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WHAT IN THE WORLD IS GLOBALSTL?

“GlobalSTL, an initiative of BioSTL, is designed to attract companies from Israel, Ireland and now globally to St. Louis that are a fit with St. Louis corporations and investors,” stated Vijay Chauhan, the leader of the BioSTL’s initiative and an experienced Corporate Business Development Executive and a startup CEO of multiple companies in the Life Sciences space. Chauhan spoke at the MACA quarterly meeting on February 14, 2018.

GlobalSTL’s mission is to be a gateway to St. Louis’ world-class corporate and innovation ecosystem and to deliver strategic partners to drive business growth in North America for the companies it attracts. Chauhan says they are working to transform the St. Louis economy based on a foundation of innovation and global interconnectedness. It is a public/private partnership and government and foundation partners. The visionary leaders include Dr. William Danforth and John F. McDonnell which includes the legacy corporations of Ralston Purina (1894) → Nestlé Purina and McDonnell Douglas (1939) → Boeing.

Global STL is working to build a strong ecosystem which includes:

- Creating, building & investing in St. Louis startups.
- Attracting high-growth companies to St. Louis.
- Improving access to venture capital.
- Ensuring appropriate physical infrastructure.
- Inclusion and development of women and minority entrepreneurs in the workforce.
- Organizing a unified, regional approach to government relations and public policy.
- Building global awareness of St. Louis’ strengths.
- Inter-connectivity and collaboration in the ecosystem.



Vijay Chauhan

Thus far, they have invested **\$17.9 million** in **71 high-growth ventures** – based on rigorous due diligence. The sectors include pharma, devices, diagnostics, digital health, agtech, food/nutrition. Portfolio companies have raised \$530M. The BioGenerator’s investment leveraged is 30 to 1.

GlobalSTL ensures St. Louis’ physical infrastructure is top notch including the labs, incubators and research districts. Currently, BioGenerator Labs is home to more than 50 start-ups.

Chauhan says, “The first goal is to leverage regional strengths & buying-power to recruit **international companies**, and establish U.S. HQs in St. Louis.”

“The second goal,” according to Chauhan is, “connecting **St. Louis companies** to our international partners and network, to help them grow and expand their business.”

The third goal for companies to benefit from St. Louis’ corporate and innovation ecosystem is a three prong approach. It includes:

Identify

- Companies which could benefit from St. Louis’ corporate and innovation friendly business climate.

Attract

- Educate and inform corporations of St. Louis’ strengths and specific value-add for the prospective company.
- Perform initial diligence to assure quality, reputation, and prospects for future growth.



GlobalSTL
an initiative of BioSTL, St. Louis, U.S.A.

continued on the next page

PRESIDENT'S PERSPECTIVE



2017-18 has been a very busy year for MACA!

Creating and delivering educational opportunities for our membership, one of our guiding principles, has been one of our focuses this year. Starting in November with the Waste Disposal seminar, we had the opportunity to learn from industry experts on various topics surrounding waste management. The June quarterly meeting is quickly approaching and we have another important topic to address – Bees! Our theme for this seminar is a pollinator education forum, which will address bee health and safety as it relates to our industry. We will be visiting the Monsanto Bee facility and will have bee experts from several member companies that will present on the topic. I look forward to seeing everyone there for this exciting meeting!

The MACA annual meeting is also quickly approaching. This year's theme for the conference is 'Facing Agriculture.' We have a wide range of subjects to cover at this year's meeting. First and foremost is China and implications facing U.S. and global agriculture. With the Chinese government working to improve environmental conditions, we are faced with a wide range of challenges that are impacting our industry. We will have the opportunity to learn from a group of industry leaders that are addressing these challenges daily during our industry panel session. This year's conference promises to deliver on bringing you relevant information to use and an opportunity to connect with others from around the industry!

We continue to invest in the future of our agriculture industry with the Young Leader Scholarship Program (YLSP). The Industry Communications Committee has selected the recipients from the 13 MACA states and this year's group will again be attending our annual meeting. We will have the chance to network with and learn from these individuals during the Q&A session in September.

As we look to these upcoming events, I ask for your continued involvement with MACA. Your participation is what makes MACA great! Please feel free to contact me at any time with any questions or concerns at 765-209-1984 or gunther.kreps@cpsagu.com. See you all soon!

Thanks,
Gunny

Gunther Kreps
2017-18 MACA President

What in the World is GlobalSTL? continued from page 1.

- Facilitate relationships with decision-makers in St. Louis corporations, hospital systems, universities, investors and government entities for:
 - Business development opportunities
 - Pilots
 - Capital raises (equity investment, loans and grants)
 - Joint R&D

Nurture

- When conditions are right for the establishment of US presence in St. Louis:
 - Help navigate selection of physical location.
 - Assist with talent needs.
 - Welcome into the St. Louis community / ease transition for staff and families.
 - Continue indefinitely to support company's success and strengthen long-term relationship with St. Louis.

GLOBALSTL RESULTS

Since May 2014, nine Israeli companies established a St. Louis location. Work continues with another nine countries – Argentina, Brazil, China, France, India, Ireland, Israel, the Netherlands and Singapore. Five well-recognized agritech companies have setup U.S. headquarters in St. Louis.

GlobalSTL led an agritech delegation to Israel in April 2015 and September 2016 and Ireland September 2016. STL is on the map with Israel's innovation community and a delegation of 12 Israeli agtech companies visited St. Louis in March 2017 and planned delegations to the Netherlands and Israel in May 2018.

On December 7, 2016, Global STL announced "39 North" or The Global Center of Agtech. It is a 600-acre innovation district to drive leading-edge research in food, water, and energy. It's situated in space surrounding the Danforth Plant Science Center, BRDG Park, Helix Incubator, Yield Lab and Monsanto. St. Louis has the highest concentration of plant science PhD's in the world. The district will be geared toward lifestyle preferences often sought by highly-skilled employees, including mixed retail, residential and office space connected by walking and biking trails and green space.

"The ultimate goal is to enhance the region's ability to grow, attract and retain companies and top talent," concluded Chauhan.

2018 BUSINESS/ HOSPITALITY SUITES AT THE MACA ANNUAL MEETING:

To reserve a meeting room, please contact Bonnie at the MACA office at 314-849-9446.

Be sure and know the dates, times, and number of people for your meetings and have a credit card ready for the meeting room fee.

Once a meeting room has been reserved, the hotel contact name will be sent to you to make food & beverage and AV arrangements with the hotel. The cost for the meeting room is \$300.00 per day plus tax and service charge. Meeting room space must be reserved by July 25, 2018 to ensure a room.

MACA 2018 ANNUAL MEETING

“Facing Agriculture” is the theme for the 2018 meeting with speakers addressing topics facing the industry in the next few years as the industry undergoes change. The meeting is set for September 4-6, 2018 at the Des Moines Marriott, 700 Grand Avenue, Des Moines, Iowa.

Dr. Wendong Zhang, Assistant Professor of Economics and Extension Economist, Iowa State University, will kick off the program by setting the stage with “China Enters New Era - What it Means for U.S. & Global Agriculture.” An update on pollinator health is planned, followed by the 13 Young Leader Scholarship recipients sharing their insight.

Wednesday it’s time for customer meetings or participants can chose to golf and play for the MACA Cup. Golf will be played at Dennis Albaugh’s Golf Course, which has 19 holes! The golf course is a 20 minute drive from the hotel. Transportation to and from the golf course will be on your own. However, if you are in need of transportation, please sign up at the MACA registration desk. We will have one car leave at 10:30 AM and one at 10:45 AM from the hotel lobby. A box lunch is included with your registration.

The industry tour, which includes lunch, will be a tour of Dennis Albaugh’s car collection and then over to DuPont Pioneer Research & Development Center for a tour to learn what they are working on for the future.

Thursday, the program features Michael Swanson, Ph.D., Ag Economist - Senior Vice President at Wells Fargo Bank N.A. discussing the “The Agriculture Outlook.” An industry panel featuring Eric Cowling, Helena Chemical Company; Kurt Pedersen Kaalund, Albaugh; and Paul Rea, BASF, will share their insight on how China’s actions are impacting the crop protection industry.

Receptions on Tuesday and Wednesday evening will allow for networking and, Thursday morning, the annual MACA Business Meeting will be held. For more details, or to register for the meeting, go to www.maca.org or look for the registration brochure mailed out in early June.



Program

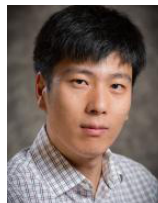
Tuesday, September 4, 2018

- 2:00 PM MACA Registration Desk Opens
- 3:30 PM Welcome
President Gunny Kreps
- 3:40 PM Recognize Award Recipients
- 3:45 PM “China Enters New Era –
What it means for US & Global Agriculture”
Dr. Wendong Zhang,
Assistant Professor of Economics and
Extension Economist, Iowa State University
- 4:45 PM Pollinator Issues
- 5:15 PM Young Leader Scholarship Program Panel
- 6:00 PM Grand Opening Reception
- 7:30 PM Closes

Wednesday, September 5, 2018

Day reserved for private business meetings. For those not involved, golf or an industry tour are available late morning.

- 7:00 AM YLSP Recipients & MACA Update
- 11:00 AM Depart for Industry Tour & Lunch
- 11:30 AM Lunch – Golfers & Industry Tour Participants
at Albaugh’s Golf Course
- 12:15 PM MACA Golf Tournament –
Albaugh Golf Course
- 6 - 7:30 PM President’s Reception



Dr. Wendong Zhang



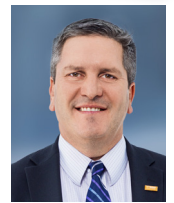
Michael Swanson



Eric Cowling



Kurt Pedersen
Kaalund



Paul Rea

Thursday, September 6, 2018

- 7:00 AM Breakfast Buffet
- 7:30 AM MACA Annual Business Meeting
- 8:00 AM Opening Comments
Paul Edsten, MC
- 8:30 AM The Agriculture Outlook for 2017-2020
Michael Swanson, Ph.D., Ag Economist – Sr. VP,
Wells Fargo Bank N.A.
- 9:30 AM Members’ Report
Bonnie McCarvel, Executive Director, MACA
- 9:40 AM Awards Presentation
- 10:00 AM Break
- 10:15 AM Industry Update
Eric Cowling, Helena Agri-Enterprises, LLC
Kurt Pedersen Kaalund, Albaugh LLC
Paul Rea, BASF
- 11:30 AM Adjourn



JUNE MACA EVENTS

Quarterly Meetings set for St. Louis

The Mid America CropLife Association committees will meet on

Wednesday, June 6, 2018.

The Board of Directors will meet at

Thursday, June 7, 2018, 7:30 AM.

Hilton St. Louis at the Ballpark Hotel, #1 South Broadway, St. Louis, MO.

MACA Pollinator Educational Forum

Wednesday, June 6, 2018, 3-5 PM

will feature industry experts from Bayer, BASF, Dow/DuPont, Monsanto, Syngenta and Valent presenting what they are doing for Pollinator Health. Learn what's happening at the federal level. See a bee-hive up close and learn about bees.

Cardinals Baseball Game

Wednesday, June 6, 2018, 7:15 PM

MACA will be at the Cardinals vs. Marlins baseball game. The cost for the ticket is \$100.00 and includes admission to the game and the MACA suite which will include food and beverages.

Contact the MACA office for additional details and to register for any of these events.

Pesticide Waste Management Seminar

The seminar held November 8th featured six industry experts discussing waste management and the state pesticide database, universal waste, RCRA waste disposal, FIFRA, California pesticide & hazardous waste regulations and waste disposal treatment methods and technology. Check out their PP presentations which are posted on the MACA website.



C



D

MEMBERS IN ACTION



A



B

FEBRUARY MEETING

A – Escape from St. Louis group photo.

B – MACA Board of Directors hard at work.

NOVEMBER MEETING

C – Barry Legg with Gunther Krebs, MACA President

D – Jerry Baker, MFA; Donald Golden, Tri Rinse; Tom Schaefer, Monsanto; Roger Callaway, Helena.

PESTICIDE WASTE MANAGEMENT SEMINAR

E – The Pesticide Waste Management Seminar had great attendance.



E

CROPLIFE AMBASSADOR NETWORK



WE WOULD LIKE TO WELCOME OUR NEW AMBASSADORS!

Maryjane Behm, University of Wisconsin – Madison student
Hannah Boatright, University of Missouri – Columbia student
Shelby Brendler, University of Wisconsin – Madison student
Elizabeth Brajevich, Dow AgroSciences
Quyntin Brandt, Valent USA
Andrew Chupp, Purdue University student
Greg Esco, Crop Protection Services
Colleen Gerdeman, Bayer CropScience
Clare Gietzel, University of Wisconsin – Madison student
Carrie Heimmer, Crop Production Services
Mollie Hoss, FarmLogs
Jordanne Howe, Monsanto Intern
Mike Jones, Bayer CropScience
Isabel Legg, University of Missouri – Columbia student
Kayla Moore, Seneca Conservation District
Alan Peachey, Helena Chemical Company
Kirk Reese, Agronomist
Dawn Refsell, Valent USA
J Stanley, North Dakota State University student
David Voller, BASF
Jim Wagner, Helena AgriEnterprises LLC
Dennis Wickham, Brodbeck Seeds, LLC
Katherine Wolfe, The Ohio State University student
Sarah Zerger, Kansas State University student

Our Mission...

to provide scientifically based accurate information to the public regarding the safety and value of American agricultural food production.

The Buzz about Bees a NEW CAN Presentation

This spring we rolled out our new CAN presentation – The Buzz about Bees! With bees and pollinators being all the buzz these days we felt the need to help educate students.



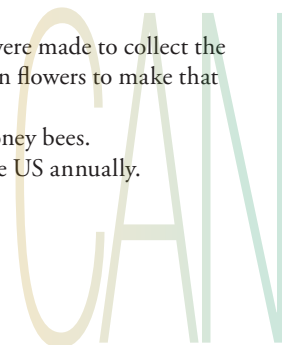
We are putting CAN ambassadors into the classroom to speak with students about the role pollinators play in providing an abundant, safe and economic food supply. Our ambassadors are volunteers who work in today's agriculture.

It's also been a very busy time with classroom requests. Please consider becoming an ambassador or help us recruit more ambassadors to fill the many requests. For more information please check out the website at ambassador.maca.org or email me at michelle@maca.org.

A few interesting bee facts:

- Bees do a “bee dance” to communicate with other honey bees on where they can find the nectar or pollen.
- For every pound of honey, around 25,000 flights were made to collect the necessary nectar. They also visited around 2 million flowers to make that pound of honey and fly 55,000 miles.
- About 1/3 of all the food we eat is pollinated by honey bees.
- This represents \$15 billion dollars of produce in the US annually.

To see our presentations please visit our website:
Ambassador.maca.org/presentations



Think about CAN the next time you're with one of your coworkers that is passionate, energetic or enthusiastic about agriculture, and refer them to us. Direct them to our website and click on “Become an Ambassador”. It's easy! This is a perfect time to refer new ambassadors so they are ready for the upcoming school year.

Contact: **Michelle Kilper,**
CropLife Ambassador Network
Program Manager

■ 314-849-9446

■ michelle@maca.org

■ Ambassador.maca.org



CropLife Ambassador Network- CAN



CropLife Ambassador Network



CropLife Ambassador Network

The 2018 Class Represents Thirteen States

Thirteen college students have been selected to receive the MACA Young Leader Scholarship to be used for their college expenses.

This is the sixth year for the program which is designed to expose future agriculturalists to the crop protection industry and future career opportunities. Recipients will benefit from the financial compensation, exposure and networking with MACA members. MACA members benefit by developing a talent pool of future industry leaders and through the heightened awareness of MACA within the participating universities.

The candidate's educational focus is agriculture and all are enrolled at one of the Land-Grant Universities in the MACA region. They have secured a summer internship (2018) within agriculture, preferably within the crop protection industry. Additionally, the selected recipient will attend the MACA Annual Meeting September 4-6, 2018 in Des Moines, Iowa to speak about their internship experience and participate in the meeting with MACA members.

THE PARTICIPANTS INCLUDE:

COLORADO – **Crystal Sparks** attends **Colorado State University** majoring in Biochemistry and Molecular Biology. This summer she will intern at Colorado State University in their molecular weed science lab. She plans to graduate in December 2018.



ILLINOIS – **Stephen Riskedal** from Leland, IL is majoring in Technical Systems Management and minoring in Crop and Soil Sciences and Food and Agribusiness at the **University of Illinois**. His summer internship will be at Growmark.



INDIANA – **Lauren Tolle** of Tipton, IN is an Agronomy, Crop and Soils Management major at **Purdue University** with a minor in Weed Science and Plant Biology. Lauren will intern at DuPont Pioneer as an Agronomy Sales Intern this summer.



IOWA – **Keely Acheson** of Rushville, IL is majoring in Agricultural Business and Finance at **Iowa State University**. She is very excited to be an intern at John Deere in Moline, IL this summer. She will graduate in May 2019.



KANSAS – **Keren Duerksen** attends **Kansas State University** with a major in Agronomy. Her summer internship is with WinField United where she will be developing relationships with producers and addressing problems they may have on their farms.



MICHIGAN – **Paige Reetz** is a junior at **Michigan State University** majoring in Agribusiness Management and minoring in Agronomy. She has obtained an internship with Dow AgroSciences for the summer as their Mycogen Seeds Sales Intern. She will be covering the state of Michigan for 12 weeks.



**YOUNG
LEADER
SCHOLARSHIP
PROGRAM**
SPONSORED BY
MID AMERICA CROPLIFE ASSOCIATION

MINNESOTA – **Abigail (Abby) Diering** from Minneapolis, MN is attending the **University of Minnesota** majoring in Plant Science with an emphasis in Bioinformatics Assisted Plant Breeding. She will be working in the Fruit Breeding Program at the University of Minnesota this summer.



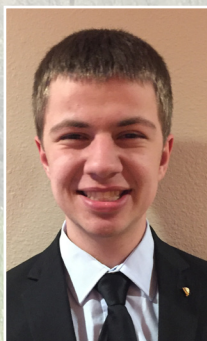
MISSOURI – **Allison Stiens** attends the **University of Missouri – Columbia**. She is majoring in Agribusiness Management and minoring in Plant Science and plans to graduate in December 2018. She will be a summer intern with Dow AgroSciences in the crop protection division. This sales internship will consist of traveling in the northern half of Illinois and into Wisconsin.



NEBRASKA – **Rodger Farr** from Curtis, NE attends the **University of Nebraska – Lincoln** and will graduate in May 2019. He is majoring in Agronomy with a minor in Agribusiness Entrepreneurship. His summer internship is with Syngenta Crop Protection. He will be mainly in Nebraska and Kansas as a sales intern.



NORTH DAKOTA – **Brady Schmol** graduates in December 2018 from **North Dakota State University** where he is currently majoring in Agricultural Systems Management and minoring in Crop and Weed Sciences. This coming summer he will work with Peterson Farms Seed in Harwood, NE as a field agronomy intern.



OHIO – **Monica Pennewitt** attends **The Ohio State University**. There she is majoring in Agriculture and Plant Pathology and minoring in Leadership Studies and Global Distinction. She will be completing her second summer internship with Crop Protection Services with a specialization in technology and precision agriculture.



SOUTH DAKOTA – **Jonathan Linke** graduates in May 2020 from **South Dakota State University**. His major is Agronomy and Animal Science with a minor in Agriculture Business and Agriculture Marketing. His passion for agriculture has led him to an internship with Mustang Seeds this summer in Madison, SD.



WISCONSIN – **Lauren Jorgensen** of Stillwater, MN attends the **University of Wisconsin – Madison** where she majors in Agronomy and Community and Environmental Sociology. This summer she will be working as a food policy intern for the City of Madison. She plans to graduate in May 2019.



2018 YLSP SPONSORS

Fifteen member companies have made a commitment to the program. The minimum contribution is \$500. Sponsors include:

- ALBAUGH**
- AMVAC**
- BAYER**
- CPS**
- FMC**
- GREEN LEAF**
- GROWARK**
- MONSANTO**
- MID-AMERICA MERCHANDISING**
- MORRIS BIXBY**
- NUFARM**
- ROSEN'S**
- SIPCAM AGRO**
- SYNGENTA CROP PROTECTION**
- VALENT USA**

EXECUTIVE REPORT

BOARD OF DIRECTOR NOMINATIONS SOUGHT

Board members represent the various industry segments – basic manufacturer, distributor, formulator or allied industry. If you would like to serve as a member of the MACA Board of Directors or as an officer, please contact a member of the nominating committee: **Matt Wagner, Dave Flakne, John McKinney, Jason Paris, Tom Quade, Neil Cleveland, or Matt Ewers**, committee chair. Please let one of these people know by **July 1, 2018**.

2018 AWARD NOMINEES WANTED

Each year, MACA presents several awards to recognize individuals for their efforts. The four areas include:

EDUCATOR OF THE YEAR – an individual who has demonstrated significant contributions to American agriculture, especially in the MACA region.

RUTH WHITE MEDIA – an individual who's demonstrated an evidence of consistent, objective and accurate reporting on American agriculture and the myriad of issues involved in modern agriculture, including the CropLife industry.

INDUSTRY VISION – an individual who's shown exemplary vision on the issues affecting Midwestern agriculture.

AMBASSADOR OF THE YEAR – recognizes an ambassador for their efforts in promoting the crop protection industry through presentations to students or consumers.

To nominate an individual for one of the above awards, go to the MACA website and click on the members' only section to complete the nomination form and see the list of past recipients. Nominations are due **July 15, 2018**.



Bonnie McCarvel
Executive Director

"If you can dream it, you can do it." That quote is from Walt Disney and was one of my husband's favorite quotes that he followed and encouraged me to incorporate into the things that I do. Jim wanted people to be successful...and so he spent his career working to encourage people through his words and his love for magic. So for the last 20 years I have been learning from him and wanted to share a few things with you.

First, there are several things to remember that started as a dream and now the MACA leaders are working to implement them to provide benefits to the members. In just a few days, MACA is holding the Pollinator Educational Forum to learn about the issues facing the bees. Who would have ever expected that six of the industry member companies, plus CropLife America, would all be on a panel talking and sharing their insight on what the industry is doing? All of the speakers have stepped up willingly to provide information. All are working together under the Production and Environmental Stewardship (PES) committee to make the forum an educational event with information, plus hands on. The points will be reinforced with an actual bee hive!

Last November, MACA hosted the Pesticide Waste Management Seminar which featured industry experts discussing the issues and providing guidelines and solutions on how to handle waste. This time, the Distribution and Environmental Committee organized the seminar after discussing an issue. An idea was generated and then the dream began.

Likewise the Young Leader Scholarship Program started out as just a little idea and for the first time ever, all 13 states will have a student present. Again, a dream that started with one or two students receiving a scholarship and participating in the MACA Annual Meeting exploded with the committee saying there should be one from every state. The YLSP has grown from a dream of helping students and exposing them to the crop protection industry to a very active program that involves many different people in different roles.

The CropLife Ambassador Network program was also an idea that has continued to grow and expand in the Midwest region. New

presentations have been developed, ambassadors participate for a time, and then move on and new ambassadors sign up and participate. It's an ongoing effort of MACA members taking the lead and sharing their love of agriculture with students.

The Annual Meeting starts out with a blank sheet of paper, then the committee meets, discusses issues and speakers are identified. Each year, the committee tries to do better than the previous year on finding speakers that will provide information that is useful. Once again, it is a dream realized to see the topics and amazing speakers each year.

There's no doubt in my mind, that when MACA leaders sit down and work together, ideas are tossed out for discussion and soon one of the ideas take flight and it becomes a program which benefits MACA members. That's because of the dreamer in every person that is in the room. It also includes the people that take the dream and turn it into reality – that is, they step up to help with all the parts to make the idea a reality. It's amazing to watch as the positive energy flows and everyone is working together on making the dream happen!

By encouraging people to do good things, it seems that they do. Sometimes we forget the people who have helped and just assume that is what they are supposed to do. Don't forget the people who worked behind the scenes. Take the time to recognize the person with some kind words or a handwritten note or an email. You can make someone's day by simply taking a few minutes to compliment them and encourage them to continue to dream and do good things.

While email is wonderful and certainly makes it much easier to get information to other people, don't lose the human contact. Talk with people and learn about them and what is important to them outside of work. By doing that you'll better understand the person and make the person feel important.

Celebrate the successes! Take a few minutes and savor what has been accomplished. Learn from what didn't work, but don't dwell on it. Focus on the positive things.

Finally, enjoy time with your family and friends. Give them a hug, snap a picture, smile and keep on dreaming! Dream big or small... just keep dreaming about what you want to do and remember you can do it!

(Jim Nagel, my husband, passed away unexpectedly on April 16, 2018.)



WATER UPDATE

– By Steve Taylor, MACA Water Consultant

In the last MACA newsletter, I discussed the Harmful Algae Blooms (HABs) that have occurred in the Great Lakes and the shutdown of Toledo's water supply in 2014. Since then, agricultural retailers and others in Indiana, Michigan, and Ohio have been working hard to reduce HABs in the future. This past March, I attended a meeting in Detroit, Michigan with those involved with the 4R Nutrient Stewardship Certification Program. Participants in this program include agricultural retailers in Indiana, Michigan and Ohio. This program is a voluntary, third-party verified certification program which provides a consistent 4R standard for agricultural retailers to meet. The 4R program is a nutrient stewardship program initially developed by The Fertilizer Institute (TFI).

MACA is a member of the Agricultural Nutrient Policy Council (ANPC). During a recent ANPC teleconference, we heard from leaders of the '4R Plus' initiative in Iowa. The Nature Conservancy is a valuable partner in Iowa and is coordinating the 4R Plus effort. The 4R Plus program involves the usual 4R approach of nutrient management in order to provide the Right source, Right rate, at the Right time and Right place. However, the "Plus" in 4R Plus adds conservation practices that enhance soil health and relates to in-field and edge-of-field conservation practices that improve water quality. 4R Plus conservation practices are more effective when they are targeted in areas with the greatest runoff and nutrient loss. In developing the 4R Plus program, market research was conducted to establish how to best reach growers. One of the findings of the research showed that a motivating factor for growers is improving soil health and having the land they farm in good shape for the next generation. With profits also being a concern of growers as well, 4R Plus educational materials was developed that focused on the economic, soil health and legacy benefits of the 4Rs and conservation practices.

Whether in the Great Lakes region, or in a state like Iowa, all areas of agriculture realize



Jim Gulliford, EPA Region 7 Administrator; Steve Taylor, MACA Consultant; and Randy Stookey, Senior Vice President of the Kansas Agribusiness Retailers Association and state association representative on the MACA Board of Directors, meet at EPA Region 7 office in Lenexa, KS.

nutrient management is a key concern for all sectors of agriculture.

In other news, I recently had the honor of introducing my friend and EPA Region 7 Administrator, Jim Gulliford, to a group gathered at a luncheon hosted by the Agricultural Business Council of Kansas City. Jim leads EPA's efforts in Iowa, Kansas, Missouri, and Nebraska. Prior to his current position, Jim served as Assistant Administrator for EPA Office of Prevention, Pesticides, and Toxic Substances in Washington, D.C. I got to know Jim when, in 1986 to 2001, he served as a Division Director at the Iowa Department of Agriculture and Land Stewardship and I worked for the State of Missouri. We worked together on water quality issues that effected Iowa, Missouri, and surrounding Midwestern states. During his presentation to the Council, Administrator Gulliford updated the group on the hot topics of the day which of course included WOTUS. Jim reaffirmed the intentions of EPA Administrator Scott Pruitt and the Trump Administration to 'repeal and replace' the Obama Administration's WOTUS rule.

After the Council luncheon in Kansas City, I travelled to Jim's office at EPA Region 7 office's in Lenexa, Kansas for a meeting with Jim and his staff. Those joining me in that meeting included staff from the Kansas Agribusiness Retailers Association. A primary topic of the meeting was how to promote compliance with environmental laws and regulations that effect agriculture. EPA certainly has inspection and enforcement authority. But with this EPA, it seems that working with agriculture and assisting with regulatory compliance is a primary goal. We agreed to continue these conversations looking for meaningful ways to promote this goal on the ground.

MACA is always watching, engaging where necessary, and always keeping you informed.

MACA WEB SITE:

Look for the DOT Hazmat Training Videos which have been updated and are available for members and non-members! As a member benefit – the videos are free to MACA member companies. Just go to the MACA website www.maca.org and scroll down to DOT to enter your password and user name. The two new videos which have been added:

Hazardous Materials General Awareness – 9/2016 Update

Globally Harmonized System of Classification and Labeling of Chemicals – 9/2016 Update

Additional support material includes:

- Tests • Test answers • Test Certificate

MACA UPDATE

Published in June and October by
Mid America CroPLife Association

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IMMEDIATE PAST PRESIDENT
Matt Ewers

EXECUTIVE DIRECTOR/EDITOR
Bonnie McCarvel

**INDUSTRY COMMUNICATIONS
COMMITTEE CHAIRMAN** Rick Welder

KEY MEETING DATES

SEPTEMBER 4-5-6, 2018

2018 MACA ANNUAL MEETING

DES MOINES MARRIOTT
700 GRAND AVENUE
DES MOINES, IA 50309

NOVEMBER 7-8, 2018

MACA QUARTERLY MEETINGS

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