

# MICHIGAN AGRI-BUSINESS ASSOCIATION 2017 WINTER CONFERENCE PRESENTATIONS

Please note that the names in **RED** have a presentation attached.  
Please check back often, we will add presentations as we receive them.

## MONDAY, JANUARY 9, 2017

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

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

### Applicator Training - Radisson Hotel

- FORCES INFLUENCING AG TODAY  
*Tim Boring, Michigan Agri-Business Association*
- THEFT, SECURITY, AND RISK MANAGEMENT  
*Eddie Fahley, Helena Chemical Co.*
- RULES AND REGULATIONS ON THE ROAD  
*Sgt. Joe Austin, Michigan State Police*
- POLLINATOR MANAGEMENT  
*Walt Pett, Michigan State University*
- DRIFT MANAGEMENT  
*Stephanie Regagnon, FieldWatch, Inc.*
- APPLICATOR AND MANAGEMENT INTERACTION:  
MAKING DECISIONS ABOUT WHEN TO ROLL...  
*Clay Martz, Crop Production Services*

### Grain

- MICHIGAN GRAIN DEALERS ACT AND INDEMNITY FUND  
*Jeff Haarer, Michigan Department of Agriculture & Rural Development*
- GLOBAL AND DOMESTIC PROTEIN MARKET AND DEMAND  
*Greg Thon & Dalton Grossman, ADM Grain Company*
- FUTURE ETHANOL ISSUES AND CHALLENGES  
*Laurie George, Marathon Petroleum Corporation*
- CORN AND GRAIN QUALITY IN ON FARM STORAGE  
*Robert Geers, Michigan Agricultural Commodities (MAC)*
- ALLERGENS AND FOOD SAFETY ISSUES  
*Mike Fassezke, Star of the West Milling Co.*
- CONTRACTS AND CONTRACTING ISSUES  
*David Barrett, Barrett, Easterday, Cunningham & Eselgroth LLP*

### Fertilizer

- FACILITY CONSTRUCTION: THE LATEST ON TECHNOLOGY AND NEW PLANTS  
*Reynold Franklin, Stueve Construction LLC*
- NITROGEN  
*John Cole, Trammo, Inc.*
- PHOSPHORUS SUPPLY AND ISSUES  
*Darryl Perry, Mosaic*
- INDUSTRY OVERVIEW: MARGINS, SUPPLY AND TRENDS  
*Doug Goff, Helena Chemical Co.*
- REGULATORY AND COMPLIANCE PROGRAMS

### Kyle Liske, Agricultural Retailers Association

- RESPONSIBLE AG  
*Kyle Liske, Agricultural Retailers Association*
- MICHIGAN POTASH UPDATE  
*Ward Forquer, Michigan Potash Company LLC*

### Sustainability, Energy and Climate

- ENERGY OPPORTUNITIES  
*Thomas Payne, IGS Energy, Inc.*
- AGRICULTURAL ENERGY OPTIMIZATION PILOT STUDY  
*Shelley Sullivan, DTE*
- CLIMATE CHANGE, AN UPDATE  
*Jeff Andresen, Michigan State University*
- THE PRINCIPLES OF SUSTAINABILITY  
*Matt Carstens, Sustain, a Land 'O Lakes Unit*
- SUSTAINABILITY AND AGRICULTURE  
*Tommy Jackson, Syngenta*
- POLITICS OF SUSTAINABILITY AND THE NEXT FARM BILL  
*Tina May, Sustain, a Land 'O Lakes Unit*

### Security, Risk Management and Communications

- CYBER SECURITY  
*William J. Kowalski, Rehmann Corporate Investigative Services*
- CASE STUDY...IT COULD BE YOU!  
*Chuck Lippstreu, Byrum & Fisk Communications*
- RISK MANAGEMENT: INSURANCE, COMMUNICATIONS AND RECOVERY  
*James Lozier, Dickinson Wright PLLC*
- PREPARATION  
*James Lozier, Dickinson Wright PLLC*
- MANAGING THE RISKS INHERENT IN YOUR BUSINESS  
*Jodie DeVries, Marsh USA, Inc.*
- COMMUNICATIONS  
*Chuck Lippstreu, Byrum & Fisk Communications*

### 12:00 Noon – Lunch

- WELCOME & LATEST ON CMS  
*Jeff Mayes, Consumers Energy*
- ENBRIDGE/VECTOR PIPELINE  
*Tiffany Moss, Enbridge*
- AGPROUD  
*Kellie Bray, CropLife America*
- KEYNOTE SPEAKER:  
*Carl Casale, Chairman/CEO, CHS*
- MICHIGAN AGRI-BUSINESS ASSOCIATION ANNUAL MEETING

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

### Applicator Training - Radisson Hotel

- **SPRAYER AND TANK HYGIENE**  
*Rodney Kuhl, 2 Kuhl Enterprises*
- **COVERAGE**  
*Dennis Clark, Bayer CropScience*
- **SPRAY WATER CONDITIONING**  
*Jamie Bultemeier, A&L Great Lakes Laboratories*
- **DRIFT: DICAMBA AND 2,4-D NEW/OLD PESTICIDES**  
*Rod Stevenson, Monsanto*
- **PRE-HARVEST INTERVALS**  
*Joe Reed, FMC Corporation*

### Certified Fertilizer Applicator Program

- **WHY WE DO THIS**  
*Anne Cook, The Andersons, Inc.*
- **THE IMPORTANCE OF SOIL TESTING**  
*Adam Farmer, Farmers Co-Operative Grain Co.*
- **LIQUID FERTILIZER AND COMPATIBILITY**  
*Chris Underwood, AgroLiquid*
- **IN-FIELD FERTILIZER MANAGEMENT**  
*Jeff Schultz, The Andersons, Inc.*
- **FERTILIZER APPLICATION EQUIPMENT AND COMMON SENSE**  
*Kevin Shelle & Tim Dunsmore, D&G Equipment, Inc.*

### Agricultural Economics

- **MICHIGAN PRODUCER FINANCIAL SITUATION**  
*Paul Anderson, GreenStone Farm Credit Services*
- **AGRI-BUSINESS CREDIT, A NATIONAL PERSPECTIVE**  
*Thomas Kessel, Wells Fargo Bank*
- **TRENDS IN LARGE PRODUCER CREDIT**  
*Chad Janowicz, Bank of America Merrill Lynch*
- **LAND PRICES AND LAND RENTS**  
*Eric Sowatsky, Yeo and Yeo CPAs & Business Consultants*
- **WHAT IF THE BUBBLE BURSTS?**  
*Dave Armstrong, GreenStone Farm Credit Services*
- **COMMON SENSE CREDIT MANAGEMENT FOR AGRI-BUSINESSES**  
*Chuck Squires, Cooperative Elevator Company*

### Next Generation Crop Nutrition

- **ANUVIA**  
*Hugh Macgillvray*
- **NACHURS ALPINE SOLUTIONS**  
*Jay Castleman*
- **VERDESAN LIFE SCIENCES**  
*Darin Lickfeldt*
- **AGROLIQUID**  
*Galynn Beer*
- **KOCH AGRONOMIC SERVICES**  
*Ron Restum*
- **AGRIUM, INC.**  
*Doug Sibbitt*

### Feed Law & the Food Safety Modernization Act

- **MICHIGAN'S FEED CLIMATE: DEMAND AND NUMBERS**  
*Jim Hilker, Michigan State University*
- **MICHIGAN'S FEED LAW AND CHANGES**  
*April Hunt, Michigan Department of Agriculture & Rural Development*
- **FEED MILL INSPECTIONS: CHANGES BECAUSE OF FSMA**  
*Tim Lyons, Michigan Department of Agriculture & Rural Development*
- **WHAT'S COMING IN MICHIGAN'S FEED INDUSTRY (PANEL DISCUSSION)**  
*Tim Lyons, Michigan Department of Agriculture & Rural Development*  
*Tom Sandbrook, Kent Nutrition Group*  
*Ron Brown, Brown Milling, Inc.*

### Non Traditional Production Systems

- **FOOD TRENDS: LOCAL, NICHE AND UNIQUE**  
*J. Hilliard Shackford, Campbell Fresh, a Division of Campbell Soup Company*
- **NON-GMO**  
*Bob Mansfield, Citizens L.L.C.*
- **ORGANIC DEMAND (PANEL DISCUSSION)**
  - **Manufacturer**  
*J. Hilliard Shackford, Campbell Fresh, a Division of Campbell Soup Company*
  - **Dry Beans**  
*Jim Sattleberg, Everbest Organics, Inc.*
  - **Eggs**  
*Dan Bewersdorf, Herbruck's Poultry Ranch, Inc.*

**TUESDAY, JANUARY 10, 2017**

### 8:00 A.M. Breakfast – Lansing Center

MSU'S NEW DEAN OF THE COLLEGE OF AGRICULTURE & NATURAL RESOURCES

*Ron Hendrick, Dean, College of Agriculture and Natural Resources, Michigan State University*

MICHIGAN'S GROWING LIVESTOCK AND DAIRY SECTORS (PANEL DISCUSSION)

#### Dairy

*Ken Nobis, Michigan Milk Producers Association*

#### Pork

*Craig Edsill, Clemens Food Group*

#### Broilers

*Stephen Shepard, Miller Poultry*

### 9:30 A.M. – Noon

### Wheat Production

### Michigan Millers Association Winter Meeting

- **GENETICS AND SEED: WHAT'S NEXT**  
*Eric Olson, Michigan State University*
- **MILLING AND BAKING QUALITIES OF MSU ADVANCED WHEAT LINES**

*Perry K.W. Ng, Michigan State University*

- INTENSIVE WHEAT MANAGEMENT  
*J.J. Metz, Crop Production Services*
- FUNGICIDE MANAGEMENT  
*Dave Lamore, Bayer CropScience*
- ALLERGENS AND FOOD SAFETY ISSUES  
*Mike Fassezke, Star of the West Milling Co.*
- CANADIAN AND MICHIGAN OUTLOOK FOR 2017: ACREAGE ESTIMATE AND PRODUCTION PROSPECTS  
*Bruce Sutherland, Michigan Agricultural Commodities (MAC)*
- MICHIGAN MILLERS ASSOCIATION ANNUAL MEETING (MICHIGAN MILLERS MEMBERS ONLY)

**10:00 A.M. - 11:00 A.M.** – Concurrent Sessions

### Grain Outlook & Information for Agronomists

- HOW THE MARKETS WORK: CHICAGO, BASIS, ETC.  
*Chris Betz, Michigan Agricultural Commodities (MAC)*
- CORN, SOYBEANS AND WHEAT  
*Angie Setzer, Citizens L.L.C.*
- SPECIALTY GRAINS  
*Caleb Sundblad, Cooperative Elevator Company*

### Michigan State University: College of Agriculture Leadership

- DEAN'S UPDATE  
*Ron Hendrick, Dean, College of Agriculture and Natural Resources, Michigan State University*
- AGBIO RESEARCH UPDATE  
*Doug Buhler, Director, Michigan State University*
- EXTENSION UPDATE  
*Jeff Dwyer, Director, Michigan State University*

### Weeds

- MARESTAIL BIOLOGY AND MANAGEMENT: IMPACT OF NEW TECHNOLOGIES  
*Christy Sprague, Michigan State University*
- XTEND  
*Rod Stevenson, Monsanto*
- ENLIST  
*Dave Hilger, Dow AgroSciences*

### Managing Social Media

- MAXIMIZING EXPOSURE AND AVOIDING PROBLEMS.  
*Chuck Lippstreu, Byrum & Fisk Communications*

### Advanced Cover Cropping

- INTERSEEDING PRACTICES  
*Aaron Brooker, Michigan State University*
- PLANTING GREEN  
*Paul Gross, Michigan State University*
- CROP INSURANCE AND USDA  
*Greg Todd, Farm Service Agency-USDA*

**11:00 A.M. – 12:00 Noon – Lunch**

- MABA AG CAREERS-HIGH SCHOOL STUDENTS AND COUNSELORS  
*Kellie Bray, CropLife America*

**2:00 P.M. - 5:00 P.M.** – Concurrent Sessions

### Michigan Bean Shippers Winter Update - Radisson Hotel

Moderator: Neil Mosher, Ackerman Marketing, Inc.

- RISK MANAGEMENT & CROP INSURANCE FOR DRY BEANS  
*Lisa Tuggle, Spartan Insurance Agency, L.L.C.*
- LOGISTICS CHALLENGES  
*Rob Chandonnet, Bayside Best Beans*
- ALLERGENS  
*Mike Fassezke, Star of the West Milling Co.*
- THE 2016 CROP, PRODUCTION TRENDS AND THE ROLLER COASTER OF ACREAGE AND 2017  
*Joe Cramer, Michigan Bean Commission*

### Advanced Agronomy Management

- CHALLENGING CONVENTIONAL WISDOM  
*Tim Boring, Michigan Agri-Business Association*
- BORON FERTILITY MANAGEMENT  
*Ross Bender, Mosaic*
- PLANT SPACING AND LIGHT INTERCEPTION  
*Stephanie Smith, Yield 360*
- INTENSIVE FERTILITY MANAGEMENT  
*Jamie Bultemeier, A & L Great Lakes Laboratories*
- BIOLOGICAL SEED TREATMENTS  
*David Lamore, Bayer CropScience*

### Manure & Agronomy

- INCLUDING MANURE IN FERTILITY PROGRAMS  
*Jim Sheppard, Harvey Milling Co.*
- MANURE AND 4R MANAGEMENT  
*Christie Apple, A&E Ag LLC*
- COMPOST AMENDMENTS  
*Brad Morgan, Morgan Composting, Inc.*
- MANURE AS AN ASSET  
*Shelby Burlew, Michigan State University*
- MICHIGAN COMMERCIAL MANURE APPLICATOR CERTIFICATION PROGRAM  
*Charles Gould, Michigan State University*

### Logistics

- AGRICULTURAL LOGISTICS  
*Bruce Sutherland, Michigan Agricultural Commodities (MAC)*
- ACCESSING NEW TRUCK DRIVERS  
*Brian Hitchcock, M.B.H. Trucking, L.L.C.*
- TRUCK WEIGHT UPDATE  
*Brian Hitchcock, M.B.H. Trucking, L.L.C.*
- RAIL INFRASTRUCTURE FINANCING OPPORTUNITIES  
*Tim Hoeffner, Michigan Department of Transportation*
- SHORT LINE UPDATE  
*Shasta Duffey, Lake State Railway*
- RAILROADS: CLASS ONE  
*Marc Higginbotham, Norfolk Southern*

## Pest Management

- SELECTING TRAIT PACKAGES  
*Chris DiFonzo/Christy Sprague, Michigan State University*
- LESSONS FROM 2016 WHEAT STRIPE RUST  
*Jacob Hecht, Star of the West Milling Co.*
- LATE SEASON CORN MOLD ISSUES  
*Trevor Kraus, BASF Corporation*
- EMERGING CORN DISEASE ISSUES  
*Martin Chilvers, Michigan State University*
- SOYBEAN SUDDEN DEATH SYNDROME PREDICTION  
*Zach Noel & Mitch Roth, Michigan State University*
- HERBICIDE CHOICES THAT OPTIMIZE COVER CROP OPTIONS IN SOYBEAN/CORN ROTATIONS  
*Marsha Martin, DuPont*

**WEDNESDAY, JANUARY 11, 2017**

## 8:00 A.M. Breakfast – Lansing Center

- TRENDS AND REALITIES OF THE PESTICIDE AND FERTILIZER MARKET  
*Amy Yoder, Anuvia*
- GREEN PROGRAM AWARDS

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

### 2017 Michigan Water Symposium - Radisson Hotel

- ISSUE REVIEW
  - Minnesota Issues  
*Warren Formo, Minnesota Agricultural Water Resource Center*
  - Iowa Issues  
*Joel Brinkmeyer, Iowa Agribusiness Association*
  - The Illinois Nitrogen Programs  
*Jason Solberg, Assistant Director of Nutrient Stewardship, Illinois Fertilizer and Chemical Association*
- RESEARCH AND ANSWERS  
*David Karpovich, Saginaw Valley State University*
- CHALLENGES WITH CURRENT PRACTICES  
*Tim Boring, Michigan Agri-Business Association*

### Dry Fertilizer Blending

- PRINCIPLES OF FERTILIZER BLENDING  
*J.C. Remsberg, The A.J. Sackett and Sons Company*
- FERTILIZER REGULATIONS  
*April Hunt, Michigan Department of Agriculture & Rural Development*
- LIQUID ADDITIVES  
*Ryan Barham, Verdesian Life Sciences*
- BLENDING TECHNOLOGY  
*J.C. Remsberg, The A.J. Sackett and Sons Company*
- MICRONUTRIENT BLENDING  
*Drew Taylor, Yargus Manufacturing, Inc.*

## Seed Treatment Workshop

- HOW DO SCN TRAITS AND NEMATICIDE SEED TREATMENTS WORK TOGETHER?  
*Ben Wilson, Syngenta and Mark Seamon, Michigan State University*
- COMMON SEED TREATMENT MYTHS, REGULATORY UPDATE, LATEST TECHNOLOGIES  
*Bret Henderson, Syngenta*
- PROPER APPLICATION TECHNIQUES AND 2017 EQUIPMENT PREPARATION  
*Cesareo Ramirez De Leon, Syngenta*
- PRESENTER Q&A PANEL

## Cucumber & Vegetable Production

- TRENDS IN VEGETABLE PRODUCTION  
*Ben Kudwa, Michigan Vegetable Council*
- FERTILITY  
*John Cnudde and Bill Foster, Crop Production Services*
- VEGETABLE DISEASES AND CONTROL STRATEGIES  
*Blair Harlan, Michigan State University*
- WEED CONTROL  
*Colin Phillippo, Michigan State University*
- FOOD SAFETY/SUSTAINABILITY CONSIDERATIONS  
*Mike Wenkel, Michigan Potato Industry Commission*

## Farm Policy, Trends & the Next Farm Bill

- THE CURRENT FARM BILL  
*David Schweikerdt, Michigan State University*
- NEW PLAYERS AT THE TABLE  
*Chuck Lippstreu, Byrum & Fisk Communications*
- CONSERVATION IN THE FARM BILL  
*Rich Bowman, The Nature Conservancy*
- SO WHAT SHOULD WE EXPECT IN A NEW FARM BILL  
*David Schweikerdt, Michigan State University*  
*Rich Bowman, The Nature Conservancy*  
*Chuck Lippstreu, Byrum & Fisk Communications*

## Corn Production

- WHERE DOES CORN GO: MARKETS AND USES  
*Mike Boring, The Anderson's, Inc.*
- LESSONS FROM 2016  
*Rob Blackwell, GAPS*
- TRAITS AND CONVENTION DECISIONS  
*Gary Brinkman, Pioneer, a DuPont Company*
- MANAGING CONVENTIONAL CORN PRODUCTION  
*Tim Schaub, Rupp Seeds, Inc.*
- PLANTING TECHNOLOGY  
*Jason Koning, Precision Planting*
- NITROGEN MANAGEMENT  
*Stephanie Smith, Yield 360*

## 12:00 Noon Lunch – Lansing Center

- TRENDS, UNCERTAINTY & FUTURE  
*Jim Byrum, Michigan Agri-Business Association*

**1:30 P.M. – 3:30 P.M. – Concurrent Sessions**

**2017 Michigan Water Symposium - Radisson Hotel**

- **INTEGRATED WATER COMMISSION REPORT**  
*Dave Kraff, Grand Valley State University*
- **SPATIAL PLACEMENT OF CONSERVATION**  
*Jon Bartholic, Michigan State University*  
*Jon Bartholic, Michigan State University Flyer*  
*Jon Bartholic, Michigan State University Flyer 2*
- **PRIORITIZING EFFORTS**  
*Rich Bowman, The Nature Conservancy*
- **FUTURE ISSUES (PANEL DISCUSSION)**  
*Travis Christian, Green Valley Agricultural*  
*Keith Martus, Star of the West Milling Co. (Invited)*  
*Mike Fossum, Helena Chemical Company*

**Soybean Production**

- **2016 SOYBEAN SMART PROGRAM**  
*Mike Staton, Michigan State University*
- **SOYBEAN CYST NEMATODES ARE CHANGING AND GETTING TOUGHER**  
*Mark Seamon, Michigan Soybean Promotion Committee*
- **HERBICIDE RESISTANT WEEDS –ADDRESSING NEEDS FIELD BY FIELD**  
*Mark Seamon, Michigan Soybean Promotion Committee*

**Grain Fumigation**

*Ben Wright, United Phosphorus*

**Sugarbeet Update**

- **SUGAR PROGRAM, WHAT IT REALLY IS**  
*Ray VanDriessche, Michigan Sugar Company*
- **DEMAND**  
*Jerry Coleman, Michigan Sugar Company*
- **MANAGING SUGARBEETS FOR HIGH YIELD AND QUALITY**  
*Steve Poindexter, Michigan State University*  
*Extension, Extension Sugarbeet Educator / Sugarbeet Advancement*

**Alfalfa & Forage Production**

- **SEED INDUSTRY UPDATE**  
*Jay Hallenbeck, LaCrosse Seed LLC*
- **FERTILITY**  
*John Leif, AgroLiquid*
- **WEED CONTROL**  
*Jolene Klee, Winfield United*
- **HARVEST TECHNOLOGY**  
*Mike Laethem, Farm Depot LLC*