



110th Annual Program  
January 30, 2019  
Holiday Inn, Fargo, ND  
Registration 8 a.m.  
Program Begins 9 a.m.  
Open to Everyone

**“Knowledge Creation at the Speed of Farming”**

*Dan Frieberg, President, Premier Crop Systems, LLC, Des Moines, IA*

Premier Crop data analysis drives better agronomic decision and profits for their grower customers across the Midwest. Their *Prove It in My Fields* platform empowers growers and farm managers to test new products and refine input rates. Dan is a graduate of Iowa State University and has served as CEO of the Iowa Fertilizer and Chemical Association and of the Agribusiness Association of Iowa.



**“Trade Wars and ND Soybeans”**

*Dr. William Wilson, Distinguished Professor, NDSU*

Dr. Wilson’s focus is risk and strategy as applied to agriculture and agribusiness with a particular focus on procurement, transportation and logistics, international marketing and competition. He teaches classes in Commodity Trading, Risk and AgriBusiness Strategy. He regularly advises several large agribusiness firms, major railroads, major food and beverage companies, and foreign governments. He served as a Board member of the Minneapolis Grain Exchange for 12 years.



**“Marketing Grain with Trumponomics”**

*Bill Biedermann*

Bill is a well-known speaker and advisor on commodities who has traded commodities for 39 years of which 5 were in Chicago. He co-founded Allendale Inc in McHenry IL, one of the largest IB Brokerage and Agricultural Economic Research firms in the US. Bill has testified before Congressional hearings, CFTC hearings, and served for the US State Department AID.



**“Insights from Behavioral Economics on Farmer Decision Making”**

*Ray Massey, Professor, Agriculture & Applied Economics, University of Missouri*

Dr. Massey conducts applied research focused on cost and returns of production and decision making under uncertainty. His economic specialty is risk management. Dr. Massey focuses most of his educational programs towards farmers, agricultural organizations and government agency personnel and has developed several innovative programs.



**“Unmanned Aircraft Systems for Production Agriculture”**

*John Nowatzki, Agriculture Machine Systems Specialist, NDSU*

John gives presentations on precision agriculture topics. Recent research topics include UAS applications for agriculture, variable rate fertilization, optical sensors for in-season fertilization, and soil compaction. John will provide a summary of NDSU UAS research including the use of both large and small Unmanned Aerial Vehicles (UAVs) for weed and disease identification, stand emergence counts, and yield prediction. Planned 2019 UAS sprayer research will also be described.



**“Using Benchmarking to Improve Your Farm”**

*Betsy Jensen, Farm Business Mgmt, Northland Community & Technical College*

Betsy works one on one with farmers to benchmark their operations, and make changes to keep them efficient and profitable. If you ever wonder how the neighbors can do it, Betsy will have answers. She will help you identify small changes that equal large financial rewards. Come with a pencil and paper to write down a few formulas to keep your farming operation viable for future generations.



Fee of \$75 (Includes Noon Meal)  
For More Information: (701) 231-7393 or (701) 231-7379