

SEPTEMBER MARKETING SEMINAR

WEDNESDAY, SEPTEMBER 12, 2018

3:30 - 7:30 pm

** Hilton Garden Inn **

4351 17th Ave S, Fargo, ND

PROGRAM & DINNER - Free to all attendees

- 3:30-4:00 pm **Registration and refreshments**
- 3:55 pm **Welcome** - by Minnesota Soybean Research & Promotion Council on behalf of North Dakota Grain Growers & the Minnesota Association of Wheat Growers
- 4:00 pm **2019 Crop Budgets – The Foundation for the Best Marketing Plans**
– Josh Tjosaas, NCTC Farm Business Management Instructor, Moorhead
- 4:30 pm **Developing a Marketing Plan to Manage Global Market Risks**
– Dr. Frayne Olson, Crops Economist/Marketing Specialist, NDSU
- 5:15 pm **2018 Farm Bill Nears the Finish Line: Risk Management Wins and Losses**
– Howard Olson, Sr. VP Insurance & Communications, AgCountry Farm Credit Services
- 5:45 pm **Break** – Coffee, Lemonade and Cookies
- 6:00 pm **Update from National Agri-Marketing Association (NAMA)**
– Thomas Konetschka, NDSU Student Chapter President
- 6:15 pm **Market Outlook for Northern Grown Crops**
– Mike Krueger, Founder and Contributor, The Money Farm, Fargo, ND
- 7:00 pm **Dinner and Informal Discussion around the Dinner Table**



JOSH TJOSAAS

NCTC - Farm Business Management



DR. FRAYNE OLSON

NDSU



HOWARD OLSON

AgCountry Farm Credit Services



MIKE KRUEGER

The Money Farm

Registration is FREE ~ Pre-Registration Requested

Both Minnesota and North Dakota growers can pre-register by calling the MN Wheat office at 800-242-6118 ext. 3 or by going online at www.smallgrains.org.

A PROGRAM OF THE



Minnesota Association
of Wheat Growers



North Dakota
Grain Growers Association



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2019 Crop Budgets - The Foundation for the Best Marketing Plans
– Josh Tjosaas, NCTC Farm Business Management Instructor, Moorhead
Josh will provide a first look at the 2019 crop budgets for this region. Crop budgets are the base of any good marketing plan and he will discuss how you can use his budgets to get started on your own individual crop budgets and marketing plan.

Developing a Marketing Plan to Manage Global Market Risks

– Dr. Frayne Olson, Crops Economist/Marketing Specialist, NDSU
Dr. Olson will provide a focused look at marketing your 2018 and 2019 crops. He will give special attention to local basis risks related to trade wars and strategies to deal with them. He will also share some of his insight into the short/long term and good/bad impacts that the trade wars may have on our region's agriculture.

2018 Farm Bill Nears the Finish Line: Risk Management Wins and Losses

– Howard Olson, Sr. VP Insurance & Communications, AgCountry Farm Credit Services
As the Farm Bill Conference Committee completes its work, the details are becoming clearer. Howard will provide a Farm Bill update and share his thoughts on how our region's number one farm bill priority - Crop Insurance - is fairing.

Market Outlook for Northern Grown Crops

– Mike Krueger, Founder and Contributor, The Money Farm, Fargo, ND
Mike has 40 years of experience in the grain business. He has a unique perspective and has an engaging presentation style on the global grain markets and an ability to bring it all back to your farm and marketing strategy. Do not miss this opportunity to learn from someone that has been through most of this before.

Minnesota Association of Wheat Growers Membership Form

Name: _____
 Address: _____
 City, State, Zip Code: _____
 Telephone: _____
 Email: _____
 Fax: _____

On your farm you most likely raise many different crops and you want all of them to be profitable. If you want wheat to be a profitable part of your farm, you need to support the organization that works to improve the profitability of wheat. MAWG works to improve wheat specific programs in the Farm Bill, increase Federal and State funding for wheat research, promote technology for wheat, and provides valuable educational opportunities to MAWG Members.

One-Person Membership (Farm or Business) Please choose one:
 One-Year -- \$75
 Three-Year -- \$195
 Multi-Person Membership (Farm or Business) Please choose one:
 One-Year -- \$75 Add'l Members \$50 each
 Three-Year -- \$195 Add'l Members \$120 each

Please list additional members and their information on bottom of the page.

Credit Card: Visa or Mastercard
 Account #: _____ Exp. Date: _____
 Signature: _____ Date: _____



Minnesota Association of Wheat Growers
 2600 Wheat Drive
 Red Lake Falls, MN 56750

Minnesota Soybean Growers Association Membership Form

Name: _____
 Spouse Name: _____
 Address: _____
 City, State, Zip Code: _____
 Telephone: _____
 Email: _____
 Fax: _____

- Through the grassroots efforts of MSGA and ASA, ag policy, regulatory and energy issues and trade agreements are monitored. Bills are introduced and legislation is designed to protect U.S. soybean producers and improve their profitability and competitiveness.
- The purpose of an association is to give those who have the right to speak, the ability to do so.

Choose One: Producer One-Year -- \$100
 Producer Three-Year -- \$250
 Choose One: New Membership
 Renewal (ID# _____)
 Credit Card: Visa or Mastercard
 Account #: _____ Exp. Date: _____
 Signature: _____ Date: _____



Minnesota Soybean Growers Association
 151 Saint Andrew Court, Suite 710
 Mankato, MN 56001

- The dues you pay to become a member of MSGA and ASA are separate from the soybean checkoff.
- By law, soybean checkoff dollars cannot be used to influence or lobby legislators, or to pay membership dues.
- MSGA and ASA are the lobbying arm of the soybean producer.

North Dakota Grain Growers Association Membership Form

Name: _____
 Address: _____
 City, State, Zip Code: _____
 Telephone: _____
 Email: _____
 Fax: _____

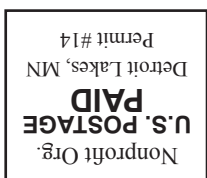
At no other time in the history of agriculture is a strong membership-based organization needed to help growers with all of the obstacles we encounter every day. Your support is needed to maintain a strong organization working for the needs of the producers. The more members that contribute, the more work can get done and the more information and services we can provide.

Grower Member:
 One-Year Membership -- \$95
 Two-Year Membership -- \$150
 Associate Member:
 One-Year Membership -- \$150
 Two-Year Membership -- \$250

Credit Card: Visa or Mastercard
 Account #: _____ Exp. Date: _____
 Signature: _____ Date: _____



North Dakota Grain Growers Association
 1002 Main Ave. W. #3
 West Fargo, ND 58078



2600 Wheat Drive, Red Lake Falls, MN 56750
 Minnesota Association of Wheat Growers

