



Minnesota Crop Production Retailers

INPUTS

Inside This Issue

World Class Keynote Speaker at CPM Short Course & MCPR Trade Show	Pages 1 & 3
Executive Director's Report	Pages 1 & 2
Minnesota Groundwater Protection Rule for Nitrogen Begins in 2020	Page 3
Dale's View	Page 3
The Agricultural Chemical Response & Reimbursement Account (ACRRA) Reguletter	Page 4 Insert

World Class Keynote Speaker at CPM Short Course and MCPR Trade Show!

MCPR has recruited a world class keynote speaker for Tuesday, December 10-12, 2019 in Mpls!

David Okerlund grew up in a rural, Midwestern town whereas a young teenager he saved up money for college by working on the town's garbage route. Till this day he still says that, "It was the best job I have ever had." David has been a salesperson – travelling over 100,000 miles per year, college administrator, teacher at Oxford University, and an administrator of a 350-bed trauma center hospital. In 1983 he finished in the final three of the World Championship of Public Speaking; a contest that includes over 20,000 contestants from over 45 different countries. He is a member of the International Hall of Fame for speakers. David will speak to the challenge all MCPR members are facing...



MAKING THE BEST OF THE CHALLENGES IN AGRICULTURE

David believes with uncertainty and all the stress it carries with it – this is the time when we need to reach deep down into that well of faith and optimism and

refuse to give up. There is ALWAYS light at the end of the tunnel! Right now, agriculture is facing some headwinds. Whether it is falling land prices or crop prices, just about everyone is wondering what the future holds. David Okerlund has seen the bad years and the great years of Agriculture, but most importantly David has learned how agriculture can make the best of a challenging situation. Expect a truly uplifting, motivational presentation to restore and renew your spirit. David's personal and humorous style delivers hope. Seventy percent of his speaking career has been before agricultural groups. As he states, "The epic failure is quitting when the storm clouds appear on the horizon because right behind the storm clouds there is a beautiful sunrise waiting for those who hold on to their faith!"

Another outstanding speaker is **Dr. James Mintert** is a professor and extension economist in the **Purdue Department of Agricultural Economics and serves as director of the Center for Commercial Agriculture**. He is speaking on the current Ag Economy and present and future implications for commercial Ag professionals.

Also consider Dr. Allan Felsot, professor at Washington State University, who will

speak on the scientific studies focused on the Toxicology of Glyphosate as it relates to recent court decisions and the implication to Roundup and other Crop Protection products use in the Future. Who and how will these product uses be decided in the future?

A presentation entitled "Smarter Than Dirt" will address the problem of lack

(continued on page 3)

Executive Director's Report

Hello MCPR members,

The MCPR Board has been examining the Crop Pest Management Short Course and the MCPR Trade Show to consider if another venue would serve you better in the years to come. Because a program and trade show our size requires significant space and details and many hotel rooms, few places can accommodate our meeting. We have contracts until January 2021 so the we did our due diligence to gather and review the proposals and bids in response to our Request for Proposals (RFP).

(continued on page 2)

Executive Director's Report (continued from page 1)

After much analysis and special meetings to evaluate what was available, the Events Task Force recommended, and the Board approved the 2021-23 CPM Short Course and MCPR Trade Show to be held at the Mpls Convention Center and the Hilton Hotel. Turns out we already had the best venue and the best pricing for the services we require to put on what is One of the Best Shows of its kind in the Upper Midwest. Some were surprised as they anticipated new venues but after looking at them all, we know we are using the correct facilities, the ones we are currently utilizing.

We have a great program in the planning stages for this December. Take a look at the information in this newsletter on the outstanding Keynote Speaker Tuesday afternoon and much more news to come. Please place the CPM Short Course and MCPR Trade Show on your calendars for December 10-12, 2019 at the Mpls Convention Center and Mpls Hilton Hotel.

I was invited to brief a retailer General Managers meeting from the northern and central portions of Minnesota about a concern related to the Minnesota Department of Agriculture Agricultural Chemical Response and Reimbursement Account (ACRRA) program. As you may know, ACRRA was created with the support of the MCPR and other ag groups to reimburse companies for costs incurred in cleaning up agricultural chemical (pesticide and fertilizer) incidents. The account is funded by annual surcharges on pesticide and fertilizer manufacturers, distributors, applicators and dealers. The surcharge rate is determined by the Commissioner of Agriculture but is currently \$0.17/ton for fertilizer and 17% of pesticide

sales in Minnesota. Also included are a surcharge on the fees MCPR members pay for pesticide licenses and fertilizer sales licenses. MCPR has been involved in recommending ACRRA Board members for many years. The board may reimburse corrective action costs to an eligible person for 80 percent of costs greater than \$1,000 and less than or equal to \$350,000 for a maximum reimbursement amount of \$279,200. Please review the details of this program in this newsletter.

Concern has been expressed by some MCPR members that the reimbursement cap of \$279,200 is too low for modern day costs related to remediation on pollution cleanups ordered by the MDA. This was also a concern expressed at the General Managers meeting. The managers group has a policy position to increase the reimbursement cap as they are concerned that the cap is too low and may threaten the economic well-being of organizations that seek reimbursement from the ACRRA Board but have remediation costs which may far out-strip the maximum settlement cap.

Some of you may remember the reports I provided in the Capitol Update that MCPR killed a bill proposed by an aggressive environmental organization, the MN Center for Environmental Advocacy (MCEA). Their bill expanded the use of the MCPR Member fertilizer and pesticide fees paid into the MDA administered agriculture environmental ACRRA fund to pay for private landowner water well remediation. While this bill did not pass in this legislative session, the MCEA and their friends will continue to work to pass in future legislative sessions this breath-taking expansion of ag retailers' liability



for private well remediation and payment could be a substantial new expense for commercial agriculture in Minnesota.

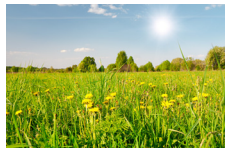
I warned the general managers and their staff in attendance that they would be advised to take their lead from MCPR's seasoned legislative leadership to go slow on legislation that places the idea of modifying ACRRA in front of the legislature in the 2020 session. My experience tells me that a hasty move on their part could reap the unintended consequence of significantly expanding the liability of the fund and the MCPR members who pay into this fund through fees. Several of them assured me after my remarks they would seek cooperation with MCPR on this legislative policy. Of course, MCPR shares the concern about increasing the ACRRA cap when feasible going forward. We will again take the lead in this public policy concern.

That is why you are members of MCPR. We have a long history of expertise and sound guidance in the public policy arena. Glad to be of service, MCPR members. ✨



Until next time,
Bill Bond

Bill Bond



Minnesota Groundwater Protection Rule for Nitrogen Begins in 2020

Rule limits use of nitrogen fertilizer in areas with vulnerable soils.

The state's new Groundwater Protection Rule (GPR) became effective today, June 24, 2019. The GPR will reduce the risk of nitrate from fertilizer impacting groundwater in areas of the state where soils are prone to leaching and where drinking water supplies are threatened. Nitrate is one of the most common contaminants in Minnesota's groundwater; elevated nitrate levels in drinking water can pose serious health concerns for humans.

The Minnesota Department of Agriculture (MDA) will oversee implementation of the rule. Beginning in 2020, use of nitrogen fertilizer in the fall and on frozen soils will be restricted in areas of the state with vulnerable groundwater, such as areas with coarse textured soil, shallow bedrock, or karst geology, and in public wellhead areas – known as Drinking Water Supply Management Areas (DWSMAs) – with elevated nitrate levels.

The GPR outlines a multi-level approach involving local farmers and agronomists working to mitigate nitrate losses in DWSMAs with high nitrate in groundwater. Farmers in a DWSMA would be subject to four levels of mitigation which move from voluntary to regulatory. A local advisory team, consisting primarily of producers and agriculture professionals, will advise the MDA regarding appropriate response activities for the area and support

implementation of these activities. The Groundwater Protection Rule is part of the state's overall Nitrogen Fertilizer Management Plan (NFMP) which was developed with broad stakeholder input over a five year period and implemented in 2015. More information on the rule and the NFMP is available at: www.mda.state.mn.us/nfr. ✨

World Class Keynote Speaker at CPM Short Course and MCPR Trade Show!

(continued from page 1)

of quantifiable soil health data and standards. MCPR members know this gap creates uncertainty in how to achieve soil improvements and perpetuates lack of upside for growers. If standardized and benchmarked, soil health can provide a foundation for farm productivity, land value, crop premiums, and sustainable sourcing and be a part of the formulation for payment of premiums for regenerative agricultural cropping systems.

Mark your calendars now for the Bigger and Better Crop Pest Management and MCPR Trade Show December 10-12, 2019 at the Minneapolis Convention Center and Hilton Hotel. Look for program details and reservation information in September. ✨

Dale's View

Hello MCPR Members,
The proposed Minnesota Department of Agriculture rule restricting Nitrogen application is another major challenge MCPR members have been effectively addressed together. We followed and influenced the rule making process each step of the way. Because the final rule has been estimated to impact about 17% of Minnesota acres, some members may find that the rule will have little actual impact on their products and services. Others have concluded that the rule as proposed will have long term negative impact on their ability to supply products and services to growers. MCPR had concerns that the MDA might go too far in rule-making without need as the BMPs were generally working well. Read the rule general rule announcement in this newsletter which provides insight into the rule which will start having substantial impact on some MCPR members in 2020. And by all means, be sure to place the CPM Short Course and MCPR Trade Show on your calendar for December 10-12, 2019. We have a great meeting planned for you this year.

Dale Johnson

MCPR Board Chair,
Dale Johnson



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The Agricultural Chemical Response and Reimbursement Account (ACRRA)

The Agricultural Chemical Response and Reimbursement Account (ACRRA) was created to reimburse organizations for costs incurred in cleaning up agricultural chemical (pesticide and fertilizer) incidents. The account is funded by annual surcharges on pesticide and fertilizer manufacturers, distributors, applicators and dealers. The surcharge rate is determined by the Commissioner of Agriculture. The chart belows shows the recent fee reduction in ACRRA funding.

ACRRA Board Members

- Robert Wesolowski, Chair, - Manufacturing Representative
- Jeff Wheeler, Vice Chair - Retailer Representative
- James Hlatky - Farmer Representative
- Joel Fischer, Petrofund Director - Minnesota Department of Commerce
- Whitney Place, Assistant Commissioner - Minnesota Department of Agriculture

Reimbursement of Corrective Action Costs

The board may reimburse corrective action costs to an eligible person for 80 percent of costs greater than \$1,000 and less than or equal to \$350,000 for a maximum reimbursement amount of \$279,200.

How to Participate
 Call 651-201-6138 and request an application OR download an application from the MDA website.

ACRRA Surcharges Chart		
Type of License	Previous Surcharge	Current Surcharge
Commercial & Non-Commercial Pesticide Licenses	\$25	\$14
Structural Pest Control Company Licenses	\$100	\$55
Fertilizer Licenses	\$50	\$28
Pesticide Dealer License (Ag & Non-Ag)	\$75	\$41
Fertilizer Tonnage	\$0.30/ton	\$0.17/ton
Pesticide Registration (percent of sales)	0.30%	0.17%
Out-of-State Pesticides Distributors (each site-annually)	\$3,000	\$1,650