turned a corner, there's no denying 2020 was a very exhausting year."

Even though they'll have to join virtually in 2021, Expo participants should find the "U.S. Farm Report" recording both informational and entertaining.

"The thing I enjoy about all the analysts we have on is their passion," Morgan states. "They are passionate about the market, but they're also passionate about providing a service to our viewers. That also makes our discussions a lot of fun!"

The panel and "U.S. Farm Report" recording will take place on Tuesday, February 23, 2021.

—Story by Daniel Lemke



Tyne Morgan has hosted "U.S. Farm report" since 2014. She will host an episode of the show to be recorded during the virtual Northern Corn and Soybean Expo.



G

rain Marketing in 2021

Most farmers don't put grain marketing at the top of the list of their favorite things and the process was made even more difficult and unpredictable in 2020.

A panel of grain-marketing experts will take part in the 2021 Northern Corn and Soybean Expo to help growers better understand what happened in 2020 and what to consider for 2021.

"2020 taught us the importance of being aware at all times of what can cause the markets to move, and to always be mindful of unexpected things," says Naomi Blohm, senior market analyst for Total Farm Marketing.

Dynamic Markets

Blohm is one of the panelists for the February 23 marketing discussion, which will be recorded as part of the "U.S. Farm Report" taping. Other panelists include Ben Hawkins from Hurley & Associates and Mark Schweitzer, the vice president of global economic research for Archer Daniels Midland.

Blohm states that the original black swan of COVID-19 sent prices spiraling lower. At first, many producers were upset because they didn't have enough grain sold and because they didn't see the COVID-19 fallout coming. Later in the year, grain stocks, domestic and global weather concerns, and a strong export demand sent prices higher.

"Things are always dynamic and always moving," Blohm states. "The theme is being consistent with your marketing; being disciplined; and really understanding the importance of knowing where your cash sales are, knowing where you're selling value, and understanding futures and options strategies."

Blohm says that farmers haven't faced such a dynamic grain market in at least 7 years. She expects some volatility to remain in the market

heading into 2021.

Optimism for 2021

Schweitzer agrees that 2020 presented many challenges which farmers have never been through. Prices tumbled on COVID-19 lockdowns earlier in the year, but rebounded as harvest began, based on the tightening global supply and demand tables.

"Global grain, oilseed and meat demand should remain solid into 2021," Schweitzer states. "The trade war and the U.S. elections are behind us, and the agriculture section of the Phase 1 agreement with China is performing reasonably well. China has purchased about \$17 billion of ag products through the end of October 2020, and what is on the books should push the total over \$24 billion by the end of the calendar year. Having these issues behind us takes a lot of anxiety out of the equation."

While Schweitzer explains how human nature causes people to be cautious, he expects consumers to be ready to get back to normal in a post-COVID-19 world.

"We fully expect consumers to resume spending and create growth," Schweitzer says. "It should be an exciting year, a rebuilding year."

While Schweitzer remains optimistic about the grain market's potential in 2021, farmers still need to be prepared to make sales when they have profitable cash flows.

"The message is clear; when I get to or above the cost of production, why am I not marketing? The key is diversification, different type of contracts, services and adaptive technologies you put on to help with your risk management," Schweitzer explains.

Schweitzer says that farmers, like all people, need to hold emotions to a minimum in their financial activities and that farmers can do that by having an established marketing plan and

staying true to that plan throughout the marketing year.

Business Mindset

Hawkins states that the priority for producers heading into 2021 should be to focus on bottom line cash flow projections and break evens, to view the whole farm as a business and to really look at marketing opportunities from a business-minded approach.

"Focus first and foremost on what the operation needs to be profitable and what we can pencil out for cash surplus after debt retirement, based on the current market," Hawkins explains. "Then, look to find opportunities that the market is giving at that point in time and take action on it."

Hawkins also advocates making the emotional decisions in unemotional times. These volatile markets require discipline to stick to the market plan and to secure revenue and profitability.

"We don't know what profitable means unless we focus on the individual business at hand," Hawkins adds.

Hawkins, who works with clients in North Dakota, Minnesota and South Dakota, sees a mixture of caution and optimism among farmers looking ahead to 2021. Many of his North Dakota clients faced as much as 80 percent prevent plant in the 2020 crop year, which Hawkins says makes producers hesitant to take action if they're unsure the ground will be fit to plant in 2021.

"At the same time, there is more optimism out there, a lot more positivity," Hawkins contends.

"There's a lot more optimism around profitability. All we need to do is take advantage of this with a balanced approach to marketing to secure that revenue. Work hand in hand with crop insurance and other risk mitigation tools."

No one can predict what the market is going to do in the future, but having a plan can help growers make timely, informed marketing decisions.

"Being proactive in your marketing plan, utilizing the cash flows to create black and white business decisions is key," Hawkins says.

The grain marketing panel and "U.S. Farm Report" recording takes place on Tuesday, February 23. To participate in the marketing session, pre-registration for the Northern Corn and Soybean Expo is required. Visit www.northerncornsoyexpo.com for details.

—Story by Daniel Lemke,
photos courtesy of Total Farm
Marketing by Stewart-Peterson,
Archer Daniels Midland Company
and Hurley & Associates



Naomi Blohm



Mark Schweitzer



Ben Hawkins

The Shark Farmer

Rob Sharkey wants people in agriculture to realize that what they do is critically important. That sentiment isn't just a patronizing platitude; it's part of what drives Sharkey, known as the Shark Farmer, to use numerous digital platforms in order to help tell agriculture's story.

Sharkey is a corn and soybean farmer from Illinois who is also a whitetail hunting outfitter. Several years ago, he had a hunter come in who did a hunting podcast. The more she talked about her podcast, the more Sharkey wanted to pursue his own podcast to tell hunting stories.

"We did one, but if you weren't there and if you didn't know the people, the stories really weren't that funny," Sharkey admits. "The second podcast we did was with a farmer. That one really gained a lot of trac-

tion on social media, and it just grew from there."

Sharkey started the podcast in 2017, intending to take the effort seriously. He told himself that he wasn't going to miss a week, and he still hasn't. He's produced a podcast each Tuesday for more than 240 consecutive weeks.

A funny thing happened during those weeks; more opportunities arose for Sharkey. Now, he's on Sirius XM Rural Radio, and he does video segments for RFD-TV and Successful Farming TV. He also continues to produce the Shark Farmer weekly podcast.

"Opportunities would just come up. The podcast was doing really good, so I was offered the show on Sirius XM radio. Then, that morphed into doing some of the stuff on TV,

that's where the TV show came from," Sharkey explains. "It was never a deal where we needed to do all these things to get a TV show. It just sort of happened organically."

Sharkey says that his platform isn't about promoting himself, but it gives people an opportunity to connect with farming and rural living.

"What I did was genius, and I didn't even realize I was doing it," Sharkey quips. "All I do is I give a platform for other people in agriculture or with the rural lifestyle to talk about themselves. It's not about me at all. People could care less about my opinion, but we give a good enough platform to where we can get good stories. If I do have a strength, I think I do pick good interviews with interesting people. We talk more about the person and not necessarily

about how many acres or what they farm. We aren't afraid to go into some of those taboo areas."

Sharkey will be part of the 2021 Northern Corn and Soybean Expo in February. He intends to share with participants just how important agriculture is and how valuable their efforts are.

"I think we forget how vitally important agriculture is because we're so immersed in it. When we look at how the people outside agriculture look at us, I think that's a different perspective. A lot of times, you'll hear farmers say that people just don't appreciate what we do. I don't think that's true. I think they don't understand what we do," Sharkey states. "If we can create platforms to actually show people outside of ag, then that will go a long way when it comes to what kind of regulations we're going to be facing."

Sharkey subscribes to the notion that, if farmers don't talk about what they do, someone else will, and farmers may not like what's being said. While he has communication platforms that most farmers don't have, farmers do have good stories to share.

"If I ask someone to do an interview, nine times out of ten, they'll ask, why do you want to talk to me? I don't do anything special. I just farm," Sharkey says. "I don't think people realize just how fascinating what we do is to people outside of ag."

Sharkey's virtual presentation at the Northern Corn and Soybean Expo will take place on Tuesday, February 23.

—Story by Daniel Lemke, photo courtesy Shark Farmer



Illionois farmer and hunting outfitter Rob Sharkey uses his digital channels to tell agriculture's story.

Solving Weather Riddles

Eric Snodgrass approaches weather forecasting as a daily problem to understand and to solve. The process of continually learning about the weather keeps him intrigued.

Snodgrass got into atmospheric sciences more than 20 years ago because he enjoyed applied math and applied physics. The field has taken him from leading the undergraduate atmospheric sciences program at the University of Illinois; to operating a startup business doing seasonal, long-range weather forecasting; to his current role as science fellow for Nutrien Ag Solutions.

"We are still in the infancy of understanding atmospheric processes and predicting them," Snodgrass says. "Every day there's a new problem to solve."

Much of his position with Nutrien involves helping farmers and others make decisions based on the influence that weather around the world could have on their operations.

"I provide decision support with respect to weather and its risk on production agriculture," Snodgrass explains. "I produce daily weather forecasts and weather briefings that go out all over the world that show folks this is what we've been seeing, this is what we're anticipating seeing, and this is how it might impact the ag world. Primarily, it is a focus on is there going to be any sort of disruption in production, or yield, or operations."

Snodgrass produces audio and video recordings as well as free daily email reports. He also contributes to the direction Nutrien is going with its study of plant nutrition. Snodgrass states that Nutrien is developing some new tools to assist farmers with that decision making.

Snodgrass will bring his insights and expertise to the 2021 Northern Corn and Soybean Expo. His virtual

presentation will focus on lessons from the past that can be applied to farming operations in the future.

"We'll look at the frequency of disruptive events, look at the way 2020 shook out and look at what we have to anticipate for winter," Snodgrass says. "We'll also talk about big climate drivers like La Nina, which is going to dominate the winter here."

Snodgrass will also discuss what's happening in other parts of the world, including weather in South America, that could affect markets for corn and soybeans; how that weather has affected the size of the crop; and what that situation could do for prices. Snodgrass also expects to address severe weather, including hail.

"It's really a walk-through of how weather can be disruptive in agriculture, but weather can also be the key to success in agriculture," Snodgrass says.

Snodgrass describes how farmers, commodity traders and others in agriculture are compulsive consumers of weather information and with good reason. Farmers also consume weather information differently than anyone else in the world because that knowledge is an integral part of their planning, not only for their operations, but also for other decisions such as when to market grain.

"What makes agriculture so challenging with regards to weather is that a farmer needs to know what the weather is doing on the 40 acres behind the house and on farmland they own across the county," Snodgrass explains. "They want to understand how their crop reporting district is doing, how the state is doing, how the country is doing, what's going on in Brazil and if there are any long-term things they need to know about to possibly suggest a change in their overall strategy in the time going forward."

Snodgrass recognizes the

importance of accurate weather information to agriculture and many other industries. Although predicting weather can be an inexact science, Snodgrass says that forecasting is remarkably accurate given the constantly changing conditions.

"Every morning I wake I up, there's a new problem proposed right in front of me, and it's a fun one to solve," Snodgrass states. "You just hope that, over time, you get better at solving them and more accurate, and more people want to hear you explain your solutions."

—Story by Daniel Lemke, photo courtesy Nutrien Ag Solutions



Eric Snodgrass

Soybean Marketing & Risk Management Fundamentals

with Naomi Blohm

Wednesday
March 17, 2021

WHERE: More information regarding the seminar's logistics (in person in Fargo, virtual or hybrid platform) will be available later.

WHO: North Dakota's female soybean farmers who are involved with marketing and risk management decisions for their operations are invited to attend this one-day seminar.

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

PLAN TO ATTEND: This program is specifically designed for women who are involved with North Dakota soybean production. Come learn and network in a friendly environment to see how your colleagues are making the same decisions on their farms.

The deadline to register is March 10, 2021.
Register at www.ndsoybean.org

This event is free. Registration is required. For information, contact Jena Bjertness at jbjertness@ndsoybean.org or (701) 566-9300





Prepping the Fields for 2021

Each growing season presents unique challenges for farmers, but 2021 may provide some additional complications thanks to approximately 3 million prevented-plant acres in North Dakota in 2020.

Wet conditions kept farmers from getting crops established on those acres in 2020, and as a result, there are ramifications for growers in 2021.

The Northern Corn and Soybean Expo will feature a panel of North Dakota State University (NDSU) experts to help growers address concerns with soil fertility, weed control and tillage. The panel includes Dave Franzen, Aaron Daigh and Joe Ikley.

Weed Control

Among the primary concerns for managing acres that weren't planted the previous year is weed management. Some prevented-plant acres were seeded with cover crops while other fields were left fallow or managed with tillage.

NDSU Extension Weed Control Specialist Joe Ikley says that the weed-management approach he saw most frequently in eastern North Dakota was tillage or an application of glyphosate.

"There were lots of dead weeds, but waterhemp, marehail and kochia were the surviving weeds," Dr. Ikley states. "In that case, you know which weeds went to seed, and you know they produced a lot of seed because of a lack of other competition. Going into the production year, farmers are going to want to have a pretty robust herbicide program geared toward controlling those weeds, knowing they're the ones that produced seed."

Dr. Ikley explains that waterhemp will likely be the most common weed that farmers will need to control in acres that weren't planted in 2020. Because there will be ample seed in the seed bank, it's imperative that farmers don't shortcut their management.

"If weeds produced a lot of seeds, this

is the year you don't want to skip a pre-emergence herbicide," Dr. Ikley says. "We really never want to skip putting on a pre-emerge, but farmers are going to be dealing with so much seed that's been returned to seed bank, and it's going to germinate and be a problem this year that growers will need to have that pre-emerge down at planting."

Soil-Health Balance

NDSU Associate Professor for Soil Physics and Hydrology Aaron Daigh states that some of the first concerns which many farmers have with weeds and herbicide resistance is the tillage options that they can potentially use for weed control.

"But the question also usually comes, how do I not screw up everything I just did for my soil health the last several years," Dr. Daigh says. "My response so far this year has been, if you want to control weeds with tillage, you're going to have to get very aggressive with it, which means taking a setback with your soil-health practices that you've built up over the years."

Dr. Daigh states that, while most experts recommend two passes with herbicides for weed control, there has been a tendency for farmers to forego one herbicide application and to use tillage instead. He explains how that practice isn't effective.



Dr. Aaron Daigh

Dr. Daigh knows that farmers are concerned with balancing herbicide use with tillage in order to get good weed control without sacrificing soil health. As is often the case, each farm and each field are different. Fields that were left fallow will need to be treated differently than ones seeded with cover crops.

"Either way, coming off of these prevent-plant acres, the weed seed bank is probably going to be a bit higher if they weren't able to get in to spray to manage some of those weeds," Dr. Daigh says.

How farmers approach those prevented-plant acres in 2021 is likely still dependent on spring weather. Dry conditions may allow growers to get back into the fields in a timely fashion while a wet spring could cause a delay. Dr. Daigh states that it's best if farmers have a plan for either scenario.

"Have a dry-spring plan and a wet-spring plan," Dr. Daigh explains. "That will help to be prepared."

Fertility Factor

NDSU Extension Soil Specialist Dave Franzen says that, in addition to weed management and soil health, farmers will also need to address soil-fertility needs for prevented-plant acres. A key first step is to make sure those fields are soil tested so that growers know what nutrients are needed. That approach isn't confined to prevented-plant fields.

"There was a lot of fall fertilizer applied, but because farmers were

anxious to get their crops out of the field, there are still some decisions to be made," Dr. Franzen states.

Dr. Franzen describes how some fields aren't conducive to the fall application of nitrogen, plus the fall was very dry, so conditions weren't ideal for nitrogen application. As a result, there are still many decisions that will have to be made come spring.

Dr. Franzen says that he frequently hears from farmers who are uncertain about their plan for 2021. Fortunately, North Dakota's agriculture diversity gives the growers options.

"North Dakota farmers are unique compared to growers in many other states because they have so many crop choices," Dr. Franzen contends. "Sometimes, farmers don't know what they're going to do until the day they hit the field, and they can change their crop choice on the fly. It's pretty remarkable."

Dr. Franzen states that there is still a lot of planning which farmers can do before they hit the fields again in the spring. One Northern Corn and Soybean Expo panel should help provide some direction.

"It will be a good place to get information, especially in the unusual circumstance of dealing with a prevented-plant field or many fields," Dr. Franzen says.

The Prepping the Field panel will take place on Wednesday, February 24.

—Story by Daniel Lemke,
photos courtesy NDSU



Dr. Joe Ikley



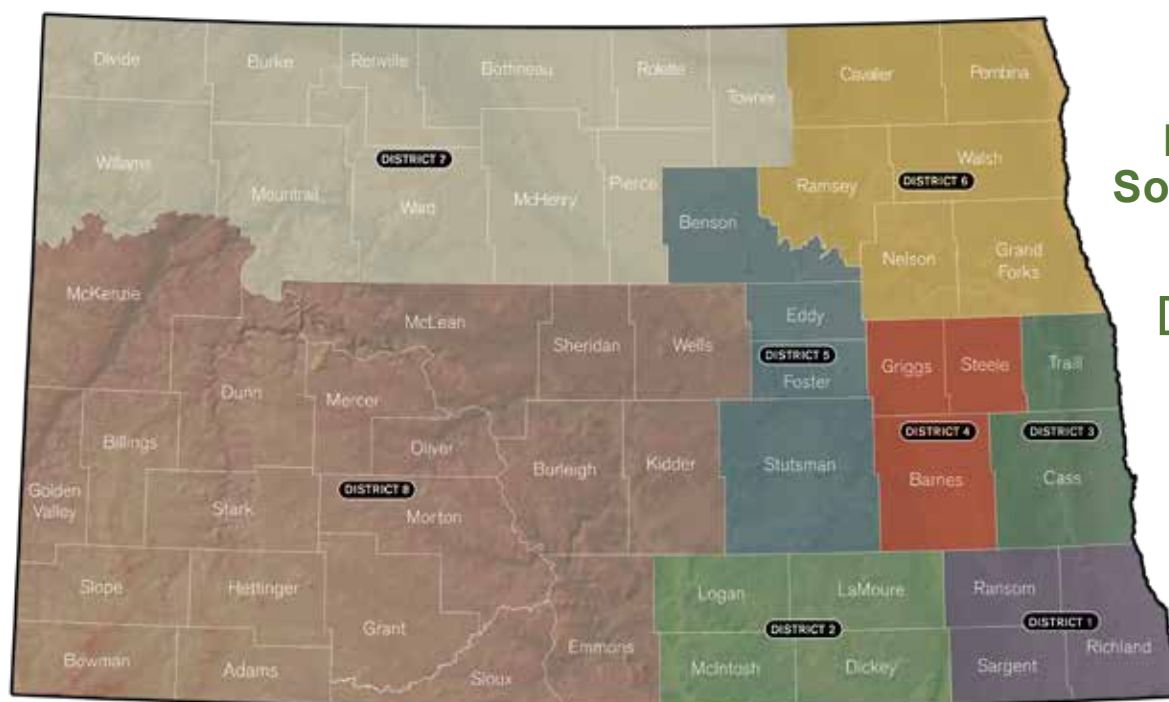
Dr. Dave Franzen



2021 Annual Meeting Agenda

February 24, 2021 • 9:00 a.m. CST • Virtual

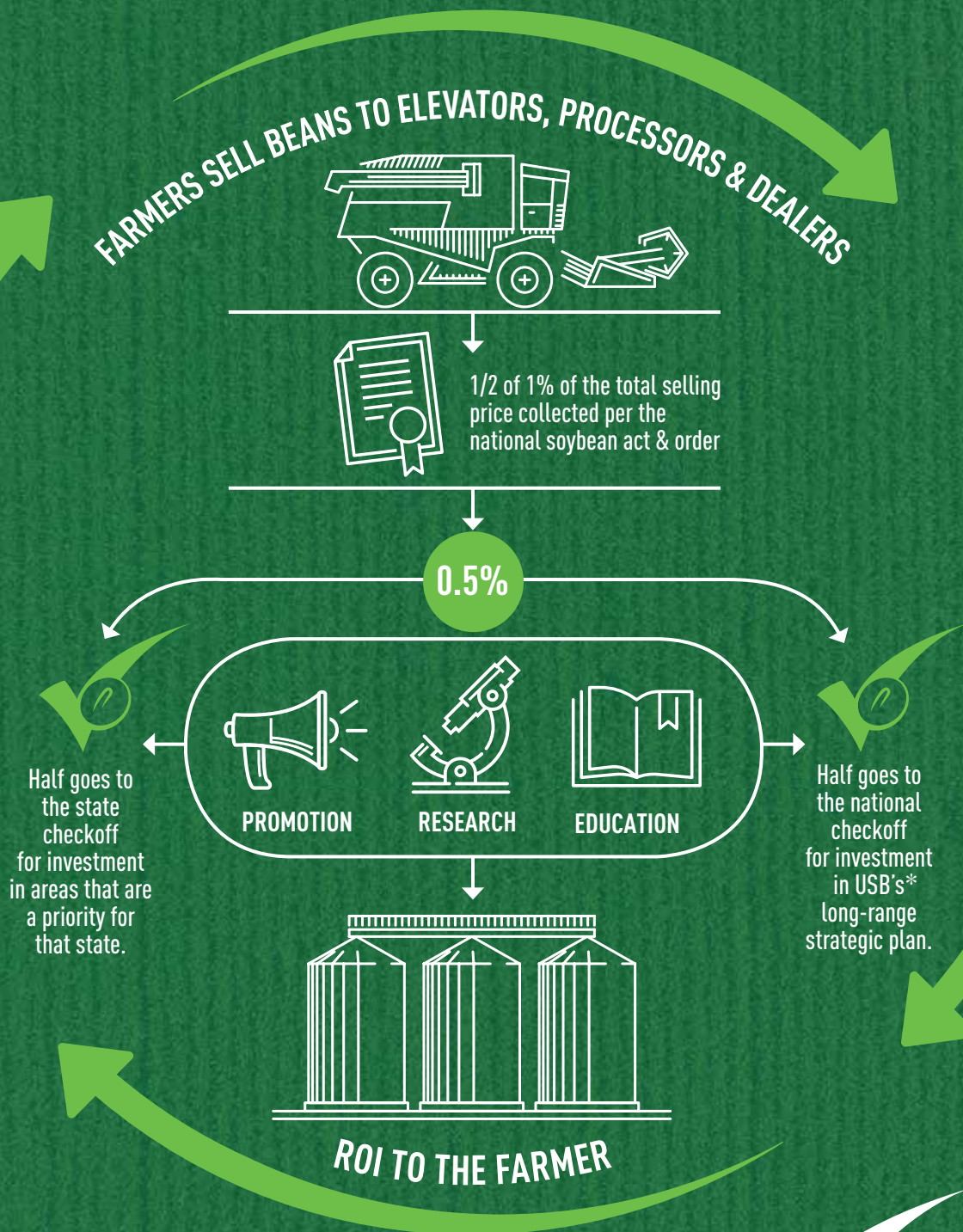
- 1.** Welcome and Introduction of Board Members:
NDSGA President Joe Ericson
- 2.** Secretary's Report: Greg Gussiaas
- 3.** Treasurer's Report: Kasey Bitz
- 4.** American Soybean Association Update:
ASA Representative Josh Gackle
- 5.** U.S. Soybean Export Council Update:
USSEC Chair Monte Peterson
- 6.** Legislative Update:
Legislative Liason Phil Murphy
- 7.** Old Business
- 8.** New Business
 - a.** Election of Directors
 - i.** District 1: Richland, Ransom and Sargent Counties; *3-year term*
 - ii.** District 3: Cass and Traill Counties; *3-year term*
 - iii.** District 4: Barnes, Griggs and Steele Counties; *3-year term*
 - b.** Other New Business
- 9.** Adjourn



**North Dakota
Soybean Growers
Association**
District Map

FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

unitedsoybean.org





Soy Transportation Coalition Elects Chris Brossart as Vice Chairman

The Soy Transportation Coalition (STC) elected its officers and established its strategy and agenda for 2021 during the organization's annual meeting on November 30, 2020. Due to COVID-related restrictions and challenges regarding in-person gatherings, the annual meeting was conducted virtually.

During the annual meeting, Jonathan Miller of Island, Kentucky, was elected to be the chairman. Miller previously served as the STC's secretary-treasurer from 2019-2020.

Chris Brossart, a soybean, corn, spring wheat, malting barley and canola farmer from Woldford, North Dakota, was elected as the vice chairman of the STC. Brossart and his wife, Jennie, have three children. Brossart is also a director on the North Dakota Soybean Council (NDSC), and he is currently serving as NDSC's vice chairman.

"The Soy Transportation Coalition has done a wonderful job staying abreast of the various transportation opportunities and challenges that

impact farmers," said Brossart. "I appreciate the opportunity to work on behalf of my fellow soybean producers in helping ensure we remain the most competitive in the global marketplace."

Tim Gottman, a soybean and corn farmer from Monroe City, Missouri, was elected as the STC's secretary-treasurer. Gottman is also a director on the Missouri Soybean Merchandising Council.

During the meeting, the STC board discussed and emphasized the various strategies and initiatives that the organization seeks to continue to advance in 2021. These initiatives include

- Continuing to support and to encourage the project underway to deepen the lower Mississippi River
- Increasing the implementation of innovative and economical methods to repair and replace rural bridges
- Promoting greater access to barge transportation along the Missouri River for the soybean industry

- Promoting greater use of soy-based concrete and asphalt sealants and enhancers throughout the soybean supply chain
- Continuing to advocate for sufficient and sustainable funding for locks and dams along the inland waterway system
- Promoting the greater utilization of containers—particularly along the inland waterway system—for soybean exports

"It is a privilege to work on behalf of such a thoughtful and professional group of farmers," explained Mike Steenhoek, the executive director of the Soy Transportation Coalition. "I look forward to working with Chairman Miller, Vice Chairman Brossart and Secretary-Treasurer Gottman throughout this upcoming year on an aggressive agenda to benefit the soybean supply chain."

Established in 2007, the Soy Transportation Coalition is comprised of 13 state soybean boards, including the North Dakota Soybean Council,



Chris Brossart
Woldford, ND
Vice Chairman
North Dakota Soybean Council

the American Soybean Association and the United Soybean Board. The organization's goal is to position the soybean industry to benefit from a transportation system that delivers cost-effective, reliable and competitive service. To learn more about the Soy Transportation Coalition, visit www.soytransportation.org.

—Story courtesy of STC,
photo by Scherling Photography

North Dakota Soybean Council (NDSC)
Communications Director Suzanne Wolf celebrated her 20th anniversary with the NDSC on January 2, 2021. NDSC Chairman Austin Langley recognized Suzanne at the NDSC's December board meeting.



Gackle Re-Elected to ASA Governing Board

Kulm, North Dakota, farmer and American Soybean Association (ASA) Director Josh Gackle has been re-elected to the ASA governing board. It will be Gackle's second year of service on the executive committee that works with senior ASA staff to implement the board's policy and advocacy objectives.

"It's a privilege to serve," Gackle states. "I appreciate the respect and opportunity given to me by the rest of the board. I look forward to working with the board and staff, trying to carry out the objectives we've put forward for the upcoming year."

The ASA is in the process of defining its exact policy positions on specific issues, but trade, farm policy and the development of a new Farm Bill will undoubtedly be addressed.

Gackle says that, with a new administration in Washington, it will be important to start building relationships with people at the U.S. Department of Agriculture, the Office of the U.S. Trade Representative and key committees. Through

election defeats and retirements, several key ag committee members and chairs are no longer serving in Washington. That situation increases the need to make connections with incoming leaders.

"We'll be building those relationships and sharing with those people the key challenges we're facing as soybean farmers and what we're looking for from them to address those concerns," Gackle explains.

Gackle describes how the ASA has a strong staff working in Washington, DC, which helps keep the organization on solid footing.

"One of the best things we have going as an organization is a strong staff in Washington. It's a really good group of people who have started to build those relationships even prior to the election, knowing that things change quickly in Washington," Gackle says. "You have to be able to work with both sides to tell people what you're looking for and to be able to get things accomplished. Those activities have been going on, and

we're very lucky as a group of farmers and as a board to have a really good group of staff in Washington working on those issues."

The ASA celebrated its centennial in 2020. Gackle states that the organization has had strong leadership over that time, which has helped the ASA earn a solid reputation in Washington.

"ASA already has a very respected voice in Washington because of the good people we have working there and the leadership we've had at a board level the last 100 years," Gackle explains. "It's a really good and effective board of farmers who are dedicated to helping the U.S. soybean industry. ASA has a strong, respected voice, and we're working to build on that reputation."

Gackle says that the ASA also enjoys valuable partnerships with the U.S. Soybean Export Council and the United Soybean Board, which demonstrates collaboration between all organizations that represent U.S. soy. Gackle serves the ASA which is



Josh Gackle
Kulm, North Dakota
Governing Board, ASA

committed to working closely with the state soybean policy organizations, including the North Dakota Soybean Growers Association.

"An essential part of how ASA does its business is to work with the states to make sure that we're speaking with one voice when it comes to policy in Washington," Gackle states. "We hope to continue that relationship and make it better."

—Story by Daniel Lemke,
photos courtesy ASA

Sharpen your soybean trading and marketing skills

Learn how trading, marketing and risk management tools can impact your farm's bottom line.

March 15-16, 2021

The seminar will be led by Dr. Bill Wilson and Dr. Frayne Olson of NDSU's Department of Agribusiness and Applied Economics. The agenda includes trading technologies, basis, options, geograin, hedging, contract types, producer marketing plans and strategies.

- The seminar is FREE and is limited to North Dakota soybean producers
- More information regarding the logistics of this seminar will be available later (options include in person course in Fargo and Bismarck, virtual or hybrid platform)
- Register online at www.ndsoybean.org before February 26th

For more information, contact Jena Bjertness at jbjertness@ndsoybean.org



NDSU

It is strongly recommended that participants have an interest in applying advanced tools to the grower's marketing decisions and have familiarity with Microsoft Excel as a tool for analyzing data and marketing decisions. If you've participated in the past, you may not be eligible for the 2021 course.



HELPING YOU DELIVER ON DEMAND

Whether it's improving soybean meal to outperform the competition or promoting the sustainability of U.S. soy, the soy checkoff has been working behind the scenes to help farmers satisfy their customers' needs. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact is invaluable.

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GROWERS ASSOCIATION

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VIRTUALLY Attend the
2021 Northern Corn and Soybean Expo



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February 23 and 24, 2021 | 8:00 a.m. – 11:00 a.m. CST

U.S. Farm Report Expert Panel • Presentations • Association Meetings

Register to Join the Expo Today!

Scan the QR Code by using the camera on your phone,
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Visit the Northern Corn & Soybean Expo Site for
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