



# Montana Grain Growers Association Convention & Trade Show

November 27-29, 2018

*Digging Deep: From Markets to Manganese*



It is my pleasure to invite you to MGGA's 63rd Annual Convention and Trade Show! Each year, convention offers an opportunity for farmers and our agribusiness partners to come together to reflect on the year that's been and regroup for next year. With nearly 900 attending in recent years, participants gain the inside track on ag's latest innovations from over 80 exhibitors, hear from some of the nation's most savvy ag leaders as they address current issues, and enjoy networking with friends new and old. Hope to see you there!

*Lyle Benjamin, Convention Chairman*

### 3 Nights of Receptions

- Tuesday – All attendees, exhibitors and sponsors are welcome at the Partnerships in Ag Reception hosted by Northern Ag Network and MGGA.
- Wednesday - The Trade Show Reception is an opportunity to socialize and network with other attendees and our trade show exhibitors.
- Thursday - The MSU Reception is followed by the MGGA President's Banquet where we will honor outgoing President Michelle Erickson-Jones.

### Back by popular demand - MGGA advocacy raffle!

1<sup>st</sup> place prize: \$5,000 cash

2<sup>nd</sup> place prize: \$3,000 cash

3<sup>rd</sup> place prize: \$1,500 cash

4<sup>th</sup> place prize: DJI Mavic Air Drone

5<sup>th</sup> place prize: STIHL BR 700 Blower

*Tickets are \$100 each and available from any MGGA Director. Only 350 tickets will be sold. Drawing will take place at the MGGA Convention President's Banquet – need not be present to win!*

## SPEAKER HIGHLIGHTS



John Phipps was raised on a five-generation farm in east-central Illinois. He writes humor and commentary, appearing regularly in Farm Journal and Top Producer magazines as a contributing editor. In 2004 he earned ag writing's highest award, Writer of the Year. John is the former host and current commentator for US Farm Report.



Josh Tonsager is NAWG's Vice President of Policy and Communications, where he leads the organization's policy efforts and oversees its communications activities. Prior to NAWG, Josh served as a Legislative Assistant to former Senator Tim Johnson of South Dakota.



Jason Hafemeister is the Trade Counsel to the Secretary at the U.S. Department of Agriculture. He advises the Secretary and the Under Secretary for Trade and Foreign Agricultural Affairs on agricultural trade policy. Jason has been involved in agricultural farm and trade policy for over 25 years, including almost 20 at USDA and the Office of the U.S. Trade Representative.



Brian Cavey is Senior Vice President of Government Affairs for CoBank. Before going into politics, he was an educator, serving as an assistant to the dean of the Montana State University College of Agriculture, where he was liaison between students and university academic committees. Brian holds bachelors and master's degrees in agriculture education from Montana State University.

# MGGA Risk Academy

## *Managing Price Risk in Uncertain Times*



Don't miss our Tuesday workshop titled "MGGA Risk Academy - Managing Price Risk in Uncertain Times" presented by Mike O'Dea and Richard Jelinek from INTL FCStone. A "pure" education event that will help Montana wheat producers manage their price risk in these uncertain times, the program is designed for all knowledge levels, from the beginner to the more advanced. Attendees will gain a solid foundation of the markets and products needed to manage price risk including cash, futures, options & over-the-counter (OTC). Foundation work will be followed up and solidified with practical applications for the Montana wheat producer.

### **Tuesday, November 27**

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| <p>8:00 Introductions &amp; Welcome</p> <p>8:15 Importance of Price Risk Management to Montana Producers</p> <p>9:00 Introduction to the Futures Industry</p> <ul style="list-style-type: none"> <li>• Development, Mechanics, Terminology &amp; Contract Specifications</li> <li>• Market Participants</li> <li>• Financial Integrity of Futures</li> </ul> <p>10:15 Break</p> <p>10:30 Foundation of Basis &amp; Hedging</p> <ul style="list-style-type: none"> <li>• Importance of Basis</li> <li>• Relationship Between Montana &amp; Chicago Markets</li> <li>• Delta – Measure of a Montana Producer's Market Exposure</li> <li>• Producer Futures Hedge Applications</li> </ul> <p>11:45 Wheat Outlook</p> | <p>12:15 Lunch</p> <p>1:00 Introduction to Commodity Options</p> <ul style="list-style-type: none"> <li>• Concepts, Terminology, Pricing &amp; Option Types</li> <li>• Love to Lose Montana Producer Application</li> <li>• Comparative Analysis of Price Risk Management Alternatives</li> </ul> <p>2:30 Break</p> <p>2:45 Overview of OTC Markets</p> <ul style="list-style-type: none"> <li>• Benefits to Montana Producers</li> <li>• Terminology, Concepts &amp; Mechanics</li> </ul> <p>3:45 Producer Applications Using OTC Products</p> <p>4:30 Next Steps &amp; Summary</p> <p>5:00 Adjourn</p> |
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## CONVENTION AGENDA

### **Tuesday, November 27**

- 8:00am – 5:00pm MGGA Risk Academy: Managing Price Risk in Uncertain Times - Mike O'Dea & Richard Jelinek, FCStone
- 5:30pm Partnerships in Ag Reception
- 3:00pm – 7:00pm MGGA Exhibitor Set-Up

### **Wednesday, November 28**

- 7:00 Welcome Breakfast
- 7:15 MWBC Program
- 8:15 The U.S. Agricultural Trade Agenda - Jason Hafemeister, USDA
- 9:00 Trade Show Opening
- 10:00 MGGA Committee Meetings
- 12:00 Northern Ag Network Lunch
- 1:00 What Works, What Doesn't, and What We Could Try - John Phipps, Commentator for US Farm Report
- 2:00 Impact of Foliar and Soil Application of Zinc – Hikmet Budak, MSU
- 2:45 Trade Show Break
- 3:15 Rail Transportation Outlook - Sam Sexhus, BNSF
- 3:45 Omega 3 Canola in Montana - Keith Horton, Cargill
- 4:05 Industrial Hemp - Nathan Keane, area grower
- 4:25 Pulse markets - Jill Streit, Stricks Ag
- 4:45 Pulse seed - Charlie Cahill, Cahill Seeds
- 5:05 Chemical Rotations for Alternative Crops - Joel & Jeff Farkell, Centrol
- 5:30 Trade Show Reception

### **Thursday, November 29**

- 7:00 Crop Insurance Industry Breakfast
- 7:15 SCO: Little-known Option Has Paid Big – Korey Fauque, KW Insurance
- 8:00 State of the Industry Panel
- 8:45 Trade Show Break
- 9:45 Farm Bill and the Trade Environment - Josh Tonsager, NAWG
- 10:30 Soil Health: Acidity - Rick Engel, MSU
- 11:00 Soil Health: Salinity - Jane Holzer, MSCA
- 11:30 Lunch
- 12:00 A Perspective on the Economic Future of Agriculture - Brian Cavey, CoBank
- 1:00 R&D Tax Credit & Other Tax Issues - Valerie Fedie/ Kendra Goodman, Wipfli
- 1:45 CoAXium Wheat System – New Tool for Winter Annual Grasses - Chad Shelton, Albaugh
- 2:10 Montana Ag Experiment Station Report - Darrin Boss, MSU
- 2:35 2019 State Legislature Preview - Cort Jensen, MT Dept. of Ag
- 3:00 Closing Trade Show Break
- 3:30 MGGA Resolutions
- 5:30 MSU Reception
- 6:30 MGGA President's Banquet
- 8:30 President's Reception