



# Wheat Producers Advantage

South Dakota Wheat, Inc.

November 2016 • Volume 3, No. 5

## General Session Speakers



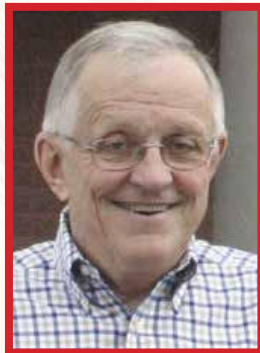
**Brian Jenks**  
Weed Scientist  
NDSU



**Dwayne Beck**  
Dakota Lakes  
Research Farm  
SDSU



**Ed Usset**  
Grain Marketing  
Economist  
U of M



**Jim Woster**  
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# AG HORIZONS

Ramkota RiverCentre, Pierre  
November 29 & 30, 2016



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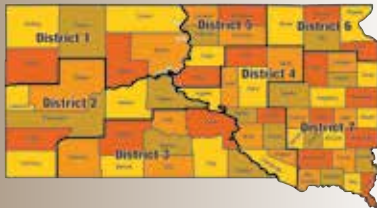
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# U.S. Wheat Farmers Participate in USDA Export Promotion Programs

ARLINGTON, Virginia — Agricultural export market development programs funded through the Farm Bill have contributed an average of \$8.2 billion per year, a total of more than \$309 billion, to farm export revenue between 1977 and 2014 according to a new study conducted by noted land grant university economists.

“In other words, these programs have accounted for 15 percent of all the revenue generated by exports for U.S. agriculture over that time. To me, such a positive result is just stunning,” said Dr. Gary Williams, professor of agricultural economics and co-director of the Agribusiness, Food, and Consumer Economics Research Center at Texas A & M University, who led the study.

The study examined the effectiveness of USDA’s Market Access Program (MAP) and the Foreign Market Development (FMD) program. They are part of a public-private partnership that provides competitive grants for export development and promotion activities to non-profit farm and ranch organizations that contribute funds from checkoff programs and industry support.

U.S. Wheat Associates (USW) represents U.S. wheat farmers in overseas markets and is a participant in the MAP and FMD programs. Private funding for USW’s export market development activities comes from 19 state wheat commissions and qualifies USW to compete for program funds. For every \$1 wheat farmers contribute, they earn an additional \$2 in MAP and FMD funding. A recent, separate study showed that between 2010 and 2014, every \$1 wheat farmers invested in the program generated an additional \$149 in U.S. wheat exports and returned \$45 in net revenue back to farmers from the increased export demand.

The 2016 study measuring the general effectiveness of total MAP and FMD funding showed that average annual farm cash income was \$2.1 billion higher, and annual average farm asset value was \$1.1 billion higher over 2002 through 2014. The programs increased total average annual U.S. economic output by \$39.3 billion, GDP by \$16.9 billion and labor income by \$9.8 billion over the same time. The study results also showed that the economic lift created by these programs directly created 239,000 new jobs, including 90,000 farm sector jobs.

By testing what would happen if federal MAP and FMD funding were eliminated, the study showed that average annual agricultural export revenue would be lower by \$14.7 billion, with corresponding annual average declines in farm cash income of \$2.5 billion and significant drops in GDP and jobs.

“I would say these are very successful economic development programs based on their impact to the farm and general U.S. economy,” Dr. Williams concluded.

The non-profit agricultural organizations that participate in MAP and FMD contributed about \$470 million dollars per year to the programs in 2014. That was more than 70 percent of total funding. The federal budget for MAP has been fixed at \$200 million per year since 2006 and FMD’s \$34.5 million annual budget has not changed since 2002. The Commodity Credit Corporation programs are administered by USDA’s Foreign Agricultural Service (FAS), which is required to report to Congress periodically on program effectiveness.



**November 29th & 30th • Ramkota RiverCentre • Pierre**



## NAWG President Participates in Farm Bill Panel

NAWG President Gordon Stoner attended a Farm Bill Discussion Forum hosted by Sen. Jon Tester (D-Mont), where he participated in a panel discussing what is needed in the 2018 Farm Bill to assist producers through this period of low prices and surplus commodities. Stoner said the consensus at the panel was that protecting crop insurance is a top priority, as well as addressing concerns of widely varied yields in adjacent counties for ARC-County payments. There is concern among farmers that using National Agricultural Statistics Service (NASS) data for computing ARC-county payments often results in widely differing payments between adjacent counties. Stoner said that in Montana, the belief is that crop insurance data would be a more accurate indicator than NASS data. In addition, the panel discussed the threat of reductions in cost-share conservation programs, acres enrolled in the Conservation Reserve Program (CRP), and Conservation Stewardship Program (CSP). Producers have made great strides in improved conservation and this program has been valuable in achieving those goals. NAWG commends and thanks Senator Tester for leading the discussion about future Farm Bill priorities and we look forward to working with him as the next Farm Bill develops.

## EPA Action on Sulfoxaflor

The U.S. Environmental Protection Agency (EPA) re-registered the insecticide sulfoxaflor for use on wheat, barley, canola, beans, and a variety of other grains and vegetables. EPA vacated the previous registrations in November 2015, due to a ruling by the Ninth Circuit Court of Appeals that the EPA did not have sufficient evidence to prove the chemical didn't pose risks to bees. EPA has now taken action to unconditionally register sulfoxaflor for crops that do not bloom and are not attractive to pollinators. For crops that attract bees, application is restricted to post-bloom and is not allowed on crops grown for seed. EPA stated that after reviewing data and an amended application by Dow AgroSciences, they determined that sulfoxaflor is safe for use, as required under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA). NAWG welcomes this reregistration of the chemical for its use on wheat.

## Obama Administration Loosens Regulations on Cuba Exports of Agricultural Products

The Obama administration announced the next steps in further loosening the U.S. sanctions against Cuba, continuing the process of normalization that the Administration hopes to make permanent before leaving office. To the

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# AG HORIZONS CONFERENCE

**Ramkota RiverCentre, Pierre • November 29 & 30, 2016**

**Conference Hosts**  
 SD Crop Improvement Association, SD Oilseeds Council, SD Pulse Growers,  
 SD Seed Trade Association, SD Soil Health Coalition, SD Wheat Inc.

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Per-Person Cost if pre-registered by November 21, 2016 is \$85. After November 21, 2016 cost is \$95.

Do you have any dietary (including food allergies) or special accommodation needs we should be aware of?

Name of attendee	Please check meal participation				Registration Fee	
	November 29		November 30		Full Conference \$85.00	1/2 Conference \$50.00
	Lunch	Game Night	Breakfast	Lunch		
<b>Late Fee after November 21st + \$10 per person</b>						
<b>TOTAL</b>						

Return form and check to: Ag Horizons Conference • PO Box 667 • Pierre, SD 57501

**Register and pay @ [sdwheat.com](http://sdwheat.com) by November 21st**

### Room Reservation Information

Ramkota RiverCenter	Phone 605-224-6877	\$92 or \$102 (must contact SDWI office)
Club House	Phone 605-494-2582	Single or Double \$124.00
Governors Inn	Phone 605-224-4200	Single or Double \$83.00 (state rate accepted)
Days Inn	Phone 605-224-0411	Single or Double \$73.00 (state rate accepted)

★★★★★ Reservation deadline for convention room rate is **November 14, 2016** ★★★★★

Questions or Comments: Call 605-224-4418 or email [wheatinc@midco.net](mailto:wheatinc@midco.net)



# TENTATIVE AG HORIZONS AGENDA

## Tuesday, November 29, 2016

7:30 – 8:00	Lobby	Breakfast
8:00 – 8:50	Amphitheatre II	Welcome Ag Secretary Mike Jaspers
8:00 – 8:50	Amphitheatre II	Dwayne Beck, Dakota Lakes Research Farm
9:00 – 11:00	Lake Lewis & Clark	Annie's Project: In's & Out's of Commodity Marketing, Heather Gessner
9:00 – 9:50	Breakout Sessions	<i>Gallery D</i> – Farmers Yield Initiative-Tomorrow's Seed Technology <i>Gallery E</i> – Mark Murphey Henry <i>Gallery F</i> – Saving Every Drop, Jeff Hemenway, NRCS Organic Production/Marketing and Demand, Tom Rabaey, General Mills & Eric DeBlieck, Grain Millers
10:00 – 10:50	Breakout Sessions	<i>Gallery D</i> – Where Wheat Quality Begins and Ends, Padmanaban Krishnan, SDSU <i>Gallery E</i> – Controlling Kochia and Other Weeds in No Till, Dr. Brian Jenks, NDSU <i>Amphitheater I</i> – ARC-PLC and Payment Limitation & Payment Eligibility, Paul Hanson, FSA Program Director <i>Lake Sharpe</i> – Performance of Carinata in SD, Nleya & Kumar, SDSU <i>Amphitheatre I</i> – The Real Dirt on Estate Planning, Carolyn A. Thompson, Thompson Law PC
11:00 – 11:50		
12:00 Noon	Gallery B & C	Luncheon – Breaking Wheat's Biggest Obstacles, Tim O'Connor, Wheat Foods Council – Sponsored by SD Wheat Commission, <i>Amphitheatre II</i> – Five Common Mistakes in Grain Marketing, Ed Usset, Grain Marketing Economist, University of Minnesota
1:00 – 1:50		
2:00 – 4:00	Lake Lewis & Clark	Annie's Project: Family Communications & Dynamics, Robin Salverson, Shannon Sand and Kari O'Neill
2:00 – 2:50	Breakout Sessions	<i>Amphitheater I</i> – 2018 Farm Bill Needs Producer Input, Bring Your Comments and Ideas! Joshua Tonsager, Lobbyist NAWG, Rick Vallery, Rep. Noem's Office, Lynn Tjeerdsma, Senator Thune's Office & Kim Olsen, Senator Round's Office <i>Gallery D</i> – Farm Bill Programs for Your Land the "New" CSP, NRCS <i>Gallery E</i> – Marketing Peas & Lentils, Mahavir Jain, West Plains, Steve Brown, Pulse Processing Plant & Lee Klocke, Sunbird
2:50 – 3:00	Gallery B & C	Cookie Break – Sponsored by Farm Credit Services of America
3:00 – 3:50	Amphitheatre I	Let's Talk Wheat Protein – Jerry Cope, Dakota Mill & Grain, Taylor Smalley, CHS, and Sean Finnie, Baking Industry, Milling Industry
4:00 – 4:50	Breakout Sessions	<i>Lake Sharpe</i> – Climate Outlook 2017: An Uncertain Forecast, Laura Edwards SDSU <i>Lake Lewis &amp; Clark</i> – Wheat Diseases: Approaches to Management, Shaukat and Byamukama <i>Gallery D</i> – Adding Diversity with Intercropping and Companion Cropping, Derek Axten
5:00 – 6:00	Lake Sharpe	SD Pulse Growers meet with Steve Junghans, RMA
5:00 – 7:00	Lobby	Social Hour, Game Night and Silent Auction – Exhibit Area
6:00 – 7:00	Exhibit Area	Rainfall Simulator, Jeff Hemenway, NRCS
7:00 – 8:00	Amphitheatre I	SD Soil Health Coalition Annual Meeting

## Wednesday, November 30, 2016

7:30 – 8:50	Gallery B & C	Breakfast
8:15 – 8:50	Commodity Meetings	<i>Lake Sharpe</i> – SD Wheat Inc., Annual Meeting <i>Lewis &amp; Clark</i> – Pulse Growers Meeting <i>Lake Francis Case</i> – SDCIA Annual Meeting
9:00 – 10:00	Amphitheatre I	How to Develop a Pre-Harvest Marketing Plan, Ed Usset Grain Marketing Economist, University of Minnesota
10:00 – 10:50	Breakout Sessions	<i>Gallery D</i> – Sunflower Update: Insects and Diseases Adam Varenhorst, Febina Mathew, Brady Hauswedell, Mackenzie Mattern <i>Lake Francis Case</i> – Conservation Reserve Program, Owen Fagerhaug, FSA Program Director <i>Lake Lewis &amp; Clark</i> – Weed Control Update on Wheat & Carinata, Paul Johnson, SDSU <i>Lake Sharpe</i> – Utilizing Cover Crops, Tobin, Wang, Kumar, SDSU <i>Lake Sharpe</i> – What's New for Small Grains, SDSU Breeders Karl Glover, Melianie Caffe, Sunish Sehgal, John Klienjohn <i>Lewis &amp; Clark</i> – TBA <i>Lake Francis Case</i> – Choosing the Right Spray Nozzle, Kyle Gustafson, Winfield Solutions
11:00 – 11:50	Breakout Sessions	
12:00 Noon	Gallery B & C	Luncheon, Stuff and Things, Jim Woster

**\*Continuing Education Units (CEUs) for the Certified Crop Advisor Program are pending.**



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# Improving Protein Content in Wheat

Wheat producers in South Dakota always strive to grow a premium product. Quality in wheat often depends on test weight and protein content. Protein premiums and penalties in wheat have increased interest among wheat growers in producing a product that meets or exceeds market standards (standard protein is 12% for hard winter wheat).

## **Factors to Consider**

It is possible for producers to manage winter wheat for protein content. Several factors affect protein content in wheat including genetics, timing, precipitation, temperature and heat during the growing season. In addition soil nitrogen levels, source, amount and timing of nitrogen fertilizers play a role.

The primary building block or component of protein is nitrogen. Therefore, a lack of nitrogen available to wheat can limit yield and/or result in low-protein wheat. Typically, wheat will use the available nitrogen to satisfy yield potential before it uses nitrogen to produce protein. Therefore, in environments where yield is not limited by moisture or heat, protein content could be negatively affected by a lack of additional available nitrogen to satisfy the plants requirements.

## **Timing Fertilizer Applications**

Fertilizer management for high-protein wheat can be tricky. Applying all of the nitrogen at seeding, especially in winter wheat, could result in nitrogen losses under certain environmental conditions or unnecessary expense if the season becomes hot and dry. Similarly, high levels of nitrogen available to winter wheat in the fall under favorable growing conditions could result in excessive tillering, delayed maturity and lodging. The wheat plants often have to abort tillers as temperatures rise in the summer and moisture becomes limiting. Nitrogen used to produce aborted tillers is then not available to support yield or protein.

Nitrogen uptake in winter wheat is highest in the spring between March and May. Producers can opt to apply a

substantial portion of their nitrogen to their winter wheat in the spring. Applying fertilizer in the spring allows the grower to base his yield potential on mid-season growing conditions and crop potential. However, fertilizer should not be applied on top of snow and, depending on the form used, additional moisture will be required after the application to ensure the fertilizer is moved into the soil.

Some producers have the option to apply fertilizer in a mid-row band at seeding. This system has a number of benefits. Producers can apply enough fertilizer at seeding to allow the crop to meet a conservative yield goal. The nitrogen is not available to the wheat seedlings until spring when roots reach the fertilizer band. This should prevent the wheat from setting excessive tillers in the fall. The fertilizer is placed in the ground which protects it from potential losses due to volatilization. The nitrogen is available to the wheat in the spring when N uptake in winter wheat increases rapidly and adverse weather can prevent spring fertilizer applications.

## **Adding Additional Nitrogen**

In a year when environmental conditions are conducive to high wheat yields, growers still have the option to add additional nitrogen if they think yield may exceed the original yield goal. Nitrogen additions up until growth stage Feekes 5 (end of tillering) can support yield. Nitrogen additions made at Feekes 6 (jointing) or later will impact kernel set, size and protein.

In situations where wheat has a high yield potential it is important to remember that wheat will use available nitrogen to satisfy yield first and then convert nitrogen to protein. Low protein wheat is produced when nitrogen availability matches yields but is insufficient to produce acceptable protein. In most situations where nitrogen is limiting, additional applications made at Feekes 6 or later can help bump protein. Nitrogen applications should be based on soil tests and fertilizer recommendations.

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## ***NAWG Update from page 3***

excitement of many, Americans have been authorized to bring back rum and cigars from Cuba, for personal use. However, for agriculture, the excitement is in an expansion of exports for goods such as farm equipment and pesticides. These new amendments allow exporters to avoid cash-in-advance requirements for transactions involving agricultural commodities that have caused significant barriers. The loosening of restrictions in trade with Cuba provides an opportunity for American wheat growers to take advantage of the available Caribbean market, in the face of declining prices and market surplus. With foreign competitors taking advantage of the Cuban wheat import market, American growers welcome this announcement that will help decrease financial barriers and regulations that have restricted US wheat access for decades. NAWG President Gordon Stoner said that “one of the solutions to boosting the sagging farm economy is increased trade”. NAWG supports efforts to liberalize trade with Cuba by loosening regulations on products exported out of the country and encourages Congress and the Obama Administration to continue on the path towards ending the embargo.

## ***Wheat Producer Advantage***

## **2015 Crop Year Farm Program Payment**

### **Details Posted by FSA**

As was noted in the NAWG e-newsletter, USDA’s Farm Service Agency (FSA) has begun issuing Agriculture Risk Coverage (ARC) County program and Price Loss Coverage (PLC) program payments for the 2015 crop year. Maps have been posted online showing the ranges of payments by county for wheat, corn, and soybeans. On Wednesday last week, FSA posted a document showing the aggregate dollar amounts of payments by program, commodity, and state. Additionally, FSA also posted a spreadsheet showing by county and commodity the benchmark yield and benchmark revenue as well as the final price and final actual yield used to determine payment rates. If producers have questions about the data that’s used or the final payment rates, please contact the NAWG office and we would be happy to assist you with seeking information from USDA. Particularly as farmers are struggling with low prices, the Farm Bill safety net programs are more important now than ever.



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# Growing Your Future Ag Horizons — Nov. 29 & 30th

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*Five General Seminars, Thirty Breakout Sessions and Two Women's Programs*

*It just keeps getting bigger and better! We are pleased to bring to South Dakota producers a wealth of Ag information in just a 1½ days. Ag Horizons will be held on November 29th & 30th in Pierre, at the Ramkota River Center. We have added new topics, old favorites and a modern women's program!*

*Our general sessions include "Pre and Post Marketing Techniques", presented on Tuesday and Wednesday, by Ed Usset, Grain Marketing Economist, from the University of Minnesota. Dwayne Beck, Dakota Lakes Research Center highlighting "Now What? Cows, Cover & Seed Balls". Carolyn Thompson brings us the "Real Dirt" on estate planning, as producers look to have the next general step into place. The Wheat Foods Council's, Tim O'Connor, will address "Breaking Wheat's Biggest Obstacles". Did you struggle with wheat protein issues this harvest? We'll we have an industry panel of grain buyers, millers and bakers to provide some answers to "Why Protein Matters".*

*Our federal program topics include updates from FSA Program Directors on "ARC & PLC" as well as the "Conservation Reserve Program". RMA will be in attendance to address wheat and pulse crop changes. NRCS brings us details of the new CSP program and rainfall saving techniques for your soil. In addition to updates on the Farm Bill, producers can visit with a panel of congressional staffers, who will take your comments on the 2018 Farm Bill back to Washington DC!*

*A few new topics include "Tomorrow's Seed Technology"; "Companion Cropping"; "Organic Production, Marketing and Demand"; "Choosing the Right Spray Nozzles for all Crops" and Annie's Project which is a women's program offering "Insight into Commodity Marketing" and "Family Communications Dynamics"!*

*SDSU will be in attendance with research results and new crop data, to help with all those planting decisions. And of course, they can help with all those weed, insect and disease problems as well.*

*It is easy to register at [www.sdwheat.org](http://www.sdwheat.org). Credit Cards can be taken on line for your convenience. Our hosts include South Dakota Crop Improvement Association, South Dakota Oilseeds Council, South Dakota Pulse Growers, South Dakota Seed Trade Association, South Dakota Soil Health Coalition, and South Dakota Wheat, Inc.*

*We hope to "Grow Your Future" as you attend on November 29 & 30th at this year's Ag Horizons!*