

MICHIGAN CORN

# BETWEEN THE ROWS

The Joint Magazine of the Corn Marketing Program of Michigan and the Michigan Corn Growers Association

WINTER 2018



**Southeast Asian Feed Grain Importers Visit  
Michigan To Forge Relationships with U.S. Suppliers**

# BETWEEN THE ROWS

## Table of Contents

**Page 2** – Table of Contents, Survey  
**Page 3** – New Staff Announcement  
**Page 4** – Export Exchange  
**Page 5** – Trade Aid Update  
**Page 6** – Trade in the Farm Bill  
**Page 7** – Between the Rows Recap  
**Page 8** – MCGA Scholarship and Annual Meeting  
**Page 9** – Great Lakes Crop Summit Registration

**Page 13** – MAEAP Verification Makes Sense  
**Page 14** – MCGA Harvest Ride Along  
**Page 15** – A Word from our Corporate Sponsor  
**Page 16** – MSU Extension Meetings  
**Page 17** – MCGA 2018 Highlights  
**Page 18** – CMPM 2018 Highlights  
**Page 19** – Sponsor Thank You

## Tell CMPM What you Think and Win a Carhart Jacket!

The Corn Marketing Program of Michigan wants to know what's important to you and how we can serve you better. You will be receiving a survey by mail this January. Please take a few moments to give us your feedback and return the survey. If you do, you'll be entered into a drawing for a Carhart jacket!

- ✓ Surveys will be arriving in your mailbox in the middle of January
- ✓ Surveys must be returned by January 31st to be eligible to win
- ✓ Winners will be notified by February 15, 2019

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# Michigan Corn Welcomes New Staff

The Michigan Corn office welcomed two new staff members in recent months!

Erica Ledesma joined the team as administrative assistant. Erica grew up in Southwest Michigan. She has more than a decade of experience managing proposals in the landscaping and snow removal industry. Erica spends her summer at local farmer's markets, selling her small batch homemade body and home products. She lives in Delta Township with her husband, son and daughter. She enjoys organizing and volunteering at a STEM based Makerspace at her daughter's elementary school in Grand Ledge.

Adrianne Laurila also joined the team as an intern. Adrianne is a senior advertising management and public relations student at Michigan State University. She is originally from Iron Mountain in Michigan's Upper Peninsula. While she did not grow up on a farm, Adrianne has fond memories of visiting her grandparents in Huron County and exploring the corn fields behind their home.

Through this internship, she hopes to learn about the industry as a whole and create valuable connections to help her grow in her future career. After graduation, she plans to pursue a career in public relations.

## Board Members and Staff



### Corn Marketing Program of Michigan Board Members

**Blaine Baker** – District 3  
**Brett Brink** – District 4  
**Dr. Doug Buhler** – Mich. State University  
**John Burk** – District 8

**Robert Geers** – MABA  
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**Matt Holysz** – District 1 (Vice President)  
**Steve Lonier** – District 5

**Jason McConnachie** – MCGA President  
**Craig McManus** – District 5 (Secretary)  
**Scott Miller** – District 6 (Treasurer)  
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**Paul Wagner** – District 9 (President)  
**Ned Wyse** – District 2



### Michigan Corn Growers Association Board Members

**Carlton Blough** – District 2  
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**Dan Cable** – District 8 (Vice President)  
**Matt Cary** – District 2  
**Earl Collier** – District 6  
**Gabe Corey** – Industry Representative  
**Kevin Diffin** – Saginaw Co. President

**John Ferkowicz** – At-Large  
**Janna Fritz** – District 3 (Secretary/Treasurer)  
**Matthew Frostic** – District 3  
**Philip Gordon** – District 8  
**Mike Hard** – District 7  
**Tony Igl** – District 4  
**Dr. James Kells** – Mich. State University

**Mark Kies** – Hillsdale Co. President  
**Cade Klein** – District 6  
**Brian Kreps** – Monroe Co. President  
**Jason McConnachie** – Sanilac Co. President (President)  
**Josh Miller** – Clinton Co. President

**Ron Parks** – District 5  
**Jeff Sandborn** – NCGA Corn Board  
**Waylon Smolinski** – District 1  
**Eric Voisinnet** – District 4  
**Paul Wagner** – CMPM President  
**Tom Ziel** – Huron Co. President

### Michigan Corn Office Staff

**Tera Havard** – Executive Assistant  
**Angel Jenio** – Communications Director

**Erica Ledesma** – Administrative Assistant  
**Natalie Rector** – Research Coordinator

**Theresa Sisung** – Advocacy and Outreach Director

**Penni Sweeney** – Membership & Events Director  
**Jim Zook** – Executive Director



## Southeast Asian Feed Grain Importers Visit Michigan To Forge Relationships with U.S. Suppliers

**S**outheast Asian feed grain industry importers – from Thailand, Myanmar and Indonesia – were in Minneapolis for Export Exchange before heading to Michigan to meet with suppliers and exporters of U.S. corn, its co-products and sorghum last week. The Michigan portion of the visit was hosted in conjunction with the Corn Marketing Program of Michigan (CMPM).

Export Exchange is a biennial educational and trade forum for U.S. feed grains that hosts approximately 200 international buyers and end-users organized into 21 USGC trade teams. Southeast Asia is one of the fastest-growing markets for U.S. feed grains.

“Forging relationships with foreign buyers through events like Export Exchange is one of the best ways we can help grow future demand for Michigan corn and corn products,” said Jim Zook, executive director of CMPM. “Maintaining a strong export market for corn, ethanol and DDGS is deeply important to Michigan’s corn growers. That’s why CMPM invests farmer checkoff dollars in the U.S. Grains Council to fund global efforts to grow markets for our products.”

The team first attended Export Exchange, sponsored by USGC, the Renewable Fuels Association and Growth Energy, allowing

these buyers to meet with U.S. sellers of corn, sorghum, barley, distiller’s dried grains with solubles (DDGS), corn gluten meal and corn gluten feed.

“At a time when the U.S. is looking to create new trade agreements, highlighting the importance of international trade can be no better illustrated than by Export Exchange and the trade team visits before and after the event,” said Tom Sleight, president and CEO of the USGC.

“It is essential for us to strengthen the bonds between suppliers and partner countries, and the connections made at this critical event will not only help propel our industry this year, but for years to come.”

In addition to networking opportunities, attendees at Export Exchange were briefed on the global supply and demand situation, transportation issues and challenges, the global grains outlook, new advances in DDGS and poultry, food safety regulations, and agribusiness, the current U.S. policy environment, and more.

Export Exchange also highlights the importance of strong trade policy and market development to U.S. agriculture. The Council, in partnership with CMPM, works in more than 50 countries and the European Union to

market U.S. grains and their related products and build long-term demand from loyal customers.

After Export Exchange, the team traveled to several sites in Michigan to learn more about the U.S. marketing system for feed grains and co-products. They visited with farmers Jeff Sandborn (Portland) and Brian Kreps (LaSalle) for crop tours of the 2018 corn harvest. They visited various grain users and processors including CarbonGreen Bioenergy (Lake Odessa), Poll Farms (Hamilton), CHS Feed Mill (Holland) and VandeBunte Eggs (Martin). The team also visited Brink Farms Trucking (Hamilton) and MW Transload Facility (Detroit) to give them a better idea of how grain moves through the logistics channels for export.

Over the course of their activities in Michigan, these individuals had opportunities to directly do business and make connections to facilitate future sales.

The Council’s efforts with this team is part of a larger effort to sell coarse grains to Southeast Asian buyers. Four additional teams from the region – totaling more than 65 attendees – also participated in Export Exchange and attend pre- and post-tours in other Midwestern states during October.



# Michigan Corn Growers Association: Fighting for you on Trade

It's no secret that Michigan's corn growers are facing some tough economic times. The added stress of ongoing trade uncertainty and retaliatory tariffs has many worried about what will happen as farmers are facing their bankers, seeking loans to put in next year's crop. The Michigan Corn Growers Association (MCGA) has been at the forefront of negotiations with the administration over how to mitigate the negative effects of these trade issues going forward. Though we face an uphill battle, we have managed to secure several market-driven policy changes of behalf of Michigan's corn farmers. Many of these negotiations occur behind the scenes, and we want to take an opportunity to give our members a look behind the curtain.

This summer, the administration publicly acknowledged the harm tariffs and trade uncertainty were causing to agriculture and announced that they were developing a plan to aid farmers. Through the National Corn Growers Association, we commissioned an economic analysis that found trade disputes to have lowered corn prices by 44 cents per bushel for crop produced in 2018. This amounts to \$6.3 billion in lost value on the estimated 81.8 million acres projected to be harvested in 2018. We provided this analysis to the U.S. Department of Agriculture and other relevant members of the administration as they deliberated on the contents of the trade aid package.

**We worked with NCGA to share information and advocate our position with senior officials from:**

- USDA - Farm Service Agency
- USDA - Foreign Agricultural Service
- USDA - Office of the Under Secretary for Trade and Foreign Agricultural Affairs (TFAA)
- USDA - Office of the Under Secretary for Farm Production and Conservation (FPAC)
- USDA - Office of the Deputy Secretary



- USDA - Office of the Secretary
- USDA - Office of the Chief Economist
- USDA - Office of Budget and Policy Analysis.
- White House Office of Management and Budget
- Minority and majority of the House and Senate Agriculture Committees
- Select members of the Agriculture Committees

Farmers are never ones to ask for a handout, and while we would prefer the reinstatement of trade over an aid package, we acknowledged that a temporary aid could be helpful as growers have difficult conversations with their bankers during the coming planting season. In addition to this temporary aid, we pushed hard for no-cost, market-based solutions including: rescinding tariffs, securing trade agreements and allowing year-round sales of higher level blends of ethanol. However, when the aid package was announced, corn growers were deeply disappointed by the 1 cent per bushel that was to be made available. While we knew it would be impossible for the aid package to make farmers whole, the announced aid

provided virtually no relief. The one bright spot for was the announcement of an additional \$200 million to be used for developing foreign markets for U.S. crops.

In the wake of this decision, we leveraged our disappointment to push even harder for market-driven solutions. We were able to push the administration to quickly wrap up the U.S. Mexico Canada Agreement, which will replace NAFTA and bolster access to critical markets for U.S. corn, ethanol and DDGs. We were also able to secure a commitment from the president to allow year-round sales of E-15 by granting a Reid Vapor Pressure waiver to blends of ethanol E-15 and higher. We will continue to push to make sure that these agreements go into effect, as well as pushing the administration to complete new trade agreements that will expand exports of U.S. corn.

Farmers overwhelmingly supported President Trump in 2016 when he pledged to "Make our Farmers Great Again." Now it's time to put those words into action. MCGA will continue to be on the frontlines to fight for Michigan's corn growers as the administration considers a second round of payments and other trade solutions to restore market stability.

# Why the Farm Bill Matters for Program Funding for Corn Marketing Overseas

Important work happening overseas to promote sales of Michigan corn and corn-related products - like ethanol, DDGS, and meat - is a joint effort of organizations like the Corn Marketing Program of Michigan (CMPM), the U.S. Grains Council (USGC), the U.S. Meat Export Federation (USMEF) and the U.S. Department of Agriculture's Foreign Agricultural Service (FAS).

Each year, CMPM allocates checkoff dollars to USGC and USMEF that, combined with dollars from other checkoff organizations, allows them to qualify for competitive grant funds through the Foreign Market Development (FMD) program and the Market Access Program (MAP).

Both of those programs are in the farm legislation's trade title, making them among the safety net, conservation and crop insurance programs that were affected by the expiration of the 2014 Farm Bill.

This cycle, the end of the old farm bill without a new one in place was a unique and serious challenge to the FMD program, which is the market development program that pays for the critical human infrastructure needed to effectively promote your grain in new and loyal overseas markets.

For instance, USGC uses FMD dollars to pay office rents and expenses and staff salaries in its 13 full-time overseas locations.

Because FMD is a small program - just \$34.5 million a year, compared to the farm bill as a whole - it has been hit this year by implementation of a 1980s-era law cutting its baseline when its authorization in the farm bill expired.

Unfortunately, Capitol Hill and USDA lawyers agree that an extension of the farm bill will not solve this problem - only a new farm bill or some other fix will get FMD running again.

Meanwhile, USGC, USMEF and others are turning to their savings accounts to keep

promotion and trade policy work at full steam. USGC estimates it can keep all programs running for up to six months without cutting programs - critical time for Hill leaders to finalize a new bill.

Meanwhile, the cooperator organizations that help move your crops overseas are seeking funds from the newly-established Agricultural Trade Promotion Program (ATP), included as part of USDA's trade aid package. These funds will only be allocated to short-term projects, not long-term or fixed costs like what is covered under FMD. The ATP funds are expected to be awarded in early 2019.

Michigan Corn staff, as well as National Corn staff, worked hard to make sure our representatives in Congress are aware of these potential impacts at this time of trade policy uncertainty in many markets. This pressure was critical in making sure these programs were a priority in the new farm bill.

 <p><b>"Serving the energy needs of Michigan for over 75 years"</b></p> <p><b>LOCATIONS AT:</b></p> <ul style="list-style-type: none"> <li>Richmond</li> <li>Lapeer</li> <li>Harrison</li> <li>West Branch</li> <li>Bridgeport</li> <li>Bay City</li> <li>Mio</li> <li>Pewamo</li> <li>Midland</li> <li>Lexington</li> </ul> 	 <p><b>"Everything is better when you choose BLUE FLAME"</b></p> <p><b>LOCATIONS AT:</b></p> <ul style="list-style-type: none"> <li>Richmond</li> <li>Lapeer</li> <li>Harrison</li> <li>West Branch</li> <li>Bridgeport</li> <li>Bay City</li> <li>Mio</li> <li>Pewamo</li> <li>Midland</li> <li>Lexington</li> </ul> 
 <p><b>fosteroil.com</b></p> <p><b>1-800-552-4919</b></p>	 <p><b>blueflamepropaneinc.com</b></p> <p><b>1-800-552-4919</b></p>





*Stephanie Smith from 360 Yield Center gives an agronomy update at J.D. Layman Farms.*



*Attendees listen to a speaker at T Vandenbusche Farms*



*Ken Lake from Michigan Agricultural Commodities provides a market update at one of the tour stops.*



*Ears found within the same area during the 2018 Between the Rows Tour.*

## Variability Expected in 2018 Yields

**C**orn Marketing Program of Michigan Wraps Up 2018 Between the Rows Tour

Variability is the theme of the year when talking about 2018 corn yields. This year, staff conducted 350 yield checks in 32 counties

across Michigan and found that yields were extremely variable across the state but also within each of the counties sampled.

CMPM staff checked 10-12 fields in most of the counties listed and calculated county-by-county yield averages. Both irrigated and non-

irrigated fields are included in the calculations. The statewide average was weighted based on the percentage of harvested acres that come from each county. Statewide, the weighted average yield was 169.4 bushels per acre.

**County**      **Yield**  
(bushels per acre)

**Allegan**      182.7  
**Bay**          171.5  
**Barry**        148.7  
**Berrien**      166.1  
**Branch**      168.2  
**Calhoun**     137.1  
**Cass**         180.2

**Clinton**      154.8  
**Eaton**        189.0  
**Gratiot**       176.8  
**Hillsdale**   181.8  
**Huron**        156.6  
**Ingham**      153.0  
**Ionia**         191.8  
**Jackson**     147.4  
**Kalamazoo** 141.5

**Kent**          177.9  
**Lapeer**       157.4  
**Lenawee**     176.7  
**Livingston**   157.9  
**Midland**     164.9  
**Monroe**      169.4  
**Muskegon**   158.2  
**Ottawa**       165.2  
**Saginaw**      184.2

**Sanilac**       184.7  
**Shiawassee** 167.5  
**St. Clair**     166.8  
**St. Joe**        168.1  
**Tuscola**      175.4  
**Van Buren**   150.8  
**Washtenaw** 159.4  
**Statewide**   169.4

As part of the tour, CMPM teamed up with Michigan Agricultural Commodities to host a series of meetings across the state to share findings with local farmers, provide updates on the work of CMPM, and provide agronomic and market updates to attendees. More than 350 farmers from across the state attended meetings hosted by local farmers and

agribusinesses.

Thank you to our hosts Keenan Farms in Merrill, JDF Farms in Pigeon, Durand Farms in Croswell, Nutrien Ag Solutions in Woodbury, J.D. Layman Farms in Berrien Center, Cagney Farms in Scotts, T Vandenbusche Farms in Jasper and Wamhoff Farms in Williamston. If

you are interested in hosting a 2019 Between the Rows Tour stop at your farm, please contact Theresa Sisung at [tsisung@micorn.org](mailto:tsisung@micorn.org) or 517-668-2676.

Additional information about the tour, including detailed results and photos are available online at [www.micorn.org](http://www.micorn.org).

## 2019 Scholarship - Michigan Corn Growers Association

**Giving back to our members  
while promoting and  
supporting higher education  
to young adults**

### Eligibility

- ▲ Member of MCGA or their kids (student or associate members included)
- ▲ Ages 17-25
- ▲ Enrolled in post-secondary education for fall 2019

### Application Information

- ▲ Completed Application (includes career plans and an essay)
- ▲ Two letters of recommendation
- ▲ Resume
- ▲ Copy of a recent transcript

All applications must be received by the Michigan Corn Growers Association office no later than 4:30 p.m. on Friday, February 8, 2019

**For more information or to get the application, visit our website at [www.micorn.org](http://www.micorn.org)**

*You're Invited*

**2019 ANNUAL MEETING**  
MICHIGAN CORN GROWERS ASSOCIATION  
MICHIGAN SOYBEAN ASSOCIATION



Open to all Great Lakes Crop Summit Attendees

*Join us*

**Wednesday, January 30, 2019**  
from 4:30-5:30 p.m.

Soaring Eagle Casino & Resort  
Saginaw Room

Complimentary beer, wine and appetizers

Sponsored by:



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# 2019 Great Lakes Crop Summit

January 30-31, 2019



**Soaring Eagle Casino & Resort | Mt. Pleasant, MI**



[www.GreatLakesCropSummit.com](http://www.GreatLakesCropSummit.com)

## KEYNOTE SPEAKERS

**Dr. David Kohl**  
Professor Emeritus,  
Virginia Tech



**Michael Horsch**  
Horsch Machine,  
Germany

**BROUGHT TO YOU BY**



10 RUP and CCA credits are available for full attendance.



## GLCS TUESDAY & WEDNESDAY SCHEDULE

### Tuesday, January 29, 2019

7:30 - 9 p.m.

**Reception for all attendees and speakers - Three Fires Room**

### Wednesday, January 30, 2019

8:00 a.m.

**Registration, Exhibit Area Open, Hot Breakfast - Sponsored by Zeeland Farm Services, Inc.**

9:00 a.m.

Keynote Speaker - Sponsored by GreenStone Farm Credit Services  
**Agriculture Today: It Is What It Is... What Should We Do About It?**  
*Dr. David Kohl, Professor Emeritus, Virginia Tech*

Agriculture is facing razor thin margins combined with increased volatility in the economic environment. The result is massive changes in the structure of agriculture and rural communities. This session will discuss the assessment of management IQ that often places businesses in the top third or bottom third of profitability. What are the financial and business management characteristics that you must focus on in planning, strategizing, executing and monitoring for 2019 and beyond?

10:30 a.m.

**Exhibit Area Open**

11:15 a.m.

**Exhibit Area Open and Lunch - Sponsored by Nutrien Ag Solutions**

**Saginaw  
Room**

**Swan Creek  
Room**

**Black River  
Room**

**Three Fires  
Room**

1:30 p.m.

**Biologicals in  
Agriculture for  
Increased Yield  
and Quality**  
*Greg Binford, Wilbur-  
Ellis, Indiana*

**Mindset to Manage  
Commodity Marketing  
Variables in Today's  
World**  
*Mike North, Commodity  
Risk Management Group,  
Wisconsin*

**Herbicide Resistance,  
Local and National Effort**  
*Dr. Christy Sprague &  
Dr. Erin Burns, Michigan  
State University*

**Wheat: Place and  
Potential for Growth  
Regulators and  
Nutrients**  
*Martin Nagelkirk,  
& Kurt Steinke, Michigan  
State University*

2:30 p.m.

**Nutrient Management  
for Corn: N-P-K  
and S, Pre and Post  
Applied**  
*Dr. Kurt Steinke,  
Michigan State  
University*

**World Market Realities:  
Global Demand for  
Corn, Wheat, Soy  
and Energy**  
*Marty Ruikka, The  
ProExporter Network,  
Chelsea, Michigan*

**Soybean Research  
Updates: Plant  
Populations, Varieties  
and Soil Drainage**  
*Mark Seamon, Michigan  
Soybean Promotion; Steve  
Gower, Bayer, Dr. Steve  
Safferman, Michigan State  
University*

**Drainage Water  
Management:  
Structural and  
Agronomic  
Considerations for  
Profit and Water  
Quality**  
*Paul Sweeney, Ecosystem  
Services Exchange,  
Minnesota*

3:30 p.m.

**Identifying True  
Cost of Production  
and Using it in Your  
Marketing Plan**  
*Mike North, Commodity  
Risk Management Group,  
Wisconsin*

**Your Role in Maximizing  
the Four Yield  
Components in Corn:  
Ear Count, Row Number,  
Kernel Number, and  
Kernel Size/Weight**  
*Jeremy Hogan, BASF,  
Illinois*

**Taking VRT Data and  
Validating It for Profit**  
*Mike Wilson, VERITAS,  
Ontario  
(Session Repeated on  
Thursday)*

4:30 - 7 p.m.

**Exhibit Area Open**

4:30 - 5:30 p.m.

**Michigan Soybean Association & Michigan Corn Growers Association Annual Meetings  
Saginaw Room**

5 - 6 p.m.

**GreenStone Farm Credit Services Connect Reception - Exhibit Hall**

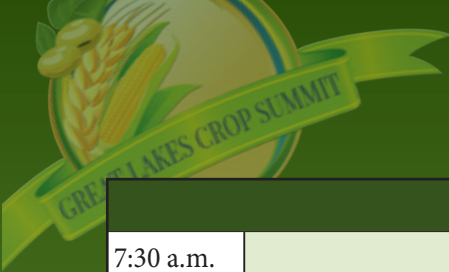
6 - 7 p.m.

**Buffet Dinner - Ice Cream Social - Sponsored by PNC Bank - Exhibit Hall**

8 p.m.

**Reception - Sponsored by BASF - Black River Room**





## GLCS THURSDAY SCHEDULE

Thursday, January 31, 2019				
7:30 a.m.	<b>Exhibit Area Open, Hot Breakfast - Sponsored by SoybeanPremiums.org</b>			
8:15 a.m.	<p align="center"><u>Keynote Speaker</u>  <b>Consumers and Supermarket Trends: How Will They Impact How We Grow and Produce Food?</b>  <i>Michael Horsch, Horsch Machine, Germany</i></p> <p>Michael will bring a visionary world view of how agriculture needs to position itself to not only survive, but thrive in the world of evolving consumer demands. How can we get ahead of the curve on not only technology but world markets and a diverse need for food across the globe?</p>			
	<b>Saginaw Room</b>	<b>Swan Creek Room</b>	<b>Black River Room</b>	<b>Three Fires Room</b>
9:15 a.m.	<b>Next Generation Farm Programs</b> <i>Jon Coppess, University of Illinois</i>	<b>Soybean Cyst Nematode: The #1 Pest and a National Initiative</b> <i>Dr. Samuel Markell, North Dakota State University</i>	<b>Making Manure Successful for Crop Production</b> <i>Joe Nester, Nester Ag LLC, Ohio</i>	<b>How does Germany Push 200 Bushel Wheat? Learn from a Panel Who Visited the Fields</b> <i>Dennis Pennington, Michigan State University, Mike Milligan, farmer, Jeff Krohn, NTCC Inc.</i>
10:15 a.m.	<b>Tillage practices in Europe: What Can We Learn from Each Other?</b> Hear from a man who designs equipment to solve soil issues. <i>Michael Horsch, Horsch Machine, Germany</i>	<b>Soybean Stem and Root Diseases and the Sporecaster Model for White Mold</b> <i>Dr. Jamie Wilbur &amp; Dr. Martin Chilvers, Michigan State University; Dr. Samuel Markell, North Dakota State University</i>	<b>Addressing Water Quality in Ag Landscapes: The Minnesota Experience with Farmer-Based Practices</b> <i>Dr. Adam Birr, Minnesota Corn</i>	<b>Estate and Succession Planning Essentials for Family Farms: Don't Procrastinate – Control the Future of Your Farm</b> <i>Todd Hoppe, Foster Swift Collins &amp; Smith, P.C., Lansing, MI</i>
11:05 a.m.	<b>Exhibit Area Open, Buffet Lunch &amp; Master Farmer Awards – Exhibit Hall</b> <i>Master Farmer Awards sponsored by Michigan Farmer, Michigan Agricultural Commodities, Wilbur-Ellis, Brownfield Ag News, Corn Marketing Program of Michigan, Michigan Soybean Promotion Committee, Michigan Wheat Program and Carhartt, Inc.</i>			
12:30 p.m.	<b>MSU Corn Research: Nematodes, Cover Crops and Diseases</b> <i>Dr. Marisol Quintanilla, Dr. Karen Renner, Dr. Marty Chilvers, Michigan State University</i>	<b>What's at Stake for Corn in our Complex Global Markets?</b> <i>Lindsey Erb, U.S. Grains Council, Louisiana</i>	<b>Taking VRT Data and Validating It for Profit</b> <i>Mike Wilson, VERITAS, Ontario</i>	<b>Social Media Dos and Don'ts for Communicating with the Non-Farm Audience</b> <i>Carla Schultz, Farmer and CommonGround Volunteer, Mayville, Michigan</i>
1:30 p.m.	<b>Precision Placement of Corn, Wheat and Soybeans with One Machine: What is Holding Us Back?</b> <i>Michael Horsch, Horsch Machine, Germany</i>	<b>How We Do it in the Field: Precision Farming in Real Time</b> <i>Farmers: Mike Houghtaling, Jason Stegink, Jeff Sandborn</i>	<b>New Tax Laws and the Impact on Farmers</b> <i>Eric Sowatsky, Yeo &amp; Yeo, Saginaw, Michigan</i>	<b>MSU Wheat Research: Diseases, Varieties and Soil Fertility</b> <i>Mikaela Breunig, John Turkus, &amp; Seth Purucker, Michigan State University</i>
2:20 p.m.	<b>Adjourn</b>			



# Great Lakes Crop Summit Registration

Space is limited, so register by **Jan. 8, 2019** to guarantee your spot. Walk-ins are not guaranteed a space.  
You may also register online at **www.GreatLakesCropSummit.com** or by phone at (888) 323-6601.

*Please make copies if necessary & return all forms together.*

Name: \_\_\_\_\_

Farm/Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Special Dietary Needs: \_\_\_\_\_

**Please check the options that describe you (You may select more than one)**

☐ Farmer ☐ Farm Employee ☐ Agribusiness ☐ Student ☐ Other \_\_\_\_\_

*The Great Lakes Crop Summit (GLCS) will use your email address to provide updates related to your registration. By registering for the conference, you agree that GLCS may share your registration information with sponsors and exhibitors of GLCS 2019. If you do not wish to have your email address shared with sponsors and exhibitors, please indicate in the box below.*

☐ I do not wish to have my email address shared with sponsors or exhibitors.

## Attendee #2

Name: \_\_\_\_\_

Farm/Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Special Dietary Needs: \_\_\_\_\_

**Please check the options that describe you (You may select more than one)**

☐ Farmer ☐ Farm Employee ☐ Agribusiness ☐ Student ☐ Other \_\_\_\_\_

*The Great Lakes Crop Summit (GLCS) will use your email address to provide updates related to your registration. By registering for the conference, you agree that GLCS may share your registration information with sponsors and exhibitors of GLCS 2019. If you do not wish to have your email address shared with sponsors and exhibitors, please indicate in the box below.*

☐ I do not wish to have my email address shared with sponsors or exhibitors.

## REGISTRATION FEES

	Early	Late After Jan. 8	Number of People	Total
<b>First Attendee</b> (Both Days)	\$150	\$175	<b>1</b>	\$ _____
<b>Additional Attendees</b> (Both Days)	\$125	\$150	_____	\$ _____
<b>Student - Wednesday</b> (ID required at check-in)	\$50	\$50	_____	\$ _____
<b>Student - Thursday</b> (ID required at check-in)	\$50	\$50	_____	\$ _____
<b>Total Number of People &amp; Fees:</b>			_____	\$ _____

**Form of Payment:** ☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Card #:     -     -     -     Exp. Date: \_\_\_\_\_ / \_\_\_\_\_ CCV: \_\_\_\_\_

Billing Address: \_\_\_\_\_ Billing Zip: \_\_\_\_\_

Cardholder's Name: \_\_\_\_\_ Signature: \_\_\_\_\_

**Return registration form with check, made payable to Great Lakes Crop Summit, or credit card information to:**  
**GREAT LAKES CROP SUMMIT - 13750 S. Sedona Parkway, Suite 5, Lansing, MI 48906**





## MAEAP Verification Makes Good Business Sense

**MAEAP recognition is not only good for the environment, it's good for this farmer's bottom line too.**

**Phil Gordon of Gordon Valley Farms**

Phil Gordon might be retired, but that doesn't mean he stopped working. Phil now raises crops on land that has been in his family for well over one hundred years. He enjoys life as a farmer and wants to care for his land so he can continue to farm for as long as he can.

Phil's love for his land is one of the reasons why he chose to get recognized through the Michigan Agriculture Environmental Assurance Program (MAEAP). A voluntary program, MAEAP helps Michigan farmers adopt cost-effective practices that reduce erosion and runoff into ponds, streams, and rivers.

Phil believes it is best to be proactive when it comes to farming and protecting the environment. His farm has been no till for about 30 years and he uses cover crops on a steady basis.

"MAEAP fits with my philosophy and how I go about farming," says Phil. "I enjoy trying new things and being on the forefront for what is best for the soil."

At first, Phil was a little hesitant about participating in MAEAP. He didn't know how much time it would take or how much it would cost. Phil's concerns were eased after meeting with his local MAEAP technician. He showed Phil what he was doing right, what he needed to change, and gave him valuable insight on where to go for help and funding. With a plan in place, Phil got to work. He earned his first MAEAP recognition in 2015.

There were bumps along the way. For instance, Phil learned he had to put up a new building to store his fertilizer and pesticides. Working with his MAEAP technician and local Natural Resources Conservation Service office, Phil was able to obtain funding to help with the building's cost. Now, Phil can safely drop off, store, and lock up his chemicals.

"These people (MAEAP technicians) want to help farms, they are there to help you. Their goal is to get you rolling in the right direction," says Phil. "That's exactly what they do."

Phil learned a few lessons along the way too. Perhaps the biggest lesson was the value of

keeping complete and up-to-date records. His MAEAP technician was quick to give him advice on how he could improve his records for pesticide application.

"Keeping records to track your business is something that I, and a good share of us farmers, don't enjoy doing," he says. "But by teaching me how to do it better, MAEAP made me a better business person ... and a more profitable farmer."

Phil encourages all farmers to earn their MAEAP recognition. All it takes to start is contacting a local MAEAP technician to arrange for a farm visit.

"The MAEAP technicians ... they will point out those areas you are weakest in and help you find ways to solve those problems," says Phil. "They will move you on the road to be a better steward of the soil and of the environment."

To learn more about the MAEAP program, visit [www.maeap.org](http://www.maeap.org), write [mda-esd-maeap@michigan.gov](mailto:mda-esd-maeap@michigan.gov), or call 517-284-5609.



*Representative Steve Johnson with Jim Schaendorf.*



*Senator Curtis Hertel Jr. meets the family at the Oesterle farm.*



*Senator Curtis Hertel Jr. preparing for his ride along at Oesterle farms.*

## Michigan Corn Growers Association Hosts Legislative Ride Alongs

Each harvest season, the Michigan Corn Growers Associations pairs legislators with local farmers for a ride along in the combine during harvest. These informal meetings allow our member to build relationships with their local elected officials and discuss the issues that are most important to Michigan corn farmers. Legislators have the opportunity to learn more about our industry and hear directly from constituent farmers about how the decisions made in Lansing affect farm families and businesses.

This year, the Oesterle family hosted Senator Curtis Hertel Jr. on their farm. Jim Schaendorf hosted Representative Steve Johnson.

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## CONTENT FROM OUR CORPORATE SPONSOR

### LG Seeds, Formerly Great Lakes Hybrids, Continues To Grow Brand

Since the May 2017 announcement of AgReliant Genetics' new growth strategy, the new LG Seeds has hit the ground running. Officially launched in July 2018, LG Seeds continues to strengthen dealer and customer relationships, as well as deliver the strong product performance that Great Lakes Hybrids customers have come to expect.

Paired now with Eureka Seeds, Golden Acres Genetics, LG Seeds (legacy), Producers Hybrids and Wensman Seed, Great Lakes' dealers have better access to product, agronomy and business training, and customers see these benefits too. Along with the new LG Seeds, AgReliant Genetics brands AgriGold in the United States and PRIDE Seeds in Canada will continue their respective strategies.

With most Michigan plots averaging well over 200 bushels per acre, new LG Seeds growers can maintain a competitive advantage. Paired with digital agriculture platform Advantage Acre, LG Seeds is committed to bringing great

seed and service, plus tools and technologies that help growers manage their acres more profitably.

As harvest wraps up for the 2018 season, sales account managers and dealers have already started preparing the 2019 growing season. You may be familiar with the adage, "A goal without a plan is just a wish." Advantage Acre makes your fall yield goals more than just wishful thinking and it all starts with the new, iPad accessible, field and seed planning tools.

Using these tools, you can quickly choose products based on maturity or trait package, select seed size and treatment options, and determine units needed based on your yield goals and seeding rate. You can also choose between a multi-hybrid or split planter at this point as well.

Post-harvest data analyzation is going to be in the forefront for many operations as well. When it comes to yield data, we can look at much more than just a pretty picture.

Rather than just being able to compare the yield map to prior years, farmers can look more at Functional Soil Maps to compare yield to: CEC, pH, Organic Matter, Bottom Depth Horizon and Top Depth Horizon. By being able to compare yield data to many different items, we can get a better understanding for what is causing high yielding areas or what may be dragging yields down.

Be sure you're taking full advantage of these capabilities as you make your 2018-19 seed plans. Don't forget, if you're just getting started on Advantage Acre, you can quickly bring in existing field boundaries from Climate FieldView or MyJohnDeere by using Advantage Acre Integrations.

Learn more about the new LG Seeds and how they can help grow your bottom line with proprietary hybrids and Advantage Acre by visiting [lgseeds.com](http://lgseeds.com).

# The Corn Marketing Program of Michigan: Supporting Research to **GROW** Your Business

Join CMPM and MSU Extension at the annual Pest and Crop Management Update meetings for field crop producers and agronomists. This year's agenda is slightly different, and there will be separate meetings for pest management and crop protection.

## Crop Protection Updates

### January 14, 2019

MSU Extension-Lenawee County  
1040 S. Winter Street, Suite 2020  
Adrian, MI 49221  
Contact: Ricardo Costa, Lenawee County MSUE  
Phone: 517-264-5300

### January 25, 2019

Kalamazoo Valley Community College  
6767 West O Avenue Kalamazoo, MI 49009  
Contact: Bruce MacKellar, Van Buren County MSUE  
Phone: 269-657-8213

### February 7, 2019

Saginaw Valley Research & Education Center  
3775 S. Reese Road Frankenmuth, MI 48734  
Contact: Phil Kaatz, Lapeer County MSUE  
Phone: 810-667-0341

### February 8, 2019

The Emerald Golf Course  
2300 W. Maple Rapids Road St. Johns, MI 48879  
Contact: Paul Gross, Isabella County MSUE  
Phone: 989-772-0911

**Registration is \$30 per person and  
pre-registration is required.**

**Register for Pest Management Updates at:**  
<https://events.anr.msu.edu/PMU19/>

**Register for Crop Protection Updates at:**  
<https://events.anr.msu.edu/CPU19/>

## Pest Management Updates

### January 10, 2019

Comfort Inn & Suites and Conference Center  
2424 S. Mission St. Mount Pleasant, MI 48858  
Contact: Paul Gross, Isabella County MSUE  
Phone: 989-317-4079

### February 4, 2019

MSU Extension-Ottawa County  
12220 Fillmore Street, Suite 122 West Olive, MI 49460  
Contact: Bruce MacKellar, Van Buren County MSUE  
Phone: 269-657-8213

### February 6, 2019

Sanilac Career Center  
175 E. Aiken Road Peck, MI 48466  
Contact: Martin Nagelkirk, Sanilac County MSUE  
Phone: 810-648-2515

### February 7, 2019

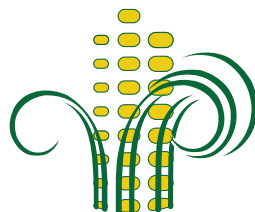
Van Buren ISD Conference Center  
490 South Paw Paw Street Lawrence, MI 49064  
Contact: Bruce MacKellar, Van Buren County MSUE  
Phone: 269-657-8213

### February 19, 2019

MSU Extension-Lenawee County  
1040 S. Winter Street, Suite 2020 Adrian, MI 49221  
Contact: Ricardo Costa, Lenawee County MSUE  
Phone: 517-264-5300

### February 21, 2019

Saginaw Valley Research Center  
3775 S. Reese Road Frankenmuth, MI 48734  
Contact: Phil Kaatz, Lapeer County MSUE  
Phone: 810-667-0341



CORN MARKETING PROGRAM  
**CMPM**  
OF MICHIGAN





*Farmers gathered together for the 2017 Annual Meeting at last year's Great Lakes Crop Summit.*



*Our annual golf outings brought together farmers and agribusinesses for a day of networking and fun.*



*Senator Curtis Hertel Jr. rode along with a farmer during this year's harvest season.*



*Executive Director Jim Zook talking with elected officials and staff at our annual Corn Boil on the Capitol Lawn.*

## 2018 MCGA Highlights

As we bring 2018 to a close, we remember that this year's accomplishments would not have been possible without the contributions of our members, volunteers and staff. Throughout 2018 we have all worked diligently on critical industry issues that affect Michigan corn farmers and we look forward to another year of focused vision and powerful outcomes. Our commitment to the advancement of Michigan's corn industry are reflected in the highlights below.

### Legislative Highlights

The MCGA had a successful year addressing policy issues. We participated in legislative visits, policy and action team meetings, wrote letters, submitted opinion articles, made phone calls, hosted harvest ride alongs, held a corn boil on the capital lawn, hosted a legislative luncheon, participated in farm bill listening sessions and Ag Day at the Capitol.

### Policy Highlights

We continued to defend crucial markets for corn and corn products including defending the Renewable Fuel Standard (RFS) and

fighting for trade policies and agreements that give Michigan corn farmers access to global markets for corn, ethanol, DDGs and meat.

We addressed several regulatory issues that affect your ability to operate, including the Waters of the United States (WOTUS) rule which was withdrawn due in part to the strong engagement by agriculture groups like MCGA.

We remain engaged on transportation infrastructure – roads, bridges, rail and waterways are crucial to our industry, and we continued to fight for funding to improve these important assets.

### Membership Highlights

Membership has been at a steady incline during the past 8 years. We have benefited from volunteer leaders and dedicated staff that have tirelessly worked to assure that the association is advocating strongly and effectively for its members at the state and national levels.

We have successfully launched summer golf outings and a well-attended annual meeting.



In an effort to promote the agricultural industry we have provided scholarships to our states future leaders.

This year, we partnered with over 75 ag businesses to promote the corn industry.

### PAC Highlights

The Michigan Corn Growers Association Friends of Corn PAC surveyed more than 200 Michigan legislators and candidates to determine their stances on issues that affect our members.

We endorsed more than 90 candidates in the 2018 elections.

Throughout this process we have used the opportunity to further educate our elected officials.

We have a record number of new state and federal legislators and many of them are freshmen who we will need develop new relationships with and educate them about the world of corn farming. We look forward to working with you to make 2019 another year filled with successes.



*CMPM's inaugural MICENT class completed their leadership training this year.*



*RFA partnered with the tv series American Chopper to produce a motorcycle which runs on E85.*



*Farmers attended Between the Rows meetings across the state to hear yield check results, and learn more about market outlooks for corn.*



*Intern Hailey Andres attended the annual CommonGround Conference to bring back new ideas for reaching consumers.*

## 2018 CMPM Highlights

Throughout 2018, the Corn Marketing Program of Michigan (CMPM) has invested our contributor's checkoff dollars in programs that grow markets for corn, and promote and educate the public about our industry. These highlights represent some of the ways that your checkoff dollars help advance the industry. Thank you to all of our contributors, sponsors and agribusinesses for working together to grow the corn industry in Michigan.

### Facilitating Exports

CMPM works to grow foreign markets for our products through whole corn, ethanol, DDGS and meat exports. This work happens through our partnerships with the U.S. Grains Council and the U.S. Meat Export Federation as well as through work here in Michigan where we host trade teams and help make connections between buyers and sellers.



### Ethanol Marketing

CMPM helps advance one of the largest domestic markets for corn by educating the public about the benefits of ethanol and partnering with national organizations including the National Corn Growers Association, Growth Energy,

the Renewable Fuels Association and the American Coalition for Ethanol for ethanol marketing programs. We are also a member of the Ag, Auto, Ethanol alliance that brings together major stakeholders in agriculture, ethanol and auto manufacturing to strategize for the future of ethanol fuel.

### Public Education

CMPM works on many fronts to educate consumers about the realities of our industry to help them make good decisions based on facts, and not fear. This includes presenting to students at Project Red events each year. We

also continued the CommonGround program this year, which trains female farmers how to have productive conversations with consumers. Our volunteers spoke with hundreds of nutritionists and dieticians at their annual conference this year.

### Farmer Education

CMPM also acts as a resource for farmers by hosting several different educational events throughout the year. This includes the annual Between the Rows tour as well as the Great Lakes Crop Summit, a joint conference held with the soybean and wheat checkoff. In 2018, CMPM also launched a young farmer leadership program called MICENT, which is aimed at developing the next generation of corn farmer leaders.





# We Couldn't Do It Without You!

MCGA would not be able to host such successful events without the generous support of our 2018 sponsors. We greatly appreciate their continued support. Please consider these sponsors when choosing which businesses to patronize for your farming needs.

## 2018 Corporate Sponsor - LG Seeds

Advance Trading	Mark Reinhardt	Plant Tuff, Inc.
Bay Port State Bank	Farmers Co-Op Grain Co.	Poet Biorefining
Carbon Green BioEnergy	Foster Blue Water Oil Company	Specialty Hybrids
CHS, Inc.	Great Lakes Crop Insurance Agency	Stine Seed Company
Clancy Insurance Agency	Greenstone Farm Credit Services	Syngenta
Corteva Agriscience	Harvest Energy Solutions	The Andersons, Inc.
Crop Risk Services	Helena Agri-Enterprises	Thumb Crop Insurance
Cooperative Elevator Company	Jorgensen Farm Elevator	Thumb Bank & Trust
DEKALB/ASGROW	McAlvey, Merchant & Associates	TNT Equipment
DTE Energy	Monsanto	Tri-County Equipment
Exchange State Bank	Mycogen Seeds	Tubbs Brothers
Farm Bureau Crop Insurance – Matt Thelen	Nachurs Alpine Solutions	Williams Farm Machinery
Farm Bureau Crop Insurance –	Northstar Bank	Yeo & Yeo CPAs & Business Consultants
	Nutrien Ag Solutions	



Corn Marketing Program of Michigan  
13750 S. Sedona Parkway, Suite 5  
Lansing, MI 48906



# Merry Christmas

from Michigan Corn



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