An Ohio soybean farmer’s work is never done. Likewise, the Ohio Soybean Council (OSC) and soybean checkoff continue to press forward in working toward the goals we set out to achieve.

Instead of treating challenges such as market uncertainty, pest and disease threats and water quality concerns as stopping points, we used them to inspire and shape effective solutions. In 2017, we hit the ground running with our new strategic plan, creating and building initiatives to drive positive returns for Ohio soybean farmers’ checkoff dollars. We remained focused on these areas throughout 2018, and we’ll continue to do so as 2019 unfolds.

We invested in programs to expand demand for Ohio soybeans through partnerships, education and outreach. We explored new use possibilities for soybeans and put a spotlight on their versatility. In a partnership with Polynt-Reichhold, checkoff dollars helped fund the development of a soybean oil modified urethane for wood flooring applications, a first-of-its-kind resin that is poised to create more demand for soybeans.

Additionally, new products like Roof Maxx™ and Light Curable Coatings, plus collaborations with Battelle researchers to develop soy-based chemical surfactants for the oil and gas industry delivered new opportunities for soybean products.

We shared information and grew connections with the next generation of soybean consumers through new websites, resources and events that have reached hundreds of thousands of people of all ages.

We have one of the most diverse investment portfolios of any state, touching the food-grade market, biodiesel, animal agriculture, transportation, product development and plant research.

It was a privilege and pleasure to serve as chairman last year and work with the 2018 officers and the entire OSC team. I’m grateful to OSC for all the efforts put toward the research, marketing and education initiatives that impacted and rewarded us all. Finally, I would like to extend my heartfelt gratitude to soybean farmers across Ohio for continuing to support the checkoff. Together, we are investing in the future.

Sincerely,

Steve Reinhard

STEVE REINHARD
CHAIRMAN OF THE BOARD
OHIO SOYBEAN COUNCIL
Ohio soybean farmers consistently rank state and federal regulation as their top concern. The Ohio Soybean Association (OSA) provides leadership for Ohio’s soybean farmers in promoting effective policies and legislation. OSA represents its members at both the state and federal levels, and works cooperatively with its national affiliate, the American Soybean Association. Soybean checkoff dollars cannot be used for lobbying and legislative activities. That’s why your OSA membership is vital to making the soybean industry in Ohio successful and profitable for years to come.

The Ohio Soybean Council was founded in 1991 to manage the Soybean Research and Promotion Program, commonly referred to as the soybean checkoff. Soybean farmers pay one half of one percent of the bushel price to the soybean checkoff when they sell soybeans. Half is sent to the United Soybean Board and half is invested right here in Ohio in soybean production research, marketing and promotion, new product development and education to maximize profit opportunities for soybean farmers.
YEAR ENDED SEPTEMBER 30, 2018

ASSESSMENT RECEIPTS FROM FIRST PURCHASERS
$14,140,749

LESS

ASSESSMENT RECEIPTS REMITTED TO THE UNITED SOYBEAN BOARD
$6,370,210

ASSESSMENT RECEIPTS REMITTED TO OTHER STATES
$1,165,406

NET ASSESSMENT RECEIPTS
$6,605,133

INVESTMENT INCOME
$93,537

GRANTS
$233,827

TOTAL ADDITIONS TO FUND BALANCE
$6,932,497

ADMINISTRATIVE DISBURSEMENTS
$778,031

TOTAL DEDUCTIONS FROM FUND BALANCE
$6,992,802

NET DECREASE IN CASH INVESTMENTS
$60,305

BEGINNING CASH INVESTMENTS
$9,892,042

ENDING CASH INVESTMENTS
$9,831,737

TOTAL PROGRAM DISBURSEMENTS
$6,214,771

DEMAND
$1,619,352

RESEARCH
$2,262,443

COMMUNICATION/EDUCATION
$2,332,976
EXPAND MARKETS

Create a preference with buyers and promote efficient delivery systems that lead to increased sales of Ohio soybeans and soybean-derived products.

ENZOMEAL™ PARTNERED WITH INDIA-BASED MATRIX SEA FOODS.

OSC is working with Matrix to use Ohio soybeans to produce their goal of 50,000 tons of Enzomeal annually by 2020. This process will require more than 1 million pounds of soybeans. Enzomeal was the first technology OSC directly patented and licensed. Learn more at Enzomeal.org.

POLYNT-REICHHOLD LAUNCHED A SOY-BASED POLYURETHANE

For wood flooring applications at the 2018 American Coatings Show. The product is poised to create more demand for soybeans and was made possible with support from the Ohio Soybean Checkoff. Learn more at Polynt.com.

SOY TRANSPORTATION COALITION (STC)

Promotes a transportation system that delivers cost effective, reliable and competitive service to soybean industry stakeholders. The STC is comprised of 13 state soybean boards, including OSC, plus the American Soybean Association and the United Soybean Board. Learn more about the STC at Soytransportation.org.
FOUR TRADE TEAM VISITS GREW RELATIONSHIPS BETWEEN OSC AND MORE THAN 30 CHINESE, JAPANESE AND KOREAN COMPANIES.

INFLUENTIAL PLAYERS MET WITH OHIO SOYBEAN FARMERS AND EXPORTERS, LEARNED THE LATEST DEVELOPMENTS IN U.S. FOOD SOYBEAN SUPPLY CHAINS AND CONFIRMED OHIO’S DEPENDABLE, SUSTAINABLE MARKET SYSTEM.

OSC PARTICIPATED IN USSEC’S CONFERENCE TO CONNECT EUROPE/MIDDLE EAST-NORTH AFRICA (EU/MENA) IMPORTERS WITH U.S. EXPORTERS. AS A RESULT, AN OHIO SUPPLIER IS EXPECTED TO EXPORT 10,000 METRIC TONS OF SOYBEAN MEAL CRUSHED IN OHIO TO OMAN, A COUNTRY ON THE ARABIAN PENINSULA.

MORE THAN 700 ATTENDEES FROM 53 COUNTRIES CONNECTED AT THE USSEC 2018 U.S. SOY GLOBAL TRADE EXCHANGE AND MIDWEST SPECIALTY GRAINS CONFERENCE & TRADE SHOW.

OSC ATTENDED THE 2018 SHANGHAI SOY FOOD PROCESSING TECHNOLOGY AND EQUIPMENT CONFERENCE TO INCREASE SPECIALTY SOYBEAN EXPORTS FROM OHIO.

OSC’S CONTINUED PARTNERSHIP WITH THE USA POULTRY AND EGG EXPORT COUNCIL (USAPEEC) AIMS TO INCREASE THE USE OF POULTRY PRODUCTS DERIVED FROM SOYBEAN MEAL WITH MEAT PROCESSORS IN MEXICO.

To help expand export sales of soybeans direct from the farm, the Industry Contact Program took a strategic approach to communicate with new prospects and established customers. Results: New business developed in the Philippines, Taiwan and Japan, and new contacts made in Romania and Bulgaria.
DRIVE INNOVATION

Support agronomic improvements, technological advancements and the development of new soybean products.

ROOFMAXX™ PLACED FOURTH IN THE “BIO-BASED MATERIAL OF THE YEAR” AWARDS PRESENTED AT THE INTERNATIONAL CONFERENCE ON BIO-BASED MATERIALS.

ROOFMAXX is an all-natural, soy-based shingle rejuvenator spray applied to aging roofs to extend roof life for five years with a single application. In collaboration with OSU and Battelle, OSC developed this next-generation soy methyl ester technology to help restore and clean asphalt shingle roofs.

LIGHT CURABLE COATINGS (LCC) WINS R&D 100 AWARD AND R&D 100 SPECIAL RECOGNITION AWARD FOR GREEN TECHNOLOGY.

The product — a UV-cured, high-performance, bio-preferred floor coating — was developed through funding from OSC and Ohio Soybean Farmers’ Checkoff.

OSC WORKED WITH BATTELLE RESEARCHERS TO DEVELOP A SOY-BASED CHEMICAL SURFACANT FOR NEAR AND DEEP WELLBORE ISSUES. THIS SURFACANT HELPS SEPARATE OIL FROM WATER AND IS ECONOMICAL, GREEN AND STRONGER THAN COMMERCIAL SURFACANTS.
PLANT RESEARCH

TO FIGHT YIELD-ROBBING SOYBEAN CYST NEMATODES (SCN), Anne Dorrance, Ph.D., is leading Ohio’s efforts in the SCN Coalition. This multistate, checkoff-funded collaboration of researchers is increasing awareness about SCN, developing effective solutions for soybean growers and generating new SCN-resistant soybeans.

Laural Lindsey, Ph.D., has been working on a checkoff-funded project to determine whether tank mixes and double cropping increase soybean yields. She found that tank-mixing an insecticide with a planned fungicide treatment for a single-pass application had no effect on traditionally grown soybean yields. However, it may prove beneficial for double-crop systems.

In research funded by OSC to efficiently monitor for invasive pests, Kelley Tilmon, Ph.D., is studying whether sticky cards originally developed for orchards will also reliably work in soybean fields. The cards trap pests like the brown marmorated stink bug, grasshoppers and bean leaf beetles.

Mark Loux, Ph.D., is leading a checkoff-funded campaign to raise awareness about pigweeds. Implementing targeted herbicide treatments based on resistance testing of previous season weeds greatly reduces the risk of new pigweed infestations.

John Fulton, Ph.D., completed a checkoff-funded pilot study to develop a catalog of Ohio growers’ nutrient management best practices. The database provides policy makers with an accurate representation of effective efforts to maintain water quality in the Lake Erie watershed and across the state.

Feng Qu, Ph.D., collaborated with entomologist Andy Michel, Ph.D., on a checkoff-funded project to identify soybean genes resistant against aphids and develop resistant cultivars. Qu uses the virus-induced gene silencing (VIGS) system, a method that quickly proves or disproves a soybean gene’s importance for resistance.

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TRANSFER KNOWLEDGE

Develop and deliver information to soybean farmers, educate the next generation about modern agriculture and build trust among key target audiences.

FIELD LEADER | OHIOFIELDLEADER.COM
Access the latest soybean checkoff research to enhance your operation, so you stay on top of the issues and information that impact you.

PRECISION AG REVIEWS (PAR) | PRECISIONAGREVIEWS.COM
A hub of more than 500 farmer reviews of precision ag products with firsthand, non-biased feedback about tools, equipment, software and technology.

FOR MY FARM, FOR MY BUSINESS | FORMYFARM.COM
Industry best practices that benefit your farm, business and community, plus events hosted by OSC and Ohio Corn & Wheat (OCW) throughout the year. A joint program between OSC and OCW.

OSC’S SOY TOMORROW PROGRAM
BRINGS TOGETHER INDUSTRY LEADERS AND STAKEHOLDERS AND PROVIDES ACCESS TO INDUSTRY TRENDS, INSIGHTS AND RESEARCH. LEARN MORE AT SOYOHIO.ORG/FOR-INDUSTRY/SOY-TOMORROW.

OHIO SOYBEAN COUNCIL BOARD LEADERS ATTENDED THE 2018 FARM SCIENCE REVIEW AND SHARED INSIGHTS ABOUT THE LATEST IN SOYBEAN PLANT RESEARCH, PRODUCT DEVELOPMENT, EDUCATION, TRADE, BIODIESEL AND MORE.

OSC SPONSORED ACTIVITIES, BOothS AND BUILDINGS AT THE OHIO STATE FAIR FOR THE SIXTH YEAR IN A ROW.

The OSC booth featured the famous pig race, a farm-themed photo booth and information about soil compaction, biodiesel and biotechnology. OSC sponsored the Rabbit and Poultry Pavilion, the O’Neill Building and the Voinovich Livestock Center.

On SOYBEAN DAY, farmer leaders greeted thousands of fairgoers with reusable grocery bags, soy biproduct samples and information about how Ohio soybean farmers are working to protect the environment and grow food for the world.
GLOBAL TRADE

OSA echoed the American Soybean Association’s recognition that U.S. soybeans and soybean products must have fair access to world markets and must be competitive on price, quality and availability. For this reason, OSA urged the administration to start negotiating a trade deal with China.

WATER QUALITY

While OSA opposed mandatory regulations for farmers, they advocated for science-based solutions that take farmers’ nutrient needs into consideration, so they can grow a profitable crop. Ohio farmers have been at the table during policy discussions to make sure new regulations are not overly burdensome. OSA supported the CLEAN LAKE 2020 PLAN to provide new funding for nutrient runoff prevention practices, water quality testing and additional efforts.

OSC’S FUTURE EATS CAMPAIGN

EDUCATES STUDENTS AT THE OHIO STATE UNIVERSITY (OSU) ON HOW THEIR FOOD IS GROWN AND HIGHLIGHTS OHIO FARMERS’ COMMITMENT TO SUSTAINABILITY AND FOOD SAFETY. IT FEATURES AN INTERACTIVE BLOG, EASY AND BUDGET-CONSCIOUS RECIPES AND ON-CAMPUS EVENTS. OSU STUDENTS SERVE AS FUTURE EATS AMBASSADORS BY WORKING AT CAMPUS EVENTS, INTERACTING WITH THEIR PEERS AND WRITING BLOG POSTS. LEARN MORE AT FUTUREEATS.COM.

CHICKQUEST HATCHED EXCITING LEARNING OPPORTUNITIES

THE 4-H ELEMENTARY SCHOOL ENRICHMENT PROGRAM LET STUDENTS INVESTIGATE THE LIFE CYCLE OF A CHICKEN EGG FROM MONITORING EGGS TO OBSERVING CHICKS. OSC SPONSORS CHICKQUEST, WHICH IS IN ITS EIGHTH YEAR.

GROWNEXTGEN CONNECTS STUDENTS TO THE AG INDUSTRY.

Supported by OSC, GrowNextGen partnered with Battelle to provide a state wide educational outreach program to investigate the latest farming methods. More than 35 pre-service teachers received training and presented around the state, reaching more than 11,000 students.

VIRTUAL FIELD TRIPS BROUGHT SOYBEAN FARMS TO CLASSROOMS.

Live video conferencing technology let over 1,200 students of all ages participate in virtual field trips to Ohio soybean farms during planting and harvesting seasons. The program is part of OSC and GrowNextGen’s larger effort to educate teachers and students about modern agriculture.

AG BIOTECH ACADEMY HAS IMPACTED 14,000+ STUDENTS

FOR THE SIXTH YEAR, THE TWO-DAY WORKSHOP HELPED MIDDLE AND HIGH SCHOOL TEACHERS UNDERSTAND BIOTECHNOLOGY. OSC, THE OSCF AND DUPONT PIONEER SPONSORED THE EVENT AT GLOBAL STEM IMPACT ACADEMY.

OHIO SOYBEAN COUNCIL FOUNDATION (OSCF) AWARDED $47,500 IN SCHOLARSHIPS

to 13 recipients for the 2018-2019 school year, marking the 11th year of the OSCF Scholarship Program. The program encourages undergraduate students to pursue degrees or graduate-level research in one of the many academic fields that support the future of the soybean industry.

THE OSA STUDENT AND YOUNG ADULT MEMBER PROGRAM

APPLY AT SOYOHIO.ORG.

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To learn more about the Ohio Soybean Council and its programs to support Ohio soybean farmers, please visit our website: SOYOHIO.ORG.

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2018 OFFICERS

Chairman
STEVE REINHARD
Ex-Officio
Crawford County
United Soybean Board (USB) Director

Vice Chairman
BILL BATESON
District 5
Hancock County

Treasurer
JEFF MAGYAR
District 3
Ashtabula County
World Initiative for Soy in Human Health (WISHH) Representative

Secretary
BILL BAYLISS
District 8
Logan County

TODD HESTERMAN
District 1
Henry County
Soy Transportation Coalition (STC) Representative

NATHAN ECKEL
District 2
Wood County

MIKE HEFFELFINGER
District 4
Van Wert County

MIKE MUTCHEL
District 6
Crawford County

JERRY BAMBAUER
District 7
Auglaize County
Soy Aquaculture Alliance (SAA) Representative

BRET DAVIS
District 9
Delaware County

SCOTT DENLINGER
District 10
Montgomery County

BOB SUVER
District 11
Clark County

DAVE DOTTERER
District 12
Wayne County
United Soybean Board (USB) Director

AMY SIGG DAVIS
District 13
Warren County
National Biodiesel Board (NBB) Representative

SCOTT METZGER
District 14
Ross County
Soy Transportation Coalition (STC) Representative

KEITH KEMP
Ex-Officio
Preble County
North Central Soybean Research Program (NCSRP) Representative

JOHN MOTTER
Ex-Officio
Hancock County
United Soybean Board (USB) Director

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, education and promotion projects.