



# LEADER letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

Serving the legislative interests of Ohio soybean farmers for 49 years.

July/August 2015



## LETTER FROM *the president*



It's been quite a summer. Here in Northwest Ohio it's hard to tell what the soybean crop will yield this year. Since June we've seen well over 20 inches of rain. Let's hope dry weather increases as we move into harvest.

Harvest brings hours in the field but also means farm show season and represents an excellent opportunity to discuss state agricultural policy issues with other growers. The Ohio Farm Science Review will take place September 22-24 in London, Ohio at The Molly Caren Agricultural Center. The Ohio State University College of Food, Agricultural, and Environmental Sciences puts on a great show every year and the Ohio Soybean Association (OSA) is proud to be a part of it. OSA and the Ohio Soybean

Council will be located in building #441 off Friday Avenue. I hope you and your family make it to the show.

There are several key issues impacting soybean farmers this summer and fall. OSA is keeping water quality on the radar. Be sure to read the letter from Bob Peterson, state senator and Ohio grain farmer from Fayette County on page 2 for his perspective. Also, don't forget to follow and participate in the #whywatermatters campaign on Facebook and Twitter and be part of the conversation by posting what you are doing to keep nutrients on the field. The campaign was created so farmers could share why water is important and showcase that Ohio farmers are committed to leading the improvement for cleaner waterways.

**Tommie Price**  
*President*  
**Ohio Soybean Association**

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## LEGISLATIVE *update*



*Brought to you by Seed Consultants.*

## Trade Promotion Authority Signed into Law

Trade promotion authority (TPA) will soon help create and strengthen international trade agreements, opening valuable markets and providing an advantage for U.S. farmers.

President Barack Obama signed TPA into law on Monday, June 29, 2015.

Soybeans represent the nation's most important agricultural export and international trade plays a crucial role in the industry, as well as the many benefits trade yields for the country.

TPA was a key priority for the Ohio Soybean Association (OSA) and American Soybean Association (ASA) in the 114th Congress. The bill gives the U.S. Trade Representative (USTR) the ability to get the best deal possible, and it provides Congress the oversight it needs to ensure every agreement will work for American farmers.

TPA is critical for soybean farmers because new trade agreements expand market access as we look to maintain our position at the vanguard of world agricultural trade.

In addition, new trade agreements will expand livestock product exports, which are also important for U.S. soybean farmers.

The passage of TPA is also vital to moving toward finalizing negotiations on the Trans-Pacific Partnership (TPP) which includes important export markets for U.S. soybeans and meats, as well as the developing markets that grow in their demand for American soy every day.

OSA and ASA thanks the hundreds of farmers who contacted their lawmakers and worked to make soy growers' voices heard on TPA for the past several months.



## Why Water Quality Matters to Me

Hot summer days recall memories of kids playing in the yard with sprinklers, watering the garden, drinking lemonade and fishing at the lake. Our country has not had to worry about water and seldom has there been a time in our history when safe water wasn't abundant and inexpensive. Today we hear about pollution in the Chesapeake Bay, hypoxia in the Gulf of Mexico, algae blooms in Ohio, water lawsuits in Iowa, and drought in California.

Many are quick to place blame and sources claim that 'this' or 'that' is the problem. Please do not misunderstand me. The science is important. I'm proud of the checkoff investments our corn, soybean and wheat organizations have made in research and education, along with other stakeholders such as The Ohio State University and Ohio Farm Bureau.

But as I sit in my farm office on a rainy day, I admit that kind of work seems really far away from my farm. What should I be doing here, today, right now? After considering that question, I believe there are three thoughts that will guide my farm and hopefully yours now and in the future.

First, water issues are not going away and it won't always be about phosphorus and nitrogen. Experts have been warning for years that demand and cost for clean water will continue to increase. Water rights will be questioned and actions that affect its quality will be scrutinized. We need to take actions now that will protect our families and our farms future.

Second, agriculture will be a big part of the solution. Every farmer I know is committed to not only growing a bountiful crop or raising the best livestock but making our piece of the world a better place. While Ohio Agriculture can't be the only ones at the table in order to address this challenge, the stage is set for us to take the lead. Now we need to get it done.

Start by getting your fertilizer certification license. Ask your fertilizer retailer to be 4R certified. Develop a nutrient management plan, test your soil and know your runoff risk. Pay close attention to the results coming out of the most current research and know what it means to your farm. Challenge yourself to adopt one new conservation practice on your farm this year. These simple first steps have helped reduce my farm's environmental impact and improve its profitability.

Finally, remember the reason we do this. Getting caught up in all the negativity is easy. The focus for me on my farm is to remember that my motivation for growing healthy food AND protecting the soil and water has not and will not change.

This is why water quality matters to me.

Bob Peterson  
Fayette County  
Ohio Grain Farmer



## OSA Hosts Congressman Pat Tiberi

The Ohio Soybean Association (OSA) recently hosted Congressman Pat Tiberi (R-Genoa Township) as part of an ongoing effort to engage soybean farmers across Ohio. The event was held at the farm of Bret Davis, OSA board member from Delaware County.

“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,” said Tommie Price, OSA board member and soybean farmer from Putnam County. “The meetings also serve as a way to get prospective OSA members more involved with the advocacy side of the organization.”

During the series of meetings, farmers will become more aware of the fight to protect farmers’ ability to operate without heavy handed government regulations and creating access to new markets.

Over 50 farmers attended the meeting and heard OSA’s message to farmers about the importance of foreign trade. Congressman Tiberi supported an effort to pass Trade Promotion Authority, which will allow the President to negotiate trade deals that will benefit soybean farmers.



## Ohio Soybean Council Sweepstakes to Give Away the Ultimate Backyard BBQ

For grilling enthusiasts, nothing beats summer’s backyard barbecues with the perfect steak, chop or burger hot off the grill, complete with sear marks and juicy, mouth-watering flavor, and served with an ice cold drink.

This summer, one lucky Ohioan will win the Ultimate Backyard BBQ for up to 24 of their family and friends as part of the Ohio Soybean Council’s (OSC) “Get Grilling, Ohio” sweepstakes. The sweepstakes winner, to be named prior to Labor Day, will be awarded an Ultimate Backyard BBQ prize package worth more than \$2,500, which includes:

- Weber 4-Burner gas grill
- Coleman 100 qt. Xtreme Wheeled Cooler
- \$500 Kroger gift card
- Various cuts of beef, pork, poultry and lamb
- Sauces and seasonings
- Grilling utensils, cookbooks, tips and tricks and more

Prize items and meat for the sweepstakes have been donated by OSC, Luckey Farmers, Inc., Ohio Cattlemen’s Association, Ohio Pork Council, Ohio Poultry Association,

Ohio Sheep and Wool Program, and Woeber’s Mustard Company.

As a primary source of protein for livestock in Ohio, soybeans and soybean farmers are an important step of the process in getting meat from the farm to the store to the grill. Soybeans are fed to a variety of animals, including cattle, swine, sheep and poultry. Ohio soybean farmers are invested in helping produce healthy, great-tasting meat for grilling.

To enter for the chance to win the Ultimate Backyard BBQ, Ohio residents can fill out the entry form at [getgrillingohio.com](http://getgrillingohio.com). The entry deadline is Aug. 29 at 11:59 p.m. The winner will be announced Sept. 1.

Grilling enthusiasts are encouraged to join the Get Grilling, Ohio! Facebook group at [facebook.com/groups/getgrillingohio](https://facebook.com/groups/getgrillingohio) to share recipes, grilling tips and tricks, and more. For more grilling ideas and inspiration, visit the Get Grilling, Ohio Pinterest page at [pinterest.com/getgrillingohio/](https://pinterest.com/getgrillingohio/).

## ASA Commends EPA for Progress on Biodiesel, Calls for Larger Volumes in 2016, 2017

The American Soybean Association (ASA) urged the Environmental Protection Agency to fully recognize and capitalize on the potential for biodiesel in the nation's renewable energy discussion, while at the same time recognizing the agency's improvement in its approach to biomass-based diesel fuels in its proposed final rule for the Renewable Fuel Standard.


In comments submitted this month, ASA pointed to the numerous benefits of soy-based biodiesel, including its contribution to a more diversified energy market; increased domestic energy production; reductions in greenhouse gas emissions; new jobs and economic development; expanded markets; and reduced soy meal feed costs.

"While the recent proposal for biodiesel under the program was a step in the right direction, it does not fully capitalize on biodiesel's benefits and potential for growth," said ASA President Wade Cowan in the association's comments. "The U.S. biodiesel industry has the capacity and has demonstrated its ability to increase production above the levels in the Proposed Rule, particularly when you consider U.S. production capacity, feedstock availability, and the potential for increased imports of biodiesel qualifying for the RFS."

The association further pressed the agency to increase its volumes for 2016 and 2017 to 2 billion and 2.3 billion gallons, respectively, to represent the capacity of the industry.

"As an industry we have always advocated for RFS volumes that are modest and achievable and the biodiesel industry has met or exceeded the targets each and every year that the program has been in place," Cowan commented.

Accounting for more than half of the feedstock used, soybean oil remains the largest source of oil for biodiesel production.



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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.

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## **\$3.5 Million Invested by Ohio Grain Farmers in Water Quality Research and Education**

Since 2011, Ohio's leading corn, soybean and wheat checkoff organizations have invested nearly \$3.5 million dollars in research and education to address the water quality challenges faced by farmers and all Ohioans. That investment continues as the Ohio Corn Marketing Program (OCMP), Ohio Small Grains Marketing Program (OSGMP) and Ohio Soybean Council (OSC) have recently approved a fourth year of program funding.

“Water quality has been and will continue to be one of our top priorities,” said Patrick Knouff, OSC chairman and grain farmer from Shelby County. “This issue is complex and requires a comprehensive approach to find solutions. And make no mistake, our organizations are working to find real answers and develop practical actions that can help mitigate runoff. It’s an investment in the future of Ohio agriculture and we expect a return. This is what we’re good at.”

With algae problems in Grand Lake St. Marys fresh on their minds and the growing problem of algae in Lake Erie, the farmer leaders of all three checkoff organizations put their heads together in late 2011 and made the strategic decision to partner and begin investing in research. As more was learned, a variety of educational programs for farmers were added to the portfolio.

Thanks to this early leadership, the On Field Ohio research project was awarded a \$1 million match from the U.S. Department of Agriculture in 2013. Led by Dr. Elizabeth Dayton at The Ohio State University, this program is monitoring runoff at the field level and will help identify best management practices for farmers.

In August 2014, the organizations’ strategic

direction shifted again when Toledo shut off water to 500,000 of its residents.

“We knew we needed to do more than talk to researchers and farmers. Now, we must talk to our neighbors about the importance of water quality,” said John Linder, OCMP chairman and Morrow County grain farmer. “People had questions and they wanted answers. In many cases, they were asking the same questions farmers were asking. Speaking to large groups and media isn’t typically in the job description of a farmer, but we can’t remain silent. This is too important.”

The organizations worked to identify opportunities for farmers from around the state to answer questions and tell their story. They provided information about the ongoing research and educational programs funded by the three checkoff organizations and helped make connections with researchers. That work continues as more farmers speak to local groups.

“We’re proud of the work done so far, but we’re not finished,” said John Hoffman, OSGMP chairman and Pickaway County grain farmer. “The recent nitrate issue in Columbus highlights the need to stay fully engaged. Ohio farmers have and will continue to demonstrate their commitment by increasing conservation practices, investing in vital research and participating in educational programs. We do this because water quality matters to each and every one of us.”

Four years ago, Ohio was not the most talked about state with regards to water quality. Now it arguably is. While the attention that water is getting in the Buckeye State has increased dramatically, Ohio’s corn, soybean and wheat farm organizations are staying on the course they started back in 2011.

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