



NORTHLAND
COMMUNITY & TECHNICAL COLLEGE

Farm Business Management Program

Moorhead, Minnesota

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November 2018

Vol. 44 No. 5

BREAKFAST MEETINGS

Thursday, November 15th, 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 2018 and beyond

FROM OUR OFFICE

- **Breakfast Meeting Topics:** We are open for any ideas you may have for breakfast meeting topics this winter. It can cover anything from marketing, technology, production, government programs, finance, or something off the wall that may be of interest for everyone. Give us a call or email with any suggestions.
- **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.
- **2019 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 2017 data. Your farm will vary, but it may give you a starting point to determine prices of some inputs.

Trade Momentum Welcomed: The Trump Administration is beginning trade negotiations with Japan, the European Union and United Kingdom. That's on top of a bilateral trade agreement with South Korea and the new U.S.-Mexico-Canada Agreement. The American Soybean Association welcomes this move and encourages the Administration to add Vietnam and Indonesia to the list. While there is momentum with these free trade deals, ASA says this business won't offset the lost exports to China. In a statement, ASA said the trade war with China needs to be settled.

Ron's Scheduled Work Days in Moorhead for the month of November 2018:

November 15, 16, 21, 28, 29, 30

Nov 4th-Daylight Savings Time

Nov 6th- Election Day

Nov 11th-Veteran's Day

Nov 22nd-Thanksgiving



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