



NORTHLAND
COMMUNITY & TECHNICAL COLLEGE

Farm Business Management Program

Moorhead, Minnesota

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BREAKFAST MEETINGS

Thursday, November 16th, 2017, 8:00 am: Fry'n Pan restaurant, East Hwy 10, Moorhead. **Back Meeting room**

Speakers: Randy Zimmerman, West Central Ag

Topic: Marketing Outlook/Strategies for 2017 and beyond

- **Farm/Office Visits:** Once fall harvest is done, we will be meeting with you to review your Goals Sheet, fill out your **Short Term Cash Flow Projection** (Spreadsheet), update your **Finpack Balance Sheet**, review your up-to-date **Crop Data Information**, and do an **Income Tax Estimate** (for those who want one). You may call us for an appointment as soon as you are ready or we will schedule you by phone at a later date. All of the above are in your 3-ring binder.
- **2018 Projected Farm Cash Flow by Crop:** Preliminary numbers for corn, wheat and soybeans are generated by research done by Josh Tjosaas, FBM instructor, Moorhead. Sugarbeet numbers are based on 2016 data. Your farm will vary, but it may give you a starting point to determine prices of some inputs.
- **Health Insurance Option Run and Owned by Farmers** — Access to health insurance is a huge issue for all farmers. The Minnesota Legislature passed legislation to provide a premium subsidy in the individual market. That, in turn, resulted in the creation of additional health care options to farmers and their employees through the 40 Square Cooperative. "Open enrollment aligns with the individual market, and enrollment is November 1 through December 15," says project manager Char Vrieze. To qualify, farmers must

purchase stock in the cooperative and enroll for a minimum of three years. This option will be "owned by farmers and governed by farmers." Informational meetings are being held across the state. In early November, meetings have been scheduled in Bagley, Perham, Montevideo, Roseau and other locations in western Minnesota.

ARC-CO and PLC Payment Projections —

Potential payments for Corn and Soybeans are provided below based on projection in mid-August, final numbers should be known fairly soon, it looks like no payment for corn or soybeans this year, there will be a slight reduction based on sequestration:

Clay- Wheat \$32.46/base acre

Norman- Wheat \$33.60/base acre

Wilkin- Wheat \$31.32/base acre

PLC Trigger for Wheat is \$5.50 and will pay \$1.61 per base acre times your PLC yield if you selected PLC. Corn projects a \$0.35 payment with a trigger at \$3.70

The best way to contact Ron is by e-mail or at his cell phone# (218) 686-5448. If you can contact him in advance to schedule an appointment that usually works best.

Ron's November Work Days

Nov 16, 17, 29, 30 and Dec 1

Nov 5th- Daylight Savings Time

November 11th-Veteran's Day

November 23rd-Thanksgiving



MINNESOTA STATE