



Ohio
SOYBEAN
ASSOCIATION

LEADER

letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

Serving the legislative interests of Ohio soybean farmers for 47 years.

January 2014

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LETTER FROM the president



As farmers we hold a sense of pride and passion for what we do on a daily basis. Farmers are business men and women, community supporters, spouses, advocates, educators, conservationists and the list goes on. The hours spent planting, harvesting, bookkeeping, marketing and planning are what make Ohio agriculture thrive. One in seven jobs in Ohio are provided by agriculture.

First, I want to thank you for your membership because you are involved. Don't sit back and think someone else will step up to the plate. The Ohio Soybean Association (OSA) met our membership goal for 2013 and much advancement was made because of your support. OSA advocated for a more farmer friendly approach in Senate Bill 150, the nutrient management and water quality bill. In addition, OSA worked with a broad coalition of agricultural, manufacturing, and environmental advocates to defeat legislation that would have taken away farmers' opportunity to supplement their income in the renewable energy economy.

OSA also worked to increase the indemnity fund to protect farmers' interest at grain elevators. And this year, OSA partnered with Beck's Hybrids to launch the first year of the Beck's Young Farm Leader program. Now OSA wants your feedback.

OSA is offering a membership survey as part of its strategic plan to improve programs and initiatives to better serve your needs and continue in the right direction on topics such as regulations, transportation and infrastructure and trade expansion. OSA also wants your feedback on current programs such as the Soybean Yield and Quality contest, Ohio Grain Farmers Symposium and much more.

The membership survey should take you less than 15 minutes. The responses will be confidential and will help facilitate decisions for OSA's strategic plan in the future. Please visit www.osaresearch.com to take the OSA membership survey. If you have questions, contact the soybean office at 614-476-3100.

Happy New Year!

Jerry Bambauer

OSA President

Auglaize County soybean farmer



LEGISLATIVE

update



Brought to you by Seed Consultants.

OSA Fights Back Against OSHA Inspections

The Occupational Safety and Health Administration (OSHA) have been making agriculture headlines due to the agency's recent inspections, specifically involving farmers with grain bins on farm operations and with 10 or fewer employees. OSHA claims the push to begin inspecting grain bins is in response to increased cases of grain entrapments and deaths. The agency sent out a press release last summer explaining their reasoning.

"OSHA launched an initiative to help prevent further fatalities by increasing outreach and enforcement. OSHA sent letters to over 13,000 grain elevator companies informing them that these deaths must be prevented by following the commonsense standards. OSHA also increased its enforcement of these standards across the country," the agency said.

One Ohio producer who farms in Clark and Champaign counties recently went through an OSHA investigation even though his operation employs less than 10 people and according to the OSHA website, should be exempt. But because the grain is harvested, jurisdiction took place.

In response, Senator Rob Portman (R-Ohio) joined 42 other Senators requesting OSHA withdraw their regulation of family farms.

"Agriculture is the number one contributor to Ohio's economy, representing \$98 billion in economic impact to the state annually. I've visited farmers all across our state and one thing I hear again and again are concerns with the Federal government's consistent encroachment on their day-to-day operations," Portman said. "These recent actions by Federal regulators on family farms are in violation of Congressional exemptions and a disturbing new regulatory overreach by this Administration. I will continue to lead efforts requesting that OSHA immediately cease all actions related to this misinterpreted regulation."

In the letter, led by U.S. Senator Mike Johanns (R-Neb.), the senators also direct OSHA to issue updated guidance correcting their misinterpretation of current law. The request was made in a joint letter to Department of Labor Secretary Thomas Perez, who oversees OSHA.



Animal Agriculture

Checkoff Partners with Meat-Export Sector to Help Increase Soybean-Meal Demand

Animal ag and soybeans have a relationship that goes back generations. That relationship will continue in 2014 as the soybean checkoff supports some innovative work of the U.S. Meat Export Federation (USMEF) and the USA Poultry and Egg Export Council (USAPEEC). The United Soybean Board (USB) continues to support these organizations because growing exports for U.S. meat and poultry means growing demand for U.S. soybean meal from its No. 1 customer, animal agriculture.

In 2014, the soybean checkoff will continue partnering with USAPEEC to promote U.S. broiler and turkey meat in China, Hong Kong, Russia, the Middle East, Central America, Japan and South Korea.

One way USAPEEC plans to boost U.S. poultry demand is by focusing on women. USAPEEC holds culinary workshops for influential female decision makers in Oman. These workshops feature live cooking and tastings where U.S. turkey is the main ingredient.

The soybean checkoff also supports USMEF in its efforts

to increase U.S. pork sales in Japan, Mexico and South Korea. As a key component of this effort, USMEF plans to conduct more than 700 full-day tasting demonstrations at national retail chains around Japan.

Past soybean checkoff partnerships have proven successful at increasing the preference for U.S. meat in other countries. Soybean-checkoff-funded marketing efforts helped boost Japanese consumption of U.S. pork back ribs from zero to 4.5 million pounds over a three-year span.

Pork and poultry, the top two soybean meal customers, have shown steady export growth in recent years. Last year, broiler and turkey exports hit 3.7 million metric tons, valued at nearly \$4.9 billion. U.S. pork export volume reached 2.3 million metric tons, valued at \$6.3 billion. Both of these figures broke value and volume records set in 2011.

U.S. poultry ate more than 12.8 million metric tons of U.S. soy meal and hogs ate nearly 6.8 million metric tons. That's the meal from more than 900 million bushels of soybeans between them.

Producer Communication

Ohioan Named to United Soybean Board Executive Committee

John Motter, Ohio Soybean Council (OSC) board member and soybean farmer from Hancock County was recently elected to the United Soybean Board (USB) Executive Committee as Chair of the Customer Focus Action Team.

"The main strategic objective of the Customer Focus Action team is to meet our customers' needs with quality soy products and services to enhance and expand our markets," said Motter.

Motter has previously served as USB's vice chair of the Audit and Evaluation Committee. The board currently holds 70 soybean growers from across the U.S. who makes decisions on how soybean checkoff dollars are spent. The soybean checkoff acts on farmers' behalf, investing in market promotion and research projects that help farmers build demand and grow a crop that meets the demand.

"Our customers are everyone from the grower to the processor to the end user, both domestic and international," said Motter. "The Customer Focus Action Team focuses on everything from addressing resistant weeds to soy foods and international issues that restrict our customers' ability

to compete. The team also focuses on economic and market data, soy health research and farmer engagement opportunities such as staffing farm shows to greet customers," said Motter.

At a state level, Motter has served as OSC Chairman for two years, and has been a member of the OSC board for ten. He served as Secretary and Vice Chairman prior to becoming Chairman. He also chaired the OSC Communications and Production Research Committee and served on the International Marketing and New Uses Committee.

Three additional OSC board members are representing Ohio at a national level. Keith Kemp, soybean farmer from Preble County, Dale Profit, soybean farmer from Van Wert County and Dan Corcoran, soybean farmer from Pike County serve on the USB. Keith and Dale were recently reappointed by USDA Secretary Vilsack to USB as they were nominated by the OSC board in 2013.



2013 Beck's Young Farm Leader of the Year



Congratulations Kerrick Wilson of Preble County who received a trip for two to the 2014 Commodity Classic in San Antonio, Texas.

YOU could be next.

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.

The 2014 Beck's Young Farm Leader applications are now available! Visit www.soyohio.org/becksyoungefarmleader for more information and download an application today.

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.

2013 Ohio Grain Farmers Symposium Welcomed New Location

The 2013 Ohio Grain Farmers Symposium (OGFS) brought together farmers from across the state to share information and learn about a variety of topics relevant to Ohio's soybean, corn and wheat farmers. Hosted by the Ohio Soybean Association (OSA) and Ohio Corn & Wheat Growers Association (OCWGA), the event was held at The Nationwide & Ohio Farm Bureau 4-H Center in Columbus, Ohio.

This year's event included topics relevant to Ohio farmers over the past year as well as important issues that are on the horizon for 2014. Speakers covered the future of sustainability and GMOs in agriculture, possible water regulations, and updates from state and national partners.

OGFS kicked off with a welcome from The Ohio State University Vice President and Dean, Bruce McPherson along with OSA president, Jerry Bambauer, and OCWGA president, Brent Hostetler. Attendees also heard an update on the Ohio Department of Agriculture from Director David Daniels.

"The 2013 OGFS was very successful with a variety of speakers and new location," said Jerry Bambauer, OSA president and soybean farmer from Auglaize County. "It is my hope that farmers left with good information and feeling optimistic about agriculture's progressive industry."

After the morning session, attendees heard from a panel of experts in the area of sustainability. Sitting on the sustainability

panel were representatives from Wal-Mart, Cargill and Biotechnology Industry Organization, who shared their thoughts on what sustainability means to them and their respective organizations.

Attendees also heard from industry representatives and Ohio farmers on the benefits of high oleic soybeans, a new soybean variety being grown in Ohio.

"The high oleic trait makes soybean oil more attractive to food companies across the country," said John Motter, OSC chairman and soybean farmer from Hancock County. "It provides them with much-needed functionality in the cooking industry as well as demand on the industrial side of the market. These varieties yield with the best," added Motter.

Throughout the day, soybean, corn and wheat farmers also had the opportunity to submit comments to the Environmental Protection Agency (EPA) regarding the need of maintaining a dependable Renewable Fuels Standard (RFS) for the future.

The EPA has proposed cutting renewable fuels volumes next year under the RFS, including for biodiesel. The EPA's proposed rule for next year would set biodiesel volumes at 1.28 billion gallons while shrinking the overall Advanced Biofuel requirement to 2.2 billion gallons.

The annual event wrapped up with OSA and OCWGA annual meetings.

2014 ASA/DuPont Young Leaders

The Ohio Soybean Association (OSA), The American Soybean Association (ASA) and DuPont Pioneer named Jeff and Brittany Adams 2014 ASA/DuPont Young Leaders. They were chosen to represent Ohio in a program involving soybean producer participants from 22 states and Canada.



The ASA/DuPont Young Leader Program targets soybean farmers who are innovative, global thinking, “young in leadership” and looking to make their mark in agriculture.

“Jeff and Brittany were a great fit for the program,” said Mike Heffelfinger, OSA board member and soybean farmer from Van Wert County. “The program has a great success rate as many program alumni have assumed significant leadership roles in the national soybean associations and promotion boards. This program helps shape young leaders to make a difference so that farmers are being heard.”

Jeff farms with his father, mother, uncle and aunt in Madison and Champaign Counties. In addition to farming, Jeff handles a fertilizer business and Brittany serves as overall day to day support on the farm operation and works a grain handling equipment business with her parents and brother.

The 2014 class of ASA/DuPont Young Leaders participated in a leadership development program November 19-22, 2013 at DuPont Pioneer headquarters in Johnston, IA. Class members will complete Phase II of their training Feb. 25-March 1, 2014 in San Antonio, Texas, in conjunction with the annual Commodity Classic Convention & Trade Show.

“With the growth of my family, it has become clear that in order for my children and grandchildren to live a successful farm life, the agriculture industry as a whole is going to require more advocates to keep it viable,” said Jeff. “As more generations move off the farm, more people lose perspective of what it takes to grow their food. I want to become involved and help make sure that my children and other children can earn a living feeding the world.”

Earlier this year, Jeff was selected as the Beck’s Young Farm Leader, an OSA program designed to recognize active young farmers and to increase awareness of OSA and its activities.



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

CRUMBLING INFRASTRUCTURE THREATENS OHIO ECONOMY

If investments in transportation infrastructure are not made, the cost of repair isn't the only thing that will rise as well. As the infrastructure crumbles, economic impacts will rise as well. According to a report from the American Transportation Builders Association, for every \$1 billion in infrastructure investment, an estimated 30,000 jobs are created. The report also states that the cost of infrastructure repair will be \$1 billion by 2040. High agricultural and other goods, the shipper transportation to the possible cost. With transportation infrastructure as more buyers a By investment system become the U.S. t Agriculture

and corn. With the world's growing population, demand for food is going to explode over the next 20 to 30 years; a demand Ohio's farmers want to help meet.

We're helping you write a better end to this story.

We're investing your soybean checkoff dollars to build awareness among businesses and organizations about deteriorating transportation infrastructure like Ohio's lock and dam system. These systems are vital to your ability to transport your soybean crop and affect profitability and international demand.

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



2013 Ohio Soybean Yield and Quality Contest Winners

Yield Results

<i>Conventional Tillage</i>	<i>Yield (bu./acre)</i>	<i>Variety</i>
1. Phil Herring (Harpster)	79.17	Asgrow 3030
<i>No-till</i>	<i>Yield (bu./acre)</i>	<i>Variety</i>
1. Hickory Dell Farm (Cedarville)	80.98	Croplan R2C 3290
<i>Non-GMO – Conventional tillage</i>	<i>Yield (bu./acre)</i>	<i>Variety</i>
1. Larry Wendt (Napoleon)	60.2	eMerge 389
<i>Non-GMO – No-till</i>	<i>Yield (bu./acre)</i>	<i>Variety</i>
1. Jeff Shawhan (South Charleston)	72.53	Seed Consultants 3FG72

Quality Results

<i>Highest Percentage Protein Content</i>	<i>Percentage</i>	<i>Variety</i>
1. Don Wilson (Upper Sandusky)	37.1%	Shur Grow 3512
<i>Highest Percentage Oil Content</i>	<i>Percentage</i>	<i>Variety</i>
1. David Black (Orient)	19%	Hapio 3510

To download a complete list of contest winners, visit www.soyohio.org/yieldcontest.

Nothing “new” about Non-GMO Cheerios

General Mills recently announced that their No. 1 selling cereal, Cheerios, will now be made without the use of genetically modified organisms (GMO). Some consumers will consider this a big change to a household staple and anti-GMO groups are calling this move a vindication of the concerns about GMO crops. But, according to a Cornell Professor the “new” Cheerios will be no different than the old “yellow-boxed” product.

“The ingredients that are in Cheerios that could’ve come from a genetically engineered variety are corn starch and sugar,” said Margaret Smith, professor of plant breeding and genetics at Cornell University. “Corn starch does not have protein in it and it does not have DNA in it – it is purified starch. So, the starch is going to be completely identical regardless of which variety, GMO or non-GMO, it comes from. That is why Cheerios will be nutritionally and biochemically no different in the new form as it was in the old one.”

Ultimately General Mills has decided to use non-GMO corn for the starch used in Cheerios and cane sugar, which has no genetically engineered varieties at this time. This marketing strategy may move Cheerios off the shelf at a faster rate for the short-term, but did General Mills create a slippery slope when it comes to making their other top selling brands GMO-free in the future?

“For cereals with more ingredients like corn, soybeans or even cottonseed or canola it will be more challenging,” Smith said. “If you are producing corn flakes, that would be a huge change and almost impossible. For a company that uses a lot of ingredients that have GMO varieties, it would be very difficult and costly not only for General Mills, but for the consumer.”

Smith said that the new GMO-free Cheerios doesn’t give consumers a different option at the grocery store, but it does give people an option to not support GMO technology or the companies that use it in their products.

“Are they getting a product that is any different, any safer or any more nutritious? No,” Smith said.

Smith acknowledges that a move to a GMO-free product by such a large company is a setback for GMO technology; it is also a prime chance to educate the consumer.

“This is the perfect opportunity to help people understand that when you have highly refined ingredients like starch and sugar, it’s simply starch and sugar,” Smith said. “Cheerios is a major product but it is the perfect one to illustrate what often confuses people, like what a GMO food or ingredient actually is and what it is not.”

*Provided by Ohio’s Country Journal.

South American Harvest Limits Marketing Options in Stored Grain

As we move into the winter months, there is plenty to keep you busy: everything from comparing yield maps to making decisions for next year's crop to repairing equipment and much more.

Another decision you may be faced with is storage. On-farm storage is becoming increasingly popular. For soybeans, this year may not be the best time for that according to Dr. Matthew Roberts, associate professor in the department of Agricultural, Environmental and Developmental Economics at The Ohio State University. "The soybean market is in an inverse right now." Dr. Roberts suggests that if you are storing soybeans on your farm, you



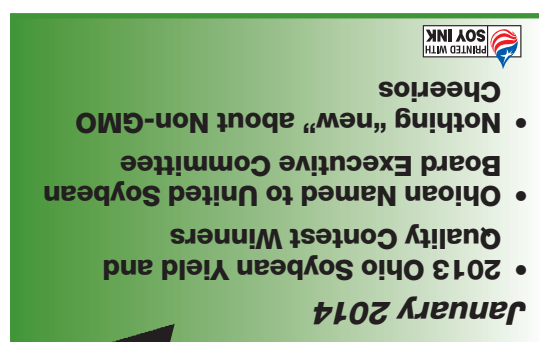
should get them priced between now and January. The South American soybean harvest begins as early as February and will continue through April. During this time, soybean prices will inevitably fall.

Storing grain is always an option to manage risk because of the volatility of prices. It is important to remember to get stored beans priced by January to avoid taking a bigger loss if you wait until after the South American crop is harvested.

Soybean Rewards
Earning a premium just got easier.



Managed by the Ohio Soybean Council and soybean checkoff, the Soybean Rewards Program helps Ohio soybean farmers increase productivity, yield and profitability by providing information and research related to premium opportunities, new varieties, disease and pest management and conservation practices.



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

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