

MICHIGAN AGRI-BUSINESS ASSOCIATION



WINTER CONFERENCE AND TRADE SHOW
83rd Annual

JANUARY 11-13, 2016
LANSING CENTER, LANSING, MI



www.miagbiz.org
(517) 336-0223 Phone (517) 336-0227 Fax

8:00 A.M. **REGISTRATION** - Lansing Center Exhibit Hall B

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

APPLICATOR TRAINING - Radisson Hotel

(This Session will conclude in P.M.)

CCA Credits: 1.0 SW; 2.0 PM

Recertification Credits: 2.0 Comm CORE, Priv CORE

Certified Fertilizer Applicator (CFA) Credits: 3.0

Moderator: Clay Martz, Crop Production Services

This annual training is a must attend for agricultural applicators from across the state, bringing professionals up to date on the latest regulations, issues and areas of concern. A definite must attend for applicators. This year, credits during this session will also apply to the MABA Certified Fertilizer Applicator (CFA) Program!

- **CUSTOMER RELATIONS**
Jim Byrum, Michigan Agri-Business Association
- **LEGAL LIABILITIES**
Henry Knier, Smith Martin Power & Knier P.C.
- **LEGAL BUT STUPID**
Henry Knier, Smith Martin Power & Knier P.C.
- **ROAD SAFETY AND LOGIC**
Burt Eichler, Cooperative Elevator Company
Patrick Nellenbach, Star of the West Milling Co.
- **WATER QUALITY**
Tim Boring, Michigan Agri-Business Association

GRAIN - Meeting Rooms 101 - 102

CCA Credits: 3.0 CM

Adam Arbuckle, The Andersons, Inc.

The grain industry has seen changes over the past year, with more to come in the future. Higher yields, and rail rates, emerging markets, and other challenges make this a very important session if you are in the grain business.

- **RAIL TRANSPORTATION**
David Geers Michigan Agricultural Commodities
Katie Stratton, CSX
- **CORN AND SOYBEAN VARIETY SELECTION; TRENDS AND THE FUTURE**
Steve Gower, Monsanto
- **USDA CROP REPORT ACCURACY**
Kiflam Hurlbut, USDA, NASS
- **IP/SEGREGATION - GMO/NON-GMO**
Dan Bailey, Zeeland Farm Services, Inc.
- **LAPEER CASE STUDY, WHAT WENT WRONG**
Jeff Haarer, Michigan Department of Agriculture and Rural Development
- **COUNTER PARTY RISK**
Ted Tucker, Michigan Agricultural Commodities, Inc.
- **NEW TECHNOLOGIES IN THE GRAIN INDUSTRY, DOCUMENTATION, REPORTING & TRANSACTIONS**
Jeff Haarer, Michigan Department of Agriculture and Rural Development
Dominic Perrone, Michigan Department of Agriculture and Rural Development

FERTILIZER - Meeting Rooms 103 - 104

CCA Credits: 3.0 NM

Moderator: Mike Benkert, Crop Production Services

The industry is changing, margins are narrower than they have been for the past few years, and we are facing some new regulations. It's time to think about managing liability, security and risk...and taking a look at the future.

- **PRICING, SUPPLY AND INDUSTRY OUTLOOK**
Matt Anderson, The Andersons, Inc.
- **NEW FERTILIZER FEES**
April Hunt, Michigan Department of Agriculture and Rural Development
- **FERTILIZER LOGISTICS**
William Webber, Sargent Docks & Terminal
Shasta Duffey, Grand Elk Railroad
- **IMPACT OF CONSOLIDATION ON AVAILABILITY AND SUPPLY CHAIN**
Jim Blair, Wilbur-Ellis Co.
- **POTASH UPDATE**
Ward Forquer, Oxbow Fertilizer LLC
- **ADVANCING NUTRIENT MANAGEMENT**
Roger Montag, Montag Manufacturing
- **ORGANIC OPTIONS**
Jim Sattelberg, EverBest Organics, Inc.

MONDAY

SUSTAINABILITY, ENERGY AND CLIMATE

Governor's Room

CCA Credits: 1.0 NM; 2.0 SW

Moderator: Keith Baur, Poet Biorefining

Everyone is talking about sustainability, but few understand what the term means, nor the potential impact on what you do. This session covers many sustainability drivers and helps bring issues to focus. From economic to social and environmental issues, sustainability is with us to stay, and can help with market expansion. A great chance to learn more about what works, what doesn't and even chase away some fears!

- **IMPACT OF NEW ENERGY LEGISLATION**
Brian Ballinger, Michigan Public Service Commission
- **CLIMATE IMPACTS**
Jeff Andresen, Michigan State University
- **SUSTAINABILITY - FIELDRISE**
Jed Colquhoun, FieldRise
- **CORPORATE SUSTAINABILITY INITIATIVES**
Karina Spencer, Star of the West Milling Co.
- **NATURAL GAS OPTIONS**
Tom Payne, IGS Energy, Inc.
Jeff Mueller, IGS Energy, Inc.

RISK MANAGEMENT AND COMMUNICATIONS

Meeting Room 201

CCA Credits: 3.0 CM

Recertification Credits: 1.0 Comm CORE, Priv CORE

Moderator: John Christian, Green Valley Agricultural

Just what the title says...risk management strategies, and if the bad happens, how do you deal with it? This session offers some great tips on insurance, what may or may not be covered and how to handle the media if something does happen.

- **FOOD SECURITY, WHAT YOU SHOULD THINK ABOUT**
Brad Deacon, Michigan Department of Agriculture and Rural Development

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

Risk Management Session continued

- **INSURANCE AND PROTECTION**
Ron Erickson, Arthur J Gallagher Risk Management Services, Inc.
- **PLANNING FOR A CONTAMINATION EVENT: COST RECOVERY STRATEGIES**
Steve Kluting, Arthur J Gallagher Risk Management Services, Inc.
- **BIOSECURITY**
Mohamed Mousa, Herbruck's Poultry Ranch, Inc.
- **COMMUNICATING WITH AGENCIES AND OTHERS**
Jim Lozier, Dickinson Wright PLLC
- **CRISES COMMUNICATIONS, WHAT TO DO AND NOT DO**
Dianne Byrum, Byrum & Fisk Communications

TECHNOLOGIES - Meeting Room 205

CCA Credits: 1.0 NM; 1.0 SW; 1.0 CM

Moderator: Adam Farmer, Farmers Co-operative Grain Co.

Technology...the mere mention strikes fear in some hearts, but technological advances are driving our business, from drones to advanced fertilizer and application technology, this session looks at some of the newest ideas and products to help you stay current.

- **DRONES, WHAT THEY CAN AND CAN'T DO**
Chris Wilde, Wilbur-Ellis Co.
- **PARJANA, WATER DRAINAGE TECHNOLOGY**
Greg McPartlin, Parjana
- **APPLICATIONS OF OZONE IN AGRICULTURE**
Steve Tokarz, Somnio Global
Steve Annear, Somnio Global
- **IMPROVING AGRONOMIC MANAGEMENT**
Stephanie Smith, Yield 360
- **DEMONSTRATING NUTRIENT STEWARDSHIP**
Lara Moody, The Fertilizer Institute

12:00 NOON LUNCH - Banquet Rooms 1 - 8

CCA Credits: 0.5 NM; 0.5 CM

Moderator: Ron Brown, Brown Milling, Inc.

- **KEYNOTE SPEAKER:**
Mike Anderson, CEO, Chairman, The Andersons, Inc.
- **MICHIGAN AGRI-BUSINESS ASSOCIATION ANNUAL MEETING**

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

APPLICATOR TRAINING - Radisson Hotel

(Continued from A.M.)

CCA Credits: 2.0 SW; 1.0 PM

Recertification Credits: 3.0 Comm CORE, Priv CORE

Moderator: Mike Fossum, Helena Chemical Co.

This annual training is a must attend for agricultural applicators from across the state. This program brings professionals up to date on the latest regulations, issues and areas of concern. A definite must attend for applicators.

- **PESTICIDE CONTAINER RECYCLING**
Patrick Nellenbach, Star of the West Milling Co.
- **MODE OF ACTION**
Caren Schmidt, BASF Corporation

Applicator Training Session continued

- **POLLINATORS**
Brian Rowe, The Rowe Rock Farm L.L.C.
David Lamore, Bayer CropScience
- **COMPATIBILITY AND DRIFT**
Greg Willoughby, Helena Chemical Co.
- **LABELS**
Brian Verhoughstraete, Michigan Department of Agriculture and Rural Development
- **GAP REQUIREMENTS AND PESTICIDES**
Larry Sprague, Kelley Bean Co.

APPLICATOR TRAINING - Dry Applications

Radisson Hotel

CCA Credits: 1.0 NM; 1.0 SW; 1.0 CM

Certified Fertilizer Applicator (CFA) Credits : 3.0

Moderator: Matt Lubbers, Brown Milling, Inc.

This session is designed to provide those that apply dry fertilizer with the latest on issues and technology. The importance of water quality, and the challenges facing fertilizer, and applicators is the focus. This session will also offer credits for the MABA Certified Fertilizer Applicator Program (CFA).

- **CERTIFIED FERTILIZER APPLICATOR PROGRAM**
Tim Boring, Michigan Agri-Business Association
- **DEMONSTRATING NUTRIENT STEWARDSHIP**
Lara Moody, The Fertilizer Institute
- **LIQUID FERTILIZER COMPATIBILITY**
Hudson Potter, AgroLiquid
- **NOZZLE SELECTION AND APPLICATION PROCEDURES**
Kevin Shelle, D & G Equipment, Inc.
Tim Dunsmore, D & G Equipment, Inc.
- **TRANSPORTATION REQUIREMENTS AND SAFETY**
Sgt, Joe Austin, Michigan State Police
- **SPILL PROCEDURES**
Jack Knorek, Michigan Department of Agriculture and Rural Development

AGRICULTURAL ECONOMICS

Meeting Rooms 203 - 205

CCA Credits: 3.0 CM

Moderator: Ju Yang, Rabo Agri Finance

This session offers a comprehensive view of the latest in farm and agricultural business economics. Land values, contracts, credit and consolidation, both at the farm and business level will be covered in this special session.

- **CONTRACTS & RISK MANAGEMENT**
David Barrett, Jr., Barrett, Easterday, Cunningham & Eselgroth LLP
- **LAND VALUES**
Chad Janowicz, Bank of America
- **CROP PRODUCTION TRENDS**
Robert Geers, Michigan Agricultural Commodities, Inc.
ECONOMICS
Mike Janowicz, Cooperative Elevator Company
- **ECONOMIC OVERVIEW**
Michael Schweickert, J. P. Morgan Securities, LLC

MONDAY

Agricultural Economics Session continued

- CREDIT
THE NATIONAL PERSPECTIVE
Dennis Hicks, CliftonLarsonAllen LLP
LOCAL CREDIT ISSUES
Chuck Squires, Cooperative Elevator Company
- CONSOLIDATION
FARMS
Patrick Barbour, The Huntington National Bank
BUSINESSES
Jason Lueders, CoBank, ACB & Farm Credit Leasing

ENVIRONMENT AND AGRICULTURE

Meeting Rooms 103 - 104

CCA CREDITS: 1.0 NM; 2.0 SW

Moderator: Allison Brink, Brink Consulting LLC

Environmental issues aren't going to go away, and we will be challenged more and more to change what we do, how we do it and minimize our – and our customer's impact on the environment. This session focuses on the latest issues and solutions we need to be thinking about.

- WATER QUALITY
Tim Boring, Michigan Agri-Business Association
- CONSERVATION PROGRAMS, RCPP
Chuck Lippstreu, Byrum & Fisk Communications
- ANIMAL AGRICULTURE, NPDES PERMIT
Bill Creal, Michigan Dept. of Environmental Quality
- AIR BOOM APPLICATORS IN RESPONSIBLE NUTRIENT MANAGEMENT
Rodney Kuhl, 2Kuhl Enterprises
- PRECISION FERTILIZER PLACEMENT
Anthony Montag, Montag Manufacturing
- SPINNER SPREADER BOX APPLICATORS
Jim Corbin, New Leader

LOGISTICS - Meeting Rooms 201 - 202

CCA Credits: 3.0 CM

Moderator: Rachel Haskin, Michigan Agricultural Commodities, Inc.

Rail and water transportation are critical to agribusiness, and this session has the latest, from the impact of higher rail rates to water options. Logistics drive markets, and this is the logistics session!

- RAIL AND TRUCK RATE COMPARISONS
Ron Balzer, The Andersons, Inc.
- FUTURE OF MICHIGAN RAIL STUDY
Mike DiBernardo, Mike DiBernardo Consulting LLC
- WATER OPTIONS
William Webber, Sargent Docks and Terminal
- TRUCK ISSUES
ELECTRONIC LOG BOOKS
TRUCK WEIGHTS
Brian Brink, Brink Farms, Inc.
- DRIVER SHORTAGE
Kurt Meeuwse, Zeeland Farm Services, Inc.
- NEW STRATEGIES TO ATTRACT DRIVERS
Don Kuchnicki, Telamon Corporation

NON TRADITIONAL PRODUCTION SYSTEMS

Meeting Rooms 101 - 102

CCA Credits: 1.0 NM; 2.0 SW

Recertification Credits: 2.0 1A, Comm CORE, Priv CORE

Moderator: Jeff Pavlik, GreenStone Farm Credit Services

We are all aware of the growing market for non-GMO soybeans, the impact on Michigan production, discussions about organic demand and interest growers. Our industry needs to participate, not just by handling the production, but helping maximize the yield. This session gives an overview of the challenges and opportunities, as well as the reality.

- **NON-TRADITIONAL SOYBEAN DEMAND**
Andrew McVittie, London Agricultural Commodities, Inc.
- **NON-GMO SOYBEAN HANDLING**
Bob Mansfield, Citizens L.L.C.
- **EMERGING TECHNOLOGIES IN GMO TESTING**
Jamie Welch, EnviroLogix Inc
- **ORGANIC DEMAND**
CORN
Dan Bewersdorff, Herbruck's Poultry Ranch, Inc.
BLACK BEANS
Jim Sattelberg, EverBest Organics, Inc.
- **NEW CROPS; HOPS, BARLEY, LOCAL!**
James Dedecker, Michigan State University

MONDAY

WHAT'S KEEPING FOOD PRODUCERS AWAKE AT NIGHT - Governor's Room

CCA Credits: 3.0 CM

Moderator: Jim Lozier, Dickinson Wright PLLC

This session is for everyone...from grain and bean handlers to agronomy suppliers and farmers. Food safety isn't something that leaves your responsibility with the handoff to the next player in the supply chain. This excellent session, presented in cooperation with Dickinson Wright gives you the basics, plus things you may not have even thought of, and should.

- **FOOD SAFETY MODERNIZATION ACT (FSMA) UPDATE**
Jonathan Secret, Dickinson Wright PLLC
Gretchen Whitmer, Dickinson Wright PLLC
- **REPORTING AND RECORDS**
Dan Ujcz, Dickinson Wright PLLC
Jonathan Secret, Dickinson Wright PLLC
- **RECALLS**
Wendy Hulton, Dickinson Wright PLLC
Jim Lozier, Dickinson Wright PLLC
- **FUTURE OF FOOD REGULATION**
Jonathan Secret, Dickinson Wright PLLC
Wendy Hulton, Dickinson Wright PLLC
- **SUPPLY CHAIN COMPLIANCE**
Bruce Thelen, Dickinson Wright PLLC
Gretchen Whitmer, Dickinson Wright PLLC
- **EXPORTS**
Dan Ujcz, Dickinson Wright PLLC
Bruce Thelen, Dickinson Wright PLLC
- **AGENCY INTERACTION; INSPECTION AND INVESTIGATION**
Wendy Hulton, Dickinson Wright PLLC
Jim Lozier, Dickinson Wright PLLC

3:00 P.M. - 6:00 P.M. **TRADE SHOW OPEN**

Lansing Center Halls A & B

4:00 P.M. **TRADE SHOW GRAND OPENING**

RECEPTION - Lansing Center Halls A & B

TUESDAY, JANUARY 12, 2016

8:00 A.M. **BREAKFAST** – Radisson Hotel

CCA Credits: 1.0 NM; 0.5 CM

Moderator: Scott DeVuyst, Monsanto

- **AGRICULTURAL OUTLOOK AND THE FUTURE**
Steve McManaman, BMO Capital Markets
- **MICHIGAN'S GROWING LIVESTOCK, DAIRY AND POULTRY SECTORS – PANEL DISCUSSION**
Joel Phelps, Great Lakes Pork, Inc.
Tim Schipper, Schipper Eggs LLC
Ken Nobis, Michigan Milk Producers Association

9:00 A.M. **REGISTRATION** - Lansing Center Hall B

9:30 A.M. **TRADE SHOW OPENS**

Lansing Center Exhibit Halls A & B

9:30 A.M. - 12:00 NOON

MICHIGAN MILLERS ASSOCIATION WINTER MEETING - Banquet Rooms 1 - 4

CCA Credits: 1.0 NM; 0.5 SW; 1.0 CM

Recertification Credits: 1.0 Comm CORE, Priv CORE

Moderator: James Doyle, King Milling Company

The annual gathering of the Michigan Millers Association examines the wheat production and market side of agriculture, as well as issues unique to that sector.

- **POLITICAL AND POLICY UPDATE**
Jim Byrum, Michigan Agri-Business Association
- **MICHIGAN STATE UNIVERSITY VARIETY TRIAL RESULTS AND DEVELOPMENT STRATEGY**
Eric Olson, Michigan State University
- **MILLING AND BAKING QUALITIES OF MSU ADVANCED WHEAT LINES**
Perry K.W. Ng, Michigan State University
- **2015 WHEAT CROP EXPERIENCE - MICHIGAN AND U.S. WHEAT PRODUCTION AND QUALITY**
Dominic Avioli, ADM
- **CANADIAN WHEAT PRODUCTION AND QUALITY**
Bruce Sutherland, Michigan Agricultural Commodities
- **IMPORTANCE OF FUNGICIDES IN WHEAT PRODUCTION**
Gary Fellows, BASF Corporation
- **WHEAT SAMPLING/TESTING**
Benjamin Weaver, EnviroLogix
- **MICHIGAN MILLERS ASSOCIATION ANNUAL MEETING**
(Michigan Millers members only)

REGULATORY UPDATE - Banquet Rooms 6 & 8

CCA Credits: 1.0 PM

Recertification Credits: 1.0 1A, Comm CORE, Priv CORE

Moderator: Brian Devine, Syngenta

There are a slew of new regulations facing our industry and this session looks at the most wide-ranging. Someone from your company should attend to learn and ask questions about how these new regulations will impact your business.

- **NEW PESTICIDE FEES**
TBD, Michigan Department of Agriculture and Rural Development
- **NEW FEED LAW**
Tim Lyons, Michigan Department of Agriculture and Rural Development
- **NEW FERTILIZER FEES**
April Hunt, Michigan Department of Agriculture and Rural Development

CORN FUNGICIDES - Meeting Rooms 201 - 202

CCA Credits: 1.0 PM

Recertification Credits: 1.0 1A, Comm CORE, Priv CORE

Moderator: Ted Costigan, Crop Production Services

As the title says...what you need to know, results, application technology and what the future looks like.

- **FULL SEASON STRESS REDUCTION FOR HIGH YIELD CORN PRODUCTION**
Gary Fellows, BASF Corporation
- **THE CASE FOR CORN FUNGICIDES**
Ed Benkert, Syngenta

FORAGE PRODUCTION

Meeting Rooms 203 - 205

CCA Credits: 1.0 CM

Moderator: Jeff Spiekerman, Brown Milling, Inc.

Forage acres are increasing and becoming an increasingly important part of the agronomy industry. As dairy numbers grow, so does forage production. This session will discuss the latest information and ideas for you to think about, especially when dealing with some of these large operators.

- **LET'S BE EFFICIENT WITH OUR FORAGE ACRES**
Michael Laird, Land'O Lakes, Inc.
- **DEALING WITH LARGE DAIRY CUSTOMERS**
Jim Sheppard, Harvey Milling Co.

BIOSECURITY - Banquet Rooms 5 & 7

CCA Credits: 1.0 CM

Moderator: Travis Marshall, Harvey's Commodities

From Porcine Epidemic Diarrhea Virus to Avian Influenza, the U.S. livestock industry has faced some unique challenges in the past year. This panel of experts will help you understand new biosecurity practices they have implemented in their operations, and how they could impact you.

- **ON SITE, FEED TRUCKS AND NEW TECHNOLOGIES – PANEL DISCUSSION**
Mohamed Mousa, Herbruck's Poultry Ranch, Inc.
Erin Ehinger, Dykhuis Farms, Inc.
Amanda Yotty, Kent Nutrition Group

TUESDAY

11:00 A.M. - 12:00 NOON

MABA AG CAREERS PANEL

Meeting Rooms 102 - 104

(High School Students & Counselors)

This is a session designed for high school students that might be thinking about a career in agribusiness. The discussion will focus on how to get involved in agriculture, what kinds of occupations are out there and what young people need to do to get ready for those jobs!

11:45 A.M. LUNCH

Trade Show Area - Exhibit Hall A & B

1:00 P.M. - 1:30 P.M.

MABA AG CAREERS PANEL

Meeting Rooms 102 - 104

(High School Counselors Only)

We all talk about the careers available in agriculture, and this session will highlight those opportunities for high school counselors.

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

MICHIGAN BEAN SHIPPERS WINTER UPDATE - Banquet Rooms 5 & 7

CCA Credits: 1.0 SW; 2.0 CM

Moderator: Mike Janowicz, Cooperative Elevator Company

The challenges facing Michigan's dry bean industry may never be as profound as they are today. While there are bright spots, competing crops and market challenges put more and more pressure on dry bean production. What's ahead for the Michigan industry this year and beyond?

- ALLERGEN CONTAMINATES – HOW MUCH IS TOO MUCH?
Deanne Kelleher, Michigan State University
- BEANS AS AN INGREDIENT
Karen Cichy Michigan State University
- STATISTICS – WHAT IS THE PROCESS AND HOW DO WE HANDLE DISCREPANCIES?
Kiflam Hurlbut, USDA, NASS
Jessica Lemenager, USDA, NASS
- SORTING – TODAY'S TECHNOLOGY
Aidin Milani, Buhler, Inc.
- PACKAGING ISSUES
Michael Lawrentz, Lawgix International, Inc.
- SUPPLY - DEMAND REVIEW AND FORECAST
Neil Mosher, Ackerman Marketing, Inc.
- MICHIGAN BEAN SHIPPERS OUTREACH AND MICHIGAN FOCUS
Chuck Lippstreu, Byrum & Fisk Communications
- MARKET DRIVEN SUSTAINABILITY
Jed Colquhoun, FieldRise

WHEAT PRODUCTION - Banquet Rooms 1 - 4

CCA Credits: 1.0 NM; 1.0 PM; 1.0 CM

Recertification Credits: 1.0 1A, Comm CORE, Priv CORE

Moderator: Ron Balzer, The Andersons, Inc.

Wheat returns may show better than any other crop at this point. A solid contributor to cash flow and profit, this session has the latest on maximizing wheat yields and quality.

- **MICHIGAN WHEAT PROGRAM UPDATE**
Jody Pollok-Newsom, Michigan Wheat Program
- **WHEAT AND SUSTAINABILITY**
Jed Colquhoun, FieldRise
- **ECONOMICS AND THE NEW WHEAT PARADIGM**
Jeff Kuehnlein, Michigan Agricultural Commodities, Inc.
- **FUNGICIDES AND DISEASES - THE LATEST AND 2015 EXPERIENCE**
Mark Varner, Bayer CropScience
- **WHEAT PLANTING, FERTILITY AND PRODUCTION MANAGEMENT TIPS**
Jacob Hecht, Star of the West Milling Co.
- **WHEAT ACREAGE TRENDS**
Andy Spahr, The Andersons, Inc.

DRAIN TILE MANAGEMENT

Meeting Rooms 201 - 202

CCA Credits: 1.0 NM; 2.0 SW

Moderator: Toby Wigent, The Andersons, Inc.

Drain tile is critical for production in much of Michigan, but those tiles are contributing to the water quality problem in our lakes and streams. Learn about the latest technology and innovations to manage water coming from tile and help reduce nutrient loading.

- **WHY IS THIS AN ISSUE?**
Tim Boring, Michigan Agri-Business Association
- **RESPONSIBILITIES OF A DRAIN COMMISSIONER**
Joe Rivet, Bay County Drain Commissioner
- **EDGE OF FIELD PRACTICES**
Larry Brown, Ohio State University
- **SMART DRAIN SYSTEMS**
Charlie Schafer, Agri Drain Corporation
- **DRAINAGE CONTROL STRUCTURES - PRODUCER ADAPTATION**
Tom Van Wagner, Lenawee County

TUESDAY

LIVESTOCK - Meeting Rooms 203 - 205

CCA Credits: 2.0 NM; 1.0 CM

Moderator: Phil Tuggle, Michigan Agricultural Commodities, Inc.

With corn basis levels widening and a new pork processing plant in Michigan, this will likely mean more livestock production in the state. Hear from some of the sector leaders about what is happening and issues we will face as the livestock, dairy and poultry businesses expand.

- **DAIRY TRENDS**
Chris Wolf, Michigan State University
- **LIVESTOCK FACILITY SITING REQUIREMENTS**
Wayne Whitman, Michigan Department of Agriculture and Rural Development
- **INDUSTRY CHALLENGES**
Sam Hines, Michigan Pork Producers Association

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

Livestock Session continued

- FEED INGREDIENTS
Fred Serven, ADM
- FSMA AND FEED
Paul Keppy, American Feed Industry Association
- VETERINARY FEED DIRECTIVE
Amanda Yotty, Kent Nutrition Group

GENETICS, THE NEXT GENERATION

Banquet Rooms 6 & 8

CCA Credits: 1.0 SW; 2.0 CM

Recertification Credits: 1.0 1A, Comm CORE, Priv CORE

Moderator: Tim Schaub, Rupp Seeds, Inc.

We are all familiar with Bt, RoundupReady®, LibertyLink, etc., but what's coming next? New genetics and seed delivery systems are covered in this session.

- MACRO TRENDS
Kelvin Grant, DuPont Pioneer
- BREEDING FOR SPECIALTY CROPS
Jim Kelly, Michigan State University
- ROLE OF INDEPENDENT SEED COMPANIES
Tim Schaub, Rupp Seeds, Inc.
- COVER CROP SEED BREEDING
Brent Jones, Grassland Oregon

1:30 P.M. - 2:30 P.M.

MABA AG CAREERS PANEL

Meeting Rooms 102 - 104

(High School Students & Counselors)

We all talk about the careers available in agriculture, and this session will highlight those opportunities for high school students. A panel of MABA members will help these young people understand all that is good with our industry.

3:00 P.M. TRADE SHOW CLOSES

3:30 P.M. – 6:00 P.M.

“WHAT’S NEW” RECEPTION - Radisson Hotel

CCA Credits: 2.0 CM

Various company presentations of what's new and what's happening in the future

7:00 P.M. – 11:00 P.M.

YOUNG GUNS RECEPTION!

Tin Can Bar, Michigan Ave. (across from the Lansing Center)

Young is a state of mind, but there are many people who have joined our industry in the past few years that don't know their colleagues with other companies. This is an opportunity for those folks to meet informally and get to know one another. With all the pressures facing our industry, it is critical that we meet one another face to face, not just by e-mail or social media!

7:00 P.M. – 10:00 P.M.

OLD CODGER RECEPTION!

Taps 25, Michigan Ave. (across from the Lansing Center)

If you're not a young gun...a time to get together with old friends, meet new ones and even connect with your competitors. A great time for informal conversation and fellowship. This session will end a bit early... and if you have to ask. . .

WEDNESDAY, JANUARY 13, 2016

8:00 A.M. **REGISTRATION** – Radisson Hotel

8:00 A.M. **BREAKFAST** – Radisson Hotel

CCA Credits: 0.5 NM; 0.5 SW

Moderator: **Brian Brink, Brink Farms, Inc.**

- **AGRICULTURAL UPDATE**

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

CCA EXAM STUDY SESSION

Radisson Hotel

(session continues in P.M.)

Advance registration required

Recertification Credits: 2.0 1A, Comm CORE, Priv CORE

John Kaufmann, Kaufmann AgKnowledge

2016 MICHIGAN WATER SYMPOSIUM

Banquet Rooms 1 - 4

CCA Credits: 3.0 SW

Moderator: **John Cnudde, Crop Production Services**

Water quality, access, challenges and Michigan's reality are all covered in this special day-long water symposium. Designed around agriculture, we also touch on municipal systems, quality considerations and access issues here and in other parts of the United States. This promises to be a great session that will likely become an annual event.

- **WATER OVERVIEW; RESOURCE, ACCESS AND QUALITY**
Jon Allan, Office of the Great Lakes
- **CALIFORNIA SITUATION**
Steven Beckley, S Beckley & Associates
- **THE OGALLALA**
John Berge, North Platte Natural Resources District
- **WATER WITHDRAWAL LIMITATIONS**
Ben Russell, Midwest Energy Cooperative
- **REGIONAL ISSUES WITH WELL SUCCESS**
George Carr, Michigan Well Drillers Association
- **IRRIGATION EFFICIENCY AND FUTURE**
Phil Spear, Greenmark Equipment
- **FUTURE OF WATER ISSUES**
Jon Bartholic, Michigan State University

WEDNESDAY

LIQUID FERTILIZER BLENDING

Banquet Rooms 6 & 8

CCA CREDITS: 3.0 NM

Moderator: **Mike Rumsey, The Andersons, Inc.**

Liquid usage continues to grow, and this session looks at current issues, as well as future trends. This is a hot session for anyone in the fertilizer business.

- **EQUIPMENT MAINTENANCE**
Mike Rumsey, The Andersons, Inc.
- **WINTER ISSUES**
John Walker, Phosphate Technical Services
- **EQUIPMENT SETUP**
Andy Nard, Murray Equipment, Inc.
- **INSPECTION SAMPLING PROCEDURES**
Jim Loncar, Michigan Department of Agriculture and Rural Development
- **INSPECTION LIABILITY PROTECTION**
Clay Martz, Crop Production Services

SEED TREATMENT WORKSHOP

Meeting Rooms 201 - 202

CCA Credits: 3.0 PM

Recertification Credits: 3.0 4, Comm CORE, Priv CORE

Moderator: **Bradford Jackson, Caledonia Farmers Elevator Co.**

This is a credit earning session for those engaged in treating seed. As technology changes and the challenges to treatments themselves become more intense, it is critical that operators be up to date on the latest technology and the products themselves.

- **PRINCIPLES OF SEED TREATMENT APPLICATION**
Ashley VanVleet, Syngenta
- **TREATMENT TIPS**
Travis Anderson, Direct Enterprises, Inc.
- **APPLICATION TECHNOLOGY**
Rodney Tocco, Bayer CropScience
- **APPLICATION OPTIMIZATION**
Joe Kuznia, Syngenta

ALTERNATIVE CROP PRODUCTION OPTIONS

Banquet Rooms 5 & 7

CCA Credits: 3.0 CM

Recertification Credits: 2.0 1A, Comm CORE, Priv CORE

Moderator: **Michelle Bergman, Cooperative Elevator Co.**

New production systems from organic to non-GMO and even new varieties are headed our way. Whether taking into account niche markets or unique production systems, it is important to understand what is coming in the future. This session brings experts from across the state together to learn about new opportunities.

- **WHAT IT TAKES - CONVERTING PRODUCTION TO ORGANIC STANDARDS**
Dean Baas, Michigan State University Extension
- **WHAT IT COSTS - COST CONSIDERATIONS**
Roger Betz, Michigan State University Extension
- **WHAT IS ORGANIC CERTIFICATION ?**
Dan Rossmann, Organic Farm Inspector
- **WHAT ARE THE MARKETS - OUTLOOK AND CONTRACTS**
Dan Bewersdorff, Herbruck's Poultry Ranch, Inc.
Jim Sattelberg, EverBest Organics, Inc.

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

Alternative Crop Production Options Session continued

- **WHAT IS SUCCESS - PANEL DISCUSSION**
Dave Sting, Producer and Organic Farmers of MI
Matt Graham, Producer
Dan Bewersdorff, Herbruck's Poultry Ranch, Inc.
Jim Sattelberg, EverBest Organics, Inc.
Dan Rossman, Organic Farm Inspector

SOIL HEALTH AND NUTRITION

Meeting Rooms 203 - 205

CCA Credits: 1.0 SW; 2.0 NM

Recertification Credits: 2.0 Comm CORE, Priv CORE

Moderator: Travis Christian, Green Valley Agricultural

Soil health is the newest focus of many in the agronomy world. This session examines many issues and helps you understand what soil health means and why it is important.

- **WHAT IS SOIL HEALTH AND WHAT ARE THE METRICS?**
Ronan Cummins, Charah, Inc.
- **CORN STALK DEGRADATION**
Ken Zielinski, The Andersons, Inc.
- **MATERIALS**
Brad Morgan, Morgan Composting, Inc.
- **GYPSUM**
Ryan McBride, Gypsoil Brand Gypsum
- **THE PROGRESSIVE GROWER WINS; IN FURROW, NEW TIMING OF APPLICATIONS AND BIOLOGICALS**
Caren Schmidt, BASF Corporation
- **COVER CROP VARIETY SELECTION**
Scott Wholtman, LaCrosse Seed LLC
- **COVER CROPS WHAT'S WORKING SO FAR**
Steven Houghton, The CISCO Companies

PESTICIDE MODE OF ACTION

Meeting Rooms 102 - 104

CCA Credits: 3.0 PM

Recertification Credits: 3.0 1A, Comm CORE, Priv CORE

Moderator: Jon Rush, BASF Corporation

Weed resistance and reintroduction of old products returning to the market bring on a greater urgency to a refresher on the mode of action of pesticide products. Discussion will include why it makes sense to look at using products that work in different ways on different plants. This is a refresher on some of the basics of pesticide effectiveness.

- **HERBICIDE RESISTANCE**
Rod Stevenson, Monsanto
- **ROTATING MODES OF ACTION**
Trevor Kraus, BASF Corporation
- **NEW PRODUCT FITS**
Dave Hillger, Dow AgroSciences
- **SURFACTANTS**
Greg Willoughby, Helena Chemical Co.

12:00 Noon LUNCH – Radisson Hotel

CCA Credits: 1.0 SW

Moderator: Scott Dumaw, Crop Production Services

- **THE INTERSECTION OF CITIES AND AGRICULTURE**
David Ullrich, Great Lakes and St. Lawrence Cities Initiative
- **MASTER FARMER PRESENTATIONS**
Jennifer Kiel, Michigan Farmer, Ohio Farmer, Penton Agriculture

WEDNESDAY

CCA EXAM STUDY SESSION - Radisson Hotel

(continued from A.M)

Advance registration required

Recertification Credits: 2.0 1A, Comm CORE, Priv CORE

John Kaufmann, Kaufmann AgKnowledge

2016 MICHIGAN WATER SYMPOSIUM

Banquet Rooms 1 - 4

CCA Credits: 1.0 NM; 1.5 SW

Moderator: Victor Hupfer, Freeland Bean & Grain

Water – quality, access, challenges and Michigan’s reality are all covered in this special day-long water symposium. Designed around agriculture, we also touch on municipal systems, quality considerations and access issues here and in other parts of the United States. This promises to be a great session that will likely become an annual event.

- **WATER QUALITY ISSUES**
Joan Rose, Michigan State University
- **MANAGING AGRICULTURAL WATER**
Charlie Schafer, Ecosystem Services Exchange
- **COST SHARE ASSISTANCE FOR DRAIN STRUCTURES**
Charlie Schafer, Ecosystem Services Exchange
- **AGRICULTURAL SOLUTIONS**
Larry Brown, Ohio State University
- **PHOSPHORUS LOSS IN TILE DRAINAGE**
Delilah Clement, Grand Valley State University

MANAGING MANURE

Meeting Rooms 203 - 205

CCA Credits: 2.5 NM

Moderator: John Jones, GreenStone Farm Credit Services

More livestock means more manure and making the best use of these nutrients. Protecting water quality and the environment is what this session is about – along with legal issues surrounding manure storage, application and use.

- **CNMP’S AND WHAT THEY MEAN**
Allison Brink, Brink Consulting LLC
- **MANURE NUTRIENT TESTING**
Stan Force, Litchfield Analytical Services
- **PERMITTING ISSUES**
Mike Bitondo, Michigan Department of Environmental Quality
- **LEGAL ISSUES OF HANDLING MANURE**
Aaron Phelps, Varnum LLP
- **INTEGRATING MANURE IN CROP NUTRITION PLANS**
Jim Sheppard, Harvey Milling Co.

FUMIGATION; PEST CONTROL FOR GRAIN AND FEED - Meeting Rooms 102 - 104

CCA Credits: 2.5 PM

Recertification Credits: 3.0 Comm CORE, Priv CORE, FUM

Moderator: Dave Marr, Michigan Agricultural Commodities (MAC)

This session is designed for grain and bean handlers, others that fumigate, and especially for those that apply product and need a certification.

- **FOOD SAFETY MODERNIZATION ACT**
Ernie Otter, EcoPest
- **PEST CONTROL IN THE FOOD INDUSTRY**
Jeff Spencer, Griffin Pest Solutions
- **PEST CONTROL IN GRAIN**
Richard Alford, Central Life Sciences
- **FUMIGATION PROCEDURES**
Ethan Estabrook, Fumigation Service & Supply, Inc.
- **INSECT MONITORING AND TRAPS**
Tom Mueller, Insects Limited

LIQUID FERTILIZER - TRENDS AND AGRONOMY

Banquet Rooms 5 & 7

CCA Credits: 2.5 NM

Recertification Credits: 1.0 Comm CORE, Priv CORE

Moderator: Brian Mann, Tessenderlo Kerley, Inc.

Liquid usage continues to grow, and this session looks at current issues, as well as future trends. This is a hot session for anyone in the fertilizer business.

- **AGRONOMIC TRENDS IN LIQUID FERTILIZER**
Curt Mans, NACHURS Alpine Solutions
- **COMPATIBILITY- FERTILIZER AND FERTILIZER**
Hudson Potter, AgroLiquid
- **COMPATIBILITY- FERTILIZER AND PESTICIDES**
Greg Willoughby, Helena Chemical Co.
- **ENSURING CUSTOMER SUCCESS- HANDLING, STORAGE AND APPLICATION**
Clay Martz, Crop Production Services
- **BULK TRANSPORT**
Brian Hitchcock, M.B.H. Trucking, L.L.C.

WEDNESDAY

SOYBEAN PRODUCTION - Banquet Rooms 6 & 8

CCA Credits: 0.5 NM; 1.0 PM; 1.0 CM

Recertification Credits: 3.0 1A, Comm CORE, Priv CORE

Moderator: Dan Bailey, Zeeland Farm Services, Inc.

Again, the title says it all. Soybean yields this past season have farmers looking more favorably at soybeans as they yield more and add to net farm income more aggressively. Learn what's hot and how to help your customers do their best!

- **SMaRT RESEARCH PROGRAM**
Mike Staton, Michigan State University Extension
- **SUDDEN DEATH SYNDROME**
Rodney Tocco, Bayer CropScience
- **WHITE MOLD CONTROL**
Trevor Kraus, BASF Corporation
- **NEW APPROACHES TO WEED CONTROL IN SOYBEANS**
Trevor Krause, BASF Corporation
- **SOYBEAN NUTRIENT UPTAKE**
Mark Seamon, Michigan Soybean Promotion Committee

1:30 P.M. - 4:00 P.M. Concurrent Sessions (continued)

FUNDAMENTALS OF BUSINESS

Meeting Rooms 201 - 202

CCA Credits: 2.5 CM

Moderator: Robert Geers, Michigan Agricultural Commodities, Inc.

Producer margins are not as robust as a few years ago. With the challenges of consolidation and larger growers, as well as many in our business never having dealt with these kinds of market conditions, this session is built around the idea of helping newer people to the business understand what is going on in a farmers mind and how to best communicate with them. Things are changing down on the farm, and we need to be ready to change with them.

- **FARMER ISSUES**

- HANDLING ECONOMIC DISCUSSIONS**

- J.J. Metz, Crop Production Services*

- TRANSITION; PASSING THE FARM ALONG; WHAT YOU CAN DO TO HELP**

- Michael Fassler, The Family Business Consulting Group*

- SAVING YOUR WAY TO PROSPERITY**

- TBD*

- SELLING IN TOUGH TIMES**

- Mike Fossum, Helena Chemical Co.*

- WHAT ARE REAL PRODUCTION COSTS; AND DIFFERENCES AMONG YOUR CUSTOMERS**

- Eric Sowatsky, Yeo & Yeo CPAs & Business Consultants*

- HELPING FARMERS MANAGE, THE NEXT LEVEL OF CUSTOMER SERVICE**

- Eric Sowatsky, Yeo & Yeo CPAs & Business Consultants*

Thank You

Attendees

Exhibitors

Moderators

Speakers

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September 8, 2016
ED BROWN MEMORIAL GOLF OUTING
St. Louis, MI

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OUTLOOK CONFERENCE
Mackinac Island, MI



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The Michigan Agri-Business Association would like to congratulate the following recipients in 2015:



Clifford Meeuwesen



Cliff Vennix

**2015-2016
MICHIGAN AGRI-BUSINESS ASSOCIATION
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would like to congratulate the following companies for
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Cooperative Elevator Co. – Deckerville- West	Deckerville-West
Cooperative Elevator Co. – Elkton Elevator	Elkton
Cooperative Elevator Co. – Elkton Terminal Grain and Bean	Elkton
Cooperative Elevator Co. – Elkton Terminal Liquid Fertilizer	Elkton
Cooperative Elevator Co. – Fairgrove Fertilizer	Fairgrove
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Cooperative Elevator Co. – North Branch Facility	North Branch
Cooperative Elevator Co. – Pigeon Office and Plants	Pigeon
Cooperative Elevator Co. – Pigeon Petroleum	Pigeon
Cooperative Elevator Co. – Ruth Branch	Ruth
Cooperative Elevator Co. – Ruth Petroleum	Ruth
Cooperative Elevator Co. – Sebewaing Branch	Sebewaing
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Crop Production Services	Blissfield
Crop Production Services	Breckenridge
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Crop Production Services	Greenville
Crop Production Services	Henderson
Crop Production Services	Lake Odessa
Crop Production Services	Linwood
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Farmers Cooperative Grain Co.	Kinde
Garrco Products, Inc.	Converse, IN
Green Valley Agricultural, Inc.	Bangor
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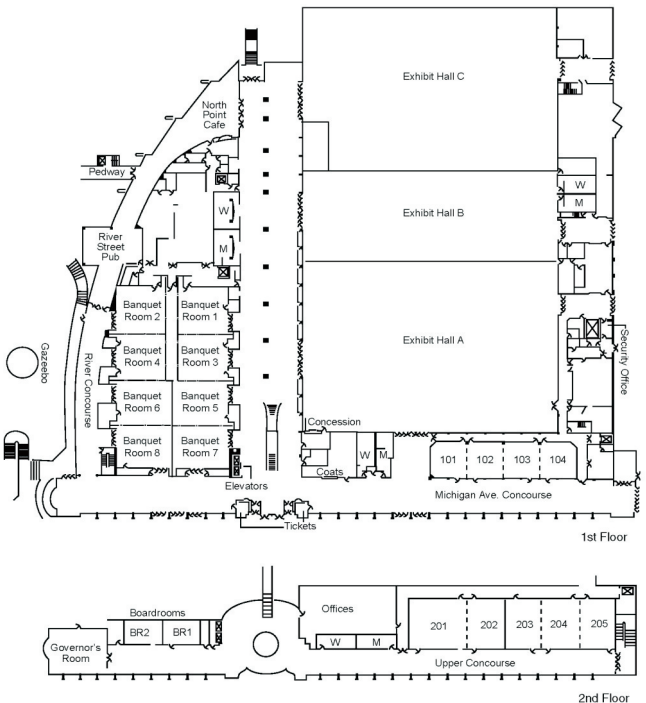
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WinField	Oakley
Zeeland Farm Services, Inc.	Zeeland



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Agrium US, Inc*	113/114	FarmChem Company	620
AgroLiquid	404	Fertilizer Dealer Supply, Inc.*	630
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Arthur J Gallagher Risk Management Services, Inc.*	632	Grand Hotel	635
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CGB Fertilizer*	622	Helena Chemical Co.*	302
Charah, Inc.*	609	HJV Equipment, LLC*	314
CHS Agronomy*	205	Honaman Sales*	619
Consumers Energy Business Solutions*	627	Honeywell Ammonium Sulfate*	625

Lansing Center Floor Plan



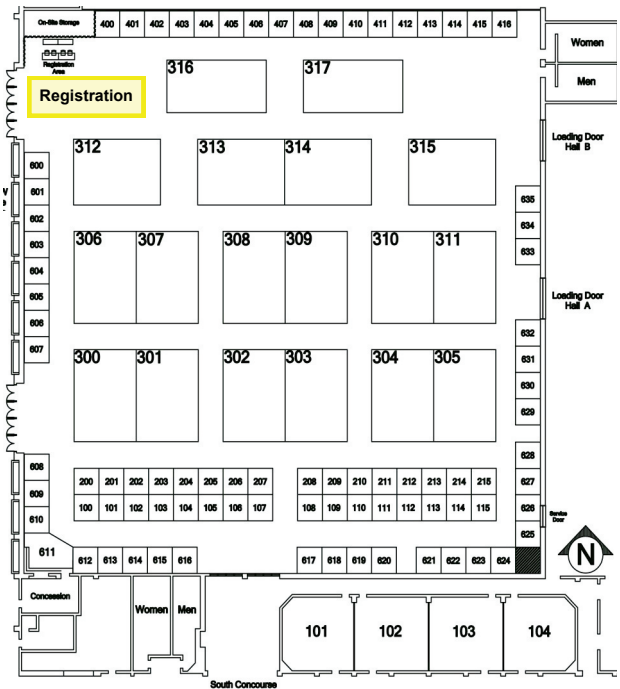
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Hydrite Chemical	411	Specialty Industries, Inc.*	208
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R.W. Mercer Company*	616		
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