

CORN TALK

December / January 2015 A Publication for North Dakota Corn Growers Association Members

NORTH DAKOTA
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GROWERS**
ASSOCIATION



RISK MANAGEMENT TRAINING

The North Dakota Corn Growers Association and the USDA Risk Management Agency are sponsoring four one-day risk management training sessions.

You will learn about:

- The strengths and weaknesses you have in marketing your grain.
- The new Supplemental Coverage Option (SCO) in the 2014 Farm Bill.
- Quality adjustments and how they impact your crop insurance guarantees.

One-day training events are in various locations across the state and will take place from 8:30 a.m. to 4:45 p.m.:

- Tuesday, February 3, 2015 - Carrington, N.D. — NDSU Research Center
- Wednesday, February 4, 2015 - Minot, N.D. — Holiday Inn
- Thursday, February 5, 2015 - Bismarck, N.D. — Kelly Inn
- Friday, February 6, 2015 - Fargo, ND — Hilton Garden Inn

To register please email your full name, phone number and date you wish to attend to ndcorn@ndcorn.org.



CornVention 2015



Harvesting Technologies

02-18-15

CALENDAR OF EVENTS

DECEMBER 2-3, 2014

NDAA Northern Ag Expo
FargoDome
Fargo, N.D.

DECEMBER 3, 2014

Research Summit
Kelly Inn & Suites
Fargo, N.D.

DECEMBER 4, 2014

Board Meeting
Kelly Inn & Suites
Fargo, N.D.

DECEMBER 8-9, 2014

Post Harvest Handling &
Transportation Conference
Ramada Plaza Suites
Fargo, N.D.

DECEMBER 16-17, 2014

Conservation Tillage
Conference
Hilton Garden Inn
Fargo, N.D.

FEBRUARY 3-6, 2015

Risk Management Training
Various Locations in N.D.

EXECUTIVE DIRECTOR'S COMMENTS

RMA GRANT - RISK MANAGEMENT TRAINING - TOM LILJA



There are a number of different approaches to grain marketing and one thing I can attest to is that everybody is different. The two best farmer marketers that I worked with, during my trading days, had remarkably different approaches to marketing their grain. Farmer A would sell a contract each time the market went up thirty cents. He paid the margin calls and lifted his contracts the

moment he sold his grain. Farmer A stated that through his experiences it was the one hedging system that worked the best for his operation. Farmer B was a cold blooded killer who viewed marketing as a boxing match. He wasn't afraid to take cuts and bruises (futures or options) as long as he survived the 12 rounds or 12 months of the marketing year.

Even though Farmer A and Farmer B had different approaches to grain marketing, they did have two things in common, both farmers had a marketing plan and were willing to adjust their plans throughout the course of the year.

The drop in grain markets in the past two years demands one thing: You have to get your head in the right frame of mind to go 12 rounds. To help get you in the right frame of mind, the North Dakota Corn Growers Association (NDCGA) is sponsoring Risk Management Training February 3- 6, 2015, at four locations across North Dakota. The schedule

is listed on the cover of this issue of Corn Talk and can also be found at www.ndcorn.org/RiskManagement.

One major goal of Risk Management Training is to assist growers by helping them understand their personality types and how they attribute to strengths, weaknesses and tendencies in marketing grain. The NDCGA has partnered with the USDA Risk Management Agency (RMA), NDSU Department of Agribusiness and Applied Economics and Farm Credit Services to bring growers a quality program.

Upon the completion of the Risk Management Training, growers will have an additional opportunity to participate in Advanced Market Training seminars at the NDSU Commodity Trading Room (CTR). Two seminars are scheduled for March 19-20 and March 23-24, 2015.

NDCGA has been a proud sponsor of the CTR since its inception during the fall of 2012. NDCGA views the CTR as a tool to help growers and students develop a better understanding of the markets. We hope you will be able to join us for Risk Management Training in February and March 2015.

2014 ANNUAL REPORT

The 2014 Annual Report is now available electronically at www.ndcorn.org/2014AnnualReport. The Annual Report has comments from both NDCGA Board President Kim Swenson and NDCUC Chairman Paul Belzer. Other information includes 2015/2016 Approved Research Funding, 2014 Major Accomplishments and 2014 Educational Outreach.

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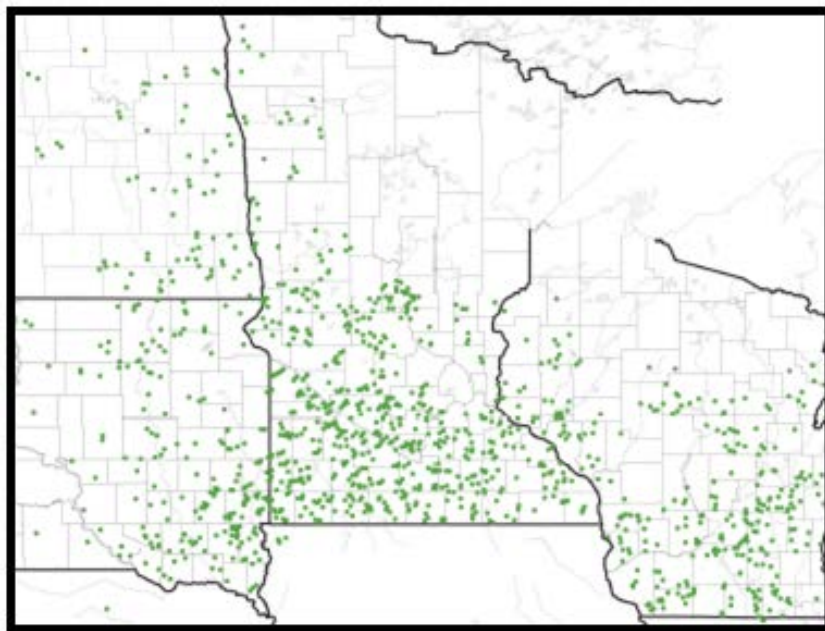
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SKUNES PROVIDES TESTIMONY ON TRANSPORTATION ISSUES



On Thursday, September 4, 2014, NDCGA Board Member, Kevin Skunes, testified at the U. S. Department of Transportation's Surface Transportation Board (STB) in Fargo, N.D. on the railroad crisis facing agricultural producers. Below is a summary of his comments to the STB:

"The North Dakota Corn Growers Association is a 1,300 member organization whose mission is "Growing a healthy, profitable business climate for northern corn." As a part of this mission, we engage in public policy participation, such as important events like here today. We understand both the frustrations and the opportunities in the transportation of our product, and we wish to offer examples of how this is affecting us."

"My livelihood (along with thousands of others like me) depends upon safe, reliable, cost-effective delivery of products to the markets demanding them. This is not a new situation – but, sadly, it is one that currently has become a crisis. The lack of rail cars and the inability to rectify this emergency by the shippers is harming our country and the world."

"In 2013, North Dakota growers produced 396 million bushels of corn. That is a huge number. Today, another huge number looms over us: 10 percent. That percentage is approximately how much our product is behind the historical average in movements. To look at this in another way, it equates to somewhere in the area of 10,000 rail cars off of where we normally are – and that's just for corn. While we understand that not all corn is shipped by rail, and that market conditions and other variables can also play a factor, the clear reason for this disturbance in the usual trend is due to the inability of shippers to get rail cars."

"This means for every bushel of corn that could be feeding or fueling our nation, a huge amount of it is just stuck

someplace. It's in an elevator, shoved in a bin on the farm – or even worse – rotting on the ground. Countless hours of labor have gone into producing this modern wonder of both nutrition and energy...and yet it sits wasting away."

"It isn't just those of us who are Ag producers that are feeling the pinch. In a recent New York Times article, food companies said they are also showing the effects of the delayed shipments due to the rail problems. General Mills, based in our neighboring state of Minnesota, told investors earlier this year that they'd lost 62 days of production during the quarter that ended in February 2014 because of logistics problems, including rail-car congestion. Cargill, another Minnesota-based food giant, reported a drop in net earnings that it attributed in part to 'higher costs related to rail-car shortages.'"

"Today, real income is being lost by real families. This is alarming when you consider that our national economy is still recovering from its rough times. The 2014 corn crop will soon be harvested, but much of the 2013 crop is still sitting in storage. There is a looming threat that this year's crop may go to waste unless this railroad issue is fixed soon. While those of us who produce crops worry about the quality of our products deteriorating over time, we realize that the railroads don't have this problem. They get paid the same amount to haul our crops whether they are top quality, or just barely useable."

"Because time equals financial loss for us as producers, I ask that you take action now. Please use your authority on behalf of the many women and men whose economic stability will be determined by whether or not the fruits of our labor can be converted to usable products. We can do so much better, and with your assistance we will continue to move ahead."

"Let me suggest this: it would be a positive step, I believe, if the STB would also ask the shippers to provide similar figures for oil tanker cars. By disclosing weekly the train sets, the number of rail cars and locomotives dedicated to oil, and which direction the petroleum is being transported, you will have a base-line to compare whether each product (agriculture and petroleum) is being treated equally, as the railroads say they are. From there, you could use your best judgment on any actions needed to eliminate the need for future meetings like this one."

GENOTYPING CENTER UPDATE

Dr. Richard Vierling, director of research at the National Corn Growers Association (NCGA) and Pete Snyder, interim executive director of the newly formed National Agricultural Genotyping Center (NAGC) visited Fargo, N.D. to discuss the lab's build-out.

Numerous meetings were held at North Dakota State University and also at the regional U.S. Department of Agriculture's Red River Vally Agricultural Research Center. This is a fantastic project for North Dakota and we are very happy that the Genotyping Center will be located here!



Interim Executive Director of the NAGC Pete Snyder, Director of Research at NCGA Dr. Richard Vierling, Administrative Officer of the RRVARC John Johnson and Director of Cereal Grains Research of the RRVARC Dr. Mike Edwards discuss the NAGC lab's build-out.



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North Dakota Farm Credit Services
NuTech Seed
Red River Farm Network



2014 NDSU PLANT PATHOLOGY CORN DISEASE SURVEY



Andrew Friskop
NDSU Assistant Professor
Cereal Extension Pathologist
Department of Plant Pathology



Elizabeth Crane
NDSU Graduate Student

This past growing season the NDSU Cereal Extension Plant Pathology research program conducted a corn disease survey to help document the prevalence of diseases across North Dakota. The corn disease survey was divided into two efforts; a root rot survey and a foliar disease survey. The root rot survey was completed over a two-week span during the early vegetative growth stages (4-leaf to 6-leaf) of corn development. The foliar disease survey was completed over a three-week span during growth stages R1 (silking) to R3 (milk stage). Results from the survey will help guide future research efforts on corn diseases in North Dakota.

Root Rot Survey

There are several soil borne pathogens that cause root rots in corn and often more than one pathogen is represented in a field at a given time. Root rots can be sporadic or localized and predisposing plant stresses (water-logged, compaction and nutrient deficiencies) are often associated with problematic areas. Although seed treatments can help manage root rots, remember that the efficacy of seed treatments is only apparent for the first couple weeks after planting and will not offer season long protection.

No formal survey has ever been conducted on root rots of corn in North Dakota. Therefore, a survey was conducted to help provide information on the primary causes of root rots in the state. During the first part of the growing season, corn plants were randomly selected from 40 fields in six counties in North Dakota. Plant samples were taken back to Fargo and pathogen isolation techniques were performed on the corn roots. Preliminary results indicate the most common fungal genus isolated was *Fusarium*, and was identified in 83 percent of the fields. Other fungal genera isolated from corn roots were *Pythium* and *Rhizoctonia*. Although initial

diagnoses have determined the genus of the fungi, species classification is essential as not all species of a given fungus are pathogenic on corn. The results will be helpful in future survey efforts and seed treatment trials.

Foliar Disease Survey

Similarly, there are several economically important foliar diseases of corn in the United States. With the recent identification of Goss's leaf blight and wilt in the state, a foliar disease survey was needed to identify any other potentially problematic foliar diseases on corn. During August and September of this past growing season, 62 fields were surveyed from 14 counties in North Dakota and the prevalence of foliar diseases were visually documented in each field. Four foliar diseases of corn were identified. These included common corn rust (Figure 1), Goss's leaf blight (Figure 2), northern corn leaf blight, and holcus leaf spot. Common corn rust was the most common disease detected and was observed in 82 percent of the fields. Goss's leaf blight was observed in 39 percent of the fields scouted and northern corn leaf blight was found in 34 percent of the scouted fields. Leaves exhibiting symptoms of Goss's leaf blight were collected and will be used in upcoming research (Elizabeth Crane's Ph.D.). Although common corn rust was detected in most of the fields, this disease rarely needs to be managed as most hybrids have an acceptable level of resistance and leaf severity levels tend to be low. The widespread occurrence of Goss's leaf blight and northern corn leaf blight will need to be monitored to help aid future disease management decisions.



Figure 1



Figure 2

*The authors would like to thank the NDCUC and the North Dakota Agricultural Experiment Station for funding.

CONSERVATION TILLAGE CONFERENCE

December 16-17 • 2014 • Fargo, ND

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ND CORN SCHOLARSHIPS

The ND Corn Growers Association will offer ten (10) \$1,000 scholarships to senior high school graduates and college students of ND Corn Growers members. Winners will be recognized at the noon luncheon at CornVention (Wednesday, February 18, 2015). There will be one winner from each of the seven grower districts as well as three overall winners from all scholarship applications.

- School transcript
- Activity participation
- Being a child of a ND Corn Grower member.

Applications are available on our website at:

www.ndcorn.org

FARM BILL DECISION TOOL

NDSU has an Excel spreadsheet available which will provide the user the optimal decisions regarding base reallocation, updating yields and program selection (ARC-county versus PLC) to maximize payments under the Farm Bill given the projected 2014-2018 county yields and MYA prices. The ARC-individual farm option will be analyzed with a different program.

Of course, no one will be able to accurately project future yields and prices for five years. Users can enter different price and yield scenarios to help determine the safety net that may be best for them.

The spreadsheet is simple. The user only needs to identify the county, enter existing base acres and 2009-2012 planted (and prevented planting) acres, enter existing CCP payment yields and 2008-2012 yields per planted acre, and enter projected county yields and MYA prices.

The spreadsheet and demo video, is available at the following website:

www.ag.ndsu.edu/farmmanagement/farm-bill



CORRECTION

We would like to correct a misprint in our October/November Corn Talk issue in regards to the Encirca Zero in on N Efficiency article. The S.T.A.R. program is not through Dupont/Pioneer as stated in the last paragraph. The S.T.A.R. program is through Monsanto.

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2014 PHOTO CONTEST

We are excited to announce that we will have another Photo Contest in 2014! The submitted entries in prior years have been outstanding and we are looking forward to seeing the photos that are submitted this year!

Contest Rules:

- Photographs must be taken in North Dakota.
- Photographs must depict the corn industry.
- Photographs must not be from a professional.
- Photographs must be emailed to betsy@ndcorn.org by **Friday, January 9, 2015**. Please include your full name and phone numbers, so we may contact you in the event that your entry is a winner.

Contest Prizes:

- 1st Place will receive \$100
- 2nd Place will receive \$50
- 3rd Place will receive \$25



Photo by Kristen Ekren:
Kristen received third place in the 2013 Photo Contest.



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REVISED CORN HYBRID TESTING PROGRAM FOR EASTERN ND COMPLETES ITS FIRST SEASON

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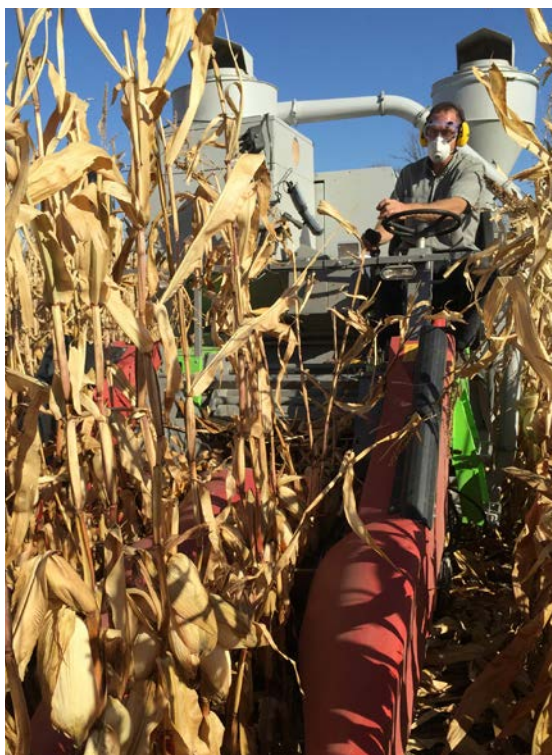
More than a year ago, the North Dakota Corn Utilization Council (NDCUC) initiated a process to revise the corn hybrid testing program being conducted in eastern North Dakota. The intent of this revision was to merge the hybrid testing being conducted by the Extension Service in collaboration with the County Crop Improvement Associations and that which was being conducted by the

NDSU corn breeding program from Fargo. The expressed outcome was to improve the quality data being produced while providing an opportunity for the involvement of County Extension Staff and Crop Improvement organizations to hold field days and promote good hybrid selection practices. It would also make it easier for seed companies to have their material more widely tested as there would be fewer unique tests for them to have to enter. The structure of the testing program was determined based on inputs from a team from the NDCUC after visiting other successful programs in the U.S. In these discussions it became obvious that additional resources would be needed to launch this new endeavor. Accordingly, funds were provided by the NDCUC to purchase a state-of-the-art corn planter to ensure that the planting process would more closely mimic that used by farmers. Funds were also given to support a research specialist that could be dedicated to this program. A new tractor and trailer for moving the heavier equipment around the state were procured with funds available from the NDSU team.

The first full season of the revised

hybrid testing program began with a request for entries. Three testing zones were established to represent the three major corn growing regions. Within each of these zones, both early and late maturing hybrids were requested to allow for a robust test. Based on this call 22 companies provided entries, with 62 in the northern zone, 84 in the central zone and 72 in the southern zone. Even though it was not an easy year to plant corn as early is ideal, we were able to plant all locations by May 27. We also joined hands with the Extension Service in Minnesota and planted two sites in the northern zone and two sites in the central zone. There were a lot of bugs to work out, especially with the new equipment. We even had a tire fall almost entirely off our tractor, held on by one lone lug nut, but generally plant stands were good at all sites. The excess moisture this spring took a toll on a few sites in June and we have decided to delete those from the combined analysis because of excessive variability not related to the treatments.

Harvest went forward without too many problems, though the cooler than average weather this summer delayed maturity and the start of the harvest. A new website was set up to accommodate the data as it became available. In most cases, the processed field data were available on the web within two days of harvest. A final printed report will be made available after all of the corn hybrid trials from the Research Extension Centers have been made available. For more information about the procedures used and for this year's data, check out the website at <http://www.ag.ndsu.edu/cornhybridtesting>. Data are also available in excel format for those wishing to do their own sorts and comparison. We are in winter discussions about how to improve the program for 2015, with topics as broad and diverse as collaborators, locations/zones, field design/streamline with the cooperator, herbicide resistance allowed for entry, machinery improvements/purchases, and many more.





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240 TOTAL SOYBEAN • 80 TOTAL CORN

25 TOTAL SUNFLOWER • 20 TOTAL CANOLA (2 VARIETIES)

GREEN LEVEL

20 qt. YETI COOLER

2 VARIETIES OF THE SAME CROP (Must be a new customer)

200 TOTAL SOYBEAN • 60 TOTAL CORN

20 TOTAL SUNFLOWER • 16 TOTAL CANOLA

CORNVENTION 2015 - HARVESTING TECHNOLOGIES



We are excited to bring our members CornVent 2015 - Harvesting Technologies - on Wednesday, February 18! The morning panel discussion will focus on the National Agricultural Genotyping Center and the afternoon panel will discuss technology at work and how growers can grow, learn and earn more!

New for CornVent 2015, is the ND Corn PAC Auction and Social that will be held the evening before CornVent. Please join us for Hors d'oeuvres and Cash Bar in Harvest Hall at the Holiday Inn. This event is a fundraiser for the ND Corn PAC. Donated items will be auctioned off by Pifer Auctioneering. If you would like to donate items to this event, please contact Blair Thoreson at 701-364-2250 or by email at blair@ndcorn.org.

Please note: Growers who plan to attend the North Dakota Soybean Expo (Tuesday, February 17, 2015) and CornVent (Wednesday, February 18, 2015) have the opportunity to take advantage of a block of rooms that have been reserved at the Holiday Inn for \$102 per night. Please call 701-282-2700 or toll-free at 1-877-282-2700 and ask for the North Dakota Soybean Expo/CornVent block. **The deadline for the block price is January 15, 2015.**

We look forward to seeing you at CornVent 2015!

Tuesday, February 17, 2015

6 - 8:30 p.m.

ND Corn PAC Auction and Social

Wednesday, February 18, 2015

7 - 8 a.m.

Enjoy Breakfast and Visit Vendors

8 - 8:15 a.m.

Welcome - Kim Swenson, NDCGA President

8:15 - 9:15 a.m.

Market Update - Eugene Graner, Heartland Investor Services

9:15 - 10:15 a.m.

Visit Vendors

10:15 - 11:45 a.m.

Panel Discussion: The National Agricultural Genotyping Center — Cutting-Edge Agricultural Technology in North Dakota

Panelists: Dr. Richard Vierling, National Corn Growers Association Director of Research and New Uses

Dr. Murray Wolinsky, Bioscience Division - Los Alamos National Laboratory

Panel Member 3 - TBD

11:45 - 1:15 p.m.

Lunch

Announcement of NDCGA Scholarship recipients
Annual Corn Growers Meeting

1:15 - 2:15 p.m.

Visit Vendors

2:15-3:15 p.m.

Forecasting the 2015 Growing Season - Leon Osborne, Meteorologist

3:15 - 4:45 p.m.

Panel Discussion: Technology at Work: Grow, Learn and Earn More!

Panelists: TBD

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INNOVATION CHALLENGE

Innovation Challenge is conducted by the NDSU Research & Technology Park and the NDSU Provost Office to enhance student innovation. There are three tracks in the competition; services, products and corn. Innovation Challenge has been sponsored by the NDCUC for four years.

This year's Innovation Challenge kicked off with Pitch Night. There were 140 students working on and delivering 38 one minute pitches on their innovative ideas. One group pitched a modified rotary hammer mill mounted on the rear of a combine to pulverize weed seed rather than plant it back in the field. Another group, Corn Color, pitched that they will be developing a new source of natural colorants and preservatives for butter. The event helped students work through an innovation process and distill it into a 60 second pitch. This exercise was intended to help the students gain the confidence to form teams and enter the Innovation Challenge.

The initial results were 62 teams registering for the competition with 10 teams focused directly on corn and corn product innovations. The

program continues with "boot camps" and coaching to help the teams move through the program.

The first stage of the program started with a "boot camp" led by Dr. Jeffry Stamp. Dr. Stamp has over 35 years of experience bringing out the creative best in aspiring business professionals. Dr. Stamp was also the innovator that brought "Baked Lays" to the market. As he related in his presentation, moving a Frito Lays company that is totally devoted to "frying" things to a baked product was quite a challenge. Dr. Stamp helped each team focus, refine and work with their innovation idea to develop a statement of that project that defines the value of the innovation rather than describing what they are working on. The teams were given a chance to present their statements with Dr. Stamp, thereby aiding them in clearly defining their mission. Unvarnished feedback was provided to the students, and they all appeared to appreciate the guidance provided for their projects.

The next stage of the competition will be "visual presentations/progress reports". The boot camp for this stage will feature Flint Communications helping the students to develop the best way to "visually" depict their innovations. Students may use posters, power points, or proto types to deliver their message. The panel of judges for the corn track are Neil Doty, Daniel Hieserich and David Hahn who will score and provide feedback to the teams on their presentations.

Advancing to the final stage of the competition will entail an oral presentation by the teams. A boot camp led by the Dale Carnegie program will help the students refine their presentation. The teams will be judged on Wednesday February 25, 2015, with prizes awarded to first, second and third place and a People's Choice award.

As of the November 16 proposal submittal deadline, six teams have participated with corn related projects as a direct result of the generous corn grower's sponsorship of the Innovation Challenge '15.



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UPDATE ON WOTUS

North Dakota's Congressional delegation has been pushing back on the EPA's proposed Waters of the United States (WOTUS) rule. On November 10, US Senator John Hoeven and Congressman Kevin Cramer addressed the Bismarck-Mandan Chamber of Commerce on this proposed rule and its implications to business and agriculture.

At the heart of the matter is a Supreme Court plurality decision in *Rapinos vs. U.S.* from 2006. The justices did not agree on a final outcome, but did use the term "continuous surface connection" or "significant nexus." An interpretive rule was released by the EPA relating to this vague language. The interpretive rule is also vague and potentially opens up ditches being defined as tributaries. In 2009, 3.5 million miles of waterways met the definition of current rules under the Clean Water Act. This language change has the potential for over 12 million miles of waterways to be regulated. Senator Hoeven has asked that the interpretive rule be rescinded.

In October of 2014, The Small Business Administration (SBA) wrote a nine page letter to the EPA stating that the proposed rule was certified in error and that the EPA used incorrect baseline

for its Regulatory Flexibility Act certification. The letter went on to further state that the rule would have significant economic impact on small businesses. Congressman Cramer feels that the ag and business communities have momentum on this issue as the SBA letter is significant.



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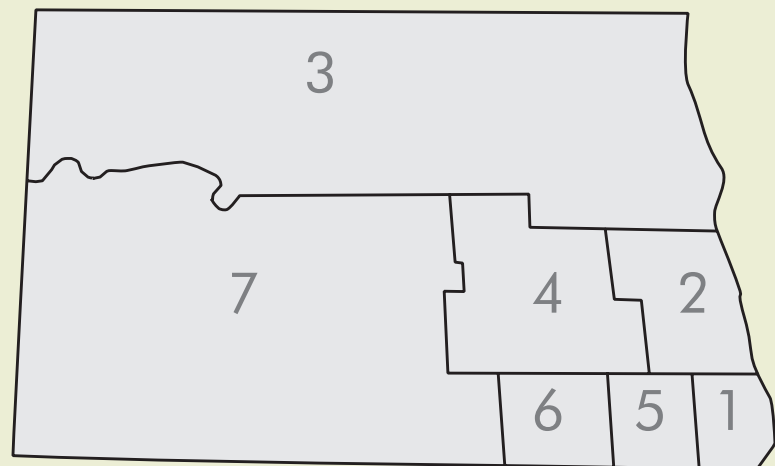
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District 5 – Dan Qual: Lisbon
District 6 – Scott German: Oakes (Secretary/ Treasurer)
District 7 – Paul R. Anderson: Coleharbor (Vice Chairman)





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