Prairie Grains Conference
December 11 & 12, 2019
Alerus Center, Grand Forks, ND

Our Conference Partners Welcome You!

Thank you to all our sponsors!

General Session:

Research Reporting:

Meal and Break:

Media:

Program:
Wednesday, December 11th

Grower & Industry Meetings
Everyone is welcome to attend these meetings.
(Please register at Registration desk)

Morning & Afternoon Sessions

7:30 a.m. - 12:00 p.m.
7th Annual On-Farm Research Summit
7:30 a.m. Registration, Breakfast and Social
8:00 a.m. Welcome
8:15 a.m. Program - Results & discussion on all MN Wheat’s On-Farm Research projects
12:00 p.m. Lunch (complimentary)
**See page 4 for full agenda for the OFRN Summit

1:00 - 3:30 p.m.
The Changing World of Plant Genetics: Gene Editing
Agricultural progress has long depended upon using selective plant breeding to produce better varieties to feed a hungry world and bring consumers the best the land can provide. Gene editing is the latest technology to offer greater advancements for consumers and farmers. This session will provide an overview of gene editing, how it is different than other technologies, and the economics behind it. Companies involved in this technology will provide their views of the marketplace and how they are approaching both farmers and consumers.

9:00 a.m. - 12:00 p.m.
Red River Flood Damage Reduction Working Group Meeting
The members of the Flood Damage Reduction Working Group are meeting at the Prairie Grains Conference to build and maintain good communications with producers as they develop projects and plans that can help reduce flooding in the Red River Basin. Leaders from NW Minnesota farm organizations will also be attending. Growers are encouraged to attend.

1:30 - 4:00 p.m.
Minnesota & North Dakota Malting Barley Program
All growers and industry interested in barley markets and production are welcome.
1:30 p.m. Welcome
Brian Lacey, MN Barley & Doyle Lentz, ND Barley
1:35 p.m. Beer Market and Demographics
Lester Jones, National Beer Wholesalers, Washington, D.C.
2:00 p.m. 2-Row Barley Variety Selections
Dr. Rich Horsley, NDSU, Austin Case, Busch Ag
2:30 p.m. Marketing Malting Barley
Mark Black, Malteurop, Great Falls, MT
2:50 p.m. Production Management of 2-Row Barley
Nikki Zahradka, Busch Ag Resources and Brian Schaetz, Rahr Malting
3:20 p.m. Pet Food Market
Randy Brag, Valley Grain Milling, Inc. and Patrick Backowski, Anchor Ingredients
3:40 p.m. Barley Production Products
Fred Lukens & Rob Jarek, Stoller USA and Christine Spasoff, Syngenta Canada

9:30 a.m. - 12:00 p.m. North Dakota Barley Council County Representatives Meeting

12:00 p.m. Lunch
Open to all attendees

1:00 - 4:00 p.m.
Minnesota Wheat Research Committee
Everyone is welcome to attend this committee meeting. The committee will be hearing presentations from researchers who have submitted research pre-proposals for funding by the Minnesota wheat check-off.
2:00 - 3:00 p.m. **MAWG Resolutions Committee Meeting**

The MAWG Resolutions Committee is made up of members who attended the November 26th committee meeting in Red Lake Falls. At this meeting the committee will address unresolved resolutions and new resolutions presented in writing by MAWG members. The final resolutions will be presented at the MAWG’s Annual Business Meeting at 4:00 p.m.

3:00 – 4:00 p.m. **Minnesota Soybean Growers County Association Meeting**

County leaders from the region will get together to discuss county and regional projects and promotional programs. This is an open meeting and everyone is encouraged to attend to learn more about your soybean organizations.

4:00 - 5:00 p.m. **North Dakota Grain Growers Annual Meeting**

4:00 - 5:30 p.m. **MN Assn of Wheat Growers & MN Barley Growers Assn Annual Business Meetings**

The associations will report on their activities, discuss and vote on resolutions and conduct the annual business of the association. This will include the election of board positions.

3:00 - 5:00 p.m. **Refreshments and Social**

This is a great opportunity to visit with fellow producers and industry professionals. Grab a snack and drink and relax.

*We moved this year’s social to the main hallway outside Ballroom 5. See you there!*

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**Pre-Conference Social, Banquet and Live Auction**

*People with a passion for our region’s Agriculture - Coming together to celebrate and build relationships*

5:15 p.m. Social – Hors d’oeuvres & Refreshments

6:00 p.m. Welcome and Dinner

6:40 p.m. Keynote Presentation **Mark Lindquist**

7:45 p.m. Awards & Special Recognition

7:55 p.m. Concluding Remarks, Hospitality and Live Auction

**Passion! 8 Steps to Reignite Yours**

As working professionals, we could all use a little jolt from time to time. This may be the only time all year when you take a moment to reflect on the things you need to do to reignite the passion that brought you into agriculture in the first place.

World-touring entertainer and actor Mark J. Lindquist offers a keynote that is as entertaining as it is enlightening as he sends you out the door on fire.

Mark J. Lindquist has appeared in ABC’s LOST, CBS’ Hawaii Five-O and the Universal Studios movie “Battleship.” He is a world-touring entertainer who has performed live for over 3 million people in 22 countries and 44 states throughout his career.

As a highly sought-after National Anthem singer, he performs for the largest crowds in America on Monday and Thursday Night Football and many NFL teams as well as the NBA, MLB and the NCAA.

He speaks for and consults Fortune 100 companies like McDonald’s, Starbucks, Walmart, Microsoft and IBM. Mark is a former Sergeant in the United States Air Force and an Afghanistan War Veteran who currently lives in Denver, Colorado.

**Hospitality hosted by:**

- Bayer CropScience
- North Dakota Grain Growers Association
- Minnesota Association of Wheat Growers
Wednesday, December 11th

7th Annual On-Farm Research Summit

Research update given by Minnesota Wheat’s research coordinators, producer research participants and industry and university experts

7:30 a.m.  Registration, Breakfast and Social
8:00 a.m.  Welcome - Melissa Geiszler and Lauren Proulx, On-Farm Research Coordinators

Wheat Production Research

- **Seeding rate:** Pushing the boundaries of traditional rates with 4 years and 33 locations comparing rates of 1, 1.5, and 2 million plants per acre on 6 varieties
- **Flag-leaf Fungicide:** 2 years and 15 locations testing a 3rd fungicide application during flag leaf emergence in addition to applications at the 4-5 leaf and flowering stages
- **N-stabilizer:** First year results of fall and spring anhydrous ammonia applied with and without a new nitrification inhibitor formulation (CENTURO™)
- **Sulfur:** 17 locations testing the addition of 100 lbs/acre AMS to increase yield and protein content
- **Elevated P and K Fertility:** First year results of increasing P and K fertility over four years in a wheat-soybean rotation

Soybean Production Research

- **Seeding Rate:** 6 locations comparing yield of soybean populations ranging from 50-180k plants per acre
- **R3 Fungicide:** Preliminary data looking at yield response to an R3 fungicide application

Precision Ag Research

- **Variable Rate N Application:** 10 locations comparing variable rate to flat rate N application
- **Within-Field Protein Variability:** Review the current findings of on-combine protein mapping

Cover Crops & Tillage

- **Vertical vs Conventional Tillage Trial:** Three years of data for one field in a wheat-soybean rotation
- **‘Green seeding’ soybean into rye:** First year observations planting rye after wheat
- **Oats to Reduce IDC:** Preliminary results from one year of data
- **NEW Cover Crop Management Panel:** Producer and Extension experiences managing cover crops both inside and outside of the Red River Valley

12:00 p.m.  Lunch (complimentary)

OFRN Research Funded By:

- MINNESOTA WHEAT RESEARCH & PROMOTION COUNCIL
- DEPARTMENT OF AGRICULTURE
- AFREC
Thursday, December 12th

Prairie Grains Conference Program

6:30 a.m.  Registration and Continental Breakfast
7:00 a.m.  Wheat & Soybean Research Reporting Sessions (see next page)
8:00 a.m.  Exhibits open
8:50 a.m.  BREAK in Exhibit Hall
9:10 a.m.  Welcome – THOM PETERSEN, Commissioner, Minnesota Department of Ag

9:15 a.m.  Wheat Industry Trends in Southeast Asia – a Growth Market Like No Other
JOE SOWERS, Regional Vice President-Philippines & South Korea, U.S. Wheat Associates

Southeast Asian wheat foods industry is a region that accounted for 26% of all U.S. wheat sales last year. Demographic shifts, rising incomes and an increasing demand for high quality products have supported robust consumption growth and opportunities for U.S. wheat farmers. Sowers will provide an outlook for wheat sales to Southeast Asia and the Hard Red Spring wheat market in general.

10:05 a.m.  A Stormy September and a Tempestuous Debate; Making Sense of Weather and Climate
JOHN WHEELER, Chief Meteorologist, WDAY

Are recent weather events a sign of what agriculture can expect in the future?

10:50 a.m.  BREAK in Exhibit Hall
11:15 a.m.  Breakout Sessions - (see next page)
12:00 p.m.  LUNCH (Sponsored by MN Wheat Research & Promotion Council)

1:15 p.m.  Ghosts of Marketing Past, Present and Future

Betsy Jensen
Farm Business Mgmt Inst
NCTC

Tommy Grisafi
Marketing Consultant
Advance Trading Inc.

Kevin Karel
General Manager
Arthur Companies

Allison Thompson
Commodity Broker
The Money Farm

Steve Wagner
Market Analyst
CHS Hedging

2:15 p.m.  BREAK in Exhibit Hall
2:30 p.m.  Repeat of Breakout Sessions (see next page)
3:00 p.m.  CLOSING RECEPTION in Exhibit Hall

General Session Sponsors:

[Logos of sponsors]
Thursday, December 12th

**Research & Reporting Sessions**

### WHEAT

6:30 a.m.  Continental Breakfast  
_Sponsored by MN Wheat Check-off_

7:00 a.m.  Introductions and Welcome

7:10 a.m.  **Mapping In-field Protein Variability in Spring Wheat** – Melissa Geiszler, On-Farm Research Network Coordinator & Agronomist, MN Wheat Research & Promotion Council  
Highlight the dynamic relationship between protein and yield as they vary within the field.

7:30 a.m.  **Wheat Stem Sawfly Update** – Dr. Jochum Wiersma, Small Grains Specialist, U of M Extension  
The geography of Wheat Stem Sawfly was well beyond the boundaries observed in 2018. It is unclear whether WSS has gained a foothold as an long-term economic pest in wheat in the Red River Valley, but for those affected by WSS questions about management are plenty. I’ll share our 2019 findings and discuss control options.

7:50 a.m.  **Incorporating a Rye Cover Crop Into a Wheat-Soybean Rotation** – Marcus Mack, Graduate Student, NDSU  
Rye can be a good fit as a cover crop after wheat when growing soybeans the following year. Results from one year of experimentation will focus on the best time to terminate rye in order to exploit the benefits of the cover while maximizing soybean yield.

8:10 a.m.  **Nitrogen Losses from Spring Wheat Fields Across the Red River Valley** – Dr. Amit Chatterjee, Associate Professor, Soil Science, NDSU  
N losses, denitrification, volatilization, and leaching, were measured during the growing season for eight wheat fields. Variation in yield, protein, and nitrogen losses in response to different soil types, and management practices were determined to understand the critical factors for sustainable spring wheat production in Minnesota.

8:30 a.m.  **Influence of Phosphorus and Potassium Rates in a Multi-Year Spring Wheat-Soybean Crop Rotation** – Dr. Dave Graffstrom, Research Agronomist, U of MN - Magnusson Research Farm, Roseau, MN

8:50 a.m.  **Concluding Remarks**

### SOYBEANS

6:30 a.m.  Continental Breakfast  
_Sponsored by MN Soybean Check-off_

7:00 a.m.  Introductions and Welcome

7:10 a.m.  **Influence of Phosphorus and Potassium Rates in a Multi-Year Spring Wheat-Soybean Crop Rotation** – Dr. Dave Graffstrom, Research Agronomist, U of MN - Magnusson Research Farm, Roseau, MN  
Learn the impact of P & K management within a wheat-soybean rotation

7:30 a.m.  **Managing Soybean Cyst Nematode with Cover Crops** – Dr. Marisol Berti, Professor, Forages, Cover Crops and Biomass Crops Production, Department of Plant Sciences, NDSU  
Hear the latest update on alternative SCN control methods.

7:50 a.m.  **The Minnesota Challenge: Interactions Between SCN and IDC** – Dr. Seth Naeve, Extension Soybean Agronomist and Associate Professor of Agronomy and Plant Genetics, U of M  
Seth will discuss the interactions between IDC and SCN.

8:10 a.m.  **Soybean Pest Management Update** – David Kee, Ph.D., Director of Research, Minnesota Soybean Checkoff supported pest management research studies.

8:30 a.m.  **NW MN Soybean IPM Survey** – Dr. Angie Peltier, Extension Educator - Crops, U of M  
Join Angie as she shares the results of a 2019 soybean IPM survey and on-farm weed management trials in Northwest Minnesota. She will discuss what these results might mean going into 2020.

8:50 a.m.  **Concluding Remarks**

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**Sponsors of the Wheat & Soybean Research Reporting Sessions:**

- **MINNESOTA WHEAT RESEARCH & PROMOTION COUNCIL**
- **MINNESOTA SOYBEAN UNIVERSITY**
- **SYNGENTA**
- **WESTBRED**
- **BAYER AGROSCIENCE**
- **AMITY JV LLC**
- **AGRISEEDS OF NORTH AMERICA**
- **MERIDIAN SEEDS LLC**
- **MN-ND CORN Growers**
- **MN-ND SOYBEAN Growers**
- **NCTC FARM BUSINESS MANAGEMENT**
- **PIONEER SEEDS ASSN.**
- **PROSEED**
- **RML TRADING**
- **SYNGENTA**
- **THUNDER SEED**
- **UMN EXTENSION**
- **WESTBRED-BAYER**
- **WEST CENTRAL AG SERVICES**

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**Thank you Booster Sponsors & Exhibitors!**

**BOOSTER SPONSORS:** AURI, Duluth Seaway Port Authority, Ellingson Water Management, Indigo Ag, Minnesota Crop Improvement Assn, RRV Sugarbeet Growers, West Central Ag Services

**EXHIBITORS:** A & S Ag Sales, Acme Electric, Advanced Biological Marketing, Advanced Drainage Systems, AFREC, Agassiz Seed & Supply, AGCO-Amity JV LLC, AgCountry Farm Credit Services, AURI, BASF, Bayer CropScience, Bremer Bank Grand Forks, Busch Ag Resources, Cargill Grain & Oilseeds of North America, Central Life Sciences, CHS Ag Services, CHS Northland Grain, CHS Sunflower-Grandin, Corteva Agriscience, Dakota Rev, Ellingson Water Management, First Community Credit Union, Hefty Seed Company, Indigo Ag, Intelligent Ag, Limagrain Cereal Seeds, Mayo Manufacturing, MDA - MN Ag Water Quality Certification Program, Meridian Seeds LLC, Minneapolis Grain Exchange, Minnesota Crop Improvement Assn, Minnesota Farm Bureau, Minnesota Farm Bureau Financial Services, Minnesota-North Dakota Corn Growers, Minnesota Soybean, MN Ag Water Resource Center, NCTC Farm Business Management, Pioneer Seeds, Plant Power Agriculture, PM Ag Sources, Prairie Ag Products, Proseed, Red River Farm Network, Red River Retention Authority, Red River Watershed Management Board, Richland IFC Inc., Rivard’s Turf & Forage, RML Trading, Scoular, Spray Advantage, Stine Seed, Stones Mobile Radio, Syngenta, Thunder Seed, UMN Extension, WestBred-Bayer, West Central Ag Services
Thursday, December 12th

Breakout Sessions - Sessions repeat: 11:15 a.m. & 2:30 p.m.

Each will last 50 – 60 minutes and will be presented in the morning and afternoon

Exploring Agriculture in the Most Biodiverse Country in the World: Ecuador – 2017 Red River Valley Ag Peer Group international trip participants
The group will share their experience with producers from Ecuador.

Agriculture and Personal Income Tax Law Updates for 2019 – Greg Dvergsten and Ron Dvergsten, Farm Business Management Instructors, NCTC
Greg and Ron will discuss the implications and revisions made in 2019 to agriculture, business and personal tax law made by the Tax Cuts and Jobs Act. It will help you with your year-end tax planning decisions. Don’t miss this update.

Primary and Alternative Crop Budgets and Market Plan Strategies for 2020 – Betsy Jensen and Jessica Hanson, Farm Business Management Instructors, NCTC
It’s not too early to start planning crop mix and marketing for the 2020 season. Betsy and Jessica will discuss likely breakeven costs for our region’s major and alternative crops and some potential 2020 Market Plan strategies.

Falling Numbers Test Overview & Demonstration – Rhonda Lyne, Physical Scientist, USDA-AMS Federal Grain Inspection Service; Rachel Carlson, Food Scientist and Brian Sorenson, Program Manager, Northern Crops Institute
Questioning how falling numbers are calculated when your wheat is sold? Ms. Lyne will give an overview of the test and the test procedure, followed by a demonstration of the test performed by Rachel Carlson and Brian Sorenson of the Northern Crops Institute, Fargo, ND

Soybean and Corn Brand Selection and Variety Crossover Lists – Dr. Garth Kruger, Director, Evaluation Group, LLC
Kruger has combined soybean and corn yield trial data from university and independent research organizations in MN and ND to select the best early maturing varieties. Over 4,000 individual soybean data points have been matched with IDC data; and duplicate brands of both crops have been identified using seed tag variety numbers.

Resistant Pest Management – Dr. Seth Naeve, Extension Soybean Agronomist and Associate Professor of Agronomy and Plant Genetics, University of Minnesota
Pests are becoming virulent to our pesticide, genetic and cultural tools. Come listen to Seth discuss the latest developments on resistant pest management.

2020 Spring Wheat Variety Selection and New Variety Update – Dr. Jim Anderson, Spring Wheat Breeder, U of M
Jim will share the multiple year and location yield data on public and private spring wheat varieties. It’s important information to help you pick the best varieties for your farm in 2020.

Herbicides and Cover Crops; Problems and Possibilities – Lee Briese, CPCC-1 and CCA, CENTROL Crop Consulting
Learn how to use resources such as extension weed guides, herbicide labels and plant classification to estimate the potential for herbicide injury. I will also share information from a trial conducted this summer.

Marketing Your Sunflowers - Morning Session: Guy Christensen, Northern Sun ADM; Scott Stinar, D & D; Tim Petry, SunOpta and Mike Bolz, Scoular
Upon Session: Representatives from John Zietz, Cargill; Nick Boll, Red River Commodities and Neil Biever, CHS Sunflower
It’s important to think about marketing options for each crop. When it comes to sunflower, there are many options to consider. Hear from the processors that utilize the sunflowers you grow. Join them as they provide information to help you decide what best suits your operation.

Trade is Complicated: The Devil will be in the Details – Neal Fisher, Administrator, North Dakota Wheat Commission; Joe Sowers, Regional VP, U.S. Wheat Associates and Kevin Paap, President, MN Farm Bureau
Trade is vital but its complexity and volatility make predictions difficult. This panel is immersed in the day-to-day nuances of trade, the players, and how markets have reacted and may react as American Agriculture strives for equal and fair access to international trade.

What’s New in Production Management of Prairie Grains – Fred Lukens & Rob Jarek, Stoller USA; Jason Snell, Syngenta; Christine Spasoff, Syngenta Canada and Garrett Groves, Diacon
Learn from company representatives on present and future crop protectants for all crops.

Breakout Session Sponsors

Sunflower Program Supporters: Cargill, CHS Sunflower-Grandin, D & D Commodities, Northern Sun ADM, Pioneer, Red River Commodities, Scoular and SunOpta
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We hope you enjoy this way to connect to the conference!

**Hotel Accommodations - Room block information:**

- Canad Inn
  - 701-772-8404
  - $101.00/night
  - Block #505777 (based on availability only)

- Sleep Inn and Suites
  - 701-757-2900
  - $86.40/night
  - ask for Prairie Grains Conference (based on availability only)

- Expressway Suites
  - 701-757-8404
  - $74.95/night
  - ask for Prairie Grains Conference (based on availability only)

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