

MICHIGAN AGRI-BUSINESS ASSOCIATION
WINTER CONFERENCE 2010
Lansing Center, Lansing, MI

MONDAY, JANUARY 11, 2010

8:00 A.M. Registration - Exhibit Hall B

9:00 A.M. – 12:00 Noon – Concurrent Sessions

Applicator Training

(This Session will conclude in P.M.)

CCA Credits: 2.0 PM; 1.0 CM

Recertification Credits: 3 1A, 1B, Comm CORE, Priv CORE

This will be a panel discussion with the indicated focus from each speaker, and ongoing interaction between all panel members. Polly McKillop, certified crop advisor with over 23 years of experience in the pesticide application industry will be commenting throughout the program on the implications and importance of the product label at each step of the process. There will be a significant handout for each pre-registered participant and several hands-on exercises for all. A spray table will be in the room for participants to use and learn about the direct impact of pressure, nozzles, etc. on applications.

- **TAKING THE ORDER FOR CUSTOM APPLICATION**
Clay Martz, Crop Production Services
- **MIXING, LOADING & HANDLING TO INCLUDE HOT LOADS**
Renzie Milarch, Crop Production Services
- **ISSUES WHEN APPLYING – EQUIPMENT AND PRODUCTS**
John Oesch, John Deere
- **ISSUES WHEN APPLYING – CONDITIONS AND SURROUNDINGS**
Kevin Schoenborn, Wilbur-Ellis Company
- **APPLICATOR REPORTS AND INVOICING**
Aaron Day, Co-Alliance LLP

Grain

CCA Credits: 2.0 CM; 1.0 PD

- **USDA FARM SERVICE AGENCY PROGRAM COMPLIANCE**
Learn what agri-businesses can do to help producers with compliance and USDA FSA programs!
Christine White, USDA-Farm Service Agency
- **THE IMPACT OF FOOD SAFETY LEGISLATION ON HANDLERS, PROCESSORS AND GROWERS**
Food Safety Requirements and common sense issues related to food and feed safety.
Katherine Fedder, Michigan Department of Agriculture
- **THE STATUS OF CLIMATE CHANGE LEGISLATION, AND WHAT IT MEANS TO PRODUCTION AGRICULTURE AND AGRI-BUSINESS.**
The latest on the Climate Change debate, and the pros and cons for production agriculture and agri-business.
Michael Smalligan, Michigan State University

(continued in next column)

(Grain Session - continued from previous column)

- **NATIONAL GRAIN AND FEED ASSOCIATION ARBITRATION PROCESS**
Hear about the benefits of the NGFA Arbitration Process and how it can help resolve disputes between grain handlers, producers and others.
Todd Kemp, National Grain and Feed Association
- **CONTRACT UPDATE**
Dave Barrett is an expert on producer contracts, and will provide an update on hot issues and strategies grain handlers need to explore in their producer contracts.
David Barrett, Barrett, Easterday, Cunningham and Eselgroth, LLP
- **MARKET INTEGRITY**
Learn about the latest in market regulation and trade integrity.
Todd Kemp, National Grain and Feed Association

Business

CCA Credits: 1.0 NM; 1.0 CM; 1.0 PD

- **MICHIGAN DEPARTMENT OF AGRICULTURE REGULATORY UPDATE**
Learn about the impact of state budget cuts on the MDA, their license, phyto certificate, inspection programs and other activities, and how it may impact you.
Gordon Wenk, Michigan Department of Agriculture
- **RAIL DEVELOPMENT**
The Michigan Department of Transportation has programs to help you with your rail infrastructure needs, etc. This presentation will highlight those programs.
Melvin Williams, Michigan Department of Transportation
- **RAIL OPPORTUNITIES**
With west to east container traffic down dramatically, class one railroads are very interested in enhancing their agriculture business. Hear what they can do to help.
Sharon Cinkowski, Norfolk Southern Corporation
- **TRUCKS AND TRUCKING ISSUES**
Truck transportation is more and more important to agri-business. Hear the latest on hot trucking issues that will impact you and your business.
Brian Brink, Brink Farms, Inc.
- **POTENTIAL FOR WATER TRANSPORTATION**
With the Saginaw River dredged, there are new opportunities for inbound and outbound water freight on the River.
William Webber, Sargent Docks and Terminal
- **MICHIGAN'S TRANSPORTATION INFRASTRUCTURE CHALLENGES**
Ron DeCook, Michigan Department of Transportation

(continued on next page)

9:00 A.M. – 12:00 Noon – Concurrent Sessions - (continued)

Fertilizer

CCA Credits: 2.5 NM; 0.5 SW

- **THE FINANCIAL HEALTH OF MIDWESTERN AND MICHIGAN AGRIBUSINESSES AND FARMERS**
The roller coaster of commodity and input prices has caused businesses to watch their balance sheets whipsawed. What is the real financial picture for agri-businesses in our state?
Jason Lueders, CoBank & Farm Credit Leasing
Jack Kelly, GreenStone Farm Credit Services
- **SUPPLY CHAIN ISSUES**
With more and more concentration among fertilizer manufacturers, distribution and retail, managing the new supply chain is a major challenge. Learn how one major company in the space is handling these issues.
Ward Forquer, Northern Star Minerals
- **PRICE VOLATILITY AND HOW TO MANAGE IT**
Unprecedented volatility in fertilizer prices in the past 36 months has introduced new factors in the market that everyone must pay close attention to. Mel has seen most everything, and offers his perspective.
Mel Hahn, The Andersons, Inc.
- **THE FUTURE OF AMMONIA**
There is more and more pressure on the use of anhydrous ammonia. Koch is one of the largest players in that market and faces those issues every day. Hear what they are up to, and what they see coming.
Barry Brant, Koch Nitrogen Company, LLC
- **LIABILITY OF FILLING FARMER-OWNED AMMONIA AND LIQUID FERTILIZER TANKS**
Whether a trucker or retailer, what is your exposure if you fill a farmer-owned tank and there is a problem?
Kevin Mandeville & Lloyd Stickler, Michigan Millers Mutual Insurance Company

12:00 Noon – Lunch

CCA Credits: 1.0 CM

William (Bill) Daley, Midwest Chairman of J.P. Morgan Chase, Former U.S. Secretary of Commerce 1997-2000, Former special counsel to the President on issues relating to NAFTA

Michigan Agri-Business Assoc. Annual Meeting

1:30 - 4:30 P.M. – Concurrent Sessions

Applicator Training

(Continued from A.M.)

CCA Credits: 1.0 SW; 2.0 PM

Recertification Credits: 3 1A, 1B Comm CORE, Priv CORE

- **SCOUTING FIELDS AND PEST MANAGEMENT DECISIONS, FUNGICIDES, INSECTICIDES AND HERBICIDES**
Karen Zuver, Pioneer Hi-Bred

(continued in next column)

(Applicator Training - continued from previous column)

- **PRODUCT SELECTION AND CROP ISSUES, INCLUDING HARVEST INTERVALS, ETC.**
Keith Martus, Star of the West Milling Company
- **APPLICATION, DRIFT AND WORKER PROTECTION CONCERNS**
Tim Rogers, Co-Alliance
- **PROFESSIONALISM ISSUES**
John Oesch, John Deere
- **SPRAYER PREPARATION/CALIBRATION**
Tom Galecka, Michigan State University
 - **WORKING WITH THE SPRAY TABLE (Participants)**
 - **CONTENTS OF THE PROFESSIONAL APPLICATOR TOOL KIT (Panel Members)**
 - **SUMMER APPLICATOR RODEO (Panel Members)**

Grain

CCA Credits: 2.0 CM; 1.0 PD

- **CLIMATE CHANGE AND THE EFFECTS ON YIELD**
Whether you agree with the concept of climate change or not, there is no doubt that we have experienced strange weather. What does it mean for crop yields?
Jeff Andresen, Michigan State University
- **THE EDIBLE SOYBEAN MARKET, AND WHERE MICHIGAN FITS**
Every year there are more and more acres of edible soybeans planted in Michigan, mostly for export. What is the upside of this market, and why does Michigan fit so well?
Paul Burke, U.S. Soybean Export Council
- **WHAT HAPPENED TO THE WHEAT CROP THIS YEAR**
The title says it all, but Jim Howe gives us some answers!
Jim Howe, Star of the West Milling Company
- **THE GERMLASM OF WHEAT, WHY WE HAVE CHALLENGES AND THE FUTURE OF WHEAT GENETICS**
Why were there problems, what can be done to help avoid future difficulties and how about genetic enhancement for future wheat varieties?
Greg Marshall, Pioneer Hi-Bred International, Inc.
- **THE CORN-BASED ETHANOL OUTLOOK**
What's the latest for the "whip-sawed" corn ethanol market, and higher ethanol blends, etc.?
Rod Snyder, National Corn Growers Association

Business

CCA Credits: 1.0 CM; 2.0 PD

- **IS INFLATION COMING...AND HOW BAD WILL IT GET?**
Government spending (and we have never seen levels like this before) usually leads to either inflation or deflation. Hear David Schweikhardt explain his views on what's coming for the economy.
David Schweikhardt, Michigan State University

(continued on next page)

1:30 P.M. – 4:30 P.M. – Concurrent Sessions - (continued)

(Business Session - continued from previous page)

- **MEDC PROGRAMS FOR AGRICULTURE**
The Michigan Economic Development Corporation is the primary development arm for the State of Michigan. Hear what programs they have that may be able to help you grow your business!
Deb Dansby, Michigan Economic Development Corporation
- **USDA PROGRAMS FOR AGRI-BUSINESS**
The USDA Rural Development Agency has loan programs, grants and other ways that they can help you grow and be innovative.
Jim Turner, USDA Rural Development Agency
- **MANAGING RECEIVABLES**
More and more retailers are getting their receivables off their books through a variety of programs. Squires will describe programs that can be helpful!
Chuck Squires, Cooperative Elevator Company
- **WIND, SOLAR, BATTERIES AND ENERGY CONSERVATION; STATE PROGRAMS THAT CAN HELP**
Michigan has a strategy for diversifying into renewables and energy efficiency. Come learn more about workforce, wind, solar, batteries and energy efficiency and how you might take advantage of what the state has to offer.
Liesl Eichler-Clark, Michigan Department of Energy, Labor and Economic Growth

Feed, Feeding and the Soybean Value Chain

CCA Credits: 1.0 CM; 2.0 PD

- **WELCOME & INTRODUCTIONS**
This session will highlight the interconnection of agriculture, the value chain from farmer to consumer and the importance of production agriculture to the state's economy.
Gail Frahm, Michigan Soybean Promotion Committee & Michigan Soybean Association
- **MICHIGAN AG COUNCIL OVERVIEW**
A discussion of this industry sponsored effort to promote production agriculture, what our industry does and why.
Deb Schmucker, Michigan Farm Bureau
- **SOCIAL RESPONSIBILITY AND FOOD PRODUCTION**
The title says it all; the challenges some sectors of agriculture are facing may change how some agricultural production operates, and what to expect in the future.
Charlie Arnot, Center for Food Integrity
- **WHAT WE WANT FROM FARMERS**
Learn of the roles within the value chain, best management practices, and 3rd-party auditing.
Panel Discussion: *Dave Cheney*, Cheney Farms; *Greg Herbruck*, Herbruck's Poultry Ranch; *Kevin Begin*, Country Fresh Dairies; *Teri Nagle*, Gordon Food Service; *Stephen Nitschke*, McDonald's Restaurant

(continued in next column)

(Feed, Feeding Session - continued from previous column)

- **VALUE CHAIN FACILITATED DISCUSSION**
This will be the opportunity for questions, discussion and interaction with the presenters in the session.
Charlie Arnot, Center for Food Integrity
- **SESSION REVIEW AND SUMMARY**
Fitzpatrick will provide attendees with some solid take-home messages from the session, and challenge them to look to the future, understand consumer demand and tailor production to meet that demand.
Jim Domagalski, United Soybean Board

3:00 P.M. Trade Show Opens - Exhibit Halls A & B

4:00 P.M. Welcome Reception - Exhibit Halls A & B

6:00 P.M. Trade Show Closes

TUESDAY, JANUARY 12, 2010

8:00 A.M. Registration Opens - Exhibit Hall B

8:00 A.M. Michigan Millers Mutual Insurance Company Breakfast

CCA Credits: 1.0 CM

- Invocation: *David May*, Michigan Millers Mutual Insurance Company
- A perspective on changes at the USDA and Farm Policy, and predictions for the next four to six years...on ag policy.
Dale Moore, Policy Directions, Inc.

9:15 A.M. – Noon - Michigan Bean Shippers Association Annual Meeting

CCA Credits: 2.5 CM; 0.5 PD

Recertification Credits: 1 1A Comm CORE *

- **NATIONAL DRY BEAN COUNCIL UPDATE**
Hear the latest in domestic and international market development activities, as well as other national issues involving dry beans.
Jeanne Wharton, United States Dry Bean Council
- **MICHIGAN DEPARTMENT OF AGRICULTURE UPDATE; INSPECTIONS, PHYTOS AND GRADES**
Hear about the impacts of state budget cuts on MDA programs important to the dry bean industry.
Ken Rauscher, Michigan Department of Agriculture
- **BUGS AND DRY BEANS ***
Insect pressure on dry beans was an issue this past growing season. Here about successful management strategies and about what to expect next year.
Chris DiFonzo, Michigan State University
- **VARIETY DEVELOPMENT UPDATE; WHAT ARE OUR PRIORITIES ***
Learn about the priorities in Michigan State University's dry bean variety development program, new technologies and what to expect in the future.
Jim Kelly, Michigan State University

(continued on next page)

(MBSA Annual Meeting - continued from previous page)

- **MICHIGAN DRY BEAN AGRONOMIC UPDATE**
Greg Varner is the local expert on matters impacting dry bean production in Michigan, and is prepared to highlight issues last year, and challenges for the coming season.
Greg Varner, Michigan Dry Bean Production Research Advisory Board

9:30 A.M. Trade Show Opens

9:30 A.M. – 10:15 A.M. - Concurrent Sessions

Climate Change and the Effects on Yield

CCA Credits: 1.0 SW

Whether you agree with the concept of climate change or not, there is no doubt that we have experienced strange weather. What does it mean for crop yields?

Jeff Andresen, Michigan State University

Spill Reporting Requirements

CCA Credits: 1.0 SW

Learn how to report agri-chemical releases - to protect the environment *and* avoid costly penalties.

Susan Parker, Michigan Dept. of Environmental Quality

Jack Knorek, Michigan Dept. of Agriculture

Hot Issues in the Michigan Legislature

CCA Credits: 1.0 PD

Representative Mayes explains some of the latest and most important issues facing the Michigan Legislature.

Jeff Mayes, Michigan House of Representatives (*invited*)

What is the Michigan Agricultural Environmental Assurance Program?

CCA Credits: 1.0 SW

The MAEAP program is a voluntary environmental compliance program for farmers. There are cropping systems, livestock production and other specific sections of the program that farmers can be involved with.

Jan Wilford, Michigan Department of Agriculture

10:30 A.M. – 11:15 A.M. - Concurrent Sessions

Environmental Quality, The Del-Mar-Va Experience

CCA Credits: 1.0 SW

Bill Angstadt works with agri-businesses, poultry producers and other ag interests in the Del-Mar-Va area, and has a wealth of experience in trying to maintain production agriculture in the face of more and more stringent regulations on livestock production and fertilizer use. He will share his experiences that unfortunately parallel some of the challenges we face – or may face – in Michigan.

Bill Angstadt, Angstadt Consulting

(continued in previous column)

10:30 A.M. – 11:15 A.M. - Concurrent Sessions – (continued)

Crop Insurance Compliance

CCA Credits: 1.0 PD

There were several issues with grain elevators trying to help farmers comply with requirements under their crop insurance policies. This session will help you understand the issues and what to plan for next year.

Todd Davis, Spartan Insurance Agency, LLC

Safe Handling of Ammonia

CCA Credits: 1.0 SW

Participants will learn the key factors to comply with environmental laws to avoid penalties --- planning to avoid releases, reporting the presence of hazardous chemicals, and notifying the proper authorities when a release occurs. Participants will also learn what to do --- and not to do --- when the government comes knocking to inspect their facilities.

Joseph Quandt, Zimmerman, Kuhn, Darling, Boyd, Quandt and Phelps, PLC

Climate Change and the Effects on Yield

CCA Credits: 1.0 SW

Whether you agree with the concept of climate change or not, there is no doubt that we have experienced strange weather. What does it mean for crop yields?

Jeff Andresen, Michigan State University

11:45 Noon Lunch - Exhibit Halls A & B

1:30 P.M. – 4:00 P.M. Michigan Bean Shippers Association Annual Meeting (continued)

CCA Credits: 2.5 CM

- **DOMESTIC MARKET DEMAND, AND WHAT WE CAN EXPECT**
The title says it all, with a continually growing domestic market for dry beans, and challenges with a more international dry bean imports to meet that demand.
Lynn Murray, Bush Brothers
- **A LOOK AT CHINA**
China is the major competitor to U.S. dry beans in the world market. Bob has traveled to their production areas more than once, and can help us understand what we are up against.
Bob Green, Michigan Bean Commission
- **WORLD AND MEXICAN DRY BEAN PRODUCTION AND MARKETS**
What's happening with production around the world, and what do markets look like. Larry will also cover the all important Mexican market.
Larry Sprague, Kelley Bean Company, Inc.
- **MICHIGAN AND U.S. PRODUCTION OUTLOOK**
Domestic dry bean production will be the topic of this presentation, and Rob will also cover prospects for 2010 acreage in the U.S. and Canadian production areas.
Rob Chandonnet, Cooperative Elevator Company

(continued on next page)

(MBSA Annual Meeting - continued from previous page)

- **THE WORLD AROUND US, AND IMPACTS ON DRY BEAN ACREAGE**
There are a whole lot of factors that impact dry bean acreage, from yield to risk and even “life-style” for producers. Byrum will explain some of these factors as we head toward another planting season.
Jim Byrum, Michigan Bean Shippers Association / Michigan Agri-Business Association

3:00 P.M. Trade Show Closes

3:00 P.M. – 3:45 P.M. – Concurrent Sessions

Water Use Reporting

CCA Credits: 1.0 SW

Irrigators and others must report their water use under new regulations passed by the Michigan legislature. You need to understand these regs so you can help your customers comply!
Lyndon Kelley, Michigan State University

Health and Safety Issues

CCA Credits: 1.0 PD

A thorough discussion of issues and things you should be aware of in regard to health and safety matters in the workplace.
Deb Chester, Michigan State University

Environmental Quality, The Del-Mar-Va Experience

CCA Credits: 1.0 SW

Bill Angstadt works with agri-businesses, poultry producers and other ag interests in the Del-Mar-Va area, and has a wealth of experience in trying to maintain production agriculture in the face of more and more stringent regulations on livestock production and fertilizer use. He will share his experiences that unfortunately parallel some of the challenges we face – or may face – in Michigan.

Bill Angstadt, Angstadt Consulting, Inc.

Climate Change Legislation

CCA Credits: 1.0 SW

Learn the latest on this pending legislation, and the potential impact – or benefits – for agriculture.

Mitch Irwin, Michigan Agri-Business Association

4:00 P.M. – 4:45 P.M. – Concurrent Sessions

Water Use Reporting

CCA Credits: 1.0 SW

Irrigators and others must report their water use under new regulations passed by the Michigan legislature. You need to understand these regs so you can help your customers comply!
Lyndon Kelley, Michigan State University

(continued in next column)

4:00 P.M. – 4:45 P.M. – Concurrent Sessions - (continued)

CNMP's, What They Are and Why We Have To Do Them

CCA Credits: 1.0 SW

Comprehensive nutrient management plans are required for all large livestock operations, and you will be hearing more and more about these for fertilizer applications, especially in critical watersheds.

Allison Brink, Brink Consulting, LLC

Railroad Infrastructure and Markets

CCA Credits: 1.0 PD

There are new opportunities for rail transportation, and Shasta with the short-line Grand Elk and Sharon with class one operator Norfolk Southern will explain some of those that may be of benefit to you!

Shasta Stump, Grand Elk Railway, LLC

Sharon Cinkowski, Norfolk Southern Corporation

Climate Change Legislation

CCA Credits: 1.0 SW

Learn the latest on this pending legislation, and the potential impact – or benefits – for agriculture.

Mitch Irwin, Michigan Agri-Business Association

WEDNESDAY, JANUARY 13, 2010

7:30 A.M. Registration – Concourse

7:30 A.M. Breakfast - Banquet Rooms

CCA Credits: 1.0 NM

- **THE FERTILIZER INDUSTRY, TODAY, TOMORROW AND BEYOND**
Ford West, The Fertilizer Institute

9:00 A.M. – 12:00 Noon – Concurrent Sessions

The Image of Agriculture, How Are We Doing?

CCA Credits: 2.0 CM; 1.0 PD

- **WHAT'S ON YOUTUBE, WHAT OTHERS ARE SAYING ABOUT YOU**
This session will feature some of the YouTube ads and commentary that describe what you do, and what others think about you.
Scott DeVuyst, BASF Corporation
- **THE NEW REALITIES OF AGRICULTURAL INFLUENCE IN THE LEGISLATURE**
The change in the influence of agriculture in the state legislature, and the impact on policy discussions and legislation.
Kim Rhead, Karoub Associates
- **OUR FRIENDS, WHO IS BEATING UP ON PRODUCTION AGRICULTURE AND WHY**
What groups are saying negative things about commercial, production agriculture, and why.
Dave Tierney, Monsanto

(continued on next page)

9:00 A.M. – Noon – Concurrent Sessions - (continued)

(The Image of Agriculture - continued from previous page)

- **CHALLENGES FACING LIVESTOCK PRODUCTION**
There are several groups that want to change how livestock, dairy and poultry – and eggs – are produced in this country. Janice will give an update on what’s happening, and how especially Californians are addressing their HSUS driven required changes in production practices.
Janice Swanson, Michigan State University
- **DEALING WITH THE PUBLIC AND MEDIA AS A PRODUCER**
Weller owns and operates one of Michigan’s largest dairy operations and takes great pride in his neighborhood relations, community involvement and commitment to help educate consumers about his industry. John will share some of his thoughts and strategies in dealing with the public and media.
John Weller, Double Eagle Dairy
- **WINNING THE IMAGE GAME, OUR MESSAGE, AND TO WHOM**
How to craft and carry a solid message to defend your image, and what forms of communication work the best. Byrum has successfully handled several tough issues for a variety of clients.
Dianne Byrum, Byrum & Fisk Communications

Managing Information, How Well Do You Communicate?

CCA Credits: 3.0 PD

- **TWITTER, TWEET AND FACEBOOK – THIS IS HOW YOUR YOUNGER CUSTOMERS ARE COMMUNICATING – HOW TO GET STARTED**
This session will challenge attendees to look at the latest methods of communication, and especially how the “new” generation communicates!
Julielyn Gibbons, i3 Strategies
Barb Byrum, Michigan House of Representatives
- **OFFICE EFFICIENCY, EMAIL ORGANIZATION, ETIQUETTE, AND INTERNAL COMMUNICATION**
With all the communication tools and information sources out there today, how should you organize, what tricks can help you improve your efficiency and not overwhelm you!
Kathleen Alessandro, Efficiency Consultants

Seed, Research and Traits

CCA Credits: 1.0 PM; 2.0 CM

- **THE APPROPRIATE USE OF TECHNOLOGY IN ON-FARM RESEARCH TRIALS**
With yield monitors, GPS map overlays, site-specific product application, computer analysis, etc., are research and testing efforts employing proper research protocols. We all agree that “bad data is worst than no data at all,” so how do we get good data!
Keith Reinholt, Michigan Soybean Promotion Committee

(continued in next column)

(See Research - continued from previous column)

- **POTENTIAL HERBICIDE INTERACTIONS IN DOUBLE AND TRIPLE STACKED HERBICIDE RESISTANT SOYBEANS**
Is there an interaction between glyphosate and glufonisate when tanked mixed and applied to soybean varieties with stacked herbicide resistant traits.
Don Penner, Michigan State University
- **OPPORTUNITIES IN THE EDIBLE SOYBEAN MARKET**
Every year there are more and more acres of edible soybeans planted in Michigan, mostly for export. What is the upside of this market, and why does Michigan fit so well?
Paul Burke, U.S. Soybean Export Council
- **GMO OR NOT**
Varieties featuring genetic enhancement dominate the soybean market, but there are markets for soybeans that don’t have those traits. Where are the markets, and what is the demand?
Dan Bailey, Zeeland Farm Services, Inc.
- **SEED ISSUES AND MANAGEMENT**
Seed is hot these days, and driving most of the agronomy industry. Pat will outline the “hit” issues in the seed industry, and what to look for in the future, especially in terms of markets and opportunities.
Pat Miller, American Seed Trade Association

Crop Fertility

CCA Credits: 3.0 NM

- **TFI’S 4-R PROGRAM**
The Fertilizer Institute has launched a new program to encourage proactive stewardship associated with fertilizer use. This session will highlight this program, and explain how you can get involved!
Ford West, The Fertilizer Institute
- **THE VALUE OF ENHANCED NITROGEN EFFICIENCY AND EMBRACING THE GREEN MOVEMENT**
The new, slow release nitrogen products have become very popular with retailers and farmers. While helping with nitrogen availability when growing plants need it, there are also significant environmental benefits. Learn how these products performed this past growing season.
Alan Blaylock, Agrium Advanced Technologies
- **ALTERNATIVE N SOURCES VERSUS AMMONIA**
As new nitrogen products come to the market, and the number of companies that handle anhydrous ammonia continues to shrink, this session will explain alternative forms of nitrogen and the benefits of each of these sources.
Aaron Day, Co-Alliance, LLP
- **IMPACT OF THE NEW GENERAL NPDES PERMIT ON USING MANURE AS A CROP NUTRIENT**
Natalie Rector, Michigan State University
- **PHOSPHATE UPDATE**
Darryl Perry, Mosaic
- **MICRO NUTRIENTS**
Alan Blaylock, Agrium Advanced Technologies

(continued on next page)

9:00 A.M. – Noon – Concurrent Sessions - (continued)

Environment and Regulation

CCA Credits: 3.0 SW

Recertification Credits: 3 Comm CORE

- **ENVIRONMENTAL QUALITY, THE DEL-MAR-VA EXPERIENCE**
Bill Angstadt works with agri-businesses, poultry producers and other ag interests in the Del-Mar-Va area, and has a wealth of experience in trying to maintain production agriculture in the face of more and more stringent regulations on livestock production and fertilizer use. He will share his experiences that unfortunately parallel some of the challenges we face – or may face – in Michigan.
Bill Angstadt, Angstadt Consulting, Inc.
- **ENVIRONMENTAL COMPLIANCE; THINGS WE MUST DO**
Bill is the new head of the water division at DEQ, and will share issues he believes agriculture must be aware of and address in the future.
Dan Dell, Michigan Dept. of Environmental Quality
- **CNMP'S, WHAT THEY ARE AND WHY WE HAVE TO DO THEM**
Comprehensive nutrient management plans are required for all large livestock operations, and you will be hearing more and more about these for fertilizer applications, especially in critical watersheds.
Allison Brink, Brink Consulting, LLC
- **SPILL RESPONSE REQUIREMENTS**
This session will provide an update on who to call, and who needs to be called in case of spills or an environmental release of ag products.
Jack Knorek, Michigan Department of Agriculture

12:00 Noon Lunch

CCA Credits: 1.0 PD

- **THE MICHIGAN STATE UNIVERSITY COMMITMENT TO AGRICULTURE**
Lou Anna Simon, Michigan State University

1:00 P.M. – 4:00 P.M. – Concurrent Sessions

The New Realities in Grain Quality, Food Safety and Marketing, and How Crop Production Inputs are Involved

CCA Credits: 1.0 NM; 2.0 CM

- **WHAT IS SUSTAINABILITY**
There are several definitions of sustainability, and BIO has been working to develop a broad, inclusive concept that includes several different production systems. Tierney will explain the concept, and why it is important for agriculture to be proactive in this regard.
Dave Tierney, Monsanto

(continued in next column)

(The New Realities - continued from previous column)

- **SUSTAINABILITY AND CAPTURING VALUE WITH HIGH QUALITY GRAINS**
This presentation will feature a discussion on the role of sustainability in your business, and capturing value from high value inputs, as it relates to end users and the consumer market.
Matthew Keefer, Bayer CropScience
- **THE IMPORTANCE OF GRAIN QUALITY STANDARDS AND HOW TRACEABILITY FITS – AND WORKS IN THE INDUSTRY**
The importance of quality standards and traceability – one of the watchwords for the new food safety regulations and laws - is being able to track where products came from, how they were handled, and by whom. This session will explain what handlers will need to do.
Brian Hrudka, Bayer CropScience
- **WHAT IS THE LOCAL FOOD MOVEMENT, AND WHERE DOES PRODUCTION AGRICULTURE FIT?**
The “local” food movement usually is considered small, local farmers selling produce and other products at a farmers market, but the concept is much bigger than that. Michigan produced product and even regional (Midwestern) production also fits the bill. This session will review some of those opportunities.
Kristen Simmons, Michigan Food Policy Council
- **MEETING THE REQUIREMENTS TO SELL TO MEIJERS**
The Cooperative Elevator has met all the requirements to enable them to sell packaged dry beans to Meijer’s and other major retailers. Anderson will share all the hoops they have had to jump through, and some tips for those thinking about the same path.
Pat Anderson, Cooperative Elevator Company

Pesticide Issues

CCA Credits: 3.0 PM

Recertification Credits: 3 Comm CORE

- **THE EPA PERSPECTIVE ON LABEL WORDING, DRIFT, ETC.**
What is the latest from the EPA on enforcement, how they view labels and drift management issues. This is a hot issue, and will only become more important as time passes.
Bruce Wilkinson, Environmental Protection Agency
- **WEB DISTRIBUTED LABELING**
What’s coming next in pesticide labeling, and how will you be required to handle those new technologies?
Brian Rowe, Michigan Department of Agriculture
- **WHAT THE COURT DECISION REGARDING PESTICIDE APPLICATIONS NEAR WATER MEANS TO YOU**
These court decisions mean that if you are applying pesticides near water – or even a dry ditch that you may have to get a NPDES permit, and that could impact about 365,000 commercial applications annually.
Aaron Phelps, Varnum, LLP

(continued on next page)

1:00 P.M. – 4:00 P.M.– Concurrent Sessions - (continued)

(Pesticide Issues - continued from previous page)

- **NEXT GENERATION OF TECHNOLOGY**
What's coming in the herbicide world. What new technologies will be available in the future to help growers and industry manage weed pests.
Wesley Everman, Michigan State University
- **GLYPHOSATE RESISTANCE UPDATE**
Resistance is becoming an issue, especially in some areas with specific weeds. Sprague will cover the latest on this issue, and how it will impact Michigan growers and agronomists.
Christy Sprague, Michigan State University
- **DRIFT MANAGEMENT**
Drift is always an issue that applicators and others should be worried about. John is an expert, and will share recommendations and the latest technology to avoid drift problems.
John Garr, Garrco Products, Inc.

Wheat Management 101

CCA Credits: 2.0 NM; 1.0 CM

- **QUALITY ISSUES, FALLING NUMBERS AND SPROUTS**
Souza is one of the nation's leading experts on wheat quality and testing procedures. He will share thoughts on the problems of last year's crop and what to look for in the future.
Edward Souza, United States Department of Agriculture
- **SEED, FERTILITY AND DISEASE CONTROL**
Hecht will share the latest recommendations on wheat production practices to avoid disease, maximize yield and minimize grain quality problems.
Jacob Hecht, Star of the West Milling Company
- **HARVESTING AND HANDLING**
Harvest and handling wheat has become a critical operation for growers and elevators. Janowicz will share recommendations on these practices in order to get quality grain in the bin!
Mike Janowicz, Cooperative Elevator Company
- **THE IMPORTANCE OF WHEAT FUNGICIDES**
This session will review successes – and failures of fungicides on wheat last year, and especially the importance of the timing of those applications.
Gary Schmitz, BASF Corporation
- **THE IMPORTANCE OF WHITE WHEAT TO MILLERS, CEREAL MANUFACTURERS AND OTHER USERS**
White wheat is a critical ingredient for many products produced in the Great Lakes Region. Fassezke will explain why white wheat is important, the benefits of Michigan produced grain and what it means to their business.
Mike Fassezke, Star of the West Milling Company

(continued in next column)

(Wheat Management 101 - continued from previous column)

- **THE FUTURE OF WHITE WHEAT IN MICHIGAN, A GRAIN ELEVATOR PERSPECTIVE**
White wheat has been a major crop for many Michigan farmers for years, and is a critical raw material for the state's cereal industry. Problems the past two years has farmers questioning their commitment to the crop, and what it will take to get them to plant it in the future. Learn about strategies to improve crop management, yield and quality to meet demand, and how grain handlers approach the situation.
Bruce Sutherland, Michigan Agricultural Commodities

Environment and Regulation

CCA Credits: 3.0 SW

Recertification Credits: 3 Comm CORE

- **ENFORCEMENT STORIES AND THINGS NOT TO DO**
Johnson, MDA's Environmental Division Director will share some stories of environmental compliance issues, contamination and problems he and his division encountered this past year for others to learn from!
James Johnson, Michigan Department of Agriculture
- **MINI-BULKS AND THE NEXT WAVE**
Mini-bulks are changing and Nellenbach will share what to do with the old ones, and how to handle the new systems.
Patrick Nellenbach, Crop Production Services
- **TANK MAINTENANCE**
While most think that tank maintenance only involves tanks of 500,000 gallons or more, but every company and individuals with any size tank should make sure they use good management practices, inspections, etc. to make sure their tanks will not fail or cause problems. Stefanelli will explain many of those practices.
John Stefanelli, The Andersons, Inc.
- **FILLING FARM OR OTHER NONCOMPLIANT TANKS; WHAT YOU NEED TO KNOW**
This session will highlight the challenges facing truckers and retailers who fill farmer-owned liquid fertilizer tanks, and the financial impact if there are problems.
April Hunt, Michigan Department of Agriculture
- **PESTICIDE DEALER LICENSING AND COMPLIANCE**
Rowe will explain the new pesticide dealer law, how it is working, what has happened in regard to compliance and other hot pesticide issues he has seen recently.
Brian Rowe, Michigan Department of Agriculture
