

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

2019 OFFICERS

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

Vice Chairman
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District 5
Hancock County

Treasurer
JEFF MAGYAR
District 3
Ashtabula County
United Soybean Board (USB)
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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
National Biodiesel Board (NBB)
Representative

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District 6
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JERRY BAMBAUER
District 7
Auglaize County
Soy Aquaculture Alliance (SAA)
Representative

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District 9
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District 10
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BOB SUVER
District 11
Clark County
World Initiative for Soy
in Human Health (WISHH)
Representative

DAVE DOTTERER
District 12
Wayne County
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District 14
Ross County
Soy Transportation Coalition
(STC) Representative

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



OHIO SOYBEAN COUNCIL

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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.

2019 Investor Report

OHIO SOYBEAN COUNCIL





STEVE REINHARD

2019 CHAIRMAN OF THE BOARD
OHIO SOYBEAN COUNCIL
CRAWFORD COUNTY

I don't have to tell you this year has been a challenge because I know you've felt it firsthand. You've battled low grain prices and extreme weather while anxiously waiting for trade deals like I have. Fortunately, we're not in this alone. While we work to protect and grow the legacies of our businesses, the Ohio Soybean Council (OSC) and soybean checkoff are working alongside us to create opportunities for our soybeans, our farms and our futures.

In 2018, we stayed rooted in our mission: invest soybean checkoff funds to maximize the value of soybeans and increase profit opportunities for Ohio farmers. By staying closely aligned with our strategic plan, we carried that commitment into 2019 and will continue to do so throughout 2020.

With trade tensions limiting opportunities in China, expanding markets became an even more critical component of our strategy this year. Checkoff funds were invested in forming new international relationships and building upon existing ones to provide new outlets for soybean exports. We worked closely with partners, such as the U.S. Soybean Export Council (USSEC), to welcome potential export customers to our farms. That way, we could interact with them directly and forge personal connections to our Ohio farms. We also invested in the promotion of soybean demand drivers like biodiesel and animal agriculture to build preference for soy domestically.

This year, OSC created its own research facility, Airable Research Lab, where new soy-based products are designed and developed. From new industrial uses like a soy-based coating for concrete shingles to exciting new consumer products like soy-based vodka, these innovative projects capitalize on the versatility of soy while creating demand.

We invested in research projects that will help us gain efficiencies in the field. From disease management to ideal seeding rates, a team of researchers is ensuring we have the best recommendations and most up-to-date information.

Finally, we know how important it is to reach out to our communities and educate the public about modern agriculture, especially the youth. Through GrowNextGen virtual tours and classroom activities, our Future Eats initiative and several other programs, we shared information and grew connections with the next generation of soybean consumers across Ohio.

It was an honor to serve as chair and to work with my fellow officers and the rest of the OSC team this year. Throughout my time on the board, it has become very clear that we have one of the most diverse investment portfolios of any state, which is an important asset for us, especially in these challenging times. Thank you to all the soybean farmers across Ohio for continuing to support the checkoff. Alone we can only do so much, but together we can make an incredible impact and the checkoff is proof of that.

Sincerely,

Steve Reinhard



"Before I was on the Ohio Soybean Council board, I would grumble when I saw the checkoff dollars being subtracted from my check. Now, I see the value those dollars create for everyone. If we didn't have OSC, we'd miss out on countless opportunities."

— JEFF MAGYAR, 2019 OSC TREASURER,
ASHTABULA COUNTY

Here we grow



When faced with a challenge, Ohio farmers are not the type to back down. We've dealt with difficulties. We've walked through tough seasons. And this year, that grit was put to the test with a relentless series of events, from extreme weather to disrupted markets and low prices.

Here in Ohio, we know farming isn't something you can turn away from when things get hard. Rather than look for an easier route, we create our own opportunities with our eyes fixed on the future. Here, we grow more than high-quality soybeans. We grow markets, demand and future opportunities because when push comes to shove, it's our legacy on the line.

The Ohio Soybean Council (OSC) and the soybean checkoff are committed to the mission. Under the guidance of a volunteer farmer board, OSC strategically invests checkoff dollars in programs and partnerships that will continue to provide value for Ohio soybean farmers.

YEAR ENDED SEPTEMBER 30, 2019

ASSESSMENT RECEIPTS FROM FIRST PURCHASERS

\$12,136,093

LESS

ASSESSMENT RECEIPTS REMITTED TO THE UNITED SOYBEAN BOARD

\$4,565,469

ASSESSMENT RECEIPTS REMITTED TO OTHER STATES

\$755,656

NET ASSESSMENT RECEIPTS

\$6,814,968

INVESTMENT INCOME

\$146,114

GRANTS

\$41,448

TOTAL ADDITIONS TO FUND BALANCE

\$7,002,530

ADMINISTRATIVE DISBURSEMENTS

\$670,000

TOTAL DEDUCTIONS FROM FUND BALANCE

\$7,430,882

NET DECREASE IN CASH INVESTMENTS

\$428,352

BEGINNING CASH INVESTMENTS

\$9,831,737

ENDING CASH INVESTMENTS

\$9,403,385

TOTAL PROGRAM DISBURSEMENTS \$6,760,882

DEMAND \$1,797,270

RESEARCH \$2,646,567

COMMUNICATION/EDUCATION \$2,317,045



“OSC grows opportunities for Ohio soybean farmers by expanding markets for our soybeans, driving innovation for our farms and educating future generations on modern agriculture.”



BILL BATESON, 2019 OSC VICE CHAIRMAN,
HANCOCK COUNTY





Expanding markets

Your checkoff dollars are driving demand for Ohio soybeans by creating a preference with international buyers, encouraging domestic soybean use, promoting efficient transportation systems and increasing on-farm infrastructure resources for Ohio farmers.



"THERE ARE HUNDREDS OF PROJECTS IN THE WORKS TO EXPAND MARKETS FOR OHIO SOYBEANS. THAT'S HOW OSC USES CHECKOFF DOLLARS TO CREATE ADDED VALUE FOR FARMERS, AND I'M VERY EXCITED TO SEE THESE PROGRAMS PAY OFF."

— BOB SUVER, 2019 DEMAND COMMITTEE CHAIR, CLARK COUNTY



TRADE TEAM VISITS

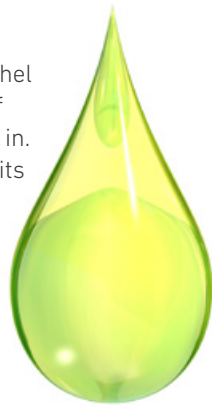
Ohio soybean farmers and exporters connected directly with potential customers from several Asian countries as they toured Ohio farms and facilities. These personal visits played a critical role in promoting and building preference for Ohio soybean products at a time when international trade relationships are threatened.

MORE THAN 60 TRADE TEAM DELEGATES VISITED THREE OHIO SOYBEAN FARMS.

BIODIESEL

Adding 63 cents in value to every bushel of soybeans, biodiesel is a key area of opportunity OSC continuously invests in. This year, OSC focused on promoting its use and building awareness about its great benefits.

THE FRANKLIN COUNTY ENGINEER'S OFFICE SWITCHED TO BLENDED BIODIESEL FOR FLEET OPERATIONS.



ANIMAL AGRICULTURE

Livestock and poultry farmers continue to be the number one customers of Ohio soybeans. Since an increase in demand for animal protein means an increase in demand for

soybeans, OSC partnered with seven Lee's Famous Recipe Chicken locations in Ohio to boost chicken consumption and drive soybean demand.

THOUSANDS OF POUNDS OF ADDITIONAL LEE'S CHICKEN WERE SOLD, CREATING ADDITIONAL DEMAND FOR SOYBEAN MEAL, WITH PLANS TO EXPAND THE PROJECT TO 20 LOCATIONS IN 2020.



U.S. SOYBEAN EXPORT COUNCIL (USSEC)

OSC supported USSEC's efforts to expand international markets such as Japan, Korea and Mexico. OSC farmer board members also attended USSEC's Global Trade Exchange in August where they engaged face-to-face with potential buyers from across the globe.

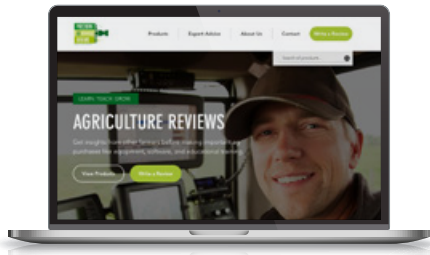
OHIO FARMERS MET WITH SOYBEAN BUYERS FROM MORE THAN 50 COUNTRIES AT USSEC'S GLOBAL TRADE EXCHANGE.



SOY TRANSPORTATION COALITION (STC)

To strengthen local and national infrastructure, OSC works closely with STC to promote a more cost-effective, reliable and competitive transportation system. STC recently funded a study on the effects of dredging the lower Mississippi River, where 60% of U.S. soybean exports travel. This study resulted in critical proof points that dredging this stretch of the river from 45 feet to 50 feet would allow for larger loads and lower freight costs.

STC-FUNDED RESEARCH FOUND SHIPPING COSTS FOR SOYBEANS FROM MISSISSIPPI GULF EXPORT TERMINALS WOULD BE REDUCED BY 13 CENTS PER BUSHEL IF THE LOWER RIVER SHIPPING CHANNEL WAS DREDGED TO 50 FEET.



PRECISION AG REVIEWS

Precision Ag Reviews was developed to assist farmers in finding the right precision agriculture tools for their farms based on reviews and insights from fellow farmers. With a newly revamped website, this platform provides a space for farmers to ask questions of peers and learn from experts. precisionagreviews.com

OSC ATTENDED EIGHT TRADE SHOWS TO PROMOTE PRECISION AG REVIEWS AND GAINED MORE THAN 1,150 FRESH AND INSIGHTFUL REVIEWS.

MORE THAN

60

trade team delegates visited three Ohio soybean farms.

STC-FUNDED RESEARCH

found shipping costs for soybeans from Mississippi Gulf export terminals would be reduced by

13¢

per bushel if the lower river shipping channel was dredged to 50 feet.

OHIO FARMERS

met with soybean buyers from more than

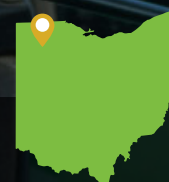
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countries at USSEC's Global Trade Exchange.



Driving innovation

Without innovation, growth is not possible. Your checkoff dollars support research projects that drive innovation, from new and improved farming strategies to new soy-based products that increase demand.



“WE’RE REALLY ONLY LIMITED BY OUR IMAGINATION. FROM RESEARCHING NEW PLANT VARIETIES TO INVENTING NEW SOY-BASED PRODUCTS, OSC IS MAKING IMPORTANT INVESTMENTS FOR THE FUTURE OF OHIO AGRICULTURE.”

— TODD HESTERMAN, 2019 RESEARCH COMMITTEE CHAIR, HENRY COUNTY



PLANT RESEARCH

PLANT SCIENTISTS AT THE OHIO STATE UNIVERSITY'S CENTER FOR SOYBEAN RESEARCH ARE LEADING CHECKOFF-FUNDED STUDIES TO IMPROVE PRACTICES, TOOLS AND TECHNOLOGIES FOR OHIO SOYBEAN FARMERS.



WEED MANAGEMENT

Dr. Mark Loux (pictured) is tackling problematic pigweeds like Palmer amaranth and waterhemp with a study focused on developing systems to prevent and control these major herbicide-resistant weeds.

RESEARCHER TIP: Be careful of cross-contamination with new, leased or borrowed equipment and be smart about herbicide selection. Incorporating multiple sites of action will help slow the development of resistance.

COVER CROPS IN CONTINUOUS SOY

Dr. Laura Lindsey is leading a study to see if integrating cover crops into a continuous soy system could provide rotational benefits to help mitigate the lack of biodiversity and to improve yields.

RESEARCHER TIP: Use non-legume cover crops, such as rye or oats, because leguminous cover crops can be an alternative host for SCN. Also, consider planting a variety with an earlier relative maturity to allow for timely cover crop planting in the fall and timely termination in the spring.

DOUBLE CROPPING BEST PRACTICES

As demand for quality malting barley increases in Ohio, premiums offered for the grain coupled with double crop soybean production could be a very profitable system for Ohio farmers. Dr. Lindsey is researching disease and insect management strategies for double cropping systems.

RESEARCHER TIP: Adequate water is essential to support both crops, so deep, loamy soils with large water supplying capacities are best. Since double crop soybeans don't grow very tall, narrow rows of 15 inches or less and high seeding rates of 200,000 to 250,000 seeds/acre are also recommended.

SEEDING RATE RECOMMENDATIONS

Dr. Lindsey noticed the lack of understanding around self-thinning in soybeans and the financial impact seed purchases have on a farmer's budget. In this study, Dr. Lindsey is looking to identify the optimum soybean seeding rate, determine the cause of self-thinning and examine the effect of seeding rate and nematicide seed treatment on soybean yields and SCN population.

RESEARCHER TIP: For a crop planted before May 20 in narrow rows, final populations of 100,000 to 120,000 plants/acre are generally adequate for maximum yields.

DISEASE MANAGEMENT

Several soybean pathogens have re-emerged in Ohio as yield robbers over the past few years, primarily due to very wet springs, resistance to fungicide seed treatments and varieties with low levels of resistance. To identify the best disease management practices for Ohio's challenging environments and changing pathogen populations, Dr. Anne Dorrance is working to identify genetics that carry disease resistance and identify which inputs will have the greatest efficacy when diseases develop.

RESEARCHER TIP: Be sure to scout after flowering. Make fungicide decisions based on whether or not the disease is present or reported in the area, yield potential and value of the crop.

SOYBEAN RESEARCH CENTER INTERNSHIP PROGRAM

OSC supported the first year of the OSU Center for Soybean Research summer internship program. Three college students were hired to support researchers in Ohio fields throughout summer 2019.



NEW PRODUCT RESEARCH

NEW SOY-BASED PRODUCTS TRANSLATE INTO MORE SOYBEAN DEMAND. OSC’S RESEARCHERS AND NETWORK OF PARTNERS ARE ALWAYS LOOKING FOR NEW AND INNOVATIVE WAYS TO INTRODUCE SOYBEANS TO THE MARKETPLACE AND ADD VALUE TO YOUR CROP.

AIRABLE RESEARCH LAB.

AS A LONG-STANDING LEADER IN SOY-BASED PRODUCT DEVELOPMENT, OSC OPENED ITS VERY OWN LAB, AIRABLE RESEARCH LAB. THE FACILITY HOUSES A TEAM OF EXPERIENCED CHEMISTS AND ENGINEERS WITH THE GOAL OF DEVELOPING AND COMMERCIALIZING NEW SOY-BASED PRODUCTS. BELOW ARE JUST A FEW PROJECTS AIRABLE RESEARCH LAB HAS UNDERTAKEN.



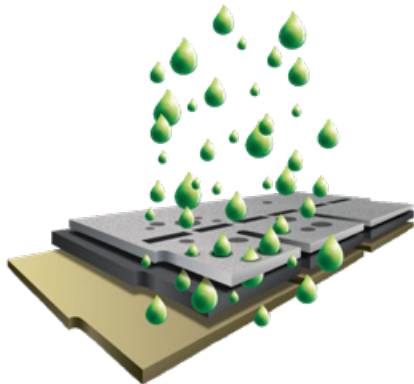
SOY VODKA

Soybean-based mash makes for exceptional, smooth, flavorful vodka. OSC, with METSS Corporation, has developed soy-based products and processes that can be integrated into alcoholic beverage and spirit production lines with the potential to drive significant soybean demand.



SOY CANDLES

OSC is working with Columbus-based Eleventh Candle Company to improve the burn consistency of 100% soy candles. The technologies being developed to help this local business could have larger implications, including applications for candle brands that have moved away from 100% soy wax.



ROOF MAXX

OSC partnered with Roof Maxx® in 2017 to develop a soy methyl ester emulsion to extend the life of asphalt roofs across the country using soy fusion technology. More than 200 dealerships in 47 states currently offer the product, and OSC is planning to work with a company in the Netherlands to develop a similar product.



SOY-BASED COATING FOR CONCRETE ROOFING SHINGLES

OSC is expanding opportunities in international markets by working with an Australian company to identify and determine proof of principle for a soy-based coating for roofing shingles.



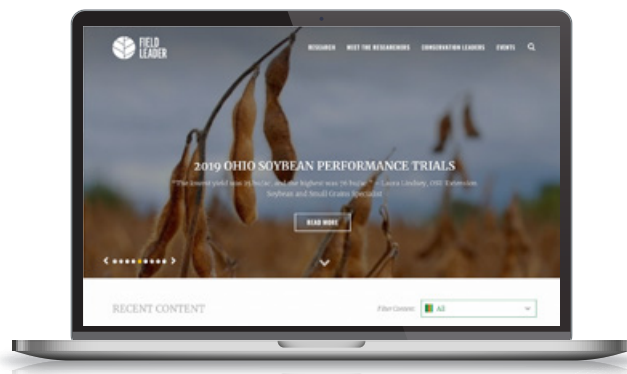
Transferring knowledge

Checkoff-funded programs are keeping your farm on the leading edge of soybean research and industry trends while educating the next generation and other key target audiences about modern agriculture.



"TO WITHSTAND THE TEST OF TIME, AGRICULTURE MUST STAY RELEVANT. THAT'S WHY THE CHECKOFF IS SO IMPORTANT. IT HELPS OHIO SOYBEAN FARMERS MAINTAIN RELEVANCE."

— NATHAN ECKEL, 2019 COMMUNICATION/EDUCATION COMMITTEE CHAIR, WOOD COUNTY



FIELD LEADER

Field Leader is your direct connection to Ohio's leading soybean researchers with articles and interviews about how their research is relevant and applicable to your farm. This year, OSC partnered with Ohio's Country Journal to increase coverage around the state. ohiofieldleader.com

FARM SCIENCE REVIEW

As this was a challenging year for Ohio agriculture, OSC collaborated with several organizations to increase awareness of farm stress management strategies.

WEBINARS

OSC hosted two webinars, Let's Talk Trade and Responses to Our Changing Climate in Ohio, to help Ohio's farmers address important challenges in today's industry with guidance and insights from key experts.



GROWNEXTEGEN

THROUGH VARIOUS PROGRAMS AND PARTNERSHIPS, GROWNEXTEGEN CONNECTS OHIO STUDENTS TO THE AG INDUSTRY. GROWNEXTEGEN.COM



2019 OHIO STATE FAIR

For the seventh year in a row, OSC exhibited at The Ohio State Fair. This year, OSC used the event to launch the Here We Grow campaign, sharing its mission to grow Ohio's soybean industry through strategic checkoff-supported projects and initiatives.



ANIMAL AGRICULTURE ROUND TABLE

OSC staff spent an afternoon with key players in the animal ag value chain to better understand issues related to livestock feed and increase awareness of the benefits of using soy in livestock diets.



VIRTUAL FIELD TRIPS

Through virtual farm tours, more than 1,200 students got to experience planting and harvest on Ohio soybean farms. An additional 6,600+ students experienced the field trips through recorded versions of the tours.



FUTURE EATS

TARGETING FUTURE EDUCATORS, DECISION-MAKERS AND MARKET INFLUENCERS, FUTURE EATS EDUCATES STUDENTS AT THE OHIO STATE UNIVERSITY (OSU) ABOUT HOW AND WHERE THEIR FOOD IS GROWN. THE INITIATIVE REACHES STUDENTS THROUGH AN INTERACTIVE BLOG AND SOCIAL MEDIA ACCOUNTS, AS WELL AS ON-CAMPUS EVENTS. FUTUREEATS.COM



COOKING DEMO

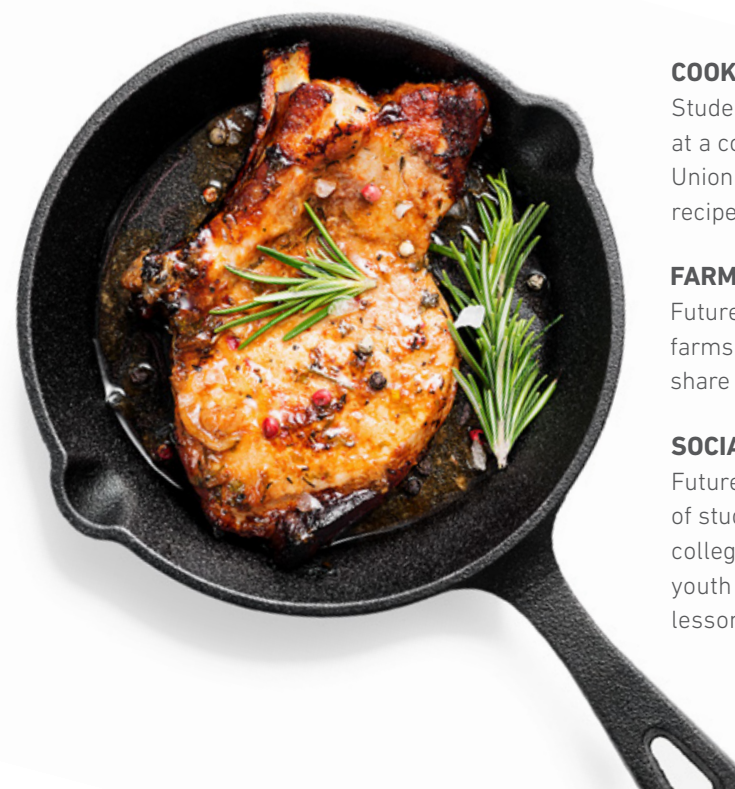
Students were introduced to the benefits of soy foods at a cooking demo with a professional chef at the Ohio Union, where they learned how to make soy-based recipes and how the ingredients were grown.

FARM TOURS

Future Eats took several student groups to soybean farms near Columbus to introduce them to a farmer and share how soybeans are planted, grown and harvested.

SOCIAL CHANGE PARTNERSHIP

Future Eats and GrowNextGen partnered with a group of students from the Social Change Club at OSU. Twenty college students spent a day learning ways to teach youth how their food is grown and then taught those lessons at Columbus schools.



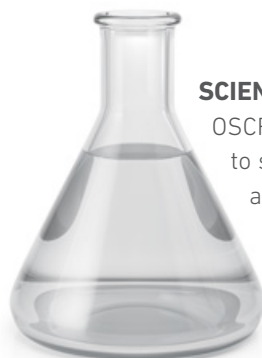


Ohio Soybean Council Foundation



OSCF SCHOLARSHIPS

For the 12th year in a row, OSCF awarded scholarships for graduate and undergraduate students studying agriculture or a related field. This year, 12 scholarships totaling \$44,000 were given to deserving Ohio students.



SCIENCE FAIRS

OSCF awarded \$5,650 in scholarships to students participating in state and district science fairs. This is OSCF's 12th year giving science fair awards.



AG BIOTECH ACADEMY

The two-day workshop helped middle and high school teachers understand biotechnology. The Ohio Soybean Council, OSCF and DuPont Pioneer sponsored the event at the Global Impact Stem Academy in Springfield. In its seventh year, the workshop has the potential to reach 26,000+ students over the next several years.



OHIO SOYBEAN ASSOCIATION



GLOBAL TRADE

OSA advocated for the United States-Mexico-Canada Agreement to secure deals with key international markets. OSA also advocated for the Market Facilitation Program, which provided direct payments to farmers who grow commodities affected by the trade war, including soybeans.

WATER QUALITY

OSA supported the recent passage of the state budget that includes beneficial tax policy changes for farmers, as well as long-term financial support for water quality and nutrient management programs. OSA's farmer-leaders worked at the statehouse throughout the process to ensure its members' voices were heard.



BIODIESEL

In partnership with the National Biodiesel Board and the American Soybean Association, OSA worked to protect the Renewable Fuels Standard to ensure the policy continues to support biodiesel and grow the renewable fuels market.



"I spend a lot of time working with my fellow farmers on OSC because it's an important investment for the future of my farm and the industry as a whole."

— **BILL BAYLISS, 2019 OSC SECRETARY, LOGAN COUNTY**

