

Established: August 17, 1966

Serving the legislative interests of Ohio soybean farmers for 48 years.

June 2015



LETTER FROM *the president*



The Ohio Soybean Association (OSA) recently hosted three meetings around Ohio to get prospective OSA members more involved with the advocacy side of the organization. A total of five regional meetings will be held this year to educate

OSA members and non-members about the policies that impact Ohio soybean farmers. While the meetings cover a variety of topics, two of the meetings will specifically be devoted to educating farmers about the impact of trade policy and infrastructure needs on farmers' operations. OSA has been working on behalf of Ohio soybean farmers and also believes it's important to

keep members and prospective members educated on policies and legislation.

The Ohio State Fair is right around the corner and the tradition is a great way to celebrate Ohio agriculture. Inside this issue of the Ohio Leader Letter, you will find a voucher that allows one free admission per household to an Ohio soybean farmer or an OSA member, and \$4 admission to each family member in their party on Ohio Soybean Day which will take place on Saturday, August 8th. We hope to see you there!

Be sure to sign up for OSA's e-newsletter at www.soyohio.org to learn about important news, upcoming educational meetings, events and more.

*Tommie Price
President
Ohio Soybean Association*

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LEGISLATIVE *update*



Brought to you by Seed Consultants.

ASA Responds to EPA's Proposed RFS Volume Requirements for Biodiesel

The Environmental Protection Agency (EPA) recently released its Proposed Rule to establish the volume requirements for the Renewable Fuel Standard (RFS), including the volume requirements for biomass-based diesel for 2014, 2015, 2016, and 2017. EPA proposes setting the biomass-based diesel volumes at the following levels:

- 2014 – 1.63 billion gallons of Biomass-based Diesel, 2.68 billion gallons of Advanced Biofuels
- 2015 – 1.7 billion gallons of Biomass-based Diesel, 2.9 billion gallons of Advanced Biofuels
- 2016 – 1.8 billion gallons of Biomass-based Diesel, 3.4 billion gallons of Advanced Biofuels
- 2017 – 1.9 billion gallons of Biomass-based Diesel

The volumes proposed by EPA are certainly an improvement over the previous proposal, which would have set the Biomass-based Diesel requirements at 1.28 billion gallons for 2014 and 2015. The increases proposed by EPA will provide some benefit and certainty to the domestic biodiesel industry and to soybean growers who supply much of the feedstock. However, the proposed volumes do not fully recognize or capitalize on the capacity and further growth potential of U.S. biodiesel.

American Soybean Association (ASA) President Wade Cowan noted that ASA believes the EPA and the Obama Administration could do more to capitalize on additional benefits that could be achieved with more robust biomass-based diesel volumes, however he welcomed the release

of the Proposed Rule and expressed the association's hope that this action is a further sign of a return to schedule on the implementation of the RFS.

"Again, we are glad to see the volumes for biomass-based diesel increased above the previous proposal. Biodiesel provides significant economic and environmental benefits and we have the capacity to do more," Cowan said. "The administration wants to address climate change and reduce greenhouse gas emissions and biodiesel - a domestically produced, renewable fuel that is proven to achieve emissions reductions up to 86 percent better than petroleum diesel - can contribute more to that effort."

There will be a 60 day public comment period and EPA intends to finalize the rule by November 30, 2015.

"We're hardly done fighting for biodiesel," Cowan added. "As we have in the preceding months and years, ASA will continue to point out the benefits and importance of this critical market for soybean farmers."

By law, EPA is supposed to finalize biomass-based diesel volumes 14 months in advance of the applicable year, making the agency significantly overdue in setting the volumes for 2014, 2015 and 2016.

"ASA will continue to work, along with the U.S. biodiesel industry, to support the RFS and to highlight the many benefits that biodiesel provides to the nation, to rural communities, and to soybean growers," Cowan added.

CHECKOFF

update

SOY OHIO

Ohio Soybean Council

SAVE THE DATE

The 2015 Ohio State Fair runs July 29 - August 9

The Ohio Soybean Council will be:

- A presenting sponsor of the 2015 Ohio State Fair
- A presenting sponsor of the 2015 Livestock shows, the O'Neill Swine Building, Voinovich Livestock and Trade Center and Rabbit & Poultry Pavilion



OHIO SOYBEAN DAY AT THE FAIR SATURDAY, AUGUST 8TH, 2015



Ohio Soybean Farmers
Sustaining Life. Respecting Nature.



Ohio Soybean Council

This voucher allows one FREE admission per household to an Ohio soybean farmer or an Ohio Soybean Association member, and \$4 admission to each family member in their party on Ohio Soybean Day at the Fair, Saturday, August 8th, 2015.

All special days and discounts are not valid with other offers. Voucher cannot be reproduced or duplicated. Only original copy will be accepted.

Code: OHIO SOYBEAN 8-8-15



Quint & Leah Pottinger

Apply for the **ASA DuPont Young Leader Program** today!

- Gain knowledge to help advance the soybean industry
- Learn to communicate and influence on important issues more effectively
- Connect with farmers from other states and Canada

The ASA DuPont Young Leader Program is a two-phase educational program for actively farming couples or individuals 21 years or older. Spouses who attend are active participants in the program.

Phase I: December 1 – 4, 2015
DuPont Pioneer Headquarters
Johnston, Iowa

Phase II: March 1 – 4, 2016
New Orleans, Louisiana
Held in Conjunction with Commodity Classic

“The knowledge gained from the ASA DuPont Young Leader Program can directly be applied to make your operation more effective. Along with all of the information gained from the program, you make lifelong friends. The relationships that have come out of this program are priceless.”

Quint & Leah Pottinger, KY

For More Information and to Apply
[https://soygrowers.com/learn/
young-leader-program/](https://soygrowers.com/learn/young-leader-program/)



Soy Growers Relieved By New West Coast Ports Labor Contract

A new five-year agreement authorized on May 22 will help get port traffic moving again at a normal rate.

The members of the International Longshore and Warehouse Union (ILWU) voted 82 percent in favor of ratifying the agreement reached earlier this year with the Pacific Maritime Administration (PMA) after a lengthy and disruptive negotiation.

The new contract will run through July 1, 2019. The agreement, which covers 29 West Coast ports, was already approved by the PMA member companies and the vote by the ILWU members was the last step in the process.

The American Soybean Association (ASA), Ohio Soybean Association (OSA) and many other industry organizations whose members were impacted by the slowdown that occurred at the ports during the negotiation, are relieved the new agreement was ratified and hope that the ILWU and the PMA will work to ensure that there are no further disruption of port operations.

U.S. Soybean Market Hopeful for Increased Trade with Cuba

After more than half a century, things are warming up between the United States and Cuba. While the island nation is located just 90 miles from the shores of Florida, an embargo was enacted more than 50 years ago in hopes of bringing change to the nation's communist regime.


Legislation introduced earlier this year, combined with President Obama's removal of Cuba's designation as a State Sponsor of Terrorism, initiated the process of removing some of the regulations and red tape that surround trade with Cuba.

Generally, the embargo aimed to completely cut ties, putting extreme restrictions on travel, commerce and sharing information. The U.S. agriculture industry was afforded some opportunity with inclusion in the Trade Sanctions Reform and Export Enhancement Act passed by Congress in 2000. The act allowed food and agricultural products to be exported to Cuba on a cash only basis, making Cuba a regular large consumer of U.S. soy oil.

However, in recent years, Cuba's consumption of U.S. soy has declined with no clear reason. With the shift in both the market and legislation, the U.S. Soybean Export Council (USSEC) has decided it is time to further their exploration of the Cuban markets and determine additional opportunities in both first hand and second hand consumption of soybeans and related products.

"Soybeans are an extraordinarily useful commodity," said Jeff Roehm, Ohio Soybean Association (OSA) Vice President and soybean farmer from Highland County. "USSEC does a great job of encouraging the use of not only soybeans, but the long list of products derived from soybean oil and the high nutritional value of soy in livestock diets."

USSEC is hopeful to find new market share in the food industry as well as prospective markets for U.S. soy oil and meal targeting human consumption along with animal nutrition.



The Tradition Continues.
Tune into the New Ohio
Ag Net to listen
to Dale Minyo and
the Ohio Soybean
Review Radio
Program

OHIO SOYBEAN COUNCIL

\$6.40 RETURN ON EVERY DOLLAR INVESTED THROUGH THE OHIO SOYBEAN COUNCIL.

THE TEXAS AGRIBUSINESS
MARKET RESEARCH CENTER
CONDUCTED AN ROI STUDY
FOR THE UNITED SOYBEAN BOARD.
AMONG THEIR FINDINGS:



5% of all U.S. soybean farmers' revenues are due to the checkoff's research and marketing efforts. • The checkoff has boosted the level of soybean, soybean meal and soy oil exports by 5%, 15% and 24%, respectively. • The checkoff has reduced the severity of market downturns in bad years and added growth and profitability in good years.

SOYBEAN OIL EXPORTS

UP 24%

The Ohio Soybean Council (OSC) was founded in 1991 to manage the Soybean Promotion and Research Program — more commonly known as the soybean checkoff. OSC is governed by a volunteer farmer board, which directs the investments of the checkoff. The program's primary goal is to improve soybean profitability by targeting research and development, and education and promotion projects.

SOYOHIO.ORG.



Wood County Brothers Named Beck's Young Farm Leaders

Deciding on a career can be a daunting task for many young people, but for Andy and Brian Stickel, there was hardly a second thought. Agriculture is engrained into their way of life and they are grateful for those who have paved the way before them. Their pay-it-forward mentality is what drives them to step up and take on responsibilities in the industry and in their community.

It has also earned them the honor of being named Beck's Young Farm Leaders, a program that showcases young people in agriculture who are actively engaged in their communities and the industry.

"At Beck's, we know the future of agriculture is the hands of young farmers like the Stickels," said Bruce Kettler, Director of Public Relations at Beck's Hybrids. "We are excited to recognize their efforts to step in to leadership roles because they understand the importance of being engaged and leading the industry."

The brothers have been farming as long as they can remember, but made the official decision to return to the farm after college with Brian graduating from The Ohio State University in 2011 and Andy returning from Kansas State with a master's degree in 2012. They now operate and manage the family farm alongside their parents growing a combination of soybeans, corn, wheat, tomatoes and alfalfa with a cow/calf operation, feeder cattle and custom baling keeping them busy in between.

Their business fills many niche market opportunities with non-GMO and food grade soybean varieties that reach international markets and allow them to appreciate the need for Ohio and the United States to do business on a global scale. With a similar niche market focus, their cattle are marketed under the Ohio Signature Beef Brand as an Ohio Proud product. With all of their endeavors, they strive to implement practices that allow them to improve efficiency and be good stewards of the environment.

"This year we seeded rye by flying it on standing cornstalks and our acres are all no-till. The last few years we've started banding all of our fertilizer. It goes about two inches into the ground with 15-inch centers and we plant our beans in 15 inch rows between the bands," said Brian. "We notice more consistency with yields and we gain efficiency by having the fertilizer more readily available and not tied up in the soil."

They believe in the importance of education, not only for themselves keeping up with new technology and research in the agricultural industry, but also the importance of educating consumers and policy makers who might not understand all the intricacies of farming.

"You see a lot of companies wanting to remove GMOs, we need to help people become more educated on the topic and make decisions for themselves. We try to be transparent, there are many ways to do things and in the end we just want to produce a safe wholesome product for consumers," said Andy.

Their family farm has welcomed the opportunity to be part of a county agriculture tour, bringing area CEOs, managers and elected officials on the farm to see their side of the industry and help answer questions that might be surrounding new policies and regulations being considered.

"We're involved in the community and I serve on the Ohio Soybean Association Board," said Andy. "We think it's important to represent our farm, ourselves and our community in the right way and our organization serves as the voice to make sure things happening with policy in Columbus or D.C. are in the best interest of those on the farm."

Brian serves on the Wood County Farm Bureau Board and their township zoning committee. He knows sometimes the decisions they make effect a lot of people and they have to look at what's best for everyone involved.



Stickel Brothers: Brian (left) & Andy Stickel hope to continue growing their operation and stay involved in the industry as the fourth generation on their family's farm.

Looking to the future, there is no slowing down, the brothers hope to grow the operation and continue to diligently look for opportunities to improve their efficiency and stewardship of the land.

"We do it because we love it. Watching things grow and producing a crop is something we can be proud of and we know we're carrying on a tradition. We also hope we're doing things right for the next generation to ensure there is a bright future for agriculture," said Andy.

"We're happy to honor Andy & Brian as Beck's Young Farm Leaders," said Tommie Price, Ohio Soybean Association (OSA) president and soybean farmer from Putnam County. "OSA advocates on behalf of Ohio soybean farmers and it's great to see young leaders getting involved in that process. Engaged farmers like Andy and Brian will help keep our industry strong for years to come. OSA encourages other farmers to apply or nominate someone for the Beck's Young Farm Leader program to continue to showcase Ohio's young farmers."

2015 Beck's Young Farm Leader Program

One farmer each quarter will be chosen by a selection committee consisting of OSA and Beck's Hybrids representatives. One of the Beck's Young Farm Leaders will be selected as the 2015 Beck's Young Farm Leader of the Year and receive a trip for two (\$2,000 value) to the 2016 Commodity Classic in New Orleans, Louisiana. Visit www.soyohio.org/becksyounghfarmlider for details.

Program Deadlines:

July 29, 2015: 3rd Quarter Applications Due

October 5, 2015: 4th Quarter Applications Due

Application Guidelines:

- Growers must be between the ages of 21 and 45.
- Any soybean grower may apply for the program; selected participants are required to have a current Ohio Soybean Association membership
- Applicants are not required to grow Beck's Hybrids products to be eligible to win.
- Applicants should demonstrate an interest in pursuing leadership roles within the soybean industry.

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