



Ohio
SOYBEAN
ASSOCIATION

LEADER

letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

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

November 2014



LETTER FROM *the president*



Greetings,

I hope you had a safe and productive harvest! The Ohio Soybean Association (OSA) has been busy monitoring water quality issues throughout the state, and wants to keep its members, like you,

informed on the current status. OSA recently joined agricultural groups in the state to support a short-term statutory measure to curb farming practices that Ohio State University research has shown to cause a risk to Lake Erie water quality. OSA supports the Kasich Administration's call for a 5 year ban on applying nutrients to frozen and snow covered ground in the Western Lake Erie Basin watershed.

The amendment applies the ban to several Ohio river watersheds which include the Upper Maumee, Lower Maumee, Sandusky,

Auglaize, Blanchard, Cedar Portage, Grand Lake St. Marys, River Raisin, Tiffin, and St. Joseph watersheds. There are several exemptions that would still allow farmers to apply nutrients to frozen and snow covered grounds. Farmers may apply if they are injecting the nutrient, if the nutrient is being incorporated into the soil within 24 hours after application or if the nutrient is being applied to a growing crop. Two other exemptions are in the case of applying potash or gypsum.

OSA believes it is important to promote the 4R principles when it comes to application of nutrients. The mission of OSA is aimed at increasing farmer profitability, and this initiative by the Kasich Administration will serve to strengthen our mission by keeping nutrients where they belong - in the fields, feeding our soybeans.

Tommie Price
OSA President
Putnam County soybean farmer

Ohio Soybean Association Board of Trustees

President

Tommie Price
Putnam County

Chairman

Jerry Bambauer
Auglaize County

First Vice President

Adam Graham
Logan County

Vice President

Jeff Roehm
Highland County

Treasurer

Todd Hesterman
Henry County

Secretary

Allen Armstrong
Clark County

Kathy Alvarez

Industry Affiliate
Bunge NA

John Buck

Marion County

Amy Sigg Davis

Warren County

Dave Dotterer

Wayne County

Caitlyn Heimerl

Ex-Officio
Licking County

James Heimerl

Licking County

Chad McIlvaine

Ross County

Lane Osswald

Preble County

Bruce Simmons

Medina County

Bob Slicker

Ex-Officio
Stark County

Jeff Sollars

Fayette County

Bill Tom

Industry Affiliate
Trupointe Cooperative

American Soybean Association

Board Representatives

Jerry Bambauer

Jeff Sollars

Bret Davis



LEGISLATIVE

update



Brought to you by Seed Consultants.

Encourage Your Senators and Representatives to Support a Tax Extenders Package in the Lamé Duck

The Ohio Soybean Association (OSA) and American Soybean Association (ASA) urges all members to contact their U.S. Senators and Representatives and express support for enactment of a tax extenders package during the lame duck session that includes extension of the \$1 per gallon biodiesel tax credit, restoring the maximum amount of expensing under Section 179 to \$500,000 as it was previously set in 2013, and reinstatement of the expired 50 percent bonus depreciation for the purchase of new capital assets, including agricultural equipment.

During the current lame duck session of Congress one of the few items expected to be considered is a tax extenders package. The tax

extenders package is a collection of provisions that are not permanent law and expired as of Dec. 31, 2013.

Earlier this year, the Senate Finance Committee approved a bill that would extend the expiring provisions for two years, while the House has proposed making some of the provisions permanent and/or limiting the extension of the temporary credits to one year.

Renewing all of the breaks that expired Dec. 31, 2013, for one year would cost about \$54 billion in total, according to the Congressional Budget Office. The Senate's two-year package of 51 breaks would cost \$84.1 billion, spread over 10 years.

Continued on page 3.



Ohio Soybean Council Supports Sustainable World Tour

The Ohio Soybean Council (OSC) recently collaborated with The OBIC Bioproducts Innovation Center at The Ohio State University to promote a biobased lifestyle to consumers on the Sustainable World Tour (SWT).

The SWT is a first-of-its kind public awareness campaign that includes exhibits and activities transported by a biobased-branded vehicle to encourage consumers to purchase biobased alternatives such as soy-based products and excite young people about future careers in this area.

The van kicked off the tour this past April and has visited more than 20 events including: 4-H camps, the national and state FFA convention, teacher workshops, the Cincinnati Zoo, the Ohio State Fair and many classroom settings.

Biobased products are plant-derived, non-renewable matter and are made from renewable agricultural resources including food waste, soybeans, corn, and other plant materials. Biobased is a sustainable approach that considers the entire

product life cycle from its agricultural origin to its overall renewability.

“Soybeans offer an abundant and renewable supply of ingredients, making it possible for companies to reduce the petroleum content in commercial and industrial products,” said Dan Corcoran, OSC board member and soybean farmer from Pike county. “OSC invests in new uses so farmers and others have the opportunity to purchase products that contain U.S. soy and soybean demand increases.”



The OBIC focus is to connect the diverse segments of the bioproducts community to nurture business ecosystems and expedite commercialization of bioproduct technologies. OBIC accomplishes this mission by integrating the expertise and innovations from its network of research institutes, companies, and policy agencies to provide progressive solutions that fill gaps not normally addressed by other organizations. To

learn more, visit www.bioproducts.osu.edu.

Five Attributes That Make U.S. Soybean Meal a Preferred Feed Source

U.S. soybean meal is an excellent source of protein, essential amino acids and other valuable nutrients, which is why the animal ag sector continues to use so much of it. However, it's important for U.S. soybean farmers to continue to improve their soybean quality to make sure their biggest customers keep coming back for more.

Better soybean quality increases demand, which improves soybean farmer profitability. Growing soybeans with higher levels of protein and oil is easy. Just ask your seed dealer or use the soy checkoff's Soybean Quality Toolbox (www.unitedsoybean.org) to find varieties that will produce more of these components without sacrificing yield.

But soybean meal is popular for more than just protein, and here are a few other reasons why:

Nutrition. Soybean meal's amino-acid profile meshes well with that of corn. And many of the amino acids found in soybean meal are easily digestible. Soybean meal also contributes energy, vitamins and minerals.

Reliability. The U.S. soybean value chain features a large network of processing plants and transportation options to meet customer needs. And the end product is consistent and available at a competitive cost.

Physical characteristics. U.S. soybean meal has many characteristics that enable a consistent flow, limiting hang-ups and easing feed manufacturing. And processors can customize a variety of soybean meal's attributes, such as



moisture and grind, to improve the meal's value even more.

Sustainability. U.S. soybean farmers have steadily improved their sustainability performance in recent years. So with soybean meal, feed formulators know they're getting a high-quality ingredient with a reduced impact on the environment.

Industry support. The checkoff supports animal ag in several ways to help the No. 1 customer for U.S. soybean meal enhance its profitability. Examples include funding research to improve soybean quality, studying animal ag's positive benefits to the economy, marketing U.S. meat and poultry internationally and communicating with consumers about where their food comes from.

Delaying consideration until the next session of Congress in 2015, as some lawmakers are advocating, would be problematic for tax filing season. The issues to be decided by congressional leadership include: whether or not to vote on tax extenders during the lame duck session, whether the package should be for one or two years, whether to make some provisions permanent, and whether to drop some provisions from the package.

Biodiesel Tax Credit - The biodiesel tax credit is worthy of extension given the many benefits it provides, including support for jobs, economic development in rural communities, diversity in our energy and fuel sources and reduction in greenhouse gas emissions, among others. The tax credit plays an important role in the competitiveness of the developing biodiesel industry with the long-standing, mature and entrenched petroleum industry.

Section 179 Expensing and Bonus Depreciation – Agriculture requires large investments in machinery, equipment and other depreciable assets and because of this, farmers are significantly impacted by tax code provisions such as Section 179 small business expensing and bonus depreciation. Section 179 allows them to write off capital expenditures in the year that purchases are made rather than depreciate them over time.

The ability to immediately expense capital purchases also provides an incentive for farmers and ranchers to invest in their businesses and offers the benefit of reducing the record keeping burden associated with the depreciation. Section 179 small business expensing provides agricultural producers with a way to maximize business purchases in years when they have positive cash flow. Under the expired law the maximum amount that a small business can immediately expense when purchasing business assets, instead of depreciating them over time, is \$25,000 adjusted for inflation.

OSA supports restoring the maximum amount of expensing under Section 179 to \$500,000 as it was previously set in 2013. OSA also supports reinstatement of the expired 50 percent bonus depreciation for the purchase of new capital assets, including agricultural equipment.

More information is available through ASA's online advocacy portal, the Soy Action Center, at SoyGrowers.com/learn/soy-action-center. You put in your zip code, and the Soy Action Center generates phone numbers for both of your senators and your representatives, and provides you with simple talking points to use on your call.



Soybean Exports Reach Record Highs

The United States Department of Agriculture (USDA) recently announced export numbers for the 2013/2014 marketing year. During the 2013/2014 marketing year, the United States exported over 2 billion bushels of U.S. soy, valued at more than \$30 billion.

The year got off to a quick start, exceeding the predicted export numbers in early 2014 and finishing strong with record-size crops starting to come out of the fields. According to the USDA, the 2013/2014 export total includes more than 1.6 billion bushels of whole U.S. soybeans, soybean meal from 484 million bushels of U.S. soybeans and soybean oil from 161 million bushels. This total represents 62 percent of U.S. soybean production from last year.

Top buyers of whole U.S. soybeans in 2013/2014 include:

- China: 1.013 billion bushels
- Mexico: 124 million bushels
- Indonesia: 75 million bushels

Top buyers of U.S. soybean meal in 2014 include:

- Mexico: meal from 68 million bushels of U.S. soybeans
- Philippines: meal from 59 million bushels
- Canada: meal from 45 million bushels

Top buyers of U.S. soybean oil in 2014 include:

- Mexico: oil from 36 million bushels of U.S. soybeans
- China: oil from 35 million bushels
- Dominican Republic: oil from 22 million bushels

The United States Soybean Export Council (USSEC) CEO Jim Sutter believes that strong demand could prevent end of year stocks of soybeans to grow to the very large levels

predicted earlier by USDA. Strong demand seems to be taking off the heavy supply being harvested.

Prior to harvest, grain marketing experts projected soybean prices could slip to \$8.50 per bushel or lower after several years of consistent double-digit values. USDA World Agricultural Supply and Demand Estimates Report pegged the nation's soybean crop at nearly 3.96 billion bushels, 31 million bushels higher than the October forecast. The increase, however, was almost entirely offset by higher soybean export and crush projections.

The strong demand in markets around the world seems to be keeping stocks from building up and really weighing on the market. Sutter states, "We hear from our team around the world that customers of U.S. Soy everywhere are enjoying good margins in their businesses given the lower flat prices for U.S. Soy and other feed ingredients. This translates into good crush margins and strong demand for the U.S. beans that have recently been harvested. It is great to hear livestock producers around the world talking about profits and expanding their businesses – this is welcome news after a couple difficult years for that industry. I'm optimistic that strong demand will consume the record crop faster than expected which could prevent the carryout from getting as large as has been predicted."

"China continues to be a solid buyer of whole U.S. soybeans and Mexico and the Philippines have stepped up their soybean meal purchases, which is really important for us." He continued, "As we near the end of harvest, production numbers shouldn't change a whole lot. There's good demand at these price levels and buyer confidence should continue to increase."

OHIO GRAIN FARMERS SYMPOSIUM



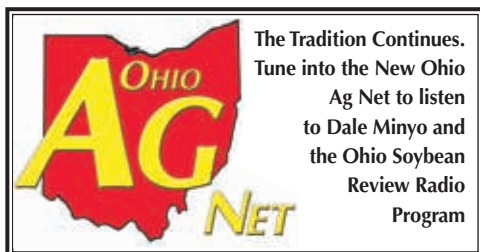
Join us at the 2014 Ohio Grain Farmers Symposium

The Nationwide & Ohio Farm
Bureau 4-H Center
Columbus, Ohio
December 18, 2014

Hear from business and industry leaders
and join your fellow farmers for:

- Top – level speakers- on the most critical topics for farmers including water quality, legislative updates, biotechnology and more
- Powerful discussions- to get new insights for 2015 and beyond
- Annual Meeting-Make your voice heard as a member
- Visit with representatives that service the agriculture industry

Register at
www.ohiograinfarmerssymposium.org
or call the Ohio Soybean Association at
888-769-6446



— OHIO SOYBEAN COUNCIL —

Founded in 1991 to manage the Soybean Promotion and Research Program, our primary goal is to improve soybean profitability by targeting research and development, education and promotion projects through the investment of farmer-contributed funds.

100 RESEARCH PROJECTS

FUNDED THROUGH THE OHIO STATE
UNIVERSITY TO IMPROVE SOYBEAN
YIELDS AND PROFITABILITY.

YIELD-LIMITING FACTORS ARE BEING ASSESSED VIA A STATEWIDE SURVEY OF SOIL QUALITY, PESTS AND MANAGEMENT PRACTICES. THROUGH WORKSHOPS AND DIGITAL MEDIA, THIS DATA WILL BE USED TO INFORM OHIO SOYBEAN FARMERS ON HOW TO IDENTIFY YIELD-LIMITING FACTORS ON A FIELD-BY-FIELD BASIS.



Researchers will determine which non-traditional agronomic practices contribute to an increase in:

SOYBEAN SEED QUALITY
OVERALL SOYBEAN YIELD
PODS PER PLANT
SEEDS PER POD
SEED WEIGHT

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.



Andrew Hollenback of Licking County Named Beck's Young Farm Leader

Andrew Hollenback can be seen harvesting crops in the evening, coaching little league football on Saturday mornings and working full-time for the Ohio Department of Natural Resources (ODNR) as the Regional Manager for the Division of Watercraft during the week. As a husband, father, farmer and graduate of The Ohio State University (OSU), Andrew was recently chosen as the fourth quarter Beck's Young Farm Leader.

The Ohio Soybean Association (OSA) and Beck's Hybrids share the belief that building a grassroots network of young agricultural leaders is important to the continued success of the soybean industry and all of Ohio agriculture. For this reason, OSA and Beck's Hybrids partnered to create the Beck's Young Farm Leader Program to showcase the hard work, dedication and leadership of young Ohio farmers.

"I congratulate Andrew for being selected as a Beck's Young Farm Leader," said Tommie Price, OSA president and soybean farmer from Putnam County. "Andrew is a great example of a young farmer who has persevered over the years and represents his community and family in a positive way."

Andrew's parents operated a dairy farm in Ohio until the 1980s. Shortly after, Andrew remained involved in the agriculture industry by bailing hay in the summer and farming in the evenings while attending OSU.

Andrew currently farms soybeans, corn, wheat and alfalfa in Licking and Knox Counties. Starting with an International Harvester 715 combine, John Deere 4430 and some used hay equipment; he purchased his farm in 2003.

"Since owning our farm, Mamie and I have been able to purchase more equipment and were also able to increase our grain bin storage, which enables us to combine long after the elevators have closed."

"The on farm storage has been irreplaceable," he added. "Our farming decisions are focused on maximizing the hours available away from the office to get all the farm work done."

With a degree in Natural Resources Management and his role with ODNR, Andrew understands first-hand the importance of being a good steward of the land.

Andrew hired an agronomist to assist with maximizing the farms fertilizer application and accurate planting practices. Andrew's father, Sam also helps on the farm by working the fields, planting, combining, making hay, and hauling grain until Andrew returns from ODNR in the evenings.

Andrew has utilized several government programs including The Environmental Quality Incentives Program, Conservation Reserve Program and Conservation Stewardship Program. Andrew has also utilized several Licking and Knox Soil and Water Conservation District (SWCD) programs to improve their waterways, field tiling, and cattle lot for their registered Hereford Herd cow and calf operation. As a result, Andrew was awarded "2010 Conservationist of the Year" by the Licking County SWCD.

In addition to working full-time, Andrew serves on the Board of Directors for the Licking County Farm Bureau and would like to pursue political office as a Township Trustee or County Commissioner. Andrew and Mamie are active members of the Utica United Methodist Church and have hosted the Licking County Soil Judging Competition on their farm in Utica, Ohio.

"Good leaders are important in agricultural politics, and some of those have to be young leaders," said Andrew. "Agriculture has an important history in this country and continues to play a vital role today."

"I try to be an ambassador for Ohio agriculture," he added. "It's



Andrew Hollenback, Beck's Young Farm Leader, and his wife, Mamie with their two children, Arthur and Bryce on their farm in Utica, Ohio.

important to realize the effort and time that goes into producing and selling products like soybeans."

Andrew directly supports animal agriculture, the number one consumer of soybean meal.

"We operate a registered Hereford Herd cow and calf operation and have created a partnership for our 45,000 chicken complex raising fertile eggs for a hatchery," said Andrew. "We have hosted multiple tours showcasing animal agriculture and farming in Ohio."

One of the Beck's Young Farm Leaders will be selected as the 2014 Beck's Young Farm Leader of the Year and receive a trip for two (\$2,000 value) to the 2014 Commodity Classic in San Antonio, Texas. Beck's Young Farm Leaders may also be chosen to attend OSA and/or Beck's Hybrids leadership training programs, board meetings, events and other relevant activities.

"Beck's Hybrids congratulates Andrew on his accomplishments," said Bruce Kettler, Director of Public Relations at Beck's Hybrids. "Our industry continues to be very dynamic and it will need energetic leaders like him to make sure that soybeans stay relevant and grow market share."

2015 Beck's Young Farm Leader Apply or Nominate Someone Today!

Guidelines

- Growers must be between the ages of 21 and 45.
- Any soybean grower may apply for the Beck's Young Leader 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.

Apply online at www.soyohio.org/becksyounfarmleader

Nominate someone by contacting Adam Ward at
award@soyohio.org

Are Neonicotinoid Investments Really Benefiting You?

Neonicotinoids are insecticides chemically related to nicotine. Neonicotinoids are effective against sucking insects such as aphids and against chewing pests such as beetles and cutworms. Due to its water solubility, these chemicals are highly systemic in the plant roots and new leaf tissues and have been utilized for seed treatment since the 1990s.

Recently, the Environmental Protection Agency (EPA) conducted a study of soybean seeds that have been treated with neonicotinoids versus not receiving any insect control treatment with an outcome that, in most cases, yield was not affected.

The EPA also found that treatments do not overlap with the more important Ohio pests, as treatment only lasts the first three to four weeks after planting. The more problematic pests such as slugs, bean leaf beetles and seed corn maggots are not affected by neonicotinoids.

Dr. Andy Michel, The Ohio State University Ohio Agricultural Research and Development Center professor of entomology, sympathizes, "I know growers might be reluctant to do away with seed treatment, but their return on investment might be minimal."

Neonicotinoids have been up for review and concerns about their presence in water as well as their effect on the decreasing population of honeybees continue to raise awareness. Michel states that it's important for growers to know that this is not an outright ban on neonicotinoids, but encourages farmers to try an alternative.

Soybean Rewards
Knowledge to Grow



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.

FIRST CLASS
PRESORT
US POSTAGE
PAID
PERMIT #98
MARION OH

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

IN THIS
issue

- Encourage Your Senators and Representatives to Support a Tax Extenders Package in the Lame Duck
- Soybean Exports Reach Record Highs
- Five Attributes That Make U.S. Soybean Meal a Preferred Feed Source



November 2014