#### Obio Soybean News MARCH-APRIL 2022 A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

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2021 Outstanding Achievement Award Recipient — Soy Transportation Coalition
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#### Perspective



Patrick Knouff Ohio Soybean Association President Shelby County soybean farmer

ollowing last season's harvest, it's no surprise that Ohio and the United States L had record-breaking soybean yields. In the 2021 crop production summary from the United States Department of Agriculture, Ohio soybean production reached 275.72 million bushels with an average yield of about 56.6 bushels per acre. Nationally, soybean production totaled 4.44

billion bushels and an average yield of an estimated 52.4 bushels per acre. A record year across the board!

Of course, with every new record, there are goals to meet or exceed the previous year's numbers and having stable and reliable infrastructure is a key component to reaching those goals. In November 2021, Congress passed the Infrastructure Investments and Job Act, bipartisan legislation that includes more than \$550 billion in new infrastructure spending. Several soy-related areas are contained within the bill to help fund improvements to roads, bridges, waterways and ports. The Ohio Soybean Association (OSA) and American Soybean Association (ASA) advocated for these improvements, while also ensuring that no changes were made to stepped-up basis and we will continue to monitor any legislation that will improve transportation efficiency for Ohio soybeans.

In addition to advocating for infrastructure improvements, OSA continues to represent Ohio soybean farmers when discussing water quality, nutrient management, state funding, rural development and biobased products and biodiesel use at the Statehouse. More details about OSA's legislative priorities can be found on page 6.

Your soybean checkoff has also been hard at work to support a reliable infrastructure network for Ohio farmers. The Ohio Soybean Council (OSC) invests checkoff dollars in research that will promote usage of biobased products, much like the project done in Hancock County where a soy-based sealant was used on a major county road (read more on page 20). OSC also provides farmers with resources like Precision Ag Reviews (PAR) so they can stay updated on the newest farming equipment and share their experience with other farmers across the nation. Read more about PAR on pages 14 and 15.

The issue of infrastructure is a perfect example of how OSA and OSC can work together to make a meaningful difference for Ohio farmers.

Patrick O. Knorth



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WISHH is a program of the American Soybean Association and is funded in part by the United Soybean Board and state soybean board checkoff programs.

4-Ohio Soybean News

March-April 2022





Patrick Knouff

#### **2022 OSA Legislative Priorities**

#### WATER QUALITY & NUTRIENT MANAGEMENT

DHIO SOYBEAN

The Ohio Soybean Association (OSA) strongly supports implementation of the 4R concept of nutrient management — Right Source, Right Rate, Right Time, Right Place.
Supports policies backed by science and research-based discoveries that create practical regulations and avoid undue financial burdens.

• Opposes any attempt by the state or legislature to regulate commercial fertilizer.

• Supports H2Ohio program and voluntary best management practices.

#### STATE FUNDING

Ohio Department of Agriculture: OSA supports the funding the Department needs to fulfill their required duties, including maintained or increased funding for H2Ohio.
Ohio Department of Natural Resources: Supports funding for the Clean Lake Erie Fund and continued funding to be utilized for feasible practices to reduce phosphorus in Lake Erie.

• Ohio Department of Higher Education: Supports full funding for Land Grant Universities, including the Ohio State University Extension, the Ohio State University Agricultural Research and Development Center, and the Sea Grant and Stone Laboratory at Lake Erie.

Fuel Quality Standards Funding: Supports full funding for the development and implementation of a fuel quality standards program.
Ohio Department of Education: Supports agriculture education programs in and outside of the classroom.

#### **RURAL DEVELOPMENT**

• Supports efforts to increase broadband access to rural Ohio in order to help improve quality of life



and create strong and competitive farming operations.

• Supports trade and vocational education that promotes agribusiness jobs.

• Supports efforts to increase access for energy and infrastructure projects in rural Ohio.

#### BIOBASED PRODUCTS & BIODIESEL USE

• Supports the usage of sustainable biodiesel by state vehicles and heavy equipment and encourages the Ohio Legislature to explore the impact of a biodiesel requirement or incentives on all fuel sold in Ohio.

Supports a minimum 10 percent biodiesel requirement in diesel fuel.
Supports and encourages the increased purchase and use of sustainable biobased products by state agencies.
Supports fuel quality standards to protect consumers from unknowingly purchasing substandard fuel to maintain the integrity of the fuel supply and protect the reputation of biodiesel as a high quality, high performing fuel.

#### TRANSPORTATION

• Supports timely and consistent inspections of bridges in rural areas, and adequate funding for bridge maintenance.

• Supports higher truck weight limit implementation when research shows that increased limits are appropriate due to modern equipment and technology.

• Supports resources allocated toward the upgrade of inland water systems and harbor management.

#### JOBS & ECONOMIC DEVELOPMENT

Encourages the state of Ohio to develop funding specifically for attracting and promoting food and agricultural companies to Ohio.
Encourages funding for beginning farmers through young farmer incentives such as loans from banks, farm credit associations and other sources.

• Encourages the State of Ohio to promote soybean markets, both domestically and abroad, through state officials and agency involvement. •

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#### Building Membership and Grassroots Advocacy

#### **Components of Infrastructure Bill** to Benefit Soy Industry

n November 2021, Congress passed the Infrastructure Investment and L Jobs Act, bipartisan legislation that includes more than \$550 billion in new infrastructure spending, coupled with reauthorizations of existing programs for a total of \$1.2 trillion in federal infrastructure investment over the next eight years.

OHIO SOYBEAN ASSOCIATION

Investments in several soy-related areas are contained in key parts of the bill, including \$110 billion in funding for roads and bridges and \$17 billion for ports and waterways. These investments will help update the multimodal transportation network on which the soybean industry relies. Importantly, the bill did not increase the tax burden on farmers, a key point of advocacy for



the Ohio Soybean Association (OSA) as Congress has considered funding bills over the last year.

OSA Chairman and Marion County soybean farmer Ryan Rhoades was quoted saying, "We recognize that this is not a perfect bill, but we also acknowledge that the improvements to infrastructure this bill will bring are vital for our industry to remain globally competitive. An investment

in infrastructure on this scale will ensure our industry can thrive for future generations."

The American Soybean Association supported this bill because of the investment made in U.S. infrastructure that will impact the competitiveness of soy and other agricultural products. "Good things can indeed come to those who wait, and passage of this longconsidered bill is a win for everyone in our country," said Kevin Scott, South Dakota soybean farmer and American Soybean Association chairman. Scott continued to talk about the priorities for soy, ranging from surface transportation and waterways funding to investments in rural broadband and new opportunities for soy-based products.

### **OHIO GROWS** BETTER EVERY SEASON.

The Ohio Soybean Council works closely with researchers at The Ohio State University to keep you on the leading edge of soybean farming. OSU Professor Mark Loux has spent more than three decades studying weeds to help our state's farmers protect their yields. With costly weeds like marestail and giant and common ragweed emerging in the fall, Loux suggests a burndown strategy may be key to an effective herbicide program.

Stay on the leading edge. See all the ways the Ohio Soybean Council and soybean checkoff work for you at OhioFieldLeader.com.

2019 Ohio Soybean Council





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QUESTIONS? Contact Emilie Regula Hancock at eregula.hancock@soyohio.org.



March-April 2022



OHIO SOYBEAN COUNCIL

#### **Investing Checkoff Dollars**

#### Non-GMO, **High Oleic Soy Opens Doors** for Farmers



.S. soybean farmers could receive an added boost - through premiums, diversification and demand — as access to a high oleic, non-GMO soybean trait technology increases. SOYLEIC\* soybeans, which were developed through checkoff-funded research over the last decade, are beginning to penetrate the marketplace and giving more farmers the ability to help meet consumer demand for healthful oil and food products.

Farmers who grow this new technology can see benefits in a multitude of ways. SOYLEIC<sup>®</sup> soybeans can offer potential premiums, diversification of soybean acres, and high end-user demand. Grown through identity-preserved systems, SOYLEIC\* soybeans enable full traceability from farm to fork and meet the increasing consumer demand for transparency.

High oleic soybean oil boasts many benefits when compared to conventional oils and brings many attractive traits to the table. Heart-healthy with an improved fat profile, high oleic soybean oil has increased functionality, a longer shelf life and an extended fry life — all without partial hydrogenation. It is also an excellent option for traditional soyfoods and ingredients, such as full-fat soy flour.

"The future for SOYLEIC<sup>®</sup> is extremely promising since it's delivering on both an improved oil functionality and fatty acid profile that aligns to existing industry standards expected for a high oleic soybean oil while also coming from a non-GM/native trait background that certain market sectors, both here in the U.S. and globally, are desiring," David Tegeder, formerly with Corteva Agriscience, said. "This combined with solid agronomic seed varieties means more income per acre for soybean growers and an increased value proposition for the entire soybean supply chain."

The soybean breeding team at the University of Missouri originally discovered a unique trait in a field of high oleic soybeans in the late 2000s which led to the creation of the SOYLEIC<sup>®</sup> trait. The resulting patents were licensed to the Missouri Soybean Merchandising Council (MSMC). Since SOYLEIC<sup>®</sup> soybeans were not created through gene editing or genetic engineering, it is a non-GMO option for high oleic soybeans. While most scientists agree that GMOs are safe for food use and consumption, consumers want to have choices when making food decisions.

Test plots demonstrating the potential of high oleic soybeans have

been planted across the Midwest since 2017, and the trait technology continues to be part of sovbean research in Missouri. Led by MSMC and funded through the soybean checkoff, several land grant universities and private organizations are working to expand the trait to several soybean maturity groups.

Missouri soybean farmers recently announced an updated license agreement with Benson Hill<sup>®</sup>, a food tech company unlocking the natural genetic diversity of plants with CropOS<sup>™</sup>, its cutting-edge food innovation engine. This agreement is aimed at moving the SOYLEIC<sup>®</sup> trait further into the marketplace.

Farmers interested in purchasing soybean varieties with the high oleic trait technology from the program will be able to recognize those seed beans through patent numbers and logos. Commercial seed will be marked with patent numbers 9,035,129; 9,198,365; 10,329,576; and/or 10,087,454 and the SOYLEIC<sup>®</sup> logo. Proceeds from the sale of soybean varieties developed through the research program are reinvested into soybean research and growing demand and preference for Missouri farmers' soybeans, and for soy around the world.

Visit **soyleic.com** for more information.

#### When the world relies on you for healthy food choices, rely on SOYLEIC®

#### SOYLEIC<sup>®</sup> is a non-GMO, high-oleic option for today's soybean farmers — and those they serve.

- Maturity Groups for Your Area
- **Competitive Yields**
- Added Value for Culinary and Livestock Markets

That means the future of a healthier food system isn't manufactured it's grown.

See why soybean farmers are embracing SOYLEIC<sup>®</sup>.



## SOYLEIC

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#### The Future of American Farming Demands **High-Speed Internet Solutions**

The Benton Institute for Broadband & Society recommends steps for connecting the farm office, field and community.

new report, funded by the United Soybean Board (USB) and conducted by the Benton Institute for Broadband & Society, revealed that providing U.S. farmers and ranchers access to fast, affordable and reliable broadband will increase sustainability. It will also allow more reliable and efficient food production for a growing population and strengthen America's rural communities.

"Agriculture techniques have dramatically progressed, even just in the last two centuries. Data and precision agriculture are valuable aspects to any farming operation, but can be limited by weak internet connections," said Steve Reinhard, USB treasurer and Crawford County soybean farmer. "Having a reliable network is an essential part to running an efficient operation."

Interviews with farmers, rural internet service providers, equipment manufacturers, and agricultural leaders and experts revealed consensus around several kev outcomes for rural broadband, such as the need for robust upload speeds, accurate network deployment data and scalable technologies.

The report, The Future of American Farming: Broadband Solutions for the Farm Office, Field, and Community, lays out 15 actionable recommendations for delivering the high-speed internet that farmers and rural communities need. Categorized by the farm operations center, wireless needs in the field, and how reliable broadband can support the interdependent relationship



between farmers and their rural communities, some of the actionable recommendations include:

> Establish future-proof performance standards: To meet the growing demand among farmers for both upstream and downstream speeds, networks must be capable of 100/100 Mbps service.

> Adopt high-performance **standards:** Performance standards for upload speeds and latency should reflect the changing needs of the farmers for precision agriculture.

> Encourage deep fiber build-out: Fiber build-out in rural America, even if not directly to the farm, will be needed to support capable wireless connections for higher-bandwidth applications in the field.

> Address gaps in mapping on farmland: Broadband maps should include mobile coverage on agricultural lands. The underlying data that informs these maps must be available to the public.

> Support equity digital programs at the state and local levels: Digital equity programs can work with communities to help people make full use of broadband connections.

"To many farmers, sustainability incorporates the economic, environmental and social impacts



of agriculture — a triple bottom line," said Iordan Arnold, research associate for the Benton Institute for Broadband & Society and the report's author. "Now it's time to deploy the broadband networks and adoption strategies they need."

Even hampered by these issues, farmers know that broadband is a necessary tool to implement innovative agricultural practices and allow for more targeted and efficient resource use. Broadband access lets farmers measure their inputs and outputs more efficiently, which creates smarter, more sustainable resource management.

To read the full report, visit www.benton.org/publications/futureamerican-farming.

## MORE BUSHELS **ARE OUT** THERE.



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#### **Precision Ag Reviews**



here is no doubt that technology has become an essential part of doing business for farmers, equipment retailers and agronomists. Since the 1990s, when GPS units and yield monitors became popular, technology on farms has improved data management, crop production and farm ROI. Because of this, precision agriculture is expected to become a \$43.5 billion dollar industry by 2025.

prompted the Ohio Soybean Council (OSC) to launch Precision Ag Reviews (PAR). Founded in 2017, PAR is a non-biased, independent resource to help farmers and industry affiliates make decisions about precision ag equipment. Farmers and businesses nationwide can access this resource to share their real-world experience with precision technology, including hardware, software, apps and more. PAR is a great resource to reference before investing in new equipment and technology.

"Precision agriculture has and will continue to grow over the next decade. Farmers are always looking for new ways to increase efficiency in their farming operations," said Barry McGraw, director of product development and commercialization. "Precision Ag Reviews was created by farmers for farmers to make informed decisions when investing in their operations."

Over 50 percent of farmers are This growing branch of agriculture using precision ag technology on their farm. PAR is a space for farmers to find peer insights from others who have personally seen the benefits or felt the frustrations of new precision ag equipment. The website houses reviews for over 400 products and farmers can search the database by specific precision ag categories. Instead of only hearing the feedback from the other farmers at the parts counter, PAR has reviews from farmers all over the U.S.

> "Everybody does something a little different, and that is where this comes

in handy," said Nathan Eckel, OSC board secretary and Wood County soybean farmer. "Precision Ag Reviews gives farmers a foundation to make their product decisions based solely on the effectiveness of the product," Eckel added.

Farmers are not the only ones who can benefit from the database. PAR provides vendors with authentic insights into the strengths and weaknesses of the precision ag market and their products. Collecting your own market research isn't an easy process. PAR shares the feedback from real customers and their real experiences.

In addition to their review database, PAR hosts a biweekly podcast named "Precision Points", produces a biweekly blog and distributes e-newsletters. Precision Points explores and evaluates precision ag tools and technology from the soil to the sky while keeping listeners current on all the latest news. Precision Points has reached almost 6,000 downloads with more than 40 episodes. The podcast allows farmers access to all this information from anywhere and allows them to listen at any time they need. It can be accessed on most listening platforms.

The best way to utilize Precision Ag Reviews' resources is by visiting **precisionagreviews.com** or following their Facebook -**@PrecisionAgReviews** — and Twitter – @PAR AgReviews — pages. 🔶



#### Article By Precision Ag Reviews

HIO SOYBEAN

farm-level weather station might be the next right Linvestment for your farm. For most, the investment is low, and the potential gain is high, says Eric Snodgrass, Principal Atmospheric Scientist for Nutrien Ag Solutions.

Weather forecasts are a valuable tool for farmers and have been for decades. What farmer isn't watching the ten-day forecast to determine planting and harvest days, nutrient application timelines, and if that much-needed rain will arrive during pollination? But a remote weather station on your farm can give you live data from which to determine real-time and historical information to better guide your decisions.

According to Snodgrass, the nearest National Weather Service weather station can be several miles from your farm and thus may not represent the actual





weather — rainfall, hail, wind, etc. — as it occurred in the field. A weather station in the field offers verifiable, field-level weather data.

"Radar and satellite are critical for our observation of weather systems and the warning systems we have created to save lives and property. We use the data they collect as input into our weather forecasting models, and the reliability and accuracy of the data collection partly determines how accurate the forecast will be," said Snodgrass.

"But radar and satellite will never be more accurate at telling you the rain in a specific area than having a rain gauge."

gather from a local weather station at the farm is wind conditions, soil temperatures and soil moisture values, accurate measures of precipitation and evaporation, frosts, extreme heat, and growing degree days.

Certainly, your own weather station is valuable. But what's the bottom line? Snodgrass says most really good weather stations are near \$1,000 for a one-time

#### **Investing Checkoff Dollars**

## Weather Sensing — What's Available and What's on the Horizon

Among the information you can

expense. That's a great value when you consider the data available to the farmer for planning and decision making.

As for Snodgrass, his area of expertise is weather analysis and forecasting for Nutrien Ag Solutions. Right now, he's providing daily weather reports and videos that analyze the weather patterns across the world to keep farmers informed on how weather could impact their farms or move market prices.

Available soon to farmers will be a new tool from Nutrien that will use 40-year history of field-level weather events to guide farmers in their decision making. The new weather system will be easy to use in a single app you can download right to your phone or tablet.

Until then, you can take a look at all the forecast maps and analysis from Nutrient Ag. And if you're looking to get better weather data, specific to your own fields and farms, don't delay adding a remote weather station. It's a small investment with a big impact.

For more articles, visit PrecisionAgReviews.com. **Investing Checkoff Dollars** 

#### Oh, the Places Your Soybeans Will Go! And How They Get There.



ruck to rail to barge. Or perhaps, truck to barge to truck. Or maybe just truck to train. Soybeans travel in many ways and in many forms to locations all around the world. More than 50 percent of Ohio's soybean crop is exported to domestic and foreign markets each year, making soybeans Ohio's largest agricultural export. Ohio soybean farmers can benefit from the state's varied and robust transportation systems.

OHIO SOYBEAN COUNCIL

Due to Ohio's vast system of interstate roadways and rail lines, and access to both the Ohio River and Lake Erie, soybeans can easily travel out of Ohio in four directions: north via the Great Lakes through the Toledo port; south via bulk and containers on the Ohio River; east via interstate bulk, containerized truck and containerized rail; and west via bulk and containerized rail.

"Ohio sovbean farmers are in an ideal location for domestic and international markets," said David Clark, Warren County soybean farmer and Soy Transportation Coalition

representative. "Whether grain is leaving by boat, truck or train, Ohio has the means. We work with groups like the Soy Transportation Coalition to maintain these routes and create efficient transport of Ohio's beans."

Whole soybeans, meal and oil varied on transportation methods out of Ohio. According to a checkoff-funded study done by IHS Markit, about five percent of whole soybeans traveled via barge, 30 percent via rail and 65 percent via truck during 2019 and 2020. Similarly, soybean meal moved via rail and truck almost equally with little barge travel. During that same time, rails carried about 88 percent of soybean oil from Ohio and trucks carried about 10 percent.

Most Ohio soybeans leaving the United States exit at ports along the Atlantic and Gulf Coasts. During 2019 and 2020, 10.5 million bushels of soybeans exited the United States via the Atlantic and 8.8 million bushels of soybeans left via the Gulf Coast (see graph above). Other export locations for Ohio soybeans include the Great Lakes and Canada.

Whether it's by truck, barge or rail, Ohio soybeans need to get from Point A to Point B as smoothly and efficiently as possible. That's why the Ohio Soybean Council identifies where Ohio soybeans are traveling and invests in projects and partnerships that will help maintain these transportation ways.





#### HELPING **YOU DELIVER ON DEMAND**

is invaluable.



#### Whether it's improving soybean meal to outperform the competition or promoting the sustainability of U.S. soy, the soy checkoff has been working behind the scenes to help farmers satisfy their customers' needs. We're looking inside the bean, beyond the bushel and

around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact

See more ways the soy checkoff is maximizing profit opportunities for farmers at unitedsoybean.org

## FARM TO ELEVATOR:

#### *Is your delivery the most profitable?*

Should I deliver my soybeans or grain to the local elevator offering a more modest price or the more distant market offering a premium price?



#### **TRANSPORTATION CALCULATOR**

Farmers must not only be mindful of the price received, but also the costs associated with the delivery. After all, the goal is to maximize profit vs. maximize revenue.

The calculator works for soybeans, corn, wheat and other commodities. In a few short steps, farmers can determine not only how much money will be received but also how much will be spent.

Search for "Soy Transportation Coalition" or "STC Calculator" on the App Store or Google Play. The calculator can also be accessed online at www.soytransportation.org/calculator.

Funded by the soybean checkoff.



## HIO SOYBEAN

#### **Containerized Shipping Of Soybeans**



#### By Kayla Weaver

s the news shows ships full of cargo containers waiting in port, most Americans are anxious about being able to get the products inside. However, in agriculture, the questions are more about who gets those containers once emptied and if they can be loaded with soybeans before their return voyage.

According to Will McNair, oil and soyfood director at the U.S. Soybean Export Council, containerized soybean exports continue to be a small, yet steady and growing sector with consistent demand from soy food producers in Japan, Korea, and into other parts of Southeast Asia. Ohio farmers remain among top producers of food grade soybeans including the highend identity preserved (IP) varieties that are preferred by the soyfood markets.

Integrity and traceability are the primary advantages of containers over bulk exports that see several

points of consolidation in route from field to shipping port making a bean from Ohio indistinguishable from those of any other state. Using containers allows for smaller batches ensuring a consistent variety and allowing traceability back to farm where they were grown.

While the international demand for U.S. soybeans is steady, today's supply chain system is not, as it continues to catch up with shifts and strains caused by the COVID-19 pandemic over the past two years. In addition to the overall supply chain strain of closed

ports and shortage of workers, soybean exports are seeing some unique challenges of their own. Mike Steenhoek, executive director of the Soy Transportation Coalition cited three major challenges for container shipping in agriculture: ► Most often containers coming into the U.S. are unloaded at urban centers ready for return as quickly

where the goal is to have them as possible. Ag production > Incoming containers with

is often not adjacent to these areas and either the soybeans or containers must often travel anywhere from 100 to 300 miles to be loaded in containers, pushing against the desired flow of the supply chain. electronics or clothing weigh in around 12 metric tons while a container full of soybeans, or many other commodities, will exceed 20 metric tons — limiting the number of soybeans that can be loaded onto each vessel.

> A bushel of soybeans has a very slim profit margin compared to a lot of retail items and counts on the large scale of millions of bushels to be economically viable. As containerized shipping costs increase, at some point it is no longer profitable to participate.

Domestically, Steenhoek points to labor shortages exacerbated by workforce competition as one of the biggest challenges for containerized exports. Trucks, barges and rail cars do not move without operators, and these positions have always been a struggle to fill — often requiring stretches of time away from home. Added competition comes from manufacturing, construction and, more recently, distribution centers that are offering wages and benefits



that grain handlers are finding it increasingly harder to compete with.

While physical infrastructure is working as designed, these labor issues and shifts in consumer spending and demand have made availability and reliability of container shipping inconsistent creating additional cash flow concerns for some grain handlers. While the demand for soybean exports looks bright, it will likely take some time before the same can be said about an end to current issues and delays in container shipping.

#### OHIO SOYBEAN **Increase Longevity of Rural Roads** Utilizing Soy-Based Asphalt Sealant

ural roads and bridges serve as the initial link in the agricultural supply chain. Without a system of well-maintained rural roads and bridges, the soybeans and grain Ohio farmers produce will not be efficiently delivered to elevators, processing facilities, and, ultimately, to domestic and international customers. Unfortunately, rural America is an area of the country in which the condition of roads and bridges is the most severe while also being an area of the country

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in which available resources are the most limited. Additional investment is clearly necessary, but also promoting better longevity and stewardship is also required.

To promote greater resilience of rural roads and bridges in an environmentally sustainable manner, while providing an increased marketing opportunity for soybean farmers, the Soy Transportation Coalition (STC) and Hancock County, Ohio, recently partnered on a pilot project in which RePlay, a soy-based asphalt sealant produced by BioSpan Technologies, was applied on a rural county road. The penetration of salt, water, and other materials into a paved road particularly in areas with a freeze-thaw cycle — can result in significant damage and diminished longevity. The application of an asphalt sealant, like RePlay, can provide a barrier to such penetration and significantly increase the useful life of the road or bridge.

"Rural counties throughout Ohio and the entire country are struggling to maintain their roads and bridges with



often stagnant or declining sources of revenue," says Doug Cade, county engineer for Hancock County. "As a result, we must be open to economical ways to increase the longevity of our infrastructure. We have been pleased to partner with soybean farmers on this pilot project."



SOY TRANSPORTATION COALITION

"Because our rural roads and bridges are so critical to our success, farmers need to be willing to step up to the plate and help promote solutions to many of our challenges," says David Clark, a soybean farmer from Springboro, Ohio, and board member on the Ohio Soybean Council and the Soy Transportation Coalition.

RePlay was developed with soybean checkoff funding from the Iowa Soybean Association. It acts as a soy-based asphalt sealant that extends the life of paved asphalt surfaces.

"By doing this joint project with Hancock County, we hope to increase the awareness of the use of soy-based sealants for our rural infrastructure and encourage it to be a more widely utilized tool within our state."

On August 24th, RePlay was applied on approximately two miles of County Road 84 in Hancock County via a truck-mounted sprayer. Because RePlay is 88 percent produced from bio-based products mostly soybean oil — the product is safe to apply and environmentally sustainable. The road was able to be reopened to traffic within 30 minutes of application.

"Our ultimate goal in applying RePlay to this section of road is to safely extend our repair schedule by five years," says Cade. "This will

allow us to allocate taxpayer money to other projects that are in more need of immediate attention. While the main payoff of this pilot project will be determined a number of years in the future, I have been pleased with some immediate benefits of applying RePlay. The road now dries faster than the adjacent untreated roads since the sealant helps prevent water penetration. Applying RePlay also slightly darkened the coloration of the asphalt, which will result in quicker melting of snow and ice during the winter. This will all benefit motorist

safety. We have also noticed that skid resistance has been maintained in the road treated with RePlay."

The STC is working to enact similar "The use of soy-based asphalt and

projects in all thirteen states that comprise the organization. Both RePlay and Poreshield — a soy-based concrete enhancer produced by a different company — are being promoted. concrete sealants checks a number of important boxes," says Steve Reinhard, a soybean farmer from Bucyrus, Ohio, and board member on the Ohio Soybean Council and the Soy

#### 2021 Outstanding Achievement Award Recipient -**Soy Transportation Coalition**

Soybean farmers rely on a cost effective, reliable and competitive transportation system to move their crops from the farm to end users whether they are down the road or around the world. That's why the Soy Transportation Coalition (STC) was established in 2007. STC works to improve soy transportation and increase the use of soy in products like soy-based asphalt sealant.

As a result of their efforts, the Ohio Soybean Council recognized STC with the "2021 Outstanding Achievement Award" at their industry dinner in December of 2021. The award recognizes individuals and organizations who have demonstrated significant contributions to the Ohio soybean industry and have expanded opportunities for the state's soybean farmers.

"The Soy Transportation Coalition has worked for over a decade to ensure U.S. soybeans have a reliable and cost-effective transportation system. I previously served on their board and was completely blown away by breadth and depth of their work," said Jeff Magyar, Ohio Soybean

Council chairman and Ashtabula County soybean farmer. "In Ohio, we have continuously seen the benefits of the work STC does so they were an obvious choice to receive our Outstanding Achievement Award for 2021."

Farmer-led organizations like the Ohio Soybean Council make the STC a success, says Mike Steenhoek, executive director of the Soybean Transportation Coalition. Steenhoek accepted the award on behalf of STC.

"I sincerely appreciate the recognition from the Ohio Soybean Council," said Steenhoek. "One of the key organizations that helped create and have continued to sustain the Soy Transportation Coalition has been the Ohio Soybean Council," Steenhoek added.

Ohio soybean farmers harvested nearly 4.92 million acres in 2020, according to the U.S. Department of

Transportation Coalition. "It first increases the longevity of our roads and bridges. Second, it does so in an environmentally sustainable way. Finally, it provides another marketing opportunity for soybean farmers. We hope to encourage greater momentum throughout the country in using these products."

To inquire further about the STC pilot project, contact Mike Steenhoek, executive director of the Soy Transportation Coalition, at 515-727-0665 or msteenhoek@ soytransportation.org.



From left to right: Past OSC Chairman **Bill Bateson, Soy Transportation Coalition Executive Director Mike** Steenhoek and OSC Executive Director Kirk Merritt.

Agriculture. Production at this scale emphasizes the important role dependable infrastructure plays in the transportation and sale of soy.

"Farmer leaders from Ohio and other states have been integral to our success and will remain so in the future," said Steenhoek.

To learn more about STC, visit soytransportation.org.

#### **Pioneer Plenish Premiums**

The food industry and consumers continue to drive the increased demand for healthier ingredient options including healthier cooking oil. Plenish<sup>®</sup> high oleic soybean oil fills that demand, and Pioneer<sup>®</sup> Plenish high oleic soybeans offer farmers a profitable way to differentiate their crop.

OHIO SOYBEAN COUNCIL

In 2022, premiums will reflect the rising demand for Plenish high oleic soybean oil by significantly exceeding the 2021 premiums. "Premiums are more attractive than ever for growers who plant Plenish high oleic soybeans," said Roger Theisen, Pioneer's marketing manager for Plenish soybeans.

The footprint of Ohio delivery points has also grown, with four processors, ADM, Bunge, Cargill, and Conneautville Soybean Crushing LLC, and over 20 elevators accepting Plenish in 2022 giving Ohio farmers additional local opportunities to participate in the Plenish market.

When asked about the agronomics of **Pioneer Plenish** high oleic soybeans Theisen said, "Growers can expect to get the same elite genetics, agronomic characteristics, defensive traits and vield performance from varieties of Plenish soybeans as they would

with Pioneer varieties of commodity soybeans. This is a great opportunity for growers to expand their options and differentiate their income."

Plenish high oleic soybeans provide farmers with the opportunity to earn a premium and participate in a growing sector of the soybean market.



According to the United Soybean Board, high oleic soybean acres are projected to increase to one million acres nationally in 2022, and Ohio farmers are leading that movement.

Additional program details are available from local Pioneer sales representatives, or at **Pioneer.com/ Plenish.** 

#### Online Learning Program for Young and Beginning Farmers

The Ohio Soybean Council and soybean checkoff is committed to supporting young and beginning farmers as they start to build their own successful farm operations. Out of this commitment came the concept for the GrowU program, a series of free, online master classes taught by industry experts and academics, to provide young soybean producers the foundational knowledge they need to propel their farm from a way of life to a full-fledged, growing business.

In the form of short, 15- to 20-minute-long videos, these sessions will cover topics including farm profitability, taxes, grain marketing, data management and more. The classes are meant to serve as an introduction to these topics and provide participants with the tools to seek out further information as they continue farming. Learners will work through the classes at their own pace and complete the corresponding workbook material. Once the completed workbook is submitted to a designated staff member with the Ohio Soybean Council, a certificate of recognition for completing the course will be sent to the learner.

The program is available now. Access videos and download course material at **SoyOhio.org/GrowU**.

## WISHH works with key international stakeholders to demonstrate U.S. soy's value for businesses and communities.



#### Connect with WISHH wishh.org





WISHH is a program of the American Soybean Association and is funded in part by the United Soybean Board and state soybean board checkoff programs.



March-April 2022







"THE CHECKOFF HAS BEEN A HELP TO US. IT'S OPENED FOREIGN MARKETS AND FUNDED RESEARCH ON DISEASES AND FUNGI. THE RESEARCH AND DEVELOPMENT HAS JUST BEEN VERY POSITIVE."

-JAN LAYMAN, KENTON, OHIO

BY INVESTING IN THE SOYBEAN CHECKOFF, FARMERS ENSURE END-USER DEMANDS ARE MET WHILE RAISING SOYBEANS PROFITABLY. USING INFORMATION FROM THE OHIO SOYBEAN COUNCIL, FARMERS TRACK RESEARCH ON NEW VARIETIES, NEW USES AND NEW FOREIGN MARKETS TO GROW NEW OPPORTUNITIES.

LEARN MORE AT SOYOHIO.ORG/HEREWEGROW.

BROUGHT TO YOU BY OHIO SOYBEAN FARMERS AND THEIR CHECKOFF.

