



*Tuesday and Wednesday, November 29th & 30th in Pierre at the Ramkota River Center*

## 2022 Ag Horizons Conference

**Four keynote speakers & 15 breakout sessions**

### Kevin Doyle

#### Inputs: Availability or Affordability

My career has been focused on growing better crops and supplying inputs through the cooperative system. My education is in Agronomy from SDSU. In the past 33 years I've held positions at CHS such as field agronomist, wholesale representative, supply manager for nitrogen products in the western US market and today I manage a sales team that stretches from Minnesota to Washington state.



### Mark Jirik

#### The Next Five Years

The Northern Crops Institute recently hosted "The Next Five Years" conference which focused on major trends impacting agricultural markets for our region which included geopolitics, food production, sustainability, and energy transitions. This presentation will highlight some of the situations, opportunities, and challenges facing the region in the Next Five Years.



Mark Jirik is the Director of the Northern Crops Institute, a four state collaboration based at NDSU in Fargo dedicated to expanding markets and value added agriculture. Mark grew up on a dairy farm in Mahanomen, MN and received his BS in Agricultural Economics from North Dakota State University and his MS from the University of Illinois. Upon graduating, Mark worked for Cargill for 17 years

working in merchandising, commodity training, and commercial management throughout the United States and Australia.

### Edward Usset

#### Five Common Mistakes in Grain Marketing



Edward Usset serves as a Grain Marketing Economist for the Center for Farm Financial Management at the University of Minnesota, the developers of FINPACK software. Working with colleagues at CFFM and in extension, Ed developed several workshops including "Winning the Game" and "How to get \$4 Corn." He manages Commodity Challenge, an on-line marketing education game that uses real-time cash and

futures data. Ed also teaches "Commodity Markets" and "Futures and Options Markets" at the University and is a regular contributor for Corn and Soybean Digest and Farm Futures. The 2nd Edition of his book, "Grain Marketing is Simple (it's just not easy)" was released in 2015.

### Wes Chambers

#### Senior Vice President-Retail

**Farm Credit Services of America/Frontier Farm Credit**  
**"The Agricultural Outlook: Opportunities and Headwinds in 2023 and Beyond."**



As Senior Vice President of Retail for Farm Credit Services of America and Frontier Farm Credit, Wes leads retail and risk management teams across South Dakota, Nebraska, Iowa, Wyoming and Eastern Kansas. With more than 20 years of agricultural lending experience, Wes enjoys the opportunity to see producers grow and thrive.





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# SD Wheat Outlook

Revised October 12, 2022

## Wheat Progress

As of October 11, 2022

2023 Winter Wheat

	Planted	Emerged
2022	79%	38%
Last Year	88%	40%
5 Year Avg	82%	50%

## 2022 Winter Wheat Condition

July 25: 3% Very Poor 27% Poor 36% Fair 25% Good 9% Excellent

## 2022 Spring Wheat Condition

Aug 8: 6% Very Poor 17% Poor 30% Fair 45% Good 2% Excellent

## Moisture

As of October 11, 2022

Topsoil:	36% very short	45% short	19% adequate	0% surplus
Subsoil:	29%	47%	24%	0%

## World Agricultural Supply and Demand Estimates

As of October 12, 2022

- The outlook for 2022/23 U.S. wheat this month is for lower supplies, domestic use, exports, and stocks.
- The global wheat outlook for 2022/23 wheat is for reduced supplies, consumption, trade, and stocks.
- Global consumption is reduced 0.9 million tons to 790.2 million on lower food, seed, and industrial use more than offsetting higher feed and residual use.
- Projected 2022/23 ending stocks are lowered 1.0 million tons to 267.5 million mostly on a reduction for the United States.

## South Dakota Wheat Stocks

As of September 30, 2022

- Total stocks: 73.0 million bushels (+23% from 2021)
- On-farm stocks: 35.5 million bushels (+39% from 2021)
- Off-farm stocks: 37.5 million bushels (+11% from 2021)

## 2022 South Dakota Winter Wheat

As of September 30, 2022

- 830,000 acres est. planted (+4% from 2021)
- 730,000 acres est. harvested (+3% from 2021)
- 88.0% of planted acres est. harvested
- 38.0 million bushels est. harvested (+41% from 2021)
- 52 bushels per acre est. (+14 from 2021)

## 2022 South Dakota Spring Wheat

As of September 30, 2022

- 730,000 acres est. planted (+1% from 2021)
- 700,000 acres est. harvested (+21% from 2021)
- 95.9% of planted acres est. harvested
- 33.6 million bushels est. harvested (+100% from 2021)
- 48 bushels per acre est. (+19 from 2021)



## Reconciliation Passes: What It Means For Agriculture

On August 16th, President Biden signed the Inflation Reduction Act (H.R. 5376) into law. The bill includes \$740 billion in spending and tax provisions intended to target large corporations and the wealthy to achieve deficit reduction. Provisions of significance for farmers include:

- \$3.1 billion in farm debt relief
- \$4 billion in funding for Bureau of Reclamation to work with public entities and Tribes to mitigate the impact of drought.
- \$8.45 billion for the Environmental Quality Incentive Program
- \$4.95 billion for the Regional Conservation Partnership Program
- \$3.25 billion for the Conservation Stewardship Program
- \$1.4 billion for the Agriculture Conservation Easement Program
- \$1 billion to USDA's NRCS for conservation technical assistance

The bill, as enacted, makes no changes to stepped-up basis, which NAWG and other agricultural organizations opposed in earlier iterations of the reconciliation package and are critical components of the tax code that help protect family farms as they are transferred from one generation to the next.



*"Congressman Dusty Johnson helped host a group of flour millers from the Philippines in Washington, DC as part of their September trade mission to the United States. The Philippines is consistently the United States' largest Hard Red Spring market, and the second largest export market overall. The team also visited the Wheat Marketing Center in Portland and the Northern Crops Institute in Fargo before meeting with USDA, USTR and Congressional offices in Washington, DC. Rep. Johnson's office held a productive meeting with the group emphasizing the importance of the trade relationship to wheat farmers in South Dakota. Rep. Johnson also graciously hosted the group for a tour of the Capitol, a first for all of the visiting millers."*

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***Ramkota RiverCentre, Pierre • November 29th & November 30th, 2022***

SD Crop Improvement Association • SD Oilseeds Council • SD Pulse Growers  
SD Seed Trade Association • SD Soil Health Coalition • SD Wheat Growers Association  
No-Till Association

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

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

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



## 2022 Ag Horizons Agenda (Tentative)

### Tuesday, November 29

7:30 — 8:00	Lobby	Breakfast
8:00 — 8:05	Amphitheater II	Welcome SD Secretary Roberts, DANR
8:05 — 9:00		Oil Seeds Insects & Disease Prevention — Adam Varenhorst, SDSU
9:00 — 9:50	Breakout Sessions	2023 Spring Outlook — Laura Edwards, SDSU Climatologist Management Impacts & Dynamic Soil Properties — Carrie Werkmeister, NRCS
10:00 — 10:50	Breakout Sessions Amphitheater II	Farm Forever — Kent Vlieger & Tony Sunseri, NRCS What is Wheat Quality — Brian Walker, Wheat Quality Council Advantages of Hybrid Rye & Cover Crops — Mae Petrehn, Dakota Best Seed
11:00 — 11:50	Amphitheater II	The Agricultural Outlook: Opportunities and Headwinds in 2023 & Beyond — Wes Chambers, Farm Credit Services of America
12:00 Noon	Gallery B & C	The Next Five Years — Mark Jirik, Northern Crop Institute
1:30 — 2:20	Amphitheater II	Five Common Mistakes in Grain Marketing, — Ed Usset, University of Minnesota
2:30 — 3:20	Amphitheater II	Inputs: Availability or Affordability — Kevin Doyle, CHS
3:30 — 4:30	Breakout Sessions	Farmer Legacy — Estate Planning — Clay Anderson, Dakota Law Firm FSA Program Updates — Steve Dick, USDA Understanding Climate Smart Ag & Inflation Reduction Act (IRA) — Jeff Vander Wilt, NRCS
4:30 — 4:50	Annual Meetings Lewis & Clark Gallery F	SD Wheat Growers Association Annual Meeting Crop Improvement Annual meeting
5:00	Gallery F	Seed Trade Association Annual meeting
5:30 — 7:00	Cash Bar Lobby	Exhibitor & Attendee Social in lobby Night on the town

### Wednesday, November 30

7:30 — 8:50	Gallery B & C	Breakfast Buffet
8:00 — 8:50	Amphitheater II	TBA Farm Management in Stressful Times — Lori Tonak, Mitchell Tech
9:00 — 9:50	Amphitheater II	Improving Economic Return for Pulses: Selection & Production — Chris Graham SDSU & Cliff Hall
10:00 — 10:50	Breakout Sessions Amphitheater II	Journey to Healthier Soil — Levi & Crystal Neuharth Precision Agriculture Technologies — Devon Russell, Mitchell Tech
11:00 — 11:50	Breakout Sessions	TBA Cows on Cropland — Cody Zilverberg, Dakota Lakes Research, SDSU
12:00 Noon	Gallery B & C	Awards Luncheon

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



# USDA Names Appointees to the South Dakota Farm Service Agency State Committee

The USDA Farm Service Agency (FSA) announced appointees who will serve on the South Dakota USDA Farm Service Agency (FSA) state committee.

Members of the FSA state committee are appointed by Secretary of Agriculture Tom Vilsack and are responsible for the oversight of farm programs and county committee operations, resolving program delivery appeals from the agriculture community, maintaining cooperative relations with industry stakeholders, keeping producers informed about FSA programs and operating in a manner consistent with USDA equal opportunity and civil rights policies.

Each FSA state committee is comprised of three to five members including a designated chairperson. The individuals appointed to serve on this committee for South Dakota are:

- Committee Chair Wayne Morgan - Spearfish
- Fanny Brewer - Dupree
- Peggy Greenway - Mitchell
- Troy Knecht - Houghton
- Larry Olsen - Davis

"The FSA state committee members play an integral role in the continuity of operations, equitable and inclusive program administration and ensure the overall integrity of services to the nation's agricultural producers," said Marcus Graham, FSA Deputy Administrator for Field Operations. "These individuals have proven themselves to be leaders, early adopters and key influencers in the agriculture industry in their respective states — qualities that will serve them well in these key Biden-Harris Administration leadership positions.

The Farm Service Agency serves farmers, ranchers, foresters, and agricultural partners through the effective, efficient,

and equitable delivery of federal agricultural programs. The Agency offers producers a strong safety net through the administration of farm commodity and disaster programs. Additionally, through conservation programs, FSA continues to preserve and protect natural resources and provides credit to agricultural producers who are unable to receive private, commercial credit, including targeted loan funds for beginning, underserved, women and military veterans involved in production agriculture.

USDA touches the lives of all Americans each day in so many positive ways. Under the Biden-Harris Administration, USDA is transforming America's food system with a greater focus on more resilient local and regional food production, fairer markets for all producers, ensuring access to safe, healthy and nutritious food in all communities, building new markets and streams of income for farmers and producers using climate smart food and forestry practices, making historic investments in infrastructure and clean energy capabilities in rural America, and committing to equity across the Department by removing systemic barriers and building a workforce more representative of America. To learn more, visit [usda.gov](https://usda.gov)

## USDA To Survey County Small Grains Acreage

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) will survey producers in 32 states, including South Dakota, for its 2022 County Agricultural Production Survey (CAPS) for small grains.

The survey will collect information on total acres planted and harvested, and yield and production of small grains crops down to the county level. CAPS will provide the data needed to estimate acreage and production of selected crops such as barley, oats, and wheat in the United States.

"The data provided will help federal and state programs support the farmer," said Erik Gerlach, South Dakota state statistician. "I hope every producer understands the importance of these data and will take the time to respond if they receive this survey. Producers can lose out when there are no data to determine accurate rates for loans, disaster payments, crop insurance price elections, and more. Without data, agencies such as USDA's Risk Management Agency and Farm Service Agency do not have information on which to base the programs that serve those same producers."

Farmers are encouraged to respond online at [agcounts.usda.gov](https://agcounts.usda.gov), by mail or fax. South Dakota producers who do not respond in the next few weeks may be emailed a reminder or contacted for an interview to complete the survey. NASS safeguards the privacy of all respondents and publishes only aggregate data, ensuring that no individual operation or producer can be identified, as required by federal law.

The CAPS data will be published in NASS's Quick Stats database ([quickstats.nass.usda.gov](https://quickstats.nass.usda.gov)) at 3 p.m. EST on Thursday, Dec. 15, 2022. For more information on NASS surveys and reports, call the NASS South Dakota Field Office at (800) 582-6443.



# NCI's Continued Growth Throughout the Pandemic

The COVID-19 pandemic created a shift in how organizations operated everywhere, and the Northern Crops Institute (NCI) was no exception. With the increase of online usage as in-person events were paused, NCI learned how to adapt. Historically, NCI's educational courses have been held strictly in-person and have brought individuals from around the world to learn. The pandemic



*Process Project Manager, Rilie Morgan leading a demonstration during NCI's Pasta Production and Technology Course in April 2022.*

halted in-person courses and in response, NCI began increasing online capabilities. Video and online technology has now allowed connections virtually via courses, webinars, and even virtual client visits for technical services. This option has increased participation rates by allowing individuals who would not otherwise be able to join in-person, to take courses and engage in regular updates and keep people connected back to the region.

In 2021, NCI held 10 different courses with 8 being completely online and 2 being hybrid, with participants both in-person and online. Already in 2022, NCI has hosted 6 in-person, 1 online, and 4 hybrid (both in-person and online participants) courses.

NCI courses are a fundamental component of achieving the mission of growing markets for crops grown in the region, but also leave a positive lasting impact on the participants. The graph below shows the impact recent courses at NCI have had on participants.

NCI has over 15 short-courses and programs in addition to in-person trade teams and other online programs on the calendar for the remainder of 2022 including, Grain Procurement Management for Importers, Barley & Malt Quality,

Plant-Based Texturized Protein Products, Ethanol Procurement for Importers, Pelleting Technology, and Grain Industry Emerging Leader Program. More details on these courses can be found at [northern-crops.com/courses](http://northern-crops.com/courses).

In addition, NCI has three ongoing webinar series. NCI Market Update focuses on the latest in the commodity markets twice a month, with one focused on international grain SnDis and one focused on special topics in grain procurement. Future of Feeding is focused on the latest in animal feeding. Cereal Innovators looks at innovative things happening with cereal grains from the grower to the end consumers. Additional webinar series are in the works as well. These webinars have proven a great way to keep users of crops informed of the latest trends, but also allows NCI to find speakers and topics that can further help grow and develop markets. NCI offers these webinars for free to the public and recordings are available to view after the live webinar. More details about the webinars can be found at [northern-crops.com/webinars](http://northern-crops.com/webinars).

NCI has also expanded its educational abilities through hosting conferences. NCI's Ancient Grains Conference was held in July, and focused on growing markets and business in the region. On September 12th, NCI will host "The Next 5 Years Conference," a conference focused on major market shifts impacting the four state region with business leaders, commodity leaders, and government leaders being the core audience, with a focus on how to strategically move forward with the market shifts. More details about the conference can be found at [next5years.com](http://next5years.com).

NCI's future is also expanding with the construction of the Peltier Complex. In addition to housing NCI, the Peltier Complex will house NDSU's food science, meat science, and cereal science labs along with the North Dakota Trade Office and USDA labs. Being a part of the Peltier Complex will offer a better opportunity for collaboration and communication between NDSU, NDTO, and NCI. The expected completion will be 2024.

The pandemic challenged NCI to change how they fulfilled their mission. With the new capabilities, NCI is well positioned to continue to grow markets for northern grown crops well into the future.



*Participants during the hands-on baking demonstration at NCI's Ancient Grains Conference in July 2022.*





# National Association of Wheat Growers

25 Massachusetts Avenue, NW, Suite 500b • Washington, D.C. 20001 • (202) 547-7800 • wheatworld.org

## Economic Conditions in Wheat Country

### The Farm Bill Provides Needed Certainty:

- The 2018 Farm Bill passed with historic bipartisan support in both the House and Senate and implementation is underway; wheat farmers are facing continued years of low prices and need access to the improvements and stability created in the Farm Bill.
- The 2022 Crop Year saw hard red winter wheat producing one of the lowest total yields in half a century thanks to droughts while projections for spring and soft white show a wonderful rebound from the drought stricken 2021 crop.
- Wheat growers look forward to working with you in opposing efforts to undermine the Farm Bill through other legislative vehicles and as the U.S. Department of Agriculture (USDA) continues its implementation of the 2018 Farm Bill.

### Wheat Prices:

Following the Russian invasion of Ukraine, wheat markets underwent unprecedented volatility. Winter wheat prices soared from \$7.32 in February to \$13.45 in mid-May, then crashing back down to \$8.19 in early July. This volatility had never been seen before and threatened the marketing infrastructure in place for farmers. However, this boost in prices has led to strong farm income and works to offset the economy-wide inflationary pressures that farmers feel intensely. However, recent indications from the Federal Reserve have shown slowed growth and expectations in the future are not nearly so optimistic.



Source: <https://www.barchart.com/futures/quotes/KEN22>

### Inputs:

Similar to the unprecedented volatility in wheat markets, input prices have seen record-high prices. Fertilizer has increased in price for two years, nearly doubling, while prices for natural gas, crop protection tools, and diesel have seen similar increases over the past two years. These increases in cost force farmers into difficult decisions in how they manage their farming operations.

Figure 1. Fertilizer Prices per Ton in Illinois From 2008 to 2022

