



January 2019 Newsletter

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Applications Being Accepted for the 2019 MGFA Scholarship Program

Do you or an employee have a college-aged child who could use some financial support in their pursuit of a degree in agriculture? If so, your college student may be eligible to receive a scholarship through the MGFA's Commitment to Agriculture Scholarship Program. The MGFA is offering \$1,000 scholarships & is currently accepting applications for the 2019/20 school year for college students at either a 2-year or a 4-year college who have a minimum 2.75 GPA. Applicants must be the child of a current MGFA member elevator or feed mill employee who is in good standing with the Association. The student must be pursuing a degree in agriculture (preference will be given to those with a focus on agribusiness). The scholarship application is available on our website at www.mgfa.org > About Us > MGFA Scholarship Program or you can contact the MGFA office for more information. **The application deadline is April 19, 2019.**

Make Plans to Attend the 112th Annual MGFA Convention and Industry Trade Show

The 112th Annual Industry Convention and 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. *The Convention Agenda and Convention Registration form is attached [here](#). Pre-convention tour information is also attached [here](#).* This is THE premier association networking event, bringing together several hundred grain elevator and feed mill managers, owners, co-op elevator farmer directors and spouses for two days of exceptional educational programming and social networking.

This years' agenda offers some excellent speakers covering some very pertinent topics – leadership development, a focus on co-op director duties and responsibilities in light of the Ashby Farmers Elevator continuing saga, emerging grain trade technology, nurturing your collaborative team and much more. The industry trade show has nearly 70 firms exhibiting their industry specific products and services, offering you a great opportunity to see what's new as well as what you didn't know you needed! The convention is also offering some excellent networking with your industry friends and colleagues, in the sessions, during the pre-convention tour (*see attached tour flyer*), in the trade show, for wives during the spouse luncheon and at the evening hospitality suites both Monday and Tuesday evening. Last but not least, you are invited to join us as we honor the career of MGFA Executive Director Bob Zelenka, who will be retiring following an illustrious 38 year career of service to this industry. Please make plans today to attend and be sure to share convention information with your other employees, board members and spouses. We hope to see you there!

MGFA Convention Hotel Now Accepting Reservations

The Bloomington Double Tree by Hilton Hotel, site of the MGFA 112th annual convention and industry trade show, 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.

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.

Convention Silent Auction Items up For Bid!

The upcoming MGFA convention will again include a Silent Auction on Tuesday, March 5, featuring some very fine gifts and with the proceeds going to support the MGFA Commitment to Agriculture College Scholarship Program. So far, we have: an overnight, 4 water passes, unlimited golf and unlimited food and non-alcoholic beverages at Thumper Pond; a weekend night lodging and breakfast for two at the Hyatt Regency Minneapolis; a "take me out to the ball game" gift basket including 4 Twins tickets from Dorsey Whitney (\$360 value); A Duluth gift package; free nights at the Bloomington Double Tree by Hilton, the Hilton Hotel downtown and Mille Lacs Casino Hotel; Minnesota Wild game tickets from AgVantage Software; and more items on the way.

Convention Trade Show Exhibitors Registered and Interested in Seeing YOU!

The 112th annual convention trade show will take place on Tuesday afternoon, March 5 and the early morning of Wednesday, March 6. [Click here](#) to review the list of 70 exhibitors currently registered to participate in the industry trade show. The MGFA trade show is one of the largest in the upper Midwest and offers a great

variety of products and services specifically designed for the grain elevator and feed mill industry. We want to encourage members and non-members alike, to take advantage of this one-stop shopping opportunity to visit with these vendors, see what's new and see what you didn't think you needed. It will be well worth the trip!

MGFA Pre-Convention Tour to Feature The Notorious St. Paul Gangsters

Baby Face Nelson...Machine Gun Kelly...Kid Caan...Ma Barker...those are the names Americans-especially Minnesotans, St. Paulites in particular--were familiar with during prohibition. Alvin "Creepy" Karpis once said, "if you were looking for a guy you had not seen in a few months, you usually thought of two places: Prison or St. Paul." Join in as a gangster guide takes you back to those days of the embodiment of the "untouchables" that busted kegs and hustled thugs off to the hoosegow during the days of prohibition. This was an era when things were not always what they seemed...St. Paul was more than a quiet, picturesque river town! You will drive by the place where one local gangster blew up a rival, see where Dillinger had a shoot-out with St. Paul police and pass the former most-exclusive speakeasy in the area! [Click here for details.](#)

Two Grain Elevator Manager Openings

>>The 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

>>>POSITION: **CEO - General Manager**

LOCATION: West Central Minnesota

Glacial Plains Cooperative

Main Office: Murdock, MN.

Murdock is located 18 miles from Willmar (population 20,000) and 12 miles from Benson (population 3,400). For additional information on the Cooperative go to www.glacialplains.com. For community and area information go to: www.bensonareachamber.com or www.lincolnmarketing.us/portfolio-item/swift-county-mn/. For area attractions go to www.prairiewaters.com.

COMPANY HIGH LIGHTS:

The board of Directors of this very financially sound \$150 million Cooperative headquartered in Murdock, MN is seeking a replacement for their retiring CEO-GM. Products and Services include: Grain, Agronomy, Feed, Seed, Petroleum, Propane, TBA & auto shop and Convenience Store, The Cooperative operates facilities & services in eight communities including Murdock, Benson, DeGraff, Kerkhoven, Milan, Clontarf, Sunburg and Appleton. The company's Grain handle is 20,195,000 bushels with a 110 car unit train loader in Murdock, a 25 car loader in Milan, plus truck facilities in three locations. They operate 3 Agronomy service centers: a 24,000 ton plant (3-4 years old) on the BNSF in Murdock, plus two 5,000 ton plants – Clontarf & Benson. One feed manufacturing plant in DeGraff, Propane, Petroleum, C-store & Auto Shop in Benson; they use CHS-RFD for bulk fuel delivery.

The cooperative is governed by a nine person board of directors. Eighty five full time employees, plus 10-20 part-time employees provide excellent service to the member patrons. A full line of employee benefits including a defined benefit retirement plan, a 401K plan and profit sharing is offered to employees.

REQUIREMENTS:

Preferred candidates will have a minimum of 10 years management level experience in Grain operations and Ag Business. Must have a background in grain merchandising, storage and shipment. Prefer experience with Agronomy operations; experience in other products handled helpful. Must possess excellent communication and leadership skills with a thorough understanding of finance, operational controls and planning.

APPLICATION DEADLINE: March 1, 2019. To apply: Send resume plus 3 references to:

Lee Uldbjerg: uldbjergconsulting@gmail.com 320-894-5351 and,

Larry Wojchik: lewojchik@gmail.com 715-781-2906

2018-19 Construction Information for Mn/DOT District 7

The MGFA staff met with MN/DOT representatives recently, to discuss grain and feed industry needs and priorities in MN/DOT District 7. At the meeting, some information was shared that describes the upcoming construction plans for District 7 and which members located in that area of the State may find useful ([click here for the link](#)). District 7 is responsible for more than 1,300 miles of highways in southern Minnesota. Counties include Blue Earth, Brown, Cottonwood, Faribault, Jackson, Le Sueur, Martin, Nicollet, Nobles, Sibley, Rock, Waseca and Watonwan.

China Approves 5 GM Crops as Trade Talks With U.S. Ends

China has approved five new genetically modified (GM) crops for import, the timing of which is believed to have been orchestrated to coincide with trade talks with the U.S. This is the first time since July 2017 that China has approved GM crops for import. The newly approved crops are:

- DowDuPont Inc.'s DP4114 Qrome corn
- DowDuPont's DAS-44406-6 soybean, known as Enlist E3
- SYHT0H2 soybean, developed by Bayer CropScience and Syngenta but now held by BASF
- BASF's RF3 canola
- Monsanto's glyphosate-tolerant MON 88302 canola

The approvals come just in time for North American farmers to decide what crops to plant in their fields for the 2019-20 growing season. According to a Reuters report, five other GM products seeking approvals were denied, including two GM alfalfa products developed by Monsanto and two DowDuPont soybean traits.

China does not allow GM crops to be planted on its land, but the country imports them. China's imports of U.S. soybeans have declined dramatically since trade tensions between the two countries began last year. But, since a truce was announced in December, China has resumed buying U.S. soybeans, with its first significant purchase of U.S. soybeans in more than six months reported in mid-December.

Trade talks between representatives from the U.S. and China wrapped up last Wednesday, with China promising to buy "a substantial amount" of U.S. agricultural, energy and manufactured goods and services, according to the U.S. Trade Representative's office, which did not include further details. The talks were reportedly extended one day, with signs of progress on several topics, including U.S. farm commodities.

European Corn Borer Certification Program

The MGFA is working with our other affected state association colleagues and the NGFA, in questioning the need to continue with a certification program designed to ensure that corn shipments moving to the west coast, through 9 states that currently have a quarantine on European corn borer, are being screened for the corn borer. This program has been in existence for over 30 years and precedes the advent of corn varieties and corn harvesting practices that have all but eliminated corn borer in corn exports. However, the grain elevator industry is still strapped with, what appears to be, an outdated, inefficient and unnecessary process, with financial hardship implications. Talks are continuing.

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