



Ohio
SOYBEAN
ASSOCIATION

LEADER

letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

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

December 2015



Ohio Soybean Association Board of Trustees

President

Adam Graham
Logan County

First Vice President

Todd Hesterman
Henry County

Vice President

Allen Armstrong
Clark County

Treasurer

Scott Metzger
Ross County

Secretary

Jeff Adams
Champaign County

Chairman

Tommie Price
Putnam County

Amy Sigg Davis

Warren County

Bret Davis

Delaware County

Caitlyn Heimerl

Industry Affiliate

James Heimerl

Licking County

Jerry Meyer

Industry Affiliate

Ryan Rhoades

Marion County

Jeff Roehm

Highland County

Bruce Simmons

Medina County

Jeff Sollars

Fayette County

Andy Stickel

Wood County

Kerrick Wilson

Preble County

American Soybean Association

Board Representatives

Jerry Bambauer

Bret Davis

Jeff Sollars

LETTER FROM *the president*



As I write this mid-December, the Ohio Soybean Association (OSA) is gearing up for its annual meeting and Ohio Grain Farmers Symposium. This is always a time of reflection and a time to plan and prepare for whatever 2016 may bring.

OSA made water quality in the state a priority in 2015, and will continue to do so in 2016. OSA accomplished a lot with the help of other agricultural organizations and OSA members like you. OSA helped limit the regulatory impact and reinforced the importance of the 4-R Nutrient Stewardship program (using the right fertilizer source at the right rate, at the right time and at the right place).

Exports make a huge impact on the soybean industry as well. One legislative action that occurred in 2015 that will affect exports was the Trade Promotion Authority, or TPA. OSA

and ASA supported the passage of this bill in order to empower the Obama Administration to negotiate trade agreements. Hindering this authority only does damage to our ability to negotiate trade agreements with our customers in the global marketplace.

The Trans-Pacific Partnership is a significant piece of legislation that will have a positive impact on agriculture and certainly Ohio. As exports to Asia are so vital to soybeans, understanding exactly how this partnership will expand our markets is important. OSA and ASA will continue their work to educate influencers about the potential impact on Ohio agriculture and garner support from legislative leaders.

On behalf of all the OSA board members, I want to wish you and your family a very Merry Christmas and Happy New Year!

Adam Graham
OSA President
Logan County soybean farmer



LEGISLATIVE

update



Brought to you by Seed Consultants.

OSA Welcomes Highway Bill with Crop Insurance Fix

The Ohio Soybean Association (OSA) welcomes recent news that the Senate approved the conference report on the Surface Transportation Reauthorization Act, more familiarly known as the Highway Bill. The final legislation is formally titled the Fixing America's Surface Transportation (FAST) Act, and will now head to President Barack Obama for signature.

Providing funding certainty for road and bridge construction and maintenance was a priority for the American Soybean Association (ASA) and OSA in the legislation, as well as reversing the \$3 billion in cuts to crop insurance that were included in the bipartisan budget deal passed in October.

"With the recent cut to crop insurance, soybean farmers should be relieved to see these cuts reversed," said Adam Graham, OSA president and soybean farmer from Logan County. "Crop insurance is important for farmers in times of extreme weather and a \$3 billion in cuts would have been detrimental to the program."

While pleased with the results of the vote, Wade Cowan, ASA chairman noted that ASA would be

on the lookout for similar attacks in coming budget discussions.

"ASA will continue our opposition to any attempt to cut the farm bill programs in the budgeting process," he said. "These programs seem to be low-hanging fruit to lawmakers who don't understand how important they are to the nation's food producers, and we will continue to fight to make sure they stay whole. We thank Chairmen Roberts and Conaway and Ranking Members Stabenow and Peterson for their continued defense of the farm safety net, and for securing the fix for this most recent grab at the crop insurance program."

With regard to transportation, the multi-year reauthorization provides certainty for state and local governments to maintain and move forward with transportation projects. It provides new flexibilities and streamlines environmental review and permitting processes aimed at accelerating projects. The bill also establishes new national freight policies and programs aimed at improving freight movement and strengthening U.S. economic competitiveness.

Ohio Soybean Council Elects Officers for 2015-2016

The Ohio Soybean Council (OSC) Board of Trustees elected officers for 2015-2016 during the December board meeting. These executive committee positions include the offices of chairman, vice chairman, treasurer and secretary.

Individuals in these positions are responsible for the implementation of board policies and procedures, as well as carrying out the roles for their respective offices.

Terry McClure of Paulding County was elected chairman. McClure previously served as OSC vice chairman and a Soy Transportation Coalition board member. In addition to his volunteer leadership position with OSC, McClure is a member of the Board of Directors of Nationwide Mutual Insurance Company. Previously McClure was president of the Ohio Farm Bureau Federation, a board member of the Ohio Small Grains Marketing Program, and a board member of the Paulding County Soil and Water Conservation District. He farms soybeans, corn and wheat.

Elected vice chairman after holding the office of treasurer was Steve Reinhard. Reinhard farms soybeans, corn and wheat in Crawford County. He earned a B.S. from The Ohio State University in Agricultural Economics and Agricultural

Education. Reinhard is active in many agricultural groups including Ohio Farm Bureau Federation and the Crawford County Soil & Water Conservation District. He is a member of the Bucyrus Chamber of Commerce and Martin Luther Lutheran Church and also serves as a volunteer firefighter.

The board elected Bill Bateson of Hancock County to his first term on the executive committee as treasurer. Bateson produces soybeans, corn and wheat. In addition to being a grain farmer, he raises beef cattle and manages 30 cows in a cow to calf operation. Outside of agriculture, Bill is a member of Good Hope Church and coaches the junior high basketball team.

Gretchen Mossbarger of Ross County was elected to her second term as secretary. Mossbarger farms in Pickaway and Franklin Counties in Ohio on R Farm. She grows field corn and produces soybean and wheat seed for retail sales and she serves on the board for the Ohio Seed Improvement Association. Gretchen is also a member of The Ohio State University Alumni Association, Frankfort United Methodist Church and Ohio Farm Bureau Federation.

John Motter Elected Vice Chair of USB

The United Soybean Board (USB) recently elected executive committee members to lead the national soybean checkoff in 2016. John Motter, Ohio soybean farmer and Ohio Soybean Council (OSC) board member from Hancock County was elected to vice chair.

USB consists of 70 farmer-directors that oversee the investments of the national soybean checkoff to maximize profit opportunities for all U.S. soybean farmers. These volunteers invest and leverage checkoff funds to increase the value of U.S. soybean meal and oil, ensure U.S. soybean farmers and their customers have the freedom and infrastructure to operate, and meet the needs of U.S. soybean farmers' customers.

Prior to being elected as vice chair, Motter served as the treasurer for USB. In addition to his involvement with USB and OSC, John is a member of Ohio Farm Bureau Federation and previously served on the State Extension Advisory Board. John has held office on the Hancock County Fair Board and is a member and elder of the Emmanuel United Church of Christ.

Motter will work alongside Jared Hagert, soybean farmer from Emerado, North Dakota who has been elected by his fellow USB farmer-directors as chair. USB will implement



new a long-range strategic plan, which emphasizes soybean innovation for farmer profit opportunities, including continued high oleic development, soybean-meal-quality improvements and technological advances to maximize on-farm profitability.

Bangladesh Soy Market Reaches Key Milestone

ASA's WISHH Transitions Country Programs to U.S. Soybean Export Council

Having achieved U.S. soybean farmer strategic goals for market growth, the American Soybean Association's World Initiative for Soy in Human Health (ASA/WISHH) transitioned its Bangladesh country programs to the U.S. Soybean Export Council (USSEC).

"Demand for U.S. soy protein has taken off in this South Asian country that is the eighth most populous country in the world," said WISHH Program Committee Chairman Lucas Heinen, a Kansas soybean grower. "Soybean growers planned for such success when they created WISHH as a trailblazer for trade through long-term demand building in developing countries."

Bangladesh is home to more than 168 million people and has a rapidly growing middle-class economy. The country has purchased more than \$500 million of U.S. soy in the last five years with those purchases accelerating in the last couple of years.

The U.S. soy family has been conducting programs in Bangladesh since 1999 with WISHH taking the lead since 2010. Through their check off programs, state soybean organizations supported WISHH's work in Bangladesh, which has included a variety

of educational programs with food companies and their trade associations. USDA Foreign Agricultural Service (FAS) programs also played a key role in introducing the benefits of soy protein to the South Asian market.

USDA funding aided WISHH in forging key relationships with organizations like the Bangladesh Auto Biscuit and Bread Manufacturer's Association that signed a February 2015 agreement to conduct soy flour baking trials under a USDA Quality Samples Program. USSEC will now build on WISHH's work in Bangladesh, and will work in both the feed and food sectors.

Pakistan, the sixth most populous country in the world, is the next market that WISHH will transition to USSEC. Planning and coordination discussions have begun for a 2017 transfer.

WISHH is a trade-development program, headquartered at the ASA in St. Louis. Since U.S. soybean farmers founded WISHH in 2000, it has worked in 24 countries to develop long-term markets for U.S. soybean farmers while fueling economic growth and value chain development.

WTO Authorizes \$1.01 Billion in COOL Retaliation Tariffs

The World Trade Organization (WTO) recently authorized a combined \$1.01 billion in annual retaliation, \$781 million from Canada and \$227 million from Mexico, in response to U.S. non-compliance with Country of Origin Labeling (COOL) for muscle cuts of beef and pork.

With the Arbitrator's decision finalized, the WTO's Dispute Settlement Body will hold a special meeting on Dec. 18 to officially authorize Canada and Mexico to retaliate against the U.S. Once retaliation is granted, it will be only a matter of days until Canada

and Mexico could start applying tariffs to U.S. food, agriculture and manufactured goods.

The American Soybean Association (ASA) as part of the COOL coalition has urged Congress to include a full repeal of COOL in the Omnibus package currently being negotiated by Congress. Furthermore, members of the COOL coalition sent a letter this month, with more than 250 signatures to Members of Congress urging support for a full repeal of COOL. To learn more and read the letter, visit www.soygrowers.com

Bret Davis Re-elected to ASA Governing Committee

Bret Davis, Ohio soybean farmer from Delaware County was recently re-elected to the American Soybean Association (ASA) governing committee, for the second year in a row.



Davis is part of a nine-member governing committee that will help guide ASA and implement the policies aligned in the strategic plan. Davis is joined by Secretary John Heisdorffer from Keota, Iowa; and Kevin Hoyer of West Salem, Wisc., Kevin Scott of Valley Springs, S.D., and Sam Butler of New Hope, Ala.. Current Treasurer Davie Stephens of Wingo, Ky., was elected to serve a second term in the same position.

In addition to his role on ASA, Davis serves on both the Ohio Soybean Council and Ohio Soybean Association Board of Trustees. Davis holds a designation as a Certified Crop Advisor and is a past president of both the FSA Board and the Delaware County Farm Bureau. He was a member of the FFA and earned his American FFA Degree. Bret is also a member of Radnor Baptist Church and the Board of Christian Education in his community.

Richard Wilkins, a farmer from Greenwood, Del., assumes the role of president of ASA following his confirmation by the ASA Board of Directors at their annual winter meeting in St. Louis. Outgoing president Wade Cowan from Brownfield, Texas, moves to the position of chairman of the ASA board, and Ron Moore of Roseville, Ill., was elected to serve as vice president.

"I'm honored to serve as president of this wonderful team of farmers, and I'm excited to move forward with what is a very full agenda for the year," said Wilkins.

Assuming positions on the Board as new members at the meeting are Charles Atkinson of Kansas, Cliff Barron of South Carolina, Ken Boswell of Nebraska, and Dean Coleman of Iowa.



— **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.



Beck's Young Farm Leader



Presented by the Ohio Soybean Association



BECK'S

2015 Beck's Young Farm Leader of the Year



Ryan and Nikki McClure are part of the third generation to operate McClure farms, and they are hoping the fourth generation will include their children Caleb, Drew and Brianna.

Congratulations Ryan McClure of Paulding County!
Ryan was chosen as the 2015 Beck's Young Farm Leader of the Year and will receive a trip for two to the 2016 Commodity Classic in New Orleans, Louisiana.

As the average age of the American farmer increases, it becomes more imperative that new young people step up and step into the role of providing food for an ever growing population.

In Paulding County, Ryan McClure recognizes that need and has become an integral part of his family's farming operation as well as an advocate for the industry.

McClure Farms was started by Ryan's grandfather in 1955 and has been a family tradition ever since. Ryan grew up farming alongside his father, Terry McClure, and the thought of making a career doing anything else never crossed his mind.

"It's the only thing I know, from the time I was young, that was what

we did; we farmed. If we weren't in school or doing chores at home, we were farming," said Ryan. "It was just part of our blood and I couldn't imagine doing anything else. I enjoy being outside and being my own boss. I get to take a seed, plant it in the dirt and watch it grow into something we can use."

Ryan currently serves as a director on the Ohio Pork Council and as the Paulding County Farm Bureau President. He and Nikki have been active in the Ohio Farm Bureau for many years and served a two-year term on the American Farm Bureau Federation's Young Farmer and Rancher committee. They're also active members of Middle Creek United Methodist Church.

YOU could be next.

The 2016 Beck's Young Farm Leader applications are now available!

Apply or Nominate Someone Today!

The Beck's Young Farm Leader Program was established to highlight young Ohio farmers who have taken leadership roles in their communities while developing a foundation for farming success.

Beck's Young Farm Leader 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.

To apply or nominate someone, visit www.soyohio.org/becksyounfarmleader




DEMAND FOR HIGH OLEIC SOYBEANS IS HEATING UP

High oleic soybeans offer several advantages over commodity soybeans to food processors and commercial kitchens, including less saturated fat, zero trans fat and the ability to withstand higher cooking temperatures. Ohio soybean farmers who grow high oleic soybeans are paid a premium price, and high oleics yield as good or better than commodity soybeans.

To learn more about growing high oleic soybeans on your farm, please visit soybeanrewards.org.

This information brought to you by Ohio soybean farmers and their checkoff.





December 2015

- OSA Welcomes Highway Bill with Crop Insurance Fix
- Ohio soybean Council Elects Officers for 2015-2016
- Bangladesh Soy Market Reaches Key Milestone



**IN THIS
issue**

Ohio Soybean Association
918 Proprietors Rd., Suite A
Worthington, Ohio 43085
www.soyohio.org

FIRST CLASS
PRESORT
US POSTAGE
PAID
PERMIT #98
MARION OH