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Minnesota Crop Production Retailers

INPUTS

Capital Update

The 2016 election outcome sent a major message to those not paying attention. Rural residents of both political strips voted with their pocketbooks and their hearts. The skyrocketing health insurance premiums arriving in mail boxes all across Minnesota was a "last straw" development which produced an anti big city liberal attitude and voting motivator. Folks outside the big cities "flipped off" the snobbish environmentalists everywhere, and moved Minnesota back into an era in which political parties are not nearly as important as conservative vs. liberal identity.

One key northwest Minnesota DFLer, Senate Taxes Committee Chair Rod Skoe of Clearbrook, lost to Republican Paul Utke. Skoe, one of the state Senate's most prominent Democrats, will be remembered by MCPR members as Chair of the 2016 Senate Tax Committee which attempted to end the agricultural chemical containment property tax exemption from assessment for property taxes payable established in Minnesota in 1992. Senator Skoe was successful in including the provision eliminating the ag chemical containment property tax exemption in the 2016 tax bill, however, the entire tax bill was vetoed so the efforts by Senator Skoe were negated as a final 2016 legislative outcome.

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2016 AGCO Operator of the Year

With 19 years of experience as an applicator, Kornder applies on about 35,000 acres each year. His company credits Kornder's knowledge and work ethic with improving client retention and even gaining new customers.



"Tony is the guy we send to our most challenging fields," says Marc Chevalier of Genesis Growing Solutions. "He delivers on the promises our salesmen make, and his work in the country is a billboard for Genesis."

Kornder's keys to success include keeping equipment ready to go and continuously looking to gain efficiency in road time, routing or loading. He is a member of the company's safety committee and recently led a training session for all custom applicators. As a fifth-generation family

Tony Kornder, Genesis Growing Solutions, Le Sueur, Minn.

2016 Operator of the Year announced during ARA Meeting in Orlando.

farmer, Kornder personally understands the challenges his customers face. He is president of the Scott County (Minn.) Farm Bureau and has testified at the state capitol on agricultural issues.

"Being a farmer gives me a unique perspective at this job," Kornder says. "I know the farmer expects a custom hire job to be done quickly, neatly and professionally. I take the time to back into the corners and check the paperwork."

Executive Director's Report

Hello MCPR members,

As the year comes to a close, MCPR has much about which we can be proud and numerous challenges we have surmounted. For instance, once again we held a successful CPM Short Course and MCPR Trade Show and already are planning for the 2017 meeting on December 5-7... please place it on your calendar right now. MCPR's meeting is increasing in influence and impact each year. The Ag Pro national newsletter did an exhaustive review on one of the 'MCPR Convention sessions which provided insights into millennium farmers and their high rate of technology adoption and methods they use to get the advice they trust.

Another positive development is that precision ag adoption and advancement is increasingly recognized as a very positive ag dealer contribution to producer crop return on investment for growers. In addition, MCPR has succeeded in educating public policy makers and environmental advocates on the positive impact on environmental risk that precision ag provides. Anecdotally, reports

of dealers without substantial precision ag investment are increasing looking to partner with other dealers and companies with precision ag capabilities.

The MCPR Board recognized that to get to the next level in utilizing ag retailer precision ag infrastructure to document continuous improvement of environmentally sustainable farm practices, they directed that MCPR address the current challenge in the market place for ag retailers and growers which is that the precision ag programs are proprietary so that common data collection and aggregation are not possible. MCPR is solving that problem by designing and building a web based software and data collection program to allow the agronomy sales person to use their proprietary system within their established trusted relationship with their growers to document current farming input practices and the continuous improvement in these practices by assigning risk metrics.

The software allows the agronomy sales person to drop their geospatial field data into the assessment software tool prior to presenting it to the grower, allowing the grower to examine at the point of sale the alternative environmentally sensitive field practices to increase their environment score. In the next phase of development the software will generate a profit and loss estimate to evaluate the profitability of each practice consideration so they can estimate the ROI on each decision prior to a final determination of nutrient application.

MCPR has collaborated with university faculty and department of

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Capital Update

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At the state capitol, Republicans retained control of the Minnesota House of Representatives, enlarging their majority to 76-57 from the previous 73-61 split. Minnesota voters said "You're fired" to a number of entrenched Senators which handed control of the Senate to Republicans to give them full legislative control for the first time since 2011-12. Minnesota Senate Republicans picked up six seats to grab a 34-33 advantage.

This freshman class of 23 new members is scheduled to take their seats when the 90th Legislative Session begins Jan. 3, 2017. One House seat remains to be filled. Voters in the Lindstrom/Taylors Falls area are scheduled to go to the polls for a special election Feb. 14, 2017. The state Supreme Court ruled in September that incumbent Rep. Bob Barrett (R-Taylors Falls) was ineligible to run because he doesn't live in the district. The House Republican caucus re-elected Curt Daub Speaker, and the Senate Republican caucus elected Paul Gazelka majority leader. The results will have a significant impact on the next two years in St. Paul, where a divided government will again mean half measures and some degree of gridlock at a State Capitol that includes DFL Gov. Mark Dayton in the final two years of his second term.

On the federal level, voters played their Trump card which carried over into ensuring a Republican majority in both the US House and Senate in 2017. Some have said. "They're going to write the story on this election for many years. The reality is few saw this coming.

Republicans promised during the campaign to thwart Dayton's efforts to pass a higher

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Excellence deserves recognition

Dean Fairchild has been awarded the American Society of Agronomy Presidential Award for 2016. He was the first to link Global Positioning System (GPS) technology to fertilizer applications and soil sampling systems. He spearheaded the emergence of crop consulting as a profession. What's more, he did those things without the need for acclaim. Congratulations, Dean.

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Capital Update

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gas tax for transportation. They also are skeptical of Dayton's efforts to create universal prekindergarten in public schools and the 1.9 billion dollar Southwest corridor light rail. The House GOP will seek to use the state's surplus to cut taxes, while pushing a regulatory environment friendlier to business interests. It will continue to demand an immediate end or major changes to MNsure, the state's health insurance marketplace.

Minnesota Ag lobbyists breathed a sigh of relief as they learned that the election had advanced substantially the interests and views of rural Minnesotans. MCPR anticipates a more favorable legislative climate in Minnesota for a couple of years. However, nothing has changed as the Executive Branch of state government did not face an election so we must be mindful of the regulatory challenges likely to come our way.

Rumors of a special session in 2016 which could pass the tax bill with the provision to eliminate the property tax exemption is always a possibility...nothing is ever certain in the legislative process. Stay tuned, MCPR members.

Susan Stokes named Assistant Commissioner of Agriculture

Minnesota Agriculture Commissioner David J. Frederickson has named Susan E. Stokes to the position of Assistant Commissioner for the Minnesota Department of Agriculture (MDA). Stokes spent 14 years at the Farmers' Legal Action Group, Inc. (FLAG) in St. Paul, first as FLAG's Legal Director and then as the organization's Executive Director, prior to which she was a partner practicing agricultural law with Hellmuth and Johnson LLP in Edina. As Assistant Commissioner, Stokes will oversee three of the MDA's regulatory divisions – Pesticide and Fertilizer Management, Dairy and Meat Inspection, and Food and Feed Safety, as well as the agency's Laboratory Services. To give an idea of her ag interests, in 2013, FLAG was the recipient of the Minnesota Council of Nonprofits' Anti-Racism Mission Award. She was awarded the Minnesota Justice Foundation Award for Direct Legal Service for legal services on behalf of low-income refugee and immigrant farmers in 2012.



Craig's View

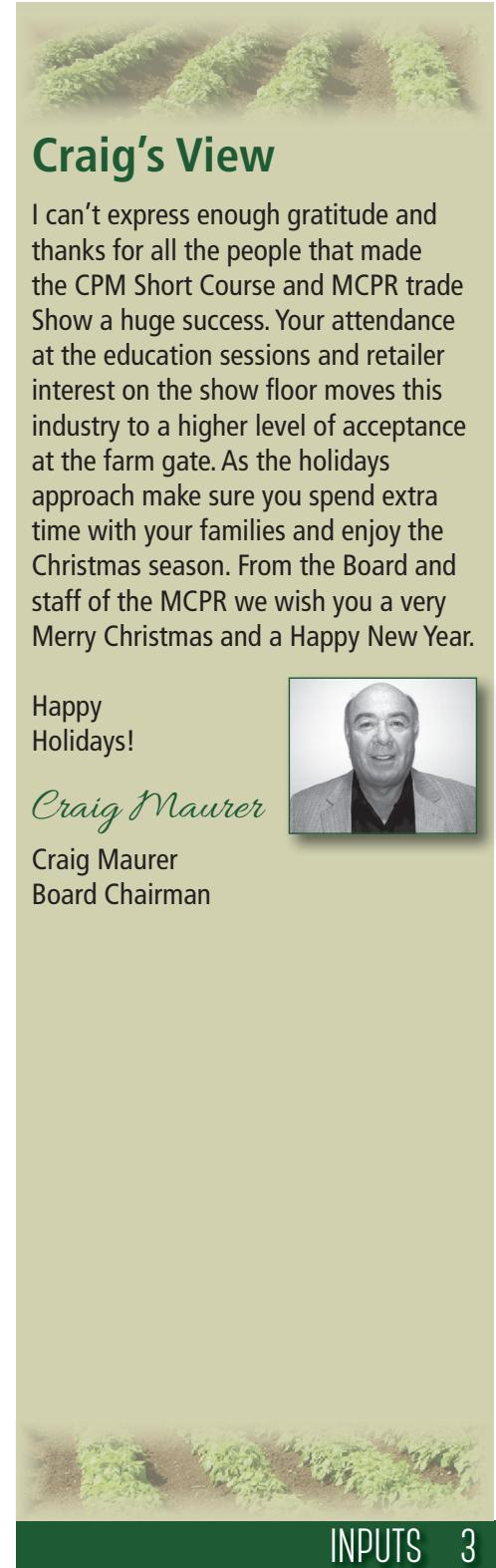
I can't express enough gratitude and thanks for all the people that made the CPM Short Course and MCPR trade Show a huge success. Your attendance at the education sessions and retailer interest on the show floor moves this industry to a higher level of acceptance at the farm gate. As the holidays approach make sure you spend extra time with your families and enjoy the Christmas season. From the Board and staff of the MCPR we wish you a very Merry Christmas and a Happy New Year.

Happy Holidays!



Craig Maurer

Craig Maurer
Board Chairman





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Executive Director's Report

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agriculture agronomy staff to develop and test precise environmental risk metrics which can serve to be evaluated on predictability, reliability and sensitivity. The metrics also reflect the recommended practices for each Best Management Practice region of Minnesota and can be scaled to any landscape to ensure precise environmental sensitivity. The design enables the agronomy sales person to respectfully request that the grower allow the assessment tool program to confidentially store with the grower's permission the data for aggregated collection reporting of current field practices across our agricultural acres to track current practices and trends for improving the environmental metrics. This program has been developed to be scalable from water shed, to county, to state and nationally. The farming practices within this software are divided and can report according to the 4R's practices. Expect public announcements about additional support and development of this "game changing" technology in coming months.

Finally, with another successful legislative session behind and looking forward to additional legislative gains in 2017, we have much about which we can proud. Of course, none of this has been possible without the commitment of resources and time of all of you, MCPR members. Together, we can do it better. Have a wonderful holiday season and roll up your sleeves as we dig in for a great year of accomplishment in 2017.

Until next time,

Bill Bond

Bill Bond

