

# **House Committee on Agriculture**

Wednesday, March 15<sup>th</sup>, 2017

## **Michigan Agri-Business Association**

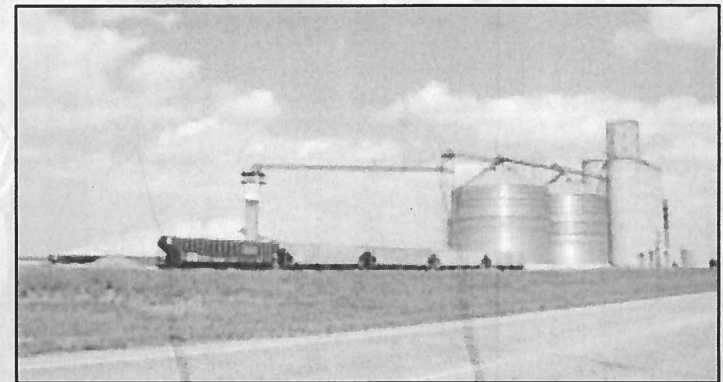
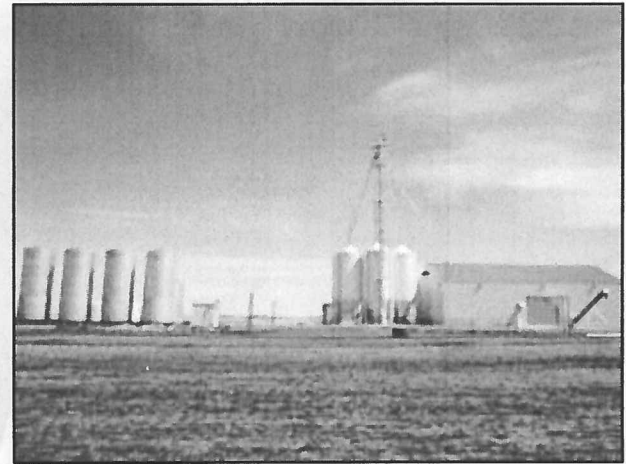
**President: James E. Byrum**



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# BUSINESS SIDE OF INDUSTRY

- Grain
- Agronomy
- Feed
- Ethanol
- Large Producers



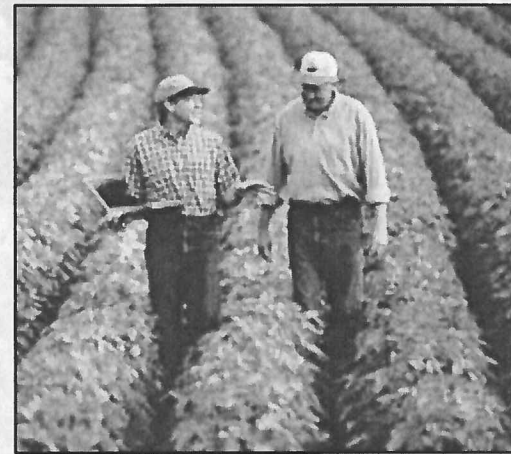
# BUSINESS SIDE OF INDUSTRY

- Processing
- Transportation
- Service Companies
- Economic Development



# WHAT OUR MEMBERS DO

- Supply products and advice to farmers
- Dry, store, and process grain and beans
- Actually handle the sale of grain and dry beans to end users/processors
- Facilitate and promote export sales





# WHAT OUR MEMBERS DO

- Inventory, blend and apply fertilizer, crop protection products for farmers
- Help farmers manage their crops and livestock



# ISSUES

- **Talent**

- Finding people
- Skills
- Training



# ISSUES

- **Infrastructure**

- Rail
- Roads
- Water
- Utilities
- Broadband



# ISSUES

- **Trade and Export Markets**
  - Canada, Mexico, Asia/Pacific, Cuba





# ISSUES

- **Water**
  - Use
  - Quality



# WATER USE

- **Irrigation**
- **Food Processing**
- **Livestock Production**



# WATER QUALITY

- **Certified Fertilizer Applicator Program**
  - 2016: 450 applicators
  - 2017 (so far): 350 applicators
  - *Online training*

Online Training Modules

Certified Fertilizer Applicators

## Certified Fertilizer Applicator Program Online Training Modules

### 2017 Online Certified Fertilizer Applicator Modules

Online training opportunities are now available for the Certified Fertilizer Applicator Program. These training modules are intended to offer flexible supplements to in-person training opportunities. Any of on-demand webinars may be viewed to receive accreditation. Following completion of the modules, applicators will be to self-report their participation with the link below.

#### 4R Site Specific Nutrient Management

This ten-part module series is intended to help the viewer understand the principles of soil fertility, add site specific nutrient management decisions and practices through the context of 4R Nutrient Stewardship. These modules were created by Iowa State University in cooperation with The Fertilizer Institute, the International Plant Nutrition Institute and USDA NRCS. Visit the module homepage or individual chapters clicking on the links.

Each module provides 0.5 credits in the CFA program. These modules can be viewed in any order and at any time. To report credits, visit the reporting link below and select the modules that have been viewed. Use the link to report module participation for one or more modules, and the link may be visited multiple times.



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  - *Online training*
- **New Certified Manure Applicator Program**
  - Launching in 2017







# Five Steps to Protect Water Quality

## 1. Soil Test Regularly and Follow the Results

Intensive soil sampling should be conducted at least once every three years – and the results must determine what happens on the farm. Use soil test results, combined with the latest technology, to guide fertilizer application and crop nutrition strategies.

## 2. Utilize New Technology to Optimize Fertilizer Use

Technologies including variable rate applications, delayed-release fertilizers, and split applications can maximize nutrient use efficiency, minimize nutrient losses, and improve farm economics. These tools more accurately place nutrients where and when they are needed by crops, limiting their potential to be lost to the environment.

## 3. Step Up Management with Cover Crops

Cover crops require careful management, but can minimize runoff, recover nutrients and improve soil health. The right cover crop system can control nutrient loss from fields. Certified Crop Advisors can help select the proper varieties and management practices, both of which are essential for cover crop success.

## 4. Plan Nutrient Applications With Weather Conditions in Mind

The movement of nutrients from the field can be reduced by incorporating fertilizer before major precipitation events or planning applications for periods of dry weather. In no-till environments, delaying applications to spring further reduces the chance of run-off. Farmers should pay attention to weather forecasts and coordinate field work to keep nutrients in the field.

## 5. Work with a Certified Crop Adviser to Get the Job Done Right

Certified Crop Advisors (CCA) are professional, tested partners for growers when it comes to optimizing production, maximizing profit and protecting the environment. CCAs stay up to date on the latest technology and crop nutrition options, and can recommend the best ways for farmers to implement practices to protect water quality.

Learn more by visiting: [www.miagbiz.org](http://www.miagbiz.org)



“STRIVE TO BE WHERE THE  
PUCK IS GOING TO BE, NOT  
WHERE IT HAS BEEN!”

- Wayne Gretzky

**THANK YOU!**



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