



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.

February 2014



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LETTER FROM *the president*



It's no surprise that Ohio has seen some of the coldest days in years around some parts of the state. Although, we have just a short time before planting season arrives. While 2014 planting decisions may have already been made, I encourage you to consider looking into growing high oleic soybeans on your farm this year or in the future. High oleic soybeans contain a trait that improves the functionality of soybean oil which makes it attractive to customers in the food industry and industrial markets. As a soybean farmer myself, I understand the importance of remaining profitable and delivering a product that meets customers' needs. I recommend checking with your seed dealer and local processors for more information about contracts.

The Ohio Soybean Association (OSA) has recently announced that all new OSA members will be entered to win 50 hours with an MT600 Series Challenger tractor. OSA

partnered with Ohio Ag Equipment on this promotion which is only good until March 1. There are 24,000 soybean farmers in Ohio and we would like every single one of them to be a member of OSA. If you know non-members, encourage them to take the time to learn more about our organization and sign up so your voice is heard both here in Columbus and in Washington, D.C. They can sign up at www.soyohio.org/membership.

OSA will be traveling to Washington D.C. next month to meet with legislators on Capitol Hill to discuss the importance of the Ohio soybean industry. During visits last year, one priority was the farm bill. With the recent passage of the 2014 farm bill which has been signed into law, OSA will continue to focus on water quality, estate tax and many other important issues. You can learn more about the specific benefits of the 2014 farm bill inside this issue of the *Ohio Leader Letter*.

Stay safe,

Jerry Bambauer
OSA President
Auglaize County soybean farmer



LEGISLATIVE

update



Brought to you by Seed Consultants.

Make Your Voice Heard in the Legislative Process

Now is the time to renew your Ohio Soybean Association (OSA) membership and encourage others to join. The mission of OSA is to provide leadership for Ohio's soybean producers in promoting effective policies and legislation to ensure a growing a profitable soybean industry. OSA is supported by over 2,000 members, and it is that membership support that allows the organization to represent the interests of its members at both the state and federal levels.

OSA works closely with its national affiliate, the American Soybean Association (ASA). When you join OSA, you will automatically become a member of ASA as well.

You have the option of becoming a one year (\$80), three year (\$205) or lifetime (\$1,000) member of OSA, and will enjoy some great member benefits, including a seed discount through the Seed Incentive Program.

Soybean checkoff dollars, managed by the Ohio Soybean Council, cannot be used for lobbying and legislative activities-which is why it is vital to have your support through membership so your voice on policy issues affecting the soybean industry is loud and clear in Columbus and Washington, D.C. See page 3 for a complete list of OSA member benefits.

Visit www.soyohio.org/membership to join or renew your membership today!

**Biodiesel**

Ohio Students Bring Innovative Biodiesel Research to Premiere Industry Event

Four University of Cincinnati students traveled to San Diego for the 2014 National Biodiesel Conference & Expo with help from scholarships provided by the Ohio Soybean Council (OSC). The students are part of the Next Generation Scientists for Biodiesel (NGSB) program that educates and collaborates with young scientists.

Qingshi Tu, a Ph.D. student in environmental engineering, Ron Gillespie, an undergraduate student studying industrial management, and Ethan Jacobs, a master's degree student in civil engineering, presented their research on brown grease biodiesel. They are founders of a student-led start-up that is working to produce biodiesel feedstock from fats, oils and greases found in the municipal wastewater system.

Yang Lu, a master's student in environmental engineering,

shared his research on converting waste coffee grounds into energy sources including biodiesel. The preliminary research results are promising, showing that biodiesel made from the oil content in the waste coffee grounds can meet the ASTM International D6751 standard for biodiesel.

"Ohio soybean growers are excited to see scientists so enthusiastic about research on biodiesel, which can be made with the crop we produce," said OSC Board member Amy Sigg Davis and soybean farmer from Warren County who met with the scholars while in San Diego. "These students are already hard at work finding more opportunities for biodiesel to benefit America's environment and energy security. We were pleased to share information about soybean production and its sustainability."

Producer Communication

See for Yourself Program

Apply Today!

For soybean farmers wanting to know more about their customers beyond the elevator, and the soy checkoff's role in marketing U.S. soy to those customers, the United Soybean Board (USB) invites them to participate in the checkoff's See for Yourself program. The program is scheduled to take place August 15-22 and USB will cover all related rooming, meal and travel expenses. All U.S. soybean farmers over the age of 18 can apply now for the seventh annual See for Yourself program through April 4.

Jeff Heimerl, 2013 See for Yourself participant and soybean

farmer from Pataskala, Ohio feels he has a better understanding of exactly how the soybean checkoff works.

"Anybody can read how soy checkoff funds are being used to help the American farmer, but to experience those efforts firsthand really shows just how effective and necessary the checkoff is," said Heimerl. "I was able to see how funds are used abroad to promote exports, thus providing more profitable options when farmers go to market their soybeans."

To learn more about this opportunity and fill out an application, visit www.unitedsoybeanboard.org

Animal Agriculture

Study Shows Opportunities for Soy Demand Growth through U.S. Meat and Poultry Exports

It appears that economic growth continues to create a surge in meat and poultry consumption around the world. According to a recent soy-checkoff-funded study, U.S. meat and poultry exports are rising faster than U.S. consumption, a trend that could benefit U.S. soybean farmers through greater demand for U.S. soybean meal to feed U.S. poultry and livestock whose meat is headed for other countries.

Soybean meal is a great source of protein for livestock and poultry, offering benefits to not only soybean and livestock farmers, but also potential international buyers.

Since 2010, U.S. pork exports to Mexico, China, Japan, South Korea and Russia are up, with China showing an increase of more than 300 percent, according to the study. U.S. turkey exports are also up in those markets, with Japan growing more than 60 percent.

Animal ag consumes 97 percent of U.S. soybean meal, making it the biggest user of U.S. soy, and the checkoff funds programs to help maintain that market. For example, the soy checkoff supports U.S. poultry and livestock farmers by promoting U.S. meat, milk and eggs in other countries.

The study also included recommendations for how the soy checkoff can help increase U.S. meat and poultry consumption in these countries even more. Key recommendations from the study are that the checkoff fund efforts to increase pork, broiler and turkey exports to China, Mexico and Russia; pork exports to Japan and South Korea; and poultry exports to the Middle East and North Africa.

According to the report, pork provides U.S. soybean farmers with the greatest opportunity for growth, followed by poultry.

2014 OSA Member Benefits and Seed Incentive Program

Ohio Soybean Association 2014 Member Benefits

- 10% discount on one time purchase at Tractor Supply Company †
- 10% discount on all in-stock merchandise & 20% off safety items at any participating JD Equipment locations †
- Rebate coupon for \$.05/gallon up to 2,000 gallons of soy biodiesel†
- Subscription to *Ohio's Country Journal**†
- 6 issues of the *Ohio Soybean News* magazine*†
- 9 issues of the *Ohio Leader Letter* - OSA's member-only newsletter*†
- NEW MEMBERS: Discounted subscription of \$20 to *Fastline Publications* *†
- NEW MEMBERS: Eligible to win 50 hours on a 8600 CAT tractor*†

† 3-year membership incentive

*1-year membership incentive

Seed Incentive Program

Join or renew as a 3-year member and receive a coupon worth \$205 off the purchase of a minimum of 100 bags of soybean seed from a participating company listed below.



American Soybean Association Member Benefits

When you join OSA, you will also become a member of the American Soybean Association and enjoy these additional benefits.

- Affinity Center International, "Achieve Links" Program – earn reward points redeemable at more than 1,200 vendors, www.soygrowers.com
- National Biodiesel Board - Ford Partner Recognition X-Plan Vehicle Pricing Program – exclusive savings on eligible Ford and Lincoln vehicles
- National Biodiesel Board - Chrysler Affiliate Reward Program – preferred price of 1% below factory invoice on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- National Biodiesel Board- GM Supplier Discount Program – exclusive savings on eligible GMC, Chevrolet, Buick and Cadillac vehicles
- SOY Scholarship – children and grandchildren of ASA members are eligible to compete for the \$5,000 Secure Optimal Yield Scholarship, www.soygrowers.com/soy/scholarship.htm
- Cabela's gift cards – 10% discount through a special link on www.soygrowers.com

Ohio Takes Part in Global Strategy Session



American Soybean Association and Ohio Soybean Association board member Bret Davis and Ohio Soybean Council Board member Keith Roberts observe soy milk production with Belinda Pignotti, USSEC Representative for South America and Virginia Panizza, Director of the Bogota Rotary Soy Dairy Project. Columbia is a growing customer of U.S. soybeans and soybean meal.

The U.S. Soybean Export Council (USSEC) held its annual global strategy session in Bogota, Colombia from January 28-30. This yearly meeting helps to plan and review USSEC programs around the world. Colombia is growing customer of U.S. soybeans and soybean meal.

The objective of the meetings was to review global market conditions for U.S. soy in order to develop a strategic approach for Unified Export Strategy FY 15.

Topics discussed included a global market overview and outlook; how to drive customer preference; differentiating commodity products; securing market access through sound science; worldwide strategic approach, constraints; budgets; worldwide projects; and Qualified State Soybean Board successes and opportunities. In addition, discussions focusing on the regions of Greater Europe and Middle East / North Africa, the Asian Subcontinent, Americas, North Asia, Southeast Asia addressed market overviews, constraints to greater U.S. exports, and USSEC's strategic approach.

Select participants attended a Strategy Refresh on the first day of the session, while most attendees participated in commercial visits, including a trip to a soymilk program center. This soy dairy project, supported by Rotary International, oversees 140 mechanical "soy cows" that feed approximately 40,000 children each day. A soy cow is a machine that produces soy milk by processing soybeans, water and steam.

The final day of the trip included talks, summaries and conclusions. Industry presentations by and meetings with key contacts representing various agricultural and animal industries in Colombia and Latin America were also held.



72% OF AMERICANS UNAWARE OF FOOD SOURCES

According to a July 2011 study by the U.S. Farmers and Ranchers Alliance (USFRA) – a grass-roots organization of farm and ranch families dedicated to leading a conversation that connects Americans to the food they eat – about how their food is grown and raised, 72% of Americans are unaware of the sources of the food they eat.



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

Your soybean checkoff dollars are helping to spread your message to consumers, educators, and community leaders, helping to ensure your freedom to operate both today and well into the future.

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



Ohio Soybean Association Celebrates 2014 Farm Bill Passage

After advocacy by the Ohio Soybean Association (OSA), American Soybean Association (ASA) and other farm groups, the time and energy paid off as the passage of the Agricultural Act of 2014, most commonly called the farm bill, brought relief to many farmers across the United States. OSA thanks the Senate and U.S. House of Representatives for the passing the bill, and President Barack Obama for signing the bill into law earlier this month. Sen. Sherrod Brown (D) and Sen. Rob Portman (R) both voted for the bill.

The bill includes a choice between a revenue program that covers both price and yield losses with county and farm level options, and a price support program, which allows the optional purchase of insurance coverage under a Supplemental Coverage Option (SCO). The bill also eliminates Direct Payments while maintaining decoupled farm support programs that will minimize the possibility of planting and production distortions that could trigger new challenges from the World Trade Organization.

In addition to the risk management framework, the bill also secures several other OSA and ASA priorities: agricultural research programs, including the Agriculture and Food Research Initiative (AFRI) and the new Foundation for Food and Agriculture Research (FFAR); export promotion done under the Foreign Market Development (FMD) and Market Access Program (MAP) on which soybeans depend as the nation's top farm export; and key energy programs, including the Biodiesel Education Program and a strengthened Biobased Markets Program. Additionally, the bill consolidates 23 previous conservation programs into 13, while focusing conservation efforts on working lands.

"Soybeans are an important part of Ohio's economy and the top agricultural export for the state. The farm bill will provide market stability and certainty for Ohio soybean farmers," said Jerry Bambauer, OSA president and soybean farmer from Auglaize County.

Benefits of the 2014 Farm Bill

- Provides an adequate and flexible farm safety net, including improvements to crop insurance and a choice between price-based and revenue-based risk management tools. Includes a revenue program which covers both price and yield losses, with county and farm level options, and a price support program which allows the optional purchase of insurance coverage under Supplemental Coverage Option (SCO).
- Reforms Title I support by eliminating controversial Direct Payments while maintaining decoupled farm support programs (both price and revenue) that will minimize the possibility of planting and production distortions that could trigger new WTO challenges.
- Allows producers to either maintain existing crop acreage base or to reallocate their current base to reflect average acres planted to covered commodities in 2009-2012 – a reform that will make programs more relevant and more defensible while not tying them to current-year plantings. Also allows producers to update payment yields.
- Strengthens crop insurance by making enterprise units permanent, authorizing a new Supplemental Coverage Option (SCO), and providing a 10 percentage point increase in premium support to beginning farmers and ranchers.
- Consolidates 23 previous conservation programs into 13, and focuses conservation efforts on working lands.
- Maintains authorizations for important agricultural research programs, including AFRI, as well as including a new Foundation for Food and Agriculture Research (FFAR) which will provide a structure and mandatory funding for new public/private partnerships and investments that will further USDA's research mission.
- Maintains authorizations and funding levels for export promotion, including the Foreign Market Development (FMD) Program and the Market Access Program (MAP).
- Provides nearly \$900 million in mandatory funding for key energy programs, including the Biodiesel Education Program and a strengthened Biobased Markets Program.
- Continues the combined authorization of both agricultural and nutrition programs, a linkage that has been essential in enacting every farm bill since 1974.
- Achieves net savings of \$24 billion over ten years, primarily from the elimination of Direct Payments, making agriculture the only sector that has contributed to deficit reduction in the 113th Congress.

Leveraging Resources at Your Fingertips

During these winter months, it is important to set aside time to start thinking about plans for the upcoming growing season. There are several things for soybean farmers to think about, but two important topics that should not go unnoticed are thinking about managing marestail and preventing Palmer amaranth. Mark Loux, OSU extension specialist, weed science, encourages farmers, "For consistent control of marestail, it is important farmers understand the rationale for their program." There are resources available to help in making the best management decisions this winter. One resource is the marestail fact sheet, "Control of Marestail in No-till Soybeans," that can be found online on Ohio State Extension's website.



Palmer amaranth is another topic farmers should be concerned about. Loux continues, "Palmer amaranth is extremely aggressive and can take over a field." OSU Extension has also developed a "Pigweed I.D." poster to help farmers identify Palmer amaranth if they believe it is present in their field.

These are just a few topics farmers should keep on their mind as we enter another growing season. It is important to remember resources like OSU Extension that can help with any questions related to soybean production.

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.



- See for Yourself Program
 - Bill Passage
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