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MICHIGAN SOYBEAN NEWS[®]

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Michigan SOYBEAN NEWS

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Soybean Staff

Gail Frahm

Executive Director
gfracm@michigansoybean.org

Kathy Maurer

Financial and International
Marketing Director
kmaurer@michigansoybean.org

Mark Seamon

Research Coordinator
mseamon@michigansoybean.org

Noelle Byerley

Executive Assistant
nbyerley@michigansoybean.org

Sonja Lapak

Communication Director
slapak@michigansoybean.org

Ty Bodeis

Soybean Production Specialist
tbodeis@michigansoybean.org

Michigan Soybean Association
PO Box 287

Frankenmuth, MI 48734

Phone: 989.652.3294

Fax: 989.652.3296

soyinfo@michigansoybean.org

Sales

Tim Rogers - Regional

Phone: 517.323.6543

trogers@michfb.com

J.L. Farmakis Inc. - National

Phone: 203.834.8832

bill@jlfarmakis.com

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Michigan Soybean Association's Mission Statement

To improve and advocate for the Michigan soybean industry.

From Your MSA President...



While a lot of us were busy harvesting soybeans on Tuesday, October 10th, 2017, Steve Censky took the oath of office as Deputy Secretary of Agriculture at the U.S. Department of Agriculture. Steve was confirmed by the U.S. Senate during the first week in October.

Steve has been with the American Soybean Association (ASA) for 23 years. He started out in international marketing for a couple of years and then became CEO, a position he has held for the past 21 and a half years. Steve has been instrumental in guiding the U.S. soybean industry forward with the help of staff and industry partners. In a 'Thank You' note Steve sent on October 9, 2017, he wrote, "I count myself as very fortunate to have worked with such outstanding leaders, work colleagues, and friends. It has been a great source of inspiration to work for American farmers every day. I look forward to continuing my service to the American farmer in my new role at USDA."

Steve was sworn in with Ted McKinney, former Indiana Agriculture Secretary. USDA Secretary of Agriculture, Sonny Perdue, welcomed both Censky and McKinney to the executive team at USDA.

"Steve Censky will help us be responsive to producers reeling from the effects of multiple hurricanes and also offer prudent counsel as Congress continues work on the 2018 Farm Bill," said Perdue.

Ted McKinney will serve in the newly-created position of Under Secretary for Trade and Foreign Agricultural Affairs.

I'm excited that these two experienced individuals will be working for American farmers. We need their expertise and guidance in Washington, the nation and the world – working for U.S. agriculture.

My hope is they will provide stability and reasoning in the beltway. A good example is a proposed withdrawal from KORUS, the free trade agreement between the U.S. and South Korea. We supply nearly half of the 1.3 million tons of soybeans South Korea imports, with no tariffs because of the KORUS agreement. Withdrawal from that agreement would increase our competitors' advantage (Brazil and Argentina). It would also be devastating for our U.S. livestock customers who export meat products to South Korea.

Whether its NAFTA or TPP or KORUS, U.S. agriculture needs to be vigilant in protecting our export markets. Our economic viability depends on it.

We will need the help of everyone at USDA, the American Soybean Association and the Michigan Soybean Association, along with all the other U.S. ag associations to promote our interests throughout the world.

Regards,
Dave Williams
MSA president

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(C) 269.587.0062

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Charlotte, MI 48813
(C) 517.231.1987

District 3-Matt Stutzman,
ASA Director
4211 Treat Hwy.
Adrian, MI 49221
(P) 517.260.1720

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Vice President
14684 Yale Rd.
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MSA VOLUNTEER PROGRAM

The Michigan Soybean Association (MSA) volunteer program is designed to promote soybeans and share the political interests of soybean farmers to farm and non-farm families throughout Michigan. The key objective of the MSA volunteer program is to promote the association and obtain memberships across Michigan. The more volunteers we have promoting the importance of MSA, the bigger voice the soybean farmers have in Lansing and D.C.

To request a volunteer promoter application, email soyinfo@michigansoybean.org or call Noelle at the soybean office – 989.652.3294.

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2018 ANNUAL MEETING

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GOVERNMENT AFFAIRS NEWS

By: Michael Frederick, The Frederick Group

Years ago, I had an opportunity to volunteer on a campaign for the chairman of the House Appropriations Committee, George Cushionberry. George was more statesman than politician, but always a fierce advocate for his district.

I dutifully arrived at the scheduled time and was given a bright neon yellow t-shirt to wear while campaigning for George. On the shirt were big black letters that read, "I Push for Cush."

George was campaigning on his accomplishments and what he did for his district. His volunteers were pushing for him to be victorious on election day. He was a man of the people – everyone knew him and he knew them. He knew their issues and what he needed to do to help them.

The Michigan Soybean Association is hard at work, pushing for issues that matter to soybean farmers. Here are just a few issues that MSA is pushing for:

TRADE EXPANSION

Soybeans are Michigan's #1 export. While farmers have seen declines in commodity prices, value-added instate processing has increased, meaning Michigan's soybean related exports will continue to diversify and provide increased trade stability for growers.

TRANSPORTATION

Our roads in Michigan are sub-par at best. MSA is advocating for appropriate funding to maintain and repair our roads, dams, ports, bridges and railroads. In fact, MSA is participating in a pilot effort with Midland County Road Commission to use technology to measure the accurateness of restriction for bridges with weight limits.

ENVIRONMENT

The continued discussion around the risks that the algal bloom in Lake Erie poses to human health and the impact on farmers will likely be a discussion that isn't going away anytime soon. MSA is working closely with state agencies and other stakeholders to assist farms to be good stewards of our land and water while ensuring rules and regulations are based on sound science and not unnecessarily burdensome.

AQUACULTURE

Aquaculture is an emerging market for soybeans and MSA is pushing for an environmentally sound and sustainable industry in Michigan. We have abundant natural resources, and, if managed properly, they can help grow our industry and economy.

INFRASTRUCTURE

MSA recognizes that reliable access to broadband, electricity and natural gas are paramount to the success of our industry. Numerous legislative bills have been introduced which address these issues and MSA is advocating for their passage.

George, like MSA, never stopped pushing. After the election, he remembered those who helped him. MSA is out supporting and educating those who support our industry. With the association's outreach and advocacy efforts each year, we work to educate policymakers on the importance of our industry and our issues.

MSA is out pushing for you and other farmers who are the voice of the industry.

What do you push for?



Michael Frederick is part of your Frederick Group team which advocates for MSA members and promotes the Michigan soybean industry in the halls of state government.

The Frederick Group can be reached at 517.853.0413.



MEMBER BENEFITS

People making decisions in Lansing and Washington, D.C. are getting further and further away from the farm. In the past, families had someone who was a farmer they could visit, but now generations are far removed and don't have a direct connection. "I've met several legislators that have never set foot on a farm. We as farmers need to be visiting with legislators and representing our land," stated Jay Ferguson, MSA director. "There is a lot of education that needs to occur to our politicians and the public."

Paying the soybean checkoff does not make you a Michigan Soybean Association member. Checkoff dollars cannot be used for lobbying.

NEW LIFETIME LOYALTY MEMBER PROGRAM

As of October 1, 2016, if you have been an MSA member for 15 consecutive years, you will no longer need to pay dues - you have become a LIFETIME LOYALTY MSA MEMBER!

Call the soybean office at 989.652.3294 to check on your membership.



Are you receiving the MSA eNews?
Email soyinfo@michigansoybean.org to sign up for this informative membership e-newsletter.

PROTECT YOUR FARM AND WAY OF LIFE, JOIN THE MICHIGAN SOYBEAN ASSOCIATION TODAY!

SOME MEMBERSHIP BENEFITS:

- 5% member discount purchase incentive on all IntelliFarms equipment and free admission to grain school and workshops
- Through Auto-Owners Insurance/Cedar River Insurance Agency, an offer of premium discounts up to 10% on select policies is available
- Scholarship opportunities for your children and grandchildren
- Preferred pricing on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- Cabela's gift card purchase discount
- Discounted registration to the Commodity Classic

3-YEAR OR LIFETIME MEMBERSHIPS:

- \$50 certificate good for either Great Lakes Hybrids Roundup Ready® or Genuity™ Roundup Ready 2 Yield® soybean seed **AND** a \$50 soybean seed certificate good for Renk Seed
- 2-\$25 Soy Biodiesel certificates or 2-\$25 Soybean Meal Bucks certificates

The MOST IMPORTANT MSA membership benefit: *Having a voice in Lansing and Washington, D.C.!*

MEMBERSHIP APPLICATION



MSA MEMBERSHIP APPLICATION

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 1-yr: \$75 3-yr*: \$190 Lifetime*: \$750

Check (Payable to MSA) or Credit Card
Credit Card Type: _____ Expiration Date: _____
Credit Card #: _____
Signature: _____

Mail application with payment to:
Michigan Soybean Association
PO Box 287, Frankenmuth, MI 48734

Dues are not tax deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. 18% of member dues are allocated to lobbying activities and are not deductible.

*3-year and Lifetime memberships can choose between receiving either (check one):

- 2-\$25 Soy Biodiesel Bucks certificates or
- 2-\$25 Soybean Meal Bucks certificates

Date of Birth: _____

Number of Soybean Acres: _____

Total Farm Acres: _____

Occupation (circle one):
 Farmer Retired Other

What issues interest you most?
(Check all that apply)

- Biodiesel/Biobased Products
- Farm Bill
- Transportation Infrastructure
- Trade Agreements
- Conservation
- Soybean Rust
- Biotechnology
- Freedom to Operate
- International Marketing
- Soy and Nutrition
- Other: _____



What is the Relationship Between Soybean Maturity Group and Yield?

By: Mike Staton, MSU Extension Soybean Educator

Producers are looking for ways to improve soybean yields and profitability and many are planting later maturing soybean varieties as a way to reach these goals. The theory behind this strategy is that later maturing varieties will have a longer reproductive period and take full advantage of the growing season. However, planting later maturing varieties carries some risk. The most obvious risk is the crop could be damaged by frost or freeze events, reducing yield and quality and increasing harvest delays. Additional risks include a greater potential for: delayed wheat planting, early snow cover, harvest losses and soil compaction from harvesting when the soil is too wet.



Early snow cover on late maturing soybeans



Deep combine ruts resulting from wet harvest conditions

Information from the 2009 through 2016 Michigan Soybean Performance Reports was used to determine the effect of soybean maturity on soybean yield in Michigan. The highest yielding Roundup Ready varieties in each maturity group were selected from each of the trial locations. The top four varieties were selected from the trials in the central zone and the top five varieties were selected from the southern zone trials. This was done to reduce the effect of individual variety performance on the results. In a few years, only two or three varieties from the earliest and latest maturity groups were entered in the trials.

The average yield for each maturity group was calculated for each location and for each zone over the eight-year period. This information and the average planting dates for each of the locations are presented in the following tables.

Soybean maturity group was not strongly correlated with soybean yield when the yields of the top four varieties in each maturity group were averaged across eight years and four locations in the central zone (table 1). However, yields declined for varieties from maturity groups later than 2.6 at the Allegan and Sanilac trial locations. In the southern zone there was a 3 to 5 bushel per acre penalty for planting maturity groups earlier than 2.4 at the Hillsdale, Lenawee, and St. Joseph locations (table 2).

Table 1. Average soybean yields for the top four varieties in each maturity group from the central zone of the Michigan Soybean Performance Reports (2009-2016)

Maturity Group	Zone Average	*Allegan	**Ingham	Saginaw	***Sanilac
----- Yield (bu/ac) -----					
1.7	64.9	63.0	71.2	59.9	64.1
1.8	65.8	65.1	72.5	59.8	64.1
1.9	66.0	65.9	71.5	60.6	64.6
2.0	66.6	65.2	72.8	60.7	67.0
2.1	67.0	64.5	73.6	61.7	66.6
2.2	66.3	65.2	72.4	60.8	64.4
2.3	64.3	61.2	71.7	58.3	63.3
2.4	66.6	65.8	74.5	57.9	65.8
2.5	66.2	63.8	72.5	60.0	64.0
2.6	65.7	63.3	70.9	60.2	64.5
2.7	65.0	61.9	71.2	59.3	63.3
2.8	65.3	61.7	71.1	60.3	63.1
2.9	64.7	61.8	70.0	60.0	61.5
Avg. Planting Date	May 23	May 24	May 28	May 17	May 25

*Does not include data from 2012 and data from maturity groups 1.7 to 2.2 in 2013

Does not include data from 2012 *Does not include data from 2009

Table 2. Average soybean yields for the top five varieties in each maturity group from the southern zone of the Michigan Soybean Performance Reports (2009-2016)

Maturity Group	Zone Average	Hillsdale	*Ingham	Lenawee	*St. Joseph
----- Yield (bu/ac) -----					
2.2	67.3	63.3	70.6	61.7	75.0
2.3	68.0	64.9	70.0	62.7	75.4
2.4	71.5	67.6	72.6	66.3	80.1
2.5	70.2	66.2	70.9	65.1	79.3
2.6	69.7	66.2	69.8	64.8	78.3
2.7	70.2	66.2	70.2	65.7	79.2
2.8	70.5	67.9	68.7	65.3	79.8
2.9	69.8	68.3	67.2	65.8	77.9
3.0	70.2	68.3	68.1	65.1	78.9
3.1	70.2	67.9	67.5	65.8	79.3
**3.2	70.1	67.8	67.3	65.3	79.8
Avg. Planting Date	May 24	May 24	May 28	May 28	May 17

*Does not include data from 2012

**The average yield for the top five varieties from the 3.3 maturity group was included for 2016 because no 3.2 varieties were entered in the trials in 2016.

The year-to-year variations that occurred in the relative yield performance of the early and late varieties resulted primarily from three factors: planting date, drought and white mold. The planting date effect was most obvious in 2011, when 5 of the 7 trials were planted in June, favoring the early varieties. The late varieties performed better than the early varieties during the severe drought which occurred in 2012, as they were able to take advantage of the August rains. The worst outbreak of white mold in Michigan occurred in 2014 resulting in the early varieties winning 5 of the 7 trials. The early-maturing varieties were able to escape much of the extended infection and disease development periods due to shorter reproductive stages.

The factors responsible for the year-to-year variability in the relative performance of early and late maturity groups are difficult to predict. Therefore, this analysis supports the current Michigan State University Extension recommendation of planting high-yielding and pest-resistant varieties from a range of adapted maturity groups each year. In the central zone, the adapted maturity range is from 1.8 to 2.6 and in the southern zone the range is from 2.4 to 3.2. Planting a range of maturity groups helps reduce weather-related risks, improves the distribution of harvest timing and ensures that some of your crop is in the sweet spot of yield.



Sudden Death Syndrome Control Starts With Your Seed Order

*By: Martin Chilvers, Assistant Professor, Michigan State University
Department of Plant, Soil and Microbial Sciences*

Soybean sudden death syndrome (SDS) is caused by the soilborne fungus *Fusarium virguliforme*. The SDS fungus infects the plant roots soon after soybean seeds have germinated and causes root rot in addition to mid-season sudden death foliar symptoms. Foliar symptoms initiate as diffuse yellow areas on the leaf and progress to interveinal yellowing and tissue death. Typically, SDS foliar symptoms show up in mid to late soybean reproductive stages, and are a result of toxins that the SDS fungus produces in the root system. As such, foliar fungicides have no value in SDS management. Variety selection should be the first tool for the management of SDS, and there are excellent commercially available varieties with good levels of resistance. No variety is completely resistant to SDS. It should also be noted that planting date and weather play a role in SDS disease development. Although delayed planting is not a strategy for SDS management, early planted fields are at greater risk for SDS development. Heavy rainfall events, particularly soon after emergence of plants and during the month of August can also exacerbate SDS disease.



Photo demonstrating effect of cultivar resistance on the management of SDS. The 6 row plot in the foreground is a variety that is susceptible to SDS, and is demonstrating severe SDS symptoms including premature defoliation. The 6 row plot in the background is a variety with a high resistance score to SDS.

To date we have seen the most consistent results from Bayer Crop Sciences ILeVO (active ingredient fluopyram) seed treatment for the management of SDS. In a study where we looked at 200 field trials conducted across 12 states and Ontario, Canada, we saw an average of a 35% reduction in SDS foliar disease severity and a yield protection of 4.4 bushels per acre on average as compared to a base seed treatment only. It was also observed that the yield response was linked to SDS foliar severity. With greater yield responses in trials that had greater foliar disease severity. However, we have noted a yield response from fluopyram in the absence of SDS foliar symptoms in locations with a previous history of SDS. This is another reason to keep good field notes, to know where a treatment such as ILeVO may be best placed. Additional work is needed to determine the yield loss associated with only the root rot phase of this disease. We are currently working on a soil test to quantify the SDS fungus in soil samples so we can predict where a seed treatment such as ILeVO will be best placed.



Photo of ILeVO seed treatment trial at Decatur, MI. Two rows left of stake are a base seed treatment with ILeVO vs two rows right of stake with a base seed treatment only.

Although the presence of soybean cyst nematode (SCN) is not necessary for the development of SDS, it has also been demonstrated that SCN pressure can exacerbate SDS disease symptoms. We have seen in some trials that the ILeVO seed treatment provides some suppression of SCN reproduction in both field and greenhouse studies, however this should not be used as a first line of defense, and farmers are reminded to test their soils for SCN and rotate crops and SCN resistance sources where possible. Finally, we would recommend that growers make use of yield monitors and implement on farm trials to see how use of a seed treatment investment such as ILeVO is providing value to their operations.



Foliar SDS symptoms

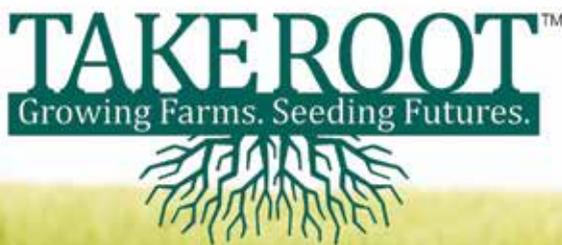
This work was funded in part by the Michigan Soybean Promotion Committee, the North Central Soybean Research Program, and Bayer CropScience.

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Nutrients – Keep Them on the Farm

By: Mark Seamon, Research Coordinator

The availability of soil nutrients to plants has been a goal of farmers for as long as we have been growing crops. The soil is a complex environment that creates lots of benefits and challenges for the farmers managing it and the plants that are growing in it. Some nutrients are easily tied up in chemical and physical bonds within the soil while others flow easily in the soil water solution.

Phosphorus is the nutrient that is getting the most attention as it is a significant factor in the development of algal blooms in surface water, but it has a partner in crime. Nitrogen is a nutrient that gets less attention but is another significant player in surface water quality. We have long known that nitrogen in the nitrate form moves readily with soil moisture. This can move down through the soil in the act of leaching but is also able to move with water through drainage tile.

We want these nutrients to be readily available to crops, but that also makes them susceptible to losses outside of the crop root zone. A delicate balance of managing nutrients that are in the soil, and the addition of fertilizer and manure nutrients that supply the needs of the crop but are not available to move off the field is something that farmers take seriously. This makes perfect sense. Who has more to gain than those business people who pay for the nutrients applied to crops and farmland and plan to make a living by farming for many years to come? Farmers are some of the original and most consistent environmentalists.

Like most areas of study, the more we learn about nutrients in soil and water, the more questions that are raised. In the past, it was believed that phosphorus

was very stable in the topsoil and would wait patiently there for crop uptake. We thought that as long as we didn't allow erosion to move soil off of the surface of the field by wind or water, we had an environmentally sound system. Now we understand that some of the phosphorus in the soil is in a state known as dissolved reactive phosphorus (DRP). DRP is 80 to 100% bioavailable, is easily moved in soil water and can move through the soil, as well as drainage tile. As you may guess, this movement is directly affected by the amount and timing of rainfall. Rainfall events that cause water movement through the soil profile and out of tile cause the loss of both nitrogen and phosphorus. Soil management practices that improve the environment for root growth such as drainage tile installations, deep tillage, cover crop use and long term no-till create the ease of deep crop root growth. This also allows water (with nutrients) easier movement through the soil profile and out of tile outlets. Some recent research has suggested that the total amount of phosphorus flowing from the Maumee River into Lake Erie has been stable in the past 30 years but that a higher portion of that phosphorus is in the more bioavailable form, DRP.

As you read this, if you have envisioned algal blooms in Western Lake Erie, local ponds or ditches, you are right on track. Many species of algae flourish in the presence of available phosphorus in warm water. The Michigan Department of Environmental Quality has declared the Western Lake Erie Basin as "impaired" due to the phosphorus content of the water and the incidence of algae blooms. This declaration

has increased the focus of identifying the source of nutrients and reducing their concentrations.

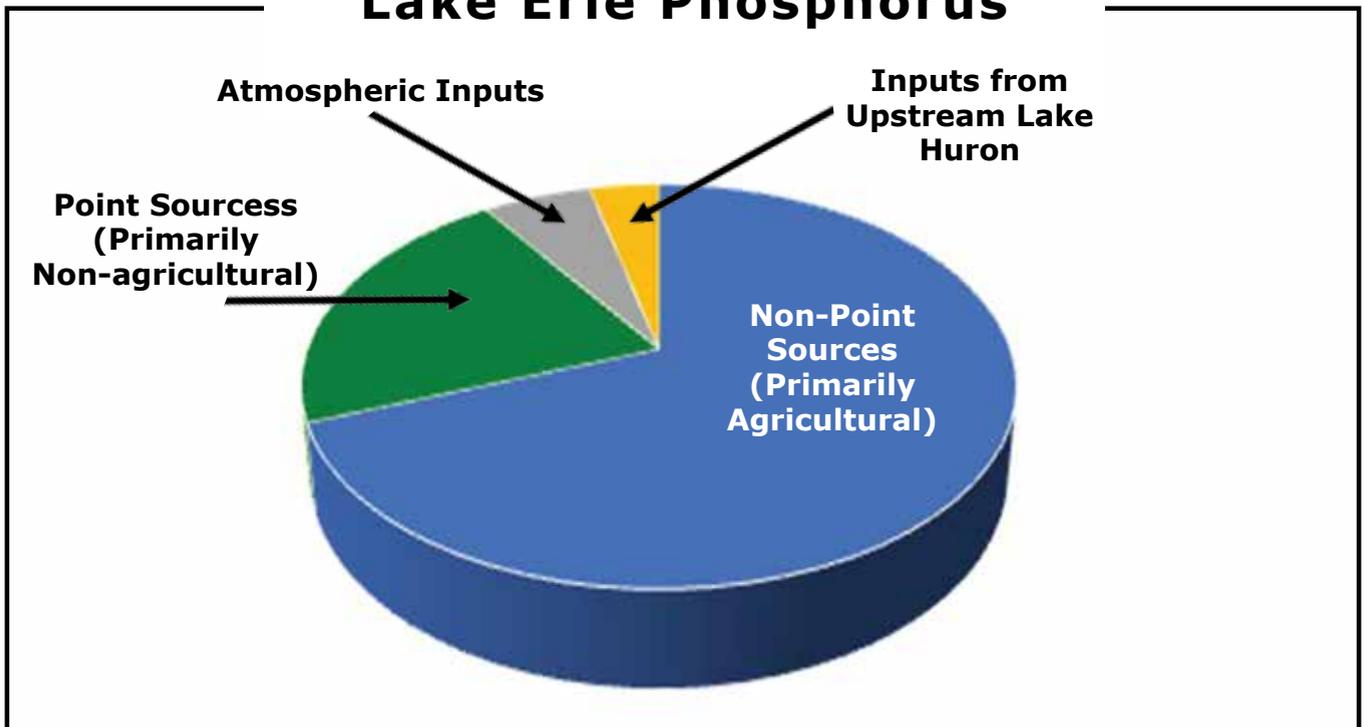
While agriculture is a contributor of phosphorus and nitrogen to the system, it is not the only source. Other sources include wastewater treatment output, failing septic systems and non-agriculture fertilizer use. The nutrients that have historically flowed into surface water systems such as Lake Erie are also significant. These are referred to as legacy nutrients and are contained in sediment in the lake bed, decaying plant material and base levels in the water.

There are differing opinions on how much each source of nutrients contributes and research continues to quantify those. While that is being worked out, each of the known sources needs to accept some responsibility and continue to minimize the future movement of phosphorus and nitrogen off-site. The agriculture industry can be proud of improvements in nutrient management and the adoption of production practices that reduce loss of nutrients, but continuing and increased efforts are needed.

Solutions to this complex issue will come with collaboration across the agriculture industry and beyond. Dr. Tim Boring, Vice President of the Michigan Agribusiness Association, stated "Our understanding of the factors that lead to nutrient losses continues to evolve and improve. The majority of DRP losses occur during heavy storm events, but not every field has highly soluble Phosphorus that is subject to losses. Recent research is also showing that Nitrogen plays a greater role in toxic algae blooms than previously thought. The nutrient losses that lead to water quality issues are different today than in past decades, so the solutions will need to be different as well. Developing new approaches and solutions through research doesn't happen overnight, but we're learning more all the time about how to manage nutrients in a better way."

A few practices that may help you to reduce nutrients moving off of your land include the careful use of cover crops, water control structures in drainage tile and accurate placement and timing of fertilizer and manure applications.

Lake Erie Phosphorus



References:

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Below photo credit: Dr. Tom Bridgeman-University of Toledo/www.nature.org



Effective Marketing: Relevant Use of Basis Contracts

By: Debbie Newton, Account Representative, The Andersons-Hemlock

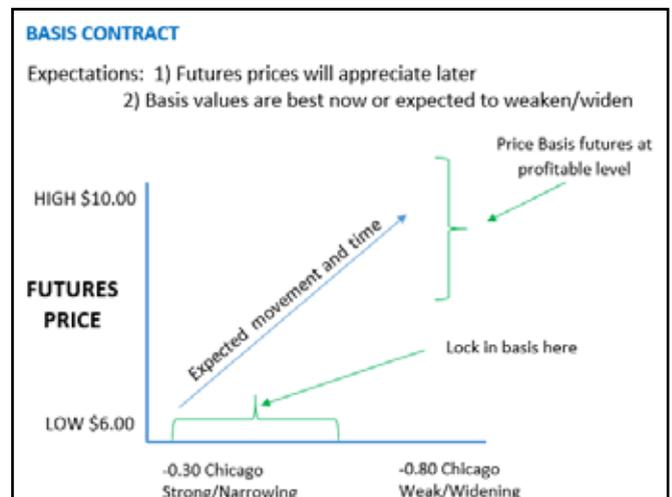
Successful use of basis contracts requires knowledge and execution. There are two components of flat price determination: futures and basis. Basis is the difference between the CME grain futures price and the local cash price. It is the general value of transportation and other items resulting in localized values. Basis is usually quoted as a minus to the Chicago futures price or also called 'under' the futures price. It can also be quoted as a premium to the Chicago futures price or 'over' the futures price. Basis contracts are typically held in 5,000 bushel increments with some offerings in 1,000 bushel increments. They can be used for grain already in commercial storage or for future delivery.

Knowledge of futures trends, seasonality, and historical basis levels for a particular delivery period is key to extracting the most value from a basis contract. The optimum time to utilize a basis contract is when the delivered basis is 'narrower' than historical values and expectations favor futures prices will increase. The best futures opportunity and narrowest basis level rarely occur at the same time, making basis and HTA contracts appealing. Basis contracts are advantageous because they reduce or eliminate storage costs, minimize basis risk, minimize farm-stored quality risk, generate cash through the use of an advance, and lock in a favorable basis value. The biggest risk of basis contracts are the futures market taking an unexpected downturn, futures declining below the advance level or basis appreciating. If an advance (usually 50 to 80 percent of contract value when written) was issued and the market moves lower than the advance price, a producer must return part of the advance or be priced out to protect the advance.

The end goal of any marketing tool is to extract the most value from a particular marketing window. This involves making more than one marketing decision. For basis contracts, producers must make at least two decisions related to pricing: 1) lock in the basis and 2) lock in the futures at a later date with the goal of futures appreciation. To manage futures risk, producers should establish a futures target at the same time the basis contract is written, adjusting the target with changing market conditions if needed. The

most risk utilizing a basis contract is failing to execute the futures portion in a timely manner. If a pricing goal is not established, missed futures opportunities usually occur and can increase marketing risk rather than minimizing it. Basis contracts must be priced a day or two prior to the first notice day for the futures month the contract is written. Failure to do so results in pricing at that last day's close or rolling the contract forward to the next futures month. Basis contracts are "rolled" forward when market conditions are right and the opportunity to price higher offsets the additional cost/risk. To roll forward, the spread between the contract month and a future month is added to the contract basis along with a fee (usually 2 cents). It is typically a poor decision to roll contracts forward due to lack of a good pricing plan or failure to sell the futures prior to contract expiration. Keep your original goal in mind and execute it.

To effectively use basis contracts and recognize a good opportunity, you must know and understand basis. Lock in the basis value for a futures month that meets your cash and marketing needs. Set a sell order or target offer the day the contract is written for the futures portion. Adjust if market conditions change. Pay attention to pricing dates/deadlines. Execute the futures portion of the contract when the value is profitable. Basis contracts are one of many contracts for a portion of production at specific times, so research and consider using basis contracts in your marketing plan if opportunities present themselves.



Legislative Update – the RFS

By: Matt Stuzman, MSA and ASA Director

The Renewable Fuel Standard (RFS) is under review by EPA and EPA is considering reducing volumes of renewable fuels.

The agency asked about the possibility of lowering targets by 315 million gallons for biomass-based biodiesel and 473 million gallons for advanced biofuels and total renewable volumes. EPA fears previously set targets are not attainable due to the December 2016 expiration of the biodiesel tax credit and the reduction in renewable diesel imports from Argentina and Indonesia.

Doug Whitehead, National Biodiesel Board chief operating officer, said “Concerns about production and price are unfounded. The tax credit has come and gone throughout the years and the industry has always met its obligations.”

The intent of the RFS is to reduce greenhouse gas emissions and our dependence on foreign oil, and the goal is to increase the volume of renewable fuel blended into transportation fuel from 9 billion gallons in 2008 to 36 billion by 2022.

The biodiesel industry as a whole adds \$8.4 billion to the U.S. economy annually and supports 47,400 jobs.

It’s not just biofuels that EPA administrator Pruitt has reacted unfavorably towards; wind and solar tax

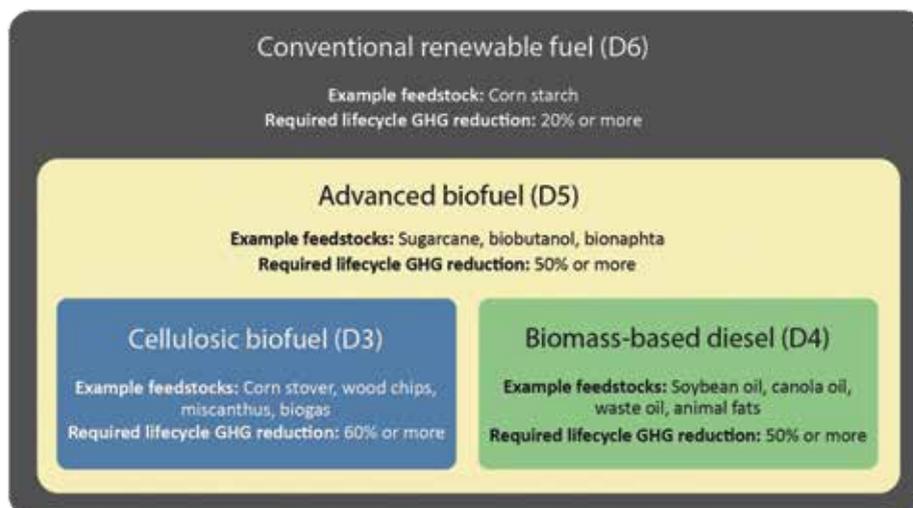
credits are phasing out by 2020 and 2022. “I would do away with these incentives that we give to wind and solar,” Pruitt states. “I’d let them stand on their own and compete against coal and natural gas and other sources. . . as opposed to being propped up by tax incentives and other types of credits.” Interestingly, competing energy sources like coal, oil and natural gas also benefit from tax credits.

Efforts to communicate the implications of the decisions to change the RFS by the renewable fuel and agriculture industries have been effective, as the EPA administration has pulled back on its intention to lower production volumes.

Additionally, Senators Peters and Stabenow signed on to a bipartisan letter written by Senator Grassley from Iowa with 35 other senators to Administrator Pruitt urging the EPA to increase the volumes in the 2019 final rule and leave the 2018 obligation unchanged. The final rule will be due November 30, 2017.

I think the EPA will almost have to follow the law of maintaining obligations from previous years, but time will tell. This tactic is most likely a way to stifle growth of biofuels that are displacing petroleum products in the fuel industry.

FUEL NESTING SCHEME FOR RENEWABLE FUEL STANDARD (RFS)



Public-Private Partnerships Help With Bridges

By: Kathy Maurer, Financial and International Marketing Director

When weight limits are put onto rural bridges, the inconvenience is costly. Rerouting around a restricted bridge to move inputs and commodities cuts directly into grower's profit margins.

The Michigan Soybean Promotion Committee, along with the Soy Transportation Coalition have partnered with the Midland County Road Commission to help growers crossing rural bridges, by working together to invest in bridge testing technology.

Many road commissions use visual checks to determine if a bridge needs a weight limit. The sensors will aid in the determination of the need for a weight limit and/or the amount in a more reliable way than a visual inspection.

"When managing and maintaining our county bridge inventory, motorist safety is the number one priority," says Terry Palmer, managing director of the Midland County Road Commission. "However, what we have learned is that the sole reliance on visual inspection of bridges can result in a percentage of bridges being unnecessarily load limited or identified for rehabilitation or replacement. This not only results in costly and unwarranted detours, but it prevents our local governments from most efficiently allocating scarce resources to those bridges in greatest need of replacement and repair."

The sensors are reusable and will continue to be utilized in Midland as well as neighboring counties.

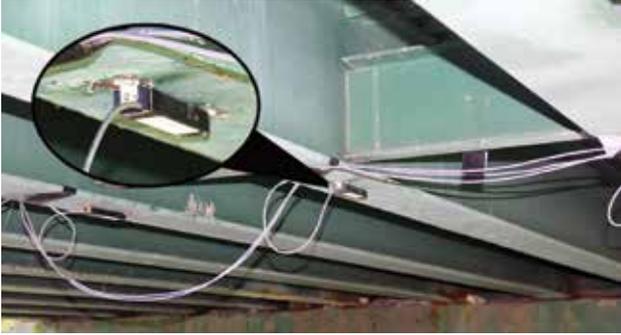
"If we have a rural bridge problem in this country, which we do, and if resources to address this problem are scarce, which they are, then we should do all we can to ensure we get the diagnosis correct," explains Mike Steenhoek, executive director of the Soy Transportation Coalition. "This project is designed to increase clarity of the condition of rural bridges and enhance stewardship of the bridges themselves and scarce taxpayer dollars. It is our hope that other states throughout the country will emulate this innovative approach."

"Given that our children and grandchildren are using these rural bridges on a daily basis, safety is most important," says Andy Welden, a soybean farmer from Jonesville, Michigan, and director on the Soy Transportation Coalition. "Promoting this technology helps develop a better understanding of which bridges truly need repairs and which ones can safely handle the trucks that transport the soybeans and grain produced in the state. Michigan soybean farmers are pleased to help partner on this important project."

If your county road commission is interested in the bridge testing project, please contact Kathy Maurer at 989.652.3294 or email kmaurer@michigansoybean.org.



How It Works:



Sensors are attached to the different bridge trusses. The sensors are about the size of your thumb. The sensors record the stress on the trusses as vehicles drive over.



Specific test loads drive over the bridge for weight testing, along with the continued data recorded while the sensors are installed. The data is collected for each individual truss and then analyzed to determine weight limit needs. After testing the first bridge in Midland County, it was determined that the weight limit could be removed. An equally important part of the testing process is that it may find bridges that need stricter weight limits.



It pays to have the right connections.

SoybeanPremiums.org

Want to make more profit off your soybeans? Have your people connect with our people! SoybeanPremiums.org makes it easy for soybean growers to find premium programs and buyers. So take a look at the latest program opportunities in your area – food-grade, identity-preserved, non-GMO and watch your profits grow.



**Michigan Soybean
Promotion Committee**
The Soybean Checkoff
michigansoybean.org

2018 SMaRT Meeting Dates

By: Mike Staton, MSU Extension Soybean Educator

WHAT: The results of the 2017 SMaRT on-farm research projects will be presented. Participants will also learn about other checkoff-funded research and soybean cyst nematodes. Time is available for questions, comments and discussion.

WHEN/WHERE: January 16, Baker College Welcome Center, 1309 South M-52, Owosso, MI 48867
January 18, Dearth Community Center, 262 S Sprague St., Coldwater, MI 49036
January 24, The Brentwood Restaurant, 178 Park Dr., Caro, MI 48723
February 6, The Trestle Stop Restaurant, 3366 M-40, Hamilton, MI 49419
February 7, Wagon Wheel American Grill, 7888 E. Grand River Ave., Portland, MI 48875
February 9, Dowagiac Conservation Club, 54551 M-51 North, Dowagiac, MI 49047

TIME: All programs will begin at 8:45 a.m. and end with a complimentary lunch

REGISTRATION: The Michigan Soybean Promotion Committee (MSPC) is covering all costs. Pre-registration is requested to ensure an accurate count for lunch and materials. To register online please go to <http://events.anr.msu.edu/2018SMaRTMeeting/>. To register by phone, call the Michigan Soybean office in Frankenmuth at 877.769.6424 and provide the location of the program, your name, phone number and the number of people attending. Please register before Friday, January 12 for Owosso, Coldwater and Caro and before Friday, January 26 for Hamilton, Portland, and Dowagiac.

AGENDA:

- 8:45 a.m. Registration and coffee
- 9:00 a.m. Welcome and Soybean Checkoff Update — Gail Frahm, MSPC Executive Director
- 9:15 a.m. 2017 SMaRT On-farm Research Trial Results — Mike Staton, MSU Extension Educator
- 10:35 a.m. Break
- 10:50 a.m. MSPC Research Update — Mark Seamon, MSPC Research Coordinator
- 11:20 a.m. Future Direction of Soybean Cyst Nematode Research and Education in Michigan — Dr. Marisol Quintanilla, MSU Nematologist
- 11:40 a.m. Identify Potential 2018 Research Projects and Discussion — Mike Staton and Mark Seamon
- 12:00 p.m. Complimentary Lunch (courtesy of MSPC)

This program has been approved for 2 pesticide applicator recertification credits.

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2018 Pest and Crop Management Updates

By: Bruce Mackellar, MSUE Field Crops Educator

Six pest and crop management update meetings for field crop producers and agronomists will be conducted this winter. The programs are sponsored by Michigan State University Extension, the Michigan Soybean Promotion Committee (MSPC), the Corn Marketing Program of Michigan and the Michigan Wheat Program. All programs will begin at 8:30 a.m. and end at 3:00 p.m. except for the Dundee location which will start at 9:00 a.m. and end at 3:30 p.m.

- January 11, Emerald Golf Course, St. Johns, contact Clinton MSUE at 989.224.5241
- January 12, Sanilac Career Center, Peck, contact Sanilac MSUE at 810.648.2515
- January 15, Dowagiac Conservation Club, contact Van Buren MSUE at 269.657.8213
- January 19, Saginaw Valley Research & Extension Center, Frankenmuth, contact Huron MSUE at 989.269.9949, extension 602
- January 23, Cabela's, Dundee, contact Van Buren MSUE at 269.657.8213
- January 25, Alpena Community College, Alpena, contact Presque Isle MSUE at 989.734.2168

The agenda will include timely and relevant pest and crop management information presented by MSU Extension specialists and educators. Contact your local MSU Extension host for a definitive topic agenda for your chosen date and location. Topics may include:

- Commodity Group Updates
- Bt Failures- Dr. Chris DiFonzo, MSU Extension Field Crop Entomologist
- Disease Management Updates for Soybean, Corn and Wheat - Dr. Martin Chilvers, MSU Extension Plant Pathologist
- A Summary of the 2017 SMaRT Soybean On-Farm Research Results - Mike Staton, MSU Extension Soybean Educator
- Market Outlook for 2018 - Dr. Jim Hilker, MSU Extension Professor of Agricultural Economics Professor
- Controlling Herbicide Resistant/Troublesome Weeds, Weed Control Guide Update - Dr. Christy Sprague and Dr. Erin Burns, MSU Extension Weed Management Specialists
- Research Updates in Soybean, Corn and Wheat Cropping Systems- Dr. Kurt Steinke, MSU Extension Soil Fertility Specialist
- Mycotoxins in corn grain and silage and soybean management across planting dates- Dr. Maninder Singh, MSU Extension Cropping Systems Agronomist
- Local Host Wrap-up, Evaluation and Adjourn

The registration fee for this program is **\$30.00 per person**. Pre-registration is required to ensure an accurate count for meals and materials and can be accomplished online or by phone. Please register one week before the event you plan to attend. Participants will receive a free copy of MSU Extension Bulletin E-434 "2018 Weed Control Guide for Field Crops" and earn pesticide applicator and certified crop advisor credits.

To register online (preferred method): Please go to the website listed below (after December 1) and enter the requested information. <http://events.anr.msu.edu/IPMcropsmgmt2018/>

To register by phone: Please call the MSU Extension office that is hosting the meeting you plan to attend.

Online webinar option: If you are unable to attend these meetings, you can learn about and register for the 2018 Field Crops Webinar Series at the following URL (after December 1): events.anr.msu.edu/FieldCropsWebinarSeries2018/

MICHIGAN SOYBEAN

***New Member (since Fall 2017 MSN publication)**

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Larry Dolegowski, Dorr
Jay, Jon and Tom Drozd, Allegan
Joe Kwiatkowski, Dorr
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Randy Poll, Hamilton
Jim Schaendorf, Dorr
Tyler Schaendorf, Dorr
Mike Staton, Allegan
Nick Suwyn, Wayland

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Jerry Skuta, Pinconning
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Alex Zawacki, Bentley

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Richard Buss, Van Buren
Cornerstone Ag Enterprises,
South Haven
Harold Hamlin, South Haven
Dan Rajzer, Decatur

WASHTENAW COUNTY

Eldean Bauer, Saline
Duane Beuerle, Manchester
Elgin Darling, Willis
Girbach Farms, Saline
Phil Gordon, Saline
Robert Graichen, Ypsilanti
Scott Heath, Milan
Ernest Karnatz, Ypsilanti
Jamie Robson, Milan
George Schnierle, Ann Arbor
Philip Selter, Ypsilanti
Duane Sheats, Milan

WAYNE COUNTY

Donald Korte, Canton
Marvin Lange, Belleville
Plant Tuff Inc, Dearborn
Robert Robson, Romulus
Walter Rochowiak, Belleville
Wayne County Fair Assoc., Belleville

OUT-OF-STATE

John Dodson, Halls, TN
Gordon Rogers, Chatham, CN

44TH ANNUAL MEETING OF MEMBERS *Notice For MSA Members*

Pursuant to Article V, Section I of the By-laws of the Michigan Soybean Association (MSA), notice is hereby given that the Annual Meeting of the members of the Michigan Soybean Association will be held on Wednesday, January 31, 2018, at Soaring Eagle Casino, 6800 Soaring Eagle Blvd., Mt. Pleasant, Michigan 48858, convening at 4:30 p.m.

The purpose of the Annual Meeting is to announce new directors and to transact such other business as may properly come before the members.

Call the MSA office at 989.652.3294 by Wednesday, January 17 to make your reservation. Bring a farmer friend with you and encourage them to join the Michigan Soybean Association.

Dated this 27th day of November, 2017.

Sincerely,
Dan Keenan
MSA Secretary

Michigan Farmers See Soybean Checkoff in Action

By: Gail Frahm, Executive Director

During the second week of August 2017, two Michigan farmers, Scott Wilson from Lexington and Chris Ziehm from Gagetown, participated in the United Soybean Board's (USB) See for Yourself (SFY) program. SFY is an opportunity for farmers to see firsthand where their checkoff dollars are invested and offers an opportunity for farmers to interact with several USB directors along with other farmers from around the Midwest. This year's program also had participants from Arkansas, Missouri, Illinois, Kentucky and Wisconsin.

Scott shared, "The program focused on several important domestic programs USB has been working with. We started in St. Louis, Missouri, where we met with Omarh Mendoza, associate director of nutrition for The Maschoffs, Inc. Omarh explained to us the importance of protein levels in soy meal, as it is the best source of amino acids." Scott continued, "Omarh pointed out that as yields have increased, protein levels have dropped and cautioned that we need to be aware of our protein levels. If the protein levels continue to drop, the use of other meal sources will

increase, including the use of synthetic amino acids. As soybean farmers, we need to keep in mind that 70% of soybean value comes from meal. I encourage everyone to sample their soybeans to have the protein level checked."

In conjunction with soybean crushing, Chris said, "We went to an ADM Mississippi River loading terminal for barges where 58% of U.S. soybeans are shipped through the Mississippi Gulf region."

Scott said, "We also visited users of soy oil. At Mid-America Biofuels in Mexico, Missouri, we saw soy oil from an ADM crush plant being pumped across the street and refined into biodiesel."

Chris exclaimed, "They make 50 million gallons of biodiesel annually!"

Participants also toured John Deere's Tractor Cab Assembly Plant in Waterloo, Iowa, where they witnessed the assembly of panels made from Envirez, a soy-based sheet-molding compound.

Next they toured the DuPont Pioneer Research and Development Headquarters in Johnston, Iowa. Chris said they saw variety trials and the research and



Chris Ziehm



Scott Wilson

development area for Pioneer. He noted, "We learned that a lot of emphasis is going into high oleic in new hybrids. This cooking oil has no trans-fat and performs better in high heat conditions. The oil from these Plenish soybeans has a fatty acid profile similar to olive oil and a 20% reduction in saturated fat. It's a huge opportunity for both market share and future demand of these soybeans."

While visiting the ADM River Terminal in St. Louis, attendees heard a presentation on the need for improvements and modernization to the country's infrastructure to maintain its competitive advantage in soy exports. This point was further emphasized at a later stop in Rock Island, Illinois, during a tour of Locks and Dam 15. Scott noted, "Each year, approximately 23,650 tons of corn and soybeans pass through these locks, which opened in 1934."

Chris reiterated the absolute importance of maintaining our country's infrastructure and its importance for our industry. He said he learned that "shipping via barges is the lowest cost method of transportation for soybeans and keeps the U.S. very

competitive in the world as an exporter."

Sustainability was the topic of conversation as the SfY participants visited McDonald's in Oak Brook, Illinois. Scott said, "While sustainability may be viewed as just a new buzzword in the farming community, we as soybean farmers have been doing an outstanding job of implementing sustainable farming practices over the last 75 years. More than 90% of the soybeans produced in the U.S. are verified sustainable by the U.S. Soybean Sustainability Assurance Protocol and continue to be a differentiating factor in separating us from our competitors in the international marketplace. Some sustainable practices include crop rotation, water management, reduced tillage and precision farming."

Chris and Scott encourage all Michigan soybean farmers to learn how your soybean checkoff is being invested – to see first-hand how this money is helping build demand for soybeans both at home and abroad. Contact the Michigan Soybean Promotion Committee to see what programs are coming up that you could be a part of – 1.877.SOY.MICH.

Your Time is Now: Leadership Opportunities

By: Gail Frahm, Executive Director

Winter is a great time for personal and professional development. Through the Michigan Soybean Promotion Committee (MSPC), your soybean checkoff, there are many opportunities available to you! And, the best part, there's no additional cost to participate other than your time (which we appreciate is valuable, too)!

The easiest way to begin your leadership journey is to access the online modules, created by the soybean checkoff, that can help develop your skills to serve on a board such as MSPC – or others in the ag industry – or even to better manage your farming operations on the home front. This program, called Ag Leader Source, gives you opportunities to view/listen to short modules on topics that range from "Understanding Parliamentary Procedures" and "Financial Oversight" to "Compliance and Oversight of the Soybean Checkoff" and "Strategic Planning and Management." In total, there are 25 different modules and webinars to explore, in addition to many blogs on these and other good governance and best practices for serving on a board.

Soybean farmers can register for the FREE online training modules and webinars by visiting www.agleadersource.com. For more information about the site, contact Linda Snell at lsnell@iblstrategies.com or 847.274.3061.

In addition to the online modules, it's time to take action and step into a leadership role to serve your fellow soybean farmers on the MSPC board. We are currently seeking interested applicants for 2018. Three of the seven district positions are up next summer. While each director could serve another three-year term, we always need to submit at least two names for these Governor-appointed positions. And, what better time than the present to become involved with the soybean industry? The districts seeking applicants include: District 2: Calhoun, Eaton, Hillsdale, Ingham and Jackson Counties; District 4: Huron, Macomb, Oakland, Sanilac and St. Clair Counties; and District 5: Arenac, Bay, Lapeer, Saginaw and Tuscola Counties.

For more information on the MSPC board or to be considered for a future position on the board, contact Executive Director, Gail Frahm, at 1.877.SOY.MICH.

Checkoff Involvement Thoughts from Director Isley

Every year, the Governor appoints leaders to boards such as the Michigan Soybean Promotion Committee (MSPC). This year, Laurie Isley of Palmyra and Sarah Peterson from Niles were each reappointed for their second three-year term on the MSPC. Below are thoughts from Laurie on her first term on the board. We'll give you Sarah's perspective in the next issue of Michigan Soybean News.

By: Laurie Isley, MSPC Director

It has been a very gratifying experience to serve as a director for the Michigan Soybean Promotion Committee (MSPC). During the past three years, I've seen how soybean checkoff dollars are used to enhance and expand our industry. The MSPC works diligently to support research, investigate new products and markets, and educate both producers and consumers.

There is an emphasis within MSPC on funding research that is relevant and can be readily used by our producers. This past season we investigated plant populations, white mold, resistant weed control, nematodes and numerous other topics. This goes hand-in-hand with our SMaRT meetings and the *Michigan Soybean News* where those results are shared and discussed. Whenever possible we coordinate our efforts with other states, such as our research with the North Central Soybean Research Program. We also benefit from research done across the nation since half of all soybean checkoff funds go to the United Soybean Board.

In the area of outreach, we work with the Michigan Ag Council using events, advertising, social media platforms and branding to connect with the consumers of our products in a positive way. We also have a popular soybean school kit that is provided free of charge to interested teachers and we provide promotional materials for events across the state, among other in-house promotion activities. We make a concerted effort to educate our legislators too.

The soybean checkoff also provides support to find new uses for soybeans. These may include both industrial and food uses. One of the newest ideas is soy-based insulation materials. We also work with our state processors and host trade teams to develop a preference for Michigan soybeans. I have had the opportunity to visit several of our trade partners and to explore the opportunities for soybean use in aquaculture.

I am looking forward to representing you for another three years as an MSPC director. However, the organization will only flourish if we continue to involve individuals who are passionate about agriculture and the future possibilities in soybean production. If this is of interest to you, I encourage you to contact one of the directors or our Executive Director, Gail Frahm at the MSPC office (1.877.SOY.MICH). If you choose to apply for consideration to become an MSPC director, don't be put off by the application process. While it may seem complicated at first, any one of us will be glad to walk you through it. We also have frequent opportunities for farmers to be involved in shorter commitments such as the Soybean Leadership College and DuPont Young Leader programs.

We all understand the time and effort involved in being a good farmer, but I believe that each of us also owes something to the industry that supports us. I hope you agree. We'll be looking forward to having your input in the years to come.



"The organization will only flourish if we continue to involve individuals who are passionate about agriculture and the future possibilities in soybean production. "



Testimony

By: Mark Seamon, Research Coordinator

The National Biodiesel Board has estimated that the use of soybean oil for biodiesel adds 63 cents to the value of every bushel of soybeans. If a soybean grower can support an industry that improves the value of their crop, it is a win-win situation.

Rob and Ron Steenbergh, soybean growers from Melvin, Michigan believe in supporting their industry. "We have been consistently and successfully using a biodiesel blend in our farm equipment since 2000," noted Rob. While they have not had negative experiences with the use of biodiesel, they are careful to avoid potential problems. One way they avoid problems is to use a B20 blend seasonally. They get a supply of biodiesel that will be used in the spring, summer and fall, but are sure to get another supply of diesel without biodiesel blended for use in late fall. The same diesel is used in the fuel tanks of their equipment as it is stored over the winter. They also change fuel filters on their bulk tank and in all equipment every year.

Rob and Ron both feel that they are getting improved efficiency by using biodiesel blends compared to straight petroleum diesel. While it is difficult to do exact comparisons in the variable conditions of farming, they

have noticed they are able to operate their equipment for more hours between refueling with biodiesel.

Michigan Petroleum of Port Huron has been a consistent supplier of biodiesel to the Steenberghs for the past 17 years. A little more effort goes into managing the on-farm supply by making sure to order at least five days before delivery is needed, but Rob and Ron feel that is time well spent.

Visit biodiesel.org with any questions about biodiesel and to locate a nearby supplier.

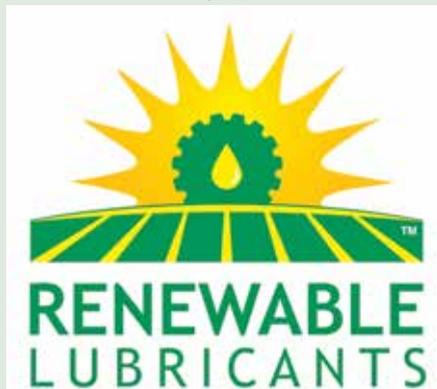


Rob and Ron Steenbergh

Featured Soy Biobased Product

The Michigan Soybean Promotion Committee will be featuring soy biobased products in each issue of the *Michigan Soybean News*. In this issue, we are featuring Renewable Lubricants, a company based in Hartville, Ohio. Renewable Lubricants was founded in 1991 and has worked extensively on research and product development to produce quality products that are better for the environment and made from renewable resources.

Renewable Lubricants is partnering with MSPC to offer a coupon code to growers, which provides free shipping on all orders. Their online store features products including bar and chain lubricant, motor oil, hydraulic fluids, fuel conditioners, cleaners and more.



Use coupon code

MichSoyGrow

at checkout for FREE SHIPPING!

Shop online at

<https://renewablelube.com/>

Legislative Outreach Farm Tour

By: Kathy Maurer, Financial and International Marketing Director

Michigan Soybean Association (MSA) Director Gary Parr of Charlotte opened his shop to educate legislators during a Legislative Outreach Farm Tour on August 22, 2017, hosted by the Michigan Soybean Promotion Committee (MSPC) and MSA.

"The legislative outreach farm tour was a great event that allowed me to present current issues affecting soybean growers to our legislators and their staff," said Gary. "Several good discussions were had and I believe at the end of the event the participants left with a much better understanding of the current issues soybean growers face. It was a great event that was my pleasure to host!"

Gary discussed the latest tool in his arsenal – precision fertilizing. The ability to place fertilizer near each individual plant is more efficient, saves money, and is better for conservation.

"Gone are the days of managing by the acre," said Dan Keenan, MSA director and secretary from Merrill. "Now we are farming by the foot and the best part is the technology can be attached to my current equipment. Improvements to precision range from seed placement at planting to yield monitoring at harvest."

"We appreciate Gary opening up his farm to policymakers today," said Representative Barrett, Michigan's 71st House District Representative and

Chair of the House Ag Committee. "As our second largest industry, agriculture is an important part of Michigan's economic impact. Michigan's soybean farmers are responsible stewards of their land and provide a necessary service to all our citizens. The emerging technologies available for farmers today are quite impressive. Farmers are able to farm by the foot instead of by the acre."

"Getting legislators out onto farms where growers can form a personal relationship with our policymakers and share their story is key to being an effective industry advocate," said Justin Clement, Government Affairs Consultant for MSA and MSPC. "Every day we see our policymakers wanting to connect further with their constituents, and it's on us to make sure we give them the opportunity."

As generations of people become more removed from the farm, it's important to educate our decision makers on what actually happens on the farm. If you would like to host an event please contact the Michigan soybean office by emailing soyinfo@michigansoybean.org or call 989.652.3294.



Ron Kendall (Rep. Barrett's Staff), Dan Keenan, Gary Parr, Tim Langholz (Rep. Barrett's Staff), Tony Mosesso (Rep. Robert's Staff), Garrett Jones (The Frederick Group)



Rep. Barrett (Michigan's 71st House District Representative), with his daughter, Eleanora

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DR. BARRY FLINCHBAUGH,
KANSAS STATE UNIVERSITY



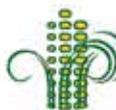
CHRIS BARRON,
AG VIEW SOLUTIONS



MARK GOLD,
TOP THIRD AG MARKETING



Michigan Soybean
Promotion Committee
The Soybean Checkoff



MARKETING PRESENTS
CMPM
MICHIGAN



RUP and CCA credits are available for attendance.



SCHEDULE

TUESDAY, JANUARY 30, 2018

7:30-9:00 p.m.

Reception for all attendees and speakers – Sponsored by WinField United

WEDNESDAY, JANUARY 31, 2018

8:00 a.m.

Registration, exhibit area open & hot breakfast – Exhibit hall breakfast sponsored by Zeeland Farm Services, Inc.

9:00 a.m.

Keynote speakers – Dr. Barry Flinchbaugh, Kansas State Univ.; Chris Barron, Ag View Solutions

11:15 a.m.

Exhibit area open and lunch – Lunch sponsored by Crop Production Services

1:30-4:20 p.m.

Breakout sessions

4:30-7:00 p.m.

Exhibit area open

4:30-5:30 p.m.

Michigan Soybean Association & Michigan Corn Growers Association Annual Meetings – Sponsored by Syngenta and DuPont Pioneer

5:00-6:00 p.m.

GreenStone Farm Credit Services Connect reception – Exhibit Hall

6:00-7:00 p.m.

Buffet dinner, Exhibit Hall – Ice Cream Social sponsored by PNC Bank

8:00 p.m.

Reception – Sponsored by BASF

THURSDAY, FEBRUARY 1, 2018

7:30 a.m.

Exhibit area open & hot breakfast – Exhibit hall breakfast sponsored by Soybean Premiums.org

8:15 a.m.

Keynote speaker – Mark Gold, Top Third Ag Marketing – Sponsored by GreenStone Farm Credit Services

9:15 – 11:05 a.m.

Breakout sessions

11:15 a.m.

Exhibit area open, buffet lunch & Master Farmer Awards – Exhibit Hall Master Farmer Awards sponsored by Michigan Farmer, Brownfield Ag News, GreenStone Farm Credit Services, Michigan Agricultural Commodities and Wilbur-Ellis

12:45 – 2:30 p.m.

Breakout sessions

ADDITIONAL TOPICS

KEYNOTES

- **Ag policy under the Trump Administration and the current Congress** – Dr. Barry Flinchbaugh, Kansas State University
- **Right sizing today's farm** – Chris Barron, Ag View Solutions
- **Keep your head up and look for opportunities in the 2018 grain markets: four steps top becoming a better marketer** – Mark Gold, President and CEO of Top Third Ag Marketing

MARKETING

- **Fitting options into your marketing plan** – Mark Gold, Top Third Ag Marketing
- **Turning bushels into cash: building a cash marketing plan for corn, soy, wheat** – Angie Setzer, Citizens LLC
- **Soybean processing: expanding capacity in Michigan** – Cliff Meeuwse, Zeeland Farm Services; Tim Boring, Michigan Agri-Business Association

PEST MANAGEMENT

- **Make a long-term plan to manage against herbicide-resistance** – Dr. Mark Loux, Ohio State University
- **New herbicide traits in soybeans: how they fit on glyphosate-resistant weeds** – Dr. Mark Loux, Ohio State University
- **Wheat fusarium headblight: using the data to gain resistance and yields** – Dr. Eric Olson, Michigan State University
- **Intertown and mycotoxins in corn: interactions, prevention and control** – Dr. Jocelyn Smith, University of Guelph
- **Bt toxins in corn: update on insect resistance** – Dr. Jocelyn Smith, University of Guelph; Dr. Chris Difonzo, Michigan State University
- **Asiatic garden beetle, an increasing pest in corn, wheat, and potatoes** – Dr. Chris Difonzo, Michigan State University

TECHNOLOGY

- **Remote sensing tools for nitrogen management in wheat and corn** – Dr. Brian Arnall, Oklahoma State University
- **Q&A: share your experiences and questions about precision technology** – Dr. Bruno Basso, Michigan State University

BUSINESS MANAGEMENT

- **Sustaining the farm after disaster: working through insurance needs** – Farmer panel: Bill Hunt; Gary Randall; Brent Robinson; moderator Mike Larges
- **Navigating through challenging times: partnering with your lender** – Wayne Sevilla and Thomas Urban, GreenStone Farm Credit Services
- **Trigger points to avoid financial ruin: perspectives from a bankruptcy lawyer** – Scott Chernich, Foster Swift Collins and Swift PC

AGRONOMY

- **Strip-tillage: successes from a farmer panel** – Zell Eisenmann, Blissfield, MI; Jim and Jake Isley, Palmyra, MI; Shane Myers, Deshler, OH
- **Nitrogen stabilizers and safeners: when to use them and how to get your money's worth** – Dr. Brian Arnall, Oklahoma State University
- **Practical farm research in corn: residue management, fungicide and foliar nutrition** – Mike Hannewald, Beck's Hybrids
- **Practical farm research in soybeans: seeding rates, seed treatments and foliar micros** – Brent Minett, Beck's Hybrids

SOIL AND WEATHER

- **Michigan weather trends and impacts on crops** – Dr. Jeff Andresen, Michigan State University
- **Reducing N & P losses: controlled drainage, saturated buffer, woodchip bioreactor, and drainage water recycling** – Dr. Ehsan Ghane, Michigan State University
- **Connecting yield and profits with soil health: tools and results from 110 on-farm sites across the corn belt** – Dr. Nick Goeser, National Corn Growers Association

FARM FAMILY

- **Family business boundaries: how good fences make good neighbors** – Barb Dartt, Family Business Consulting Group
- **How to use meetings to improve family business communication** – Barb Dartt, Family Business Consulting Group
- **Weathering the storm through tight margins: how to manage stress on the farm** – Suzanne Pish, MSU Extension Branch County
- **Grain marketing 101** – Angie Setzer, Citizens LLC

Spaces are limited, so please register early!

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