TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

James E. Byrum
July 9, 2013

Westin Book Cadillac Hotel
Detroit, Michigan

Copyright Michigan Agri-Business Association
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

- Michigan Agri-Business Association
- Technology
- Opportunities
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association

- Membership
  - Agronomy Suppliers, Distributors and Retailers
  - Grain Handlers
  - Seed and Crop Protection Producers
  - Development
  - Service Companies
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association

➢ Activities

- Legislation
  - State and Federal
- Member Education
- Communication
- Leadership
  - ALM
  - Lunch ‘N Learn
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

- Water Quality
- Water Use
- Energy
- Green Agri-Business Program
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

- Water Quality
  - Fertilizer Use
    - Grid Sampling
    - Site Specific Agriculture
    - Variable Rate Application
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

➢ Water Quality

▪ Conservation
  - Filter Strips
  - Waterways
  - Cover Crops
  - Reduced Tillage
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

➢ Water Use

▪ Increased Use
▪ Lower Water Levels
▪ Access
Michigan Agri-Business Association Initiatives

- Energy
  - Efficiency
    - Workshop on Agricultural Energy Efficiency & Renewables
    - Private Sector, Independent Energy Audits
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

➢ Energy
  ▪ Cost
    - Choice
    - Renewables
    - PSC Pushback
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Initiatives

- Green Agri-Business Program
  - Annual Program
  - Recognize Our Members Work and Efforts
  - Encourage More Advances
  - 77 Agri-Businesses Participating
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Technology

- Site Specific Agriculture
- Yield Monitoring
- Auto Steer
- Planter Technology
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Technology

- Site Specific Agriculture
  - Crop Fertility Soil Test Records
  - Application Records
- Yield Monitoring
  - Merge the Two Data Bases
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Technology

➢ Planter Technology
  ▪ Variable Rate Seeding
  ▪ Variable Variety Seeding
  ▪ Reliable Records
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Opportunities

- Agronomy Retailers Have These Records
- Certified Crop Advisers
- Desire for Carbon Credits
- Money!
Challenges to Specialty Crops

- Yield/Profit
- Labor
- Risk
- Lifestyle
## Trends in Michigan Agriculture & Opportunities for Collaboration

<table>
<thead>
<tr>
<th>Commodity</th>
<th>1997</th>
<th>2002</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>73,251</td>
<td>50,539</td>
<td>44,189</td>
</tr>
<tr>
<td>Tart Cherries</td>
<td>39,131</td>
<td>34,386</td>
<td>37,799</td>
</tr>
<tr>
<td>Sweet Cherries</td>
<td>11,345</td>
<td>10,082</td>
<td>9,295</td>
</tr>
<tr>
<td>Peaches</td>
<td>7,287</td>
<td>6,326</td>
<td>5,400</td>
</tr>
<tr>
<td>Asparagus</td>
<td>18,266</td>
<td>16,157</td>
<td>12,127</td>
</tr>
<tr>
<td>Onions</td>
<td>5,067</td>
<td>4,409</td>
<td>4,592</td>
</tr>
<tr>
<td>Celery</td>
<td>2,513</td>
<td>2,323</td>
<td>1,968</td>
</tr>
<tr>
<td>Carrots</td>
<td>7,080</td>
<td>6,047</td>
<td>5,499</td>
</tr>
<tr>
<td>Potatoes</td>
<td>46,105</td>
<td>48,840</td>
<td>42,267</td>
</tr>
<tr>
<td><strong>Total Acreage</strong></td>
<td><strong>210,045</strong></td>
<td><strong>179,109</strong></td>
<td><strong>163,136</strong></td>
</tr>
</tbody>
</table>
Factors Impacting Acreage

- Northern Lower Peninsula
- Growing Season
- Better Performing Short Season Varieties
- Improved Crop Nutrition Strategies
- Innovation and Technology
## TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

**Michigan Agri-Business Association Opportunities**

<table>
<thead>
<tr>
<th>Year</th>
<th>2010</th>
<th>2015</th>
<th>2020</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Acreage</strong>&lt;sup&gt;*&lt;/sup&gt;¹</td>
<td>5,060,000</td>
<td>5,225,000</td>
<td>5,350,000</td>
<td>5,500,000</td>
</tr>
<tr>
<td><strong>Total Production</strong>&lt;sup&gt;²&lt;/sup&gt;</td>
<td>497,700,000</td>
<td>608,412,000</td>
<td>773,440,000</td>
<td>874,967,500</td>
</tr>
</tbody>
</table>

<sup>¹</sup> Bushels per Acre  
<sup>²</sup> Bushels
# TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres</th>
<th>Yield(^1)</th>
<th>Production(^2)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corn</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>2,450,000</td>
<td>150</td>
<td>367,500,000</td>
</tr>
<tr>
<td>2025</td>
<td>2,662,000</td>
<td>250</td>
<td>666,500,000</td>
</tr>
<tr>
<td><strong>Soybeans</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>2,100,000</td>
<td>45</td>
<td>94,500,000</td>
</tr>
<tr>
<td>2025</td>
<td>2,282,500</td>
<td>65</td>
<td>148,362,500</td>
</tr>
<tr>
<td><strong>Wheat</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>510,000</td>
<td>70</td>
<td>35,700,000</td>
</tr>
<tr>
<td>2025</td>
<td>555,500</td>
<td>110</td>
<td>61,105,000</td>
</tr>
<tr>
<td><strong>Total Bushels</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>5,060,000</td>
<td></td>
<td>497,700,000</td>
</tr>
<tr>
<td>2025</td>
<td>5,500,000</td>
<td></td>
<td>874,967,500</td>
</tr>
</tbody>
</table>

\(^1\) bushels/acre  \(^2\) bushels
TRENDS IN MICHIGAN AGRICULTURE & OPPORTUNITIES FOR COLLABORATION

Michigan Agri-Business Association Opportunities

➢ Agriculture Change – Producer Base
  ▪ Younger
  ▪ Quicker – No Patience!
  ▪ Profit Oriented
  ▪ Growth and Expansion
  ▪ Technology
“STRIVE TO BE WHERE THE PUCK IS GOING TO BE, NOT WHERE IT HAS BEEN!”

Wayne Gretzky