



UNIVERSITY OF MINNESOTA
EXTENSION

2018 CPM Short Course and MCPR Trade Show

December 11-13, 2018

**Minneapolis Convention Center and
rooms available at the Minneapolis Hilton Hotel**

Taking Control

Merriam-Webster's dictionary defines resilience as the ability to recover easily from misfortune. Low commodity prices aside, trade wars and recent weather patterns have put their mark on the past growing season. That ability to bounce back from adversity is certainly needed as we leave the 2018 cropping season behind us and look forward to 2019. Resiliency doesn't just happen. It is a set of practices that allow an individual, organization, or a system to succeed and overcome adversity quickly. This year's CPM Short Course & MCPR Trade Show theme is 'Take Control' ; to take the steps to build resiliency in your (cropping) systems and your organization.

TECHNICAL SERVICE PROVIDER (TSP) TRAINING

December 11th, 10 AM – 1 PM

This training will present the latest information from the USDA-Natural Resources Conservation Service (USDA-NRCS) on nutrient management and integrated pest management (IPM) to Technical Service Providers (TSP) certified in these categories in Minnesota. This session will provide an update on NRCS Nutrient Management and IPM documentation requirements including revised plan templates and planning forms. There will be a discussion regarding Implementation Requirements forms along with a review of nutrient management and IPM requirements for Environmental Quality Incentives Program (EQIP) and Conservation Stewardship Program (CSP) participants. An update on TSP certification and recertification requirements will also be provided.

2018 ANHYDROUS AMMONIA BULK STORAGE TANK AND EQUIPMENT INSPECTION TOOL KIT AND PROGRAM UPDATES

Presented by Minnesota Department of Agriculture (MDA) Inspection Staff

December 11th, 10 AM – 11 AM

A USB drive with pictures, videos, inspection checklists on anhydrous ammonia (NH₃) compliance topics will be provided to all program participants. The USB drive is an interesting and easy to use safety tool for farmers, agricultural dealer employees, emergency responders. NH₃ hot topics will be presented including an overview of incidents and commonly found compliance items identified during MDA inspections.

MCPR PLENARY SESSIONS

December 11th, 1 PM – 3 PM

Structural Changes in the Global Market for Fertilizers

Recent evolution of the supply side and what to expect going forward." This important presentation will be made by Andy Jung, Senior Director, Market & Strategic Analysis, for The Mosaic Company. Andy has a BS, Economics, from North Dakota State University and a MS, Applied Economics, from Marquette University. His presentation will provide an overview of the structural changes to the crop nutrient industry that



have taken place around the world over the recent past, with a particular focus on the impact on North American markets for N, P and K fertilizers. Of particular note are the resurgence of the North American nitrogen industry, the rationalization/consolidation of phosphate assets, as well as the changing competitive landscape in potash. These changes have had a marked impact on global supply of these critical agricultural inputs, resulting in sharp changes to global trade flows. The presentation will also outline Mosaic's view on ag commodity demand and how that translates to demand for the various crop nutrients, before detailing what that could mean for crop nutrient retailers going forward. Andy's experience has been to provide analysis supporting the short-term operating and raw materials sourcing decisions of his company, as well as identifying and evaluating long term growth opportunities. His role has expanded to include providing analysis of strategic initiatives, as well as being a member of Mosaic's Commercial Leadership Team. Prior to joining Mosaic, Mr. Jung served as a consultant at CRU for 10 years, where he held various positions, including management of the group's phosphate research program and leading a wide range of strategic consulting assignments across the agriculture, crop nutrient and raw materials sectors around the world.

High Performance!

You will be thrilled to learn from our featured keynote speaker who served the U.S. Navy Blue Angels as Commanding Officer. Greg "Boss" Wooldridge will share his demonstrated ability to build teams with communication, trust and teamwork which takes precedence over rank and status. Greg is a top tier speaker and motivator on demand across the USA who will build excitement within your crew. Join him in the cockpit as his heart-driven approach proven in the Blue Angel's culture of excellence will empower you and your team on their journey toward High Performance. His approach proved a perfect match for the Blue Angels' culture of excellence, and he was called back to lead two more teams through times of difficult transition. Since his success with the Blues, Greg has been inspired to share his methods in order to empower individuals and teams on their journey toward high performance.



PESTICIDE APPLICATOR RECERTIFICATION:

December 11th, 2 PM – 3:30 PM and

December 12th, 8 AM – 5 PM

These MDA-approved sessions are for applicators that need recertification credit in Categories A (Core), C (Field Crop Pest Management), and/or H (Seed Treatment). Workshop topics will include insect, disease, and weed updates, new pesticide safety topics, prevention of off-target movement of pesticides, and more.

- Category A + C: Attend all December 12th recertification sessions.
- Category A + H: Attend December 11th from 2 pm to 3:30 pm and December 12th recertification sessions from 8 am to 2:45 pm.
- Category A + C + H: Attend all December 11th and December 12th recertification sessions.

Do You Need to Recertify? If you last attended a recertification workshop in 2015 or were newly licensed in 2017, you need to attend an MDA approved workshop in the correct categories in 2018. If you don't attend a required recertification workshop, you must retest to be eligible to renew your license for 2019. Please contact MDA at 651-201-6615 with recertification or license questions.

CROP PEST MANAGEMENT SHORT COURSE

GENERAL SESSION

December 12th, 8 AM – 11 AM

How Do We Build Resilient Pest Management Systems?

Dr. Erin W. Hodgson, Associate Professor and Extension Entomologist at Iowa State University, will provide an update on Integrated Pest Management (IPM) practices that improve the economics of upper Midwest commodity crop production. Erin will include an overview of regional efforts to manage the soybean aphid with IPM. This will include the issues of increasing insecticide resistance, loss of insecticide registrations, status of developing soybean varieties with resistance to soybean aphid, advances in scouting, and the role of beneficial insects and other technologies in managing soybean aphid. Dr. Hodgson started working in the Department of Entomology at Iowa State University in 2009. She is an Associate Professor with extension and research responsibilities in corn and soybean. Dr. Hodgson's current extension and research programs are focused on improving corn and soybean production by using IPM tactics to protect yield and increase farmer profits while promoting environmental stewardship.



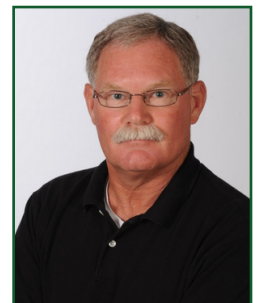
Are We Serious About Stewardship?

Jean Payne is the President of the Illinois Fertilizer & Chemical Association (IFCA). She has been with IFCA since 1998 and has served as president since 2004. She provides the leadership in crop input stewardship as well as regulatory and legislative issues as they affect the state's ag industries. Jean's talk "Are We Serious About Stewardship?" will discuss IFCA's efforts to be proactive in Illinois on difficult issues facing the ag industry and how IFCA built trust and transparency with environmental groups as the controversy over dicamba escalated. In a state with 22 million acres in crop production, but only a handful of legislators familiar with agriculture, IFCA's commitment to provide solutions instead of deflecting blame is paramount to ensure reasonable pesticide use policies. Jean will also share the results of IFCA's ag retailer dicamba survey and how IFCA used feedback from their members to help develop successful regulatory and legislative strategies in this major corn and soybean production state. She has served on the Board of Directors for the Ag Retailers Association, The Fertilizer Institute, the Mid America Crop Life Association, the American Agronomic Stewardship Alliance and the Asmark Institute.



Human Behavior and Herbicide Resistance

Dr. Micheal Owen, Professor Emeritus in Iowa State University's Agronomy Department, was the Principle Investigator on a recently completed, four-year investigation into the integration of human behavioral and agronomic practices to reduce the risk and consequences of herbicide-resistant weeds. This project brought the agronomic sciences and social sciences together. Collaborations with the Weed Science Society of America and the project co-Pi's resulted in a number of farmer listening sessions across the United States. Information from these listening sessions, in conjunction with research findings from the project, identified a number of obstacles in changing farmer behavior towards herbicide-resistant weed management. The outcomes of the research provides avenues and ideas on how to address herbicide-resistant weed management including the adoption of integrated herbicide resistant weed management practices and what new educational programs may influence growers in the future. Dr. Owen has directed research on a number of topics including weed seedbank population dynamics, the genetics and physiology of herbicide resistance in weeds and the herbicide research/demonstration project.





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CROP PEST MANAGEMENT SHORT COURSE CONCURRENT SESSIONS

December 12th, 1 PM – 5 PM and

December 13th, 8 AM – 2:30 PM

Wednesday's and Thursday's concurrent sessions continue the strong educational program with a wealth of pest, crop and fertilizer management topics including supplemental urea nitrogen recommendations for corn, evaluating the use of non-traditional soil additives and high yield corn research results. Other sessions will include strategies for growing soybeans in an economically challenging environment, managing the weed seed bank for the long term, corn & soybean insect update and soybean disease management. These sessions and more will build upon the idea that we have control of our destiny and the long-term success of our industry.

Trade Show Floor Hours:

- **Tuesday, December 11th – 3 PM – 6:30 PM**
- **Wednesday, December 12th – 9 AM – 5 PM**
(includes breaks and lunch in the exhibit hall)
- **Thursday, December 13th – 9 AM – 11 AM**

Hotel Accomodations:

The Minneapolis Hilton hotel offer a **special room rate of \$112/night if you book before NOVEMBER 20th, 2018 or until the room block sells out** – whichever comes first! You can make your Minneapolis Hilton hotel reservation online at www.mcpr-cca.org or by phone at (612) 376-1000 and use code **MCP**.

