



## December 2018 Newsletter

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### MGFA Convention Hotel Now Accepting Reservations

**The Bloomington Double Tree by Hilton Hotel, site of the 112<sup>th</sup> annual convention and industry trade show being hosted by the Minnesota Grain and Feed Association, is now accepting lodging reservations. You can use this simple link to make your reservation(s):**

[https://doubletree.hilton.com/en/dt/groups/personalized/M/MSPBSDT-MGF-20190301/index.jhtml?WT.mc\\_id=POG](https://doubletree.hilton.com/en/dt/groups/personalized/M/MSPBSDT-MGF-20190301/index.jhtml?WT.mc_id=POG). You may also make reservations over the phone by calling 952-835-7800, using the **group code MGF**. The negotiated room rate for the convention is \$110/night. We would encourage members to consider a Monday, March 4 arrival and Wednesday, March 6 departure, to take full advantage of the wide variety of presentations, networking opportunities, exhibitors in the trade show, firms hosting hospitality suites (both nights), as well as the pre-convention tour, ladies luncheon, silent auction and other events taking place at the “Grain Convention”. Your added participation would certainly be appreciated and guaranteed to provide a great return on investment!

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## “Preliminary” 2019 MGFA Convention Agenda

The 112<sup>th</sup> Annual Convention and Industry Trade Show hosted by the Minnesota Grain and Feed Association, is scheduled for Monday-Wednesday, March 4-6, 2019 at the Double Tree by Hilton Hotel, Bloomington. Please mark your calendar and be sure to share this information with your staff, board and wife. This is THE premier networking and educational event designed specifically for the grain and feed industry.

Monday, March 4

Noon Board of Directors luncheon meeting

Afternoon Pre-Convention Tour – St. Paul Gangster Tour (plus another stop being considered) – full details pending

Evening Hospitality suites open-Victor Lundeen, Webster Scale, Carlson SV and Fafinski/Mark & Johnson (so far)

Tuesday, March 5

8-9:00 a.m. Continental Breakfast (Grand Ballroom pre-function area)

8:45 a.m. 112<sup>th</sup> Annual Meeting of the Minnesota Grain and Feed Association

9:00 a.m. General Session – Keynote, David Horsager, CEO, Trust Edge Leadership Institute - *Trust is a fundamental, bottom line issue. Without it, leaders lose teams, salespeople lose sales, and organizations lose reputation, retention of good people, relationships and revenue. But with trust, individuals and organizations enjoy greater creativity, productivity, freedom and results. Through David's industry leading research The Trust Outlook™ and firsthand experience working with the world's highest performing organizations, David reveals how top leaders and organizations drive business results to become the most trusted in their industry. David, spoke at our 2013 convention in St. Cloud to a packed room and received rave reviews from members in attendance at his session.*

Concurrent workshops:

10:00 a.m. 1) Co-op Director session, "Current Focus on Governance and Finance Issues!" – Dr. Michael Boland, U of M Applied Economics

2) "Creating & Nurturing a Collaborative Team"– Michelle Blomberg, CEO, Agvantage

11:00 a.m. General Session – Emerging Grain Trade Technology, James Weed, Director, Cargill Ag Analytics (invited)

11:00 a.m. Ladies Luncheon and presentation by Kat Perkins - *Kat Perkins grew up in Scranton, North Dakota surrounded by a family of musicians and quickly knew at a young age that performing is what she wanted to make her life career. Kat followed her undeniable drive and passion for performing and moved to Minneapolis, to pursue music on a more professional scale. She quickly gained the attention of the local Twin Cities music scene. After a hiatus from performing due to vocal surgery, Kat made a musical comeback in 2014 by auditioning and appearing on season 6 of NBC's The Voice. Kat turned 3 chairs during her blind audition, charted in the top 5 on iTunes several times with her stand-out performances on the show, and sailed to the finals with help from her coach, Adam Levine. Being on The Voice brought new platforms of success and opportunities Kat's way. She's since gone on an average of two military tours per year to perform for the troops overseas, sold out venues across America with a variety of themed performances and tours, and began going into schools to speak to students about following their dreams, living a Fearless life, and making a positive impact on the world. The praise Kat received from these presentations even led her to begin a nonprofit foundation, The Rising Star Foundation, providing scholarships and opportunity for aspiring musicians while also giving back to the local community.*

11:30 a.m. General Session (presentation pending)

Noon Trade Show grand opening including lunch (Grand Ballroom)

12:00-5:30 Trade show open, with over 60 exhibitors currently set to participate and more expected – Happy Hour, 4:30-5:30 in the exhibit hall

Silent Auction (Tuesday afternoon only), in support of MGFA college scholarship program

Evening Hospitality suites open poolside – Victor Lundeen, Webster Scale, Carlson SV and Fafinski, Mark & Johnson

5:30-8:00 A Reception for retiring MGFA Executive Director, Bob Zelenka

Wednesday, March 6

7:30-9:30 Trade show open/close - Continental breakfast in exhibit hall for all attendees and exhibitors – (Grand Ballroom)

9:30 a.m. Final Session – “Price Risk Strategies/Market Outlook”, Ryan Moe and Jared Morgan, INTL FCStone

10:15 a.m. Closing Keynote - Mark Rosen - *Mark Rosen is WCCO-TV's sports director, anchor and reporter. Mark joined WCCO-TV as a high school junior at St. Louis Park and was hired full time while attending the University of Minnesota. As time went on, he was promoted to weekend sports anchor than anchor of the 5 p.m., 6 p.m., 10 p.m. weekday sportscasts. In 1981, he started hosting his Sunday night show with Vikings wide receiver, Ahmad Rashad. The Rashad-Rosen report soon became Rosen's Sports Sunday, and aired on WCCO until 2016. Mark said the highlight of his career was covering the Miracle on Ice hockey team in the 1980 Olympics in Lake Placid. He has been named Best TV Sportscaster for City Pages a number of times and was inducted into their Hall of Fame. He also won numerous regional Emmy awards. In late March 2012, his book, "Best Seat in the House" was released, covering everything from his early years at WCCO to his favorite interviews. Mark said he is a regular co-host on KFAN radio, appearing on the Power Trip morning show Tuesday through Thursday and with the Common Man at 2:00 p.m. Monday through Thursday.*

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## NGFA Issues Statement on Farm Bill

In response to the Senate and House farm bill negotiators unveiling a compromise 2018 Farm Bill this week, the National Grain and Feed Association (NGFA) President and CEO Randy Gordon released the following statement: **NOTE: Since this release was issued on Monday, the Senate took up and passed the Farm Bill on a 87-13 vote yesterday, with both Minnesota Senators voting in favor of the bill. In fact, Senator Smith called the MGFA office shortly after the vote to inform us about the vote and to thank us for our input on the bill. The House is expected to take up the vote this afternoon with passage expected.**

“The 2018 farm bill language unveiled by congressional negotiators this week (and since passed by the full Senate) includes several Conservation Reserve Program (CRP) reforms that the NGFA supported throughout the process, including reducing rental rates to provide a market-based disincentive to enrolling productive cropland. Too much productive farmland currently is enrolled in CRP, and reducing rental rates should help refocus the program on truly highly erodible and environmentally sensitive land. This policy change also benefits young and beginning farmers and ranchers who for too long have been forced to compete directly against the federal government to access farmland, a troubling policy when the average age of the American farmer is 58.

“While NGFA would have preferred that Congress limit the CRP acreage cap to the program’s current 24 million acres – as too many whole farms and acres of prime farmland are idled while environmentally sensitive acres are left unprotected through the program’s general sign-up process – the Association appreciates the conferees’ adoption of a reasonable CRP limit of 27 million acres with 2 million acres of those expressly reserved for grasslands, especially in light of pressure early on from some groups to expand the CRP cap by a whopping 66 percent to 40 million acres. In implementing CRP, we also will be encouraging USDA to view this as a cap, not a minimum requirement for CRP enrollment.

“The NGFA also praises the conferees’ decision **not to include** the Senate farm bill’s provisions on permanent Conservation Reserve Easements, which we believe would have intensified what already is a rapid decline of available U.S. cropland attributable to urban encroachment, CRP and other factors. Conservation easements potentially would have removed hundreds of thousands of acres permanently from crop production each year. “On balance, NGFA believes the conservation provisions in the compromise farm bill will help keep good quality land in production that can be farmed sustainably using prudent and sustainable conservation practices.

“The farm bill also includes an important provision for grain handlers regarding domestic official grain inspections by providing dozens of grain elevators whose non-use of service/open season exception agreements were revoked by USDA in 2017. Under the farm bill language, these elevators will have the option to restore the previous arrangement with their non-incumbent domestic official inspection provider by notifying USDA of the change. NGFA appreciates the leadership of Reps. Rodney Davis, R-Ill., and Cheri Bustos, D-Ill., to address and clarify Congress’s intent in the U.S. Grain Standards Act Reauthorization.

“The NGFA thanks Senate Agriculture Committee Chairman Pat Roberts, R-Kan.; Ranking Member Debbie Stabenow, D-Mich.; House Agriculture Committee Chairman Mike Conaway, R-Texas; and Ranking Member Collin Peterson, D-Minn.; and their staffs for their hard work and dedication to completing a farm bill. The certainty that a farm bill will provide to our industry’s farmer-customers, including preserving a strong federal crop insurance program, is extremely important, and the NGFA looks forward to working with lawmakers to support the bill’s passage in Congress.”

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## **MGFA Continues to Meet With MDA To Discuss Indemnity Fund/Risk Mitigation For Minnesota Producers**

Recent fallout from the highly unusual Ashby Farmers’ Cooperative Elevator failure, coupled with recent memories of an elevator failure in Porter MN, has prompted the Minnesota Department of Agriculture to create a Grain Advisory Group, for the purpose of seriously considering measures to provide better protection for producers, specifically for those selling grain by contract, which is not covered by a grain warehouse or grain buyer bond. So far, the emphasis has been on pursuing the implementation of a grain indemnity fund and the possibility of increasing grain bond requirements for grain buyers and storage facilities. This MDA “Grain Advisory Group”, has brought together our association, other agricultural organizations and a few key legislators, to discuss the pro’s and con’s of a fund and other risk mitigation options, such as, the availability of private insurance to cover contracts, strengthening financial requirements for grain buyers, strengthening MDA oversight and/or an extensive education effort. The Group has met twice, with **the next meeting planned for Monday, December 17. The meeting will take place at the MN Dept. of Agriculture starting at 1:00 p.m. A phone-in option to the meeting is again being offered – DIAL 888-742-5095 – PIN 629,778, 4793.** If you have thoughts on this issue you would like to share with us, please contact us by e-mail ([info@mgfa.org](mailto:info@mgfa.org)) or phone 651-454-8212 by Monday morning at the latest.

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## **Grain Elevator Manager Opening**

Newfolden Co-op Elevator Ass’n is an independent, farmer owned cooperative in search of a Grain Elevator Manager. This is an exciting opportunity with growth potential for the future with a financially strong co-op that has a loyal customer base. The successful candidate must be self- motivated, have good management skills, be hard working, and be able to make decisions and work independently. Great communication skills are a must, as well as knowledge and experience in the grain industry.

### **Job Duties:**

Managing a multi-million bushel elevator operation to include up to nine different commodities. Duties include but are not limited to: Handling day to day operations of the elevator, buying and selling grain, supervise and manage employees, work with patrons in a professional manner, ensure a quality product through regular monitoring of grain condition, establish and implement a program of elevator housekeeping, safety and equipment maintenance to avoid breakdowns and limit safety hazards. The above duties are to describe the general nature and level of work being performed, but are not a complete list of responsibilities, duties, and skills required.

**Basic Qualifications:** (required)

3-5 plus years of experience in elevator operations

Grain handling experience

Ability to work extended hours in season

Basic Computer Skills

**Preferred Qualifications:** (desired)

Bachelor's degree in an Agriculture related program or

Management Experience

**Benefits:**

Full benefit package and compensation package, including health, dental, 401K, disability insurance, paid time off, holiday pay.

Anticipated start date would be February 1, 2019

Please send cover letter and resume to

Newfolden Coop Elevator Ass'n

ATTN: Board of Directors

P.O box 157

Newfolden, MN 56738

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## **Northern Crops Institute Offering FSMA/PCQI Training in January**

The Food Safety Modernization Act (FSMA) Final Rule for Preventive Controls for Animal Foods requires that certain facilities have a written food safety plan and a hazard analysis that were prepared by a Preventive Controls Qualified Individual, or PCQI. For those still needing to meet the requirements for a PCQI, the Northern Crops Institute, in conjunction with the **Minnesota Grain & Feed Association**, North Dakota Grain Dealers Association and South Dakota Grain & Feed Association, will be holding a three-day Preventive Controls for Animal Food Course from **January 22 – 24, 2019** at NCI in Fargo.

The course is intended to ensure safe manufacturing/processing, packing and holding of food products for animal consumption in the United States. The regulation requires that certain activities must be completed by a "preventive controls qualified individual" who has "successfully completed training in the development and application of risk-based preventive controls, or is otherwise qualified through job experience to develop and apply a food safety system." This course developed by the FSPCA is the "standardized curriculum" recognized by FDA; successfully completing this course is one way to meet the requirements for a "preventive controls qualified individual."

The curriculum for the course is designed for industry professionals with responsibility for developing and implementing a company's food safety plans. It is suitable for those working in any area of the facility (quality, sanitation, operations, logistics, maintenance, etc.), where food safety plans will be used or where knowledge of the rule will be helpful (sales, marketing, upper management).

To register for the course, please visit [northern-crops.com/courses2](http://northern-crops.com/courses2)

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## **Don't Forget to Register Your Facility With FDA!**

If you are the owner, operator, or agent in charge of either a domestic or foreign facility that manufactures, processes, packs, or holds food for human or animal consumption in the United States, you are required to register with the FDA. Food facilities that are required to register with the U.S. Food and Drug Administration must renew (or apply for) their registration this year between October 1 and December 31. A fact sheet which provides information about this biennial food facility registration renewal period can be found here, <https://www.fda.gov/downloads/Food/GuidanceRegulation/FoodFacilityRegistration/UCM624772.pdf>. In addition, the FDA has made available some new guidance documents. The link offers an updated Question and Answer document (seventh edition): <https://www.fda.gov/Food/NewsEvents/ConstituentUpdates/ucm616779.htm>



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## **MDA Announces State-specific Restrictions on Use of Dicamba Herbicide for 2019**

The Minnesota Department of Agriculture (MDA) today announced a state-specific restriction for the use of the herbicide dicamba in Minnesota for the 2019 growing season. Dicamba is primarily used for controlling post-emergence broadleaf weeds.

The 2019 Minnesota restriction is in addition to those established by the US Environmental Protection Agency (EPA). The affected formulations are XtendiMax by Monsanto; Engenia by BASF; and FeXapan by DuPont.

The decision follows the MDA's ongoing investigations and informal surveys into reports of crop damage from alleged dicamba off-target movement over the past two growing seasons. In 2017, the MDA received 253 reports of alleged dicamba drift; 55 of those were formal complaints requesting investigations. Those reports impacted an estimated 265,000 acres. After state restrictions were put in place for the 2018 growing season, the number of complaints dropped dramatically this year to 53 reports, of which 29 were formal complaints. Just over 1,800 acres were impacted in 2018.

"We now have two years' worth of data to show what measures can and should be taken to limit the potential drift of dicamba to non-target crops," said Agriculture Commissioner Dave Frederickson. "It is evident that measures put in place last year worked well and we must continue to use this product in a prudent manner."

Based on the review of survey results and peer reviewed literature, and input from the Minnesota Soybean Growers Association Drift Task Force, the University of Minnesota Extension weed scientists, and the pesticide manufacturers, Commissioner Frederickson has added one additional protocol for dicamba use for the 2019 growing season:

Cutoff date: Do not apply after June 20, 2019. Setting an application cutoff date of June 20 is again expected to help reduce the potential for damage to neighboring crops and vegetation. The majority of Minnesota soybeans are still in the vegetative growth stage by June 20 and research has shown that plants in the vegetative stage are less affected than those in the reproductive stage.

There will be no temperature application restriction in 2019.

In Minnesota, the XtendiMax, Engenia, and FeXapan formulations of dicamba are "Restricted Use Pesticides" for retail sale to and for use only by Certified Applicators.

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## **INTL FCStone (IFCS) Announces Upcoming Educational Events Open to Members**

INTL FCStone will again be offering its popular Grain Merchandising Risk Academy at two separate times and locations, for educating association members on price risk management and merchandising.

In 2019, they are changing the format of the **Grain Merchandiser Risk Academy for NEW MERCHANDISERS** to a 2-day pure education event. The target audience remains the same: new merchandisers, who are fresh out of the university, existing elevator/coop employees who are transitioning into a risk management role or senior management, who are new to the markets. The same program will be offered in two different locations on different dates.

1. **Winter Grain Merchandiser Risk Academy (West Des Moines: February 26-27)**  
<https://www5.intlfcstone.com/WinterGrainMerch>
2. **Summer Grain Merchandiser Risk Academy (Chicago: July 24-25)**  
<https://www5.intlfcstone.com/SummerGrainMerch2019>

These programs will save you considerable resources in the amount of time and money it would take to give your NEW MERCHANDISERS a solid fundamental understanding of Commodity Markets, Risk Management and the unique world of Grain Merchandising.

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