

# Ohio Soybean News™

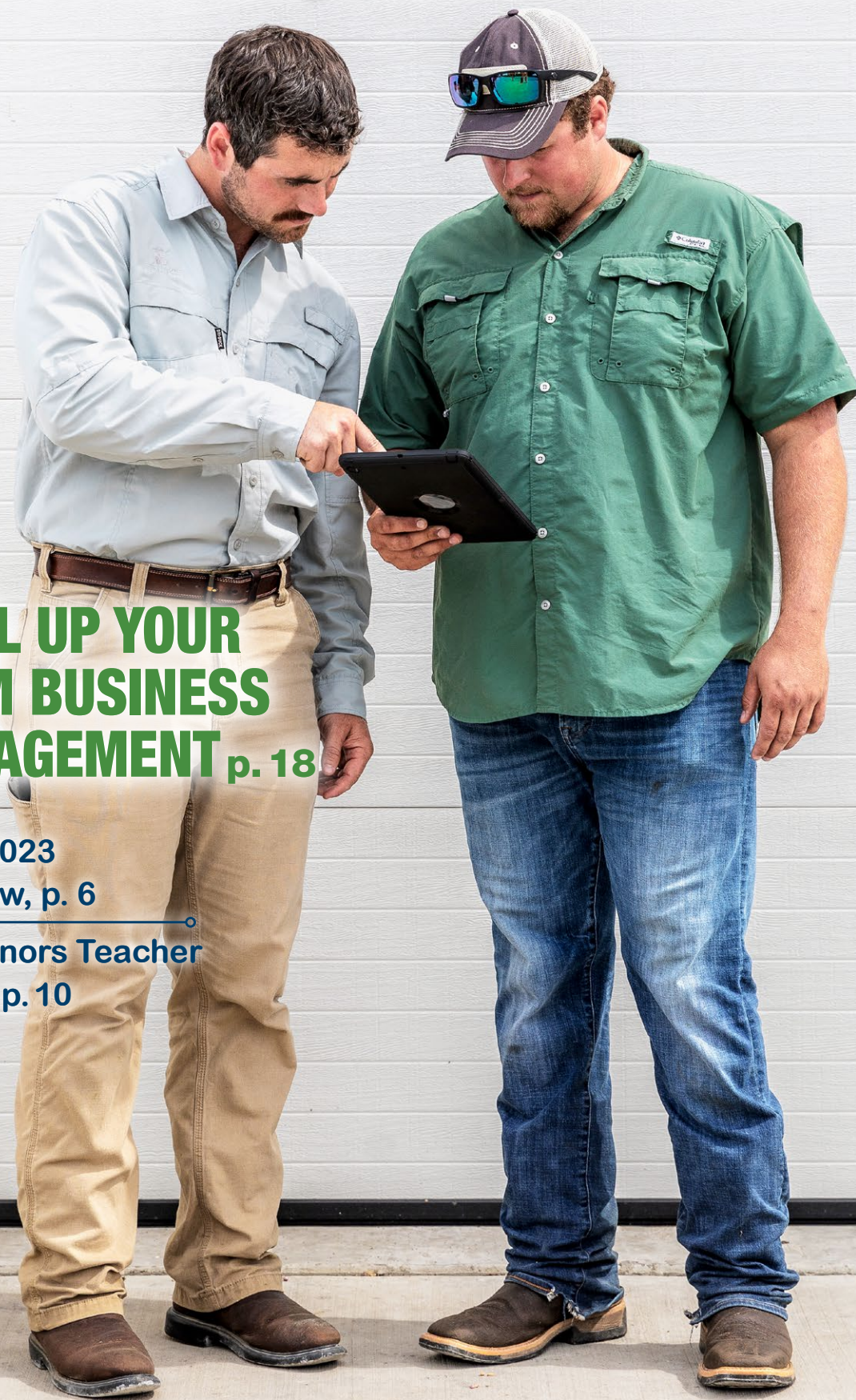
JANUARY-FEBRUARY 2024

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

## LEVEL UP YOUR FARM BUSINESS MANAGEMENT p. 18

OSA's 2023  
In Review, p. 6

OSC Honors Teacher  
Leader, p. 10





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# Ohio

January-February 2024  
Vol. 14, No. 1



**COVER STORY:** Everyone knows that having a business plan for your farm will make life easier, but that doesn't make it any less difficult to make that plan. Fortunately, the Ohio Soybean Council and soybean checkoff has partnered with the new Farm Financial Management and Policy Institute (FFMPI) at The Ohio State University to make planning for your business a little bit easier. Learn more about FFMPI on pages 18-19.

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**Rusty Goebel**  
Ohio Soybean Association President  
Williams County soybean farmer

# A Letter From the President

Happy New Year to all! I am honored to begin my term as President of the Ohio Soybean Association (OSA) Board of Trustees. I would like to thank my fellow board members for trusting me with this position. I would also like to thank Patrick Knouff of Shelby County for his work as president over the past two years. I look forward to continuing to work with him as chairman. I also want to extend my congratulations to the other farmers who will be joining me on the Executive Committee.

I also serve on the American Soybean Board, so I have gotten to see firsthand what our organizations were able to accomplish in 2023. From successfully advocating for reform of the Ohio Commercial Activity Tax to pushing back against U.S. EPA regulations of crop protection tools, we've had a busy year defending and promoting our industry. You can read more about our work in 2023 in our legislative review on page 6.

None of this would be possible without our members. January — especially in an election year — is the perfect time to join OSA or renew your lapsed membership. If you're already a member, I encourage you to

reach out to your OSA representative to find out ways you can help further our cause. More information on our different membership opportunities can be found by visiting

[www.soyohio.org/Membership](http://www.soyohio.org/Membership).

Every farm is different, but all operations should have a good business plan in place, which is why this issue of Ohio Soybean News is dedicated to farm business management. From retirement and succession planning to the new Farm Financial Management and Policy Institute at

The Ohio State University, we wanted to highlight the resources available for farmers to improve their operations for generations to come.

Thank you for reading the Ohio Soybean News and I look forward to serving as your OSA President for the next two years!

*Rusty Goebel*  
Rusty Goebel



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Ohio Soybean News is published six times a year by the Ohio Soybean Association, 918 Proprietors Rd., Suite A, Worthington, OH 43085. Phone: 614-476-3100.

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### OSA 2023 In Review

In 2023, the Ohio Soybean Association (OSA) focused on policy issues that impact soybean growers specifically and worked to amplify the voice of agriculture through our cooperation and partnership with many different stakeholders.

**Tax Reform** — OSA successfully advocated for reform of the Ohio Commercial Activity Tax. Recent changes will eliminate tax liability for 90% of Ohio businesses. Under this change, farms will pay no taxes on the first \$3 million of gross receipts in tax year 2024, and will pay no taxes on the first \$6 million of gross receipts in tax year 2025.

**Crop Protection** — The U.S. EPA proposed new regulations that would significantly hamper the ability of farmers to use tools that help them control weeds and pests that have impacts on yields, preserve soil and keep crop nutrients from leaving farm fields. OSA fought against these unworkable regulatory approaches on crop protection tools.

**Farm Bill** — OSA worked to promote farmer priorities as congress started debate on a new five-year Farm Bill. Protecting crop insurance, commodity price loss and revenue protection as well as market development programs,



From left to right: OSA Executive Director Kirk Merritt, OSA board member Scott Metzger, Rep. Marcy Kaptur, OSA President Rusty Goebel, and Corteva Agriscience U.S. Industry Affairs Leader Matt Rekoweg. OSA's work not only involves meeting with legislators in Columbus and Washington, D.C., but also connecting with industry leaders to ensure that the policy needs from partners across the value chain are being met.

such as the Foreign Market Development Program (FMD) and Market Access Program (MAP), were among the many topics shared with members of congress.

**Water Quality** — OSA helped secure more state funding for H2Ohio. This program invests in farmer practices which promote improvements in water quality instead of a one-size fits all regulatory approach. With this new commitment, the H2Ohio program was made available to farmers across Ohio.

**Extension and Research Services** — Ohio State University Extension services funding was increased by more than \$1.5 million with OSA support. This will help expand Extension's ability to provide farmers data-driven educational and technical support. More than \$10 million was awarded to the Ohio State University College of Food, Agriculture and Environmental Sciences to improve learning laboratories that benefit advancements in animal agriculture.

**Advocacy In Action** — The Ohio Soybean Association launched a new program called the Farmer Action Network. This program aims to engage farmers who want to be more engaged in active advocacy. As part of the Farmer Action Network, this group of farmers will be the first to receive notices for calls to action, in-district political events and Ohio Soybean-hosted advocacy events designed to enhance farmer engagement issues important to soybean farmers. ♦

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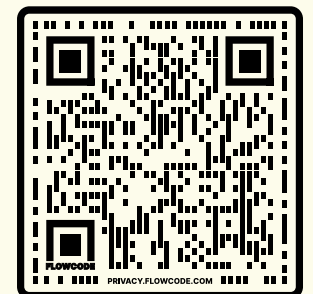
## Make Moves with U.S. Soy

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# GrowNextGen Awards 2023 Teacher Leader of the Year



Jamie Brown

Jamie Brown, a 6th-grade science teacher at Miami East Junior High, has been named the 2023 GrowNextGen Teacher Leader of the Year in recognition of her remarkable dedication helping to connect the science of agriculture to classrooms across Ohio.

GrowNextGen brings agriculture science to the K-12 classroom by providing real-world educational tools to engage the next generation workforce. Backed by funding from the Ohio Soybean Council and soybean checkoff, GrowNextGen helps expose students to different career fields in a thriving industry.

As a teacher, Brown enjoys leading students to explore their passions, particularly in fields that students aren't familiar with in their daily life. "By doing so, I get to see students grow a passion for not only science and math but also a passion for connecting these concepts to their everyday lives, making learning meaningful," Brown said. "Seeing the spark they get when they get to

explore something they're passionate about makes my job so worthwhile."

As a teacher leader, Brown has advanced GrowNextGen's mission to make science more accessible and relatable through the real-world use of biology, chemistry and environmental science.

"I am fortunate to work in a district surrounded by agriculture. However, as I began to teach about soil, I realized very few students knew anything about the processes going on in the fields outside our classroom windows," Brown said. "By pulling in agriculture, my soil unit became much more interesting and applicable to students. They started to better understand the importance of agriculture not only on a global level but also how agriculture plays a vital part in their community."

In addition to participating in national STEM initiatives, Brown's dedication to science education has particularly influenced her peers in Ohio.

She is pivotal in facilitating teacher placements in externship programs with prominent agricultural companies. She presents at education conferences and her contributions on GrowNextGen's teacher advisory committee help shape lessons and e-learning resources that are distributed statewide.

Brown previously participated in an externship with BASF. As a result of her experience, Brown developed a claim, evidence, reasoning exercise

focused on the variables that can affect plant health and yield. This curriculum helps students consider the many variables that play into keeping a plant healthy and producing high yields.

Jane Hunt, lead educator with GrowNextGen, stated, "Jamie Brown's role as a GrowNextGen teacher leader is a prime example of empowering fellow teachers to make a profound impact in science education."

Jamie Brown was awarded the Teacher Leader of the Year accolade at the Ohio Soybean Council's annual dinner on December 11, 2023. Regarding the GrowNextGen program, Brown said, "I am thankful



for great professional development that focuses on challenging teachers to get students excited about agriculture. I have shared many resources with other teachers in my building and district. From the bottom of my heart, thank you for the training and supplies you provide teachers to help students learn and grow!"

Teachers interested in free STEM resources for their classroom can learn more about the GrowNextGen program at [grownextgen.org](http://grownextgen.org). ♦



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# Retirement Plans for Farm Operators

By Scott Newport, Field Staff,  
Illinois Farm Business Farm Management

It is never too early to start thinking about retirement. There are several options available, however, the retirement plan space can be very complex. The following is a synopsis of some of the more common retirement plan options followed by a table that outlines the characteristics of each type of plan.

## Individual Retirement Account – IRA

IRAs are the least complex and most versatile. The deduction is limited to the lesser of wages plus net self-employment income or \$6,000 per taxpayer (\$7,000 if 50 or older). A couple filing a joint return can each make a \$6,000 (\$7,000 for 50+) contribution as long as their combined earned income exceeds the amount of their combined contribution. If either spouse participates in an employer sponsored retirement plan, deductibility is phased out at higher income levels. The contribution must be made by the due date of the return not including extensions. Due to the basic nature of IRAs, further discussion is not included in the table below.

## Simplified Employee Pension – SEP IRA

SEP IRAs allow a greater contribution amount — as much as 20% of net self-employment income up to \$57,000. There are no annual filing requirements, however, contributions must be made on behalf of part-time employees that meet minimum requirements.

## Profit Sharing – Money Purchase Plan

These plans also allow contributions as high as 20% of net self-employment income up to \$57,000. Annual reports (form 5500) are required for multiple participant plans or if the total assets of the plan exceed \$250,000. Part-time employees (<1,000 hours) can be excluded from the plan.

## Savings Incentive Match Plans for Employees – Simple IRA

These plans are relatively “simple” like an IRA, however, they allow greater contributions than an IRA (\$13,500 plus \$3,000 for 50+). These plans must be established by October 1 of the plan year and are required to distribute form 5305-SIMPLE to each participating employee annually.



GETTY IMAGES

## Solo 401k and Simple 401k

401ks offer greater employee deferral amounts as well as employer contributions of up to 25% of employee wages up to \$57,000. A self-employed individual is considered an employee and employer for the purposes of contribution limits. Annual reports (form 5500 or 5500-SF) are required for multiple participant plans or if the total assets of the plan exceed \$250,000. Part-time employees (<1,000 hours) can be excluded from the plan.

## Defined Benefit Plans

These plans allow the largest contribution amounts. These contributions may be \$250,000+ depending on the age and earnings of the employee/employer. Contributions are based on what is needed to provide definitely determinable benefits to plan participants. These plans are the most complex and involve substantial annual administrative expenses. ♦

To see a comparison of these plans, scan the QR code.



# Ohio Farmers Elected to Serve in National Leadership Roles

In December, two Ohio soybean farmers were elected to national leadership positions. Ohio Soybean Council (OSC) board member Steve Reinhard was elected to lead the national United Soybean Board (USB) as its chair. Reinhard has served on USB since 2017 and previously served as the Demand Action Team Chair, treasurer and vice chair.

Scott Metzger, an Ohio Soybean Association (OSA) board member from Ross County, was elected to serve as the American Soybean Association (ASA) secretary for the upcoming year. He previously served as on ASA’s executive committee as treasurer and as president of OSA. Metzger is also on the OSC Board of Trustees.

“Congratulations to Steve on his newly elected position,” said OSC chairman Jeff Magyar, who farms in Ashtabula County. “He is the perfect candidate to lead the national soybean checkoff during a time when the soybean industry is full of opportunity.”

Reinhard farms 1,300 acres of soybeans, corn and wheat in Bucyrus, Ohio. In addition to his position on USB, he serves on the OSC Board of Trustees, where he has previously served as Chairman, Vice Chairman and Treasurer. In addition to his roles on OSC and USB, Reinhard also represented Ohio on the Soy Transportation Coalition Board of Trustees. He earned Bachelor of Science degrees from The Ohio State University in agriculture education and agriculture economics.

Along with Reinhard serving as the new chair, the United Soybean Board recently announced the



Scott Metzger

addition of a new CEO, Lucas Lentsch, who previously worked on the Dairy Management Inc. leadership team, which manages the national dairy checkoff. Additionally, the board elected Ed Lammers (NE) as vice chair, Philip Good (MS) as secretary and Brent Gattton (KY) as treasurer.

“Congratulations to Scott as he begins his time as ASA’s secretary,” said OSA President Patrick Knouff, who farms in Shelby County. “His exemplary leadership will be necessary as Congress navigates a new farm bill in 2024.”

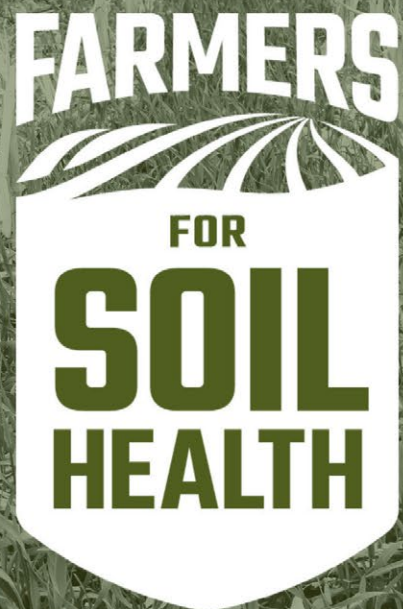
Metzger and his family farm more than 3,100 acres of soybeans, corn and wheat. He received a B.S. in Agronomy and Agricultural Business at The Ohio State University. He has also participated in many leadership programs including Ohio Farm Bureau’s AgriPower and American Soybean Association’s Dupont Young Leader Program.

Josh Gackle (ND), who previously served as ASA vice president, will serve as 2024 ASA president. Gackle began serving on ASA’s board of directors in Dec. 2017. He farms 2,800 acres of soybeans and produces corn, wheat and barley. The ASA board elected Caleb Ragland (KY) as ASA vice president, a role that puts him in line to serve as the association’s president in 2025.

In addition, the board elected Dave Walton (IA) as treasurer; Alan Meadows (TN), Ronnie Russell (MO), Heather Feuerstein (MI), and Jim Kukowski (MN) as at-large members of the executive committee. ♦



Steve Reinhard



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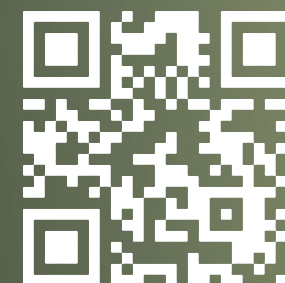
Healthy soil and cover crops can increase crop yields, improving your bottom line and farm profitability. Farmers enrolled in Farmers for Soil Health can receive incentivized cover crop payments up to \$50/acre over three years. The program offers free technical assistance for four years and a one-year lookback on existing acres.

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Thinking of starting a farm transition/succession plan? Review the key components of a plan, what information is needed and topics to consider

INFORMATION NEEDED

Goals

Begin to write down what the goals are for the farm and the family.

- What is the future of the farm?
- Have you asked your heirs what they want?
- Ask each member of the family to write down what they would do with the family farm if they were in the process of planning.

Legal

Prior to the planning process, you do not need to know the nuts and bolts of wills and trusts, tax consequences or how business entities work. However, if you have some or all of these items begin to compile them.

- Gather copies of any wills and trusts that may have already been established.
- Compile copies of any formed entities.

Business

For planning, you will need to gather business documents related to financials, lending and insurance.

- Have available a balance sheet for the farming operation. The balance sheet does not need to be formal but should contain net worth, assets owned and debt owed.
- Gather documents for any loans.
- Compile insurance information.

ADDITIONAL INFORMATION

**Family Information** - List of all family members. Include address, date of birth, Social Security number, Driver's License number, etc. If married, include information for both sides of the family.

**Farm Information** - Who is currently contributing to the farm? Who makes decisions? What entities are in place? What are the farm assets?

**List of Assets and Asset Titling** - Include personal, farm and non-farm assets and title information.

FOR YOUR ATTORNEY

What they will need to know:

- Information for you and your family members.
- Family dynamics (Does everyone get along? What are the potential conflicts?)
- Details of farming operation (Who is currently working on the farm? Who makes the decisions?)

Topics to discuss:

- Will-based vs. trust-based plans.
- Role of life insurance, gifting, buy-sell agreements.
- How to distribute assets.
- Protection of assets.



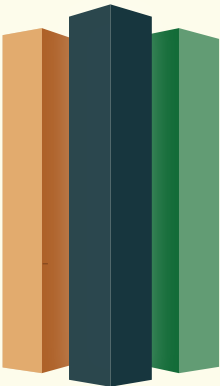
Download The Ohio State University's, "Getting Your Farm And Family Affairs In Order" publication, created by David Marrison, Associate Professor.  
[www.go.osu.edu/farmsuccession](http://www.go.osu.edu/farmsuccession)



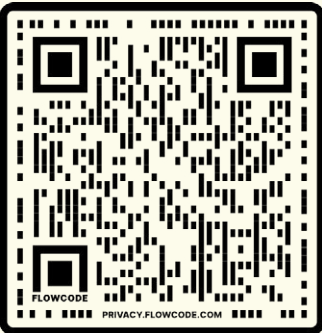
Make Moves with U.S. Soy

WISHH connects Trade, Development & Food Security in Cambodia where **fish account for 61% of households' animal protein** intake. We cultivate trade with Cambodian feed mills that are buying U.S. soybean meal for the growing aquaculture industry that WISHH is developing. Our trade and development work makes protein more available in the country where **45% of Cambodians live in moderate or severe food insecurity**.

Find out how WISHH's three pillars of trade, development and food security cultivate new markets for U.S. Soy protein.



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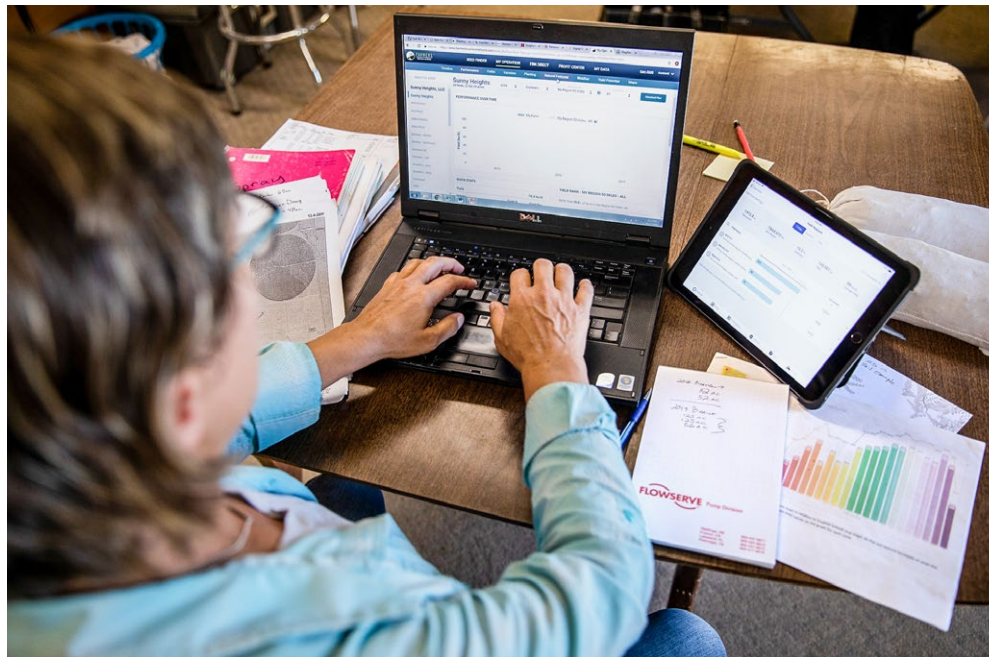
# FFMPI: The Farmer-First Institute at OSU

By Eric Robinson

In November 2022, The Ohio State University College of Food, Agricultural, and Environmental Sciences (CFAES) selected David Marrison as interim director to lead the Farm Financial Management and Policy Institute (FFMPI). Launched to help Ohio farmers manage their businesses, the program has seen tremendous growth in the first year of operation and will hope to continue that momentum into the future.

FFMPI was created through House Bill 110 that was in the 134th General Assembly in September of 2021. Initial funding to start the FFMPI was given by the Ohio Legislature. The institute is advised by a 15-member advisory council made up of faculty and staff members from the university as well as industry partners.

With a mission of being a unified center for CFAES's farm financial management and agricultural



policy presence and a vision to produce practical research, creative translation, innovative education and unparalleled partnerships for those sectors as well, FFMPI has secured close to one million dollars in funding to help promote these programs for farmers, with one partner being the Ohio Soybean Council.

From a quarterly grain marketing series to a two-day grain marketing workshop with plans for an online grain marketing course, the partnership between OSC and FFMPI has already begun to benefit Ohio farmers.

"We really appreciate the support from the Ohio Soybean Council," Marrison said. "I can't think of a better way to help farmers be more profitable than to increase the grain marketing skills that they have, to get a better price point for the product that they are selling. So we're excited about the partnership and that was just in year one."

Alongside a push for resources regarding grain marketing, FFMPI also has programs in the areas of farm financial management and farm succession and estate planning. Marrison said one of the strengths of FFMPI is the willingness to bring in the right experts to assist farmers in a variety of topics.

"This is the melting pot of bringing in a lot of different resources to be able to provide farm management and ag policy expertise to Ohio farmers," Marrison said. "So that could be using our traditional extension farm management specialists, but it could also mean reaching across our campus into some of our schools like the law school and the business school to pull in expertise for Ohio farmers. As well as looking to industry specialists as well as specialists from other universities across the nation that could add value to our farmers."

The FFMPI works to help farmers become better in all of these areas, as they all go together to help make the farm successful. Every component is necessary to be profitable, which is part of the goal for the institute.

"To be successful in any business, there has to be a component where you are really in tune with your financial management," Marrison said. "So working with our financial management, understanding those numbers, being able to track financial ratios and having good balance sheets then will allow you to know your cost of production which then in turn will allow you to become a better grain marketer and, if you are mixing the farm finances in with better marketing decisions that should translate into your profitability. The bottom line is we want and need Ohio farmers to be profitable."

None of this would have been possible without a lot of support, and Marrison said there has been no shortage of that in the early stages of the FFMPI, which has helped the institute build something unique.

"The best part of this is just the support that both CFAES as well as the agriculture industry has given to custom make an institute which is not your typical institute," Marrison said. "We're not building this to resemble anything else out there across the country. It is being developed based on how today's economy and agriculture are."

Today's economy and agriculture have experts everywhere, and it

is that mentality that has led to a strategy of listening to farmers and bringing in the brightest minds to make the FFMPI a success.

"We're able to blend in expertise from industry experts as well as experts from other universities for the benefit of Ohio farmers," Marrison said. "In the old days, we would try to hire everybody in our own shop to do this, but we know there are different ways to leverage expertise for Ohio farmers. You're building something



from scratch and we're taking our time to be methodical in hearing from the industry and hearing what farmers want and what their biggest needs are."

This combination of voices from across the industry can only be to the benefit of farmers.

"It's an iron sharpens iron mentality," Marrison said. "What our producers in Ohio deserve is

that we take the best iron that we have regardless of where they are from. We're bringing in the best of the best to sharpen them up so that in the end it translates into helping our farmers"

Year one saw a heavy emphasis on farm financial management and heading into year two of the FFMPI, Marrison said there is a lot to look forward to.

"We're going to really dive into the area of grain marketing and getting the top dollar based on your cost of production," Marrison said. "Then as we move forward and give attention to each spoke of the wheel, human resources will be part of that."

One important aspect of planning for the FFMPI is having an essence of adaptability and making sure farmers can stay up to date with the latest trends.

"We're trying to be nimble," Marrison said. "If we're connected to the industry, if we're connected to other universities and even the colleges and departments within those universities, we'll be a little quicker to react to the new things that are coming out."

Marrison also hopes that those in the industry will continue to give their ideas on how to make the FFMPI better.

"If people have thoughts about farm management education and ag policy education here in the state of Ohio do not hesitate to reach out to us to be able to provide input," Marrison said. "We're always looking for feedback our industry partners but more importantly from our producers."

You can learn more about the FFMPI by going to [farmoffice.osu.edu](http://farmoffice.osu.edu). ♦



David Marrison



## Farm On Course Helps Farmers Manage Better

By Tracy Turner

A new online farm management course offered by The Ohio State University College of Food, Agricultural, and Environmental Sciences (CFAES) will help Ohio's beginning farmers qualify for the requirements of the Ohio Department of Agriculture's Beginning Farmer Tax Credit program.

Called Farm On, the self-paced, on-demand farm financial management course was created by Ohio State University Extension professionals and is offered through OSU Extension's new Farm Financial Management and Policy Institute (FFMPI), said Eric Richer, assistant professor and OSU Extension field specialist in farm management.

OSU Extension is the outreach arm of CFAES.

"The Farm On financial management course was created to address the needs of Ohio's new and beginning farmers who want to better prepare themselves to operate a commercial farm in Ohio and do that with a high level of economic stability while remaining profitable and responsible at every step along the way," said Richer, who is the lead instructor for the

Farm On course. "We believe Farm On will be a great deliverable to Ohio's agriculture industry because it is on-demand, self-paced, and taught by Ohio State's expert farm management instructors."

The Farm On course includes multiple video lessons, 10 quizzes, 10 exercises, individual and group consultations and a 10-module course that covers the following topics:

- Farm Business Planning
- Balance Sheets
- Income Statements
- Cash Flow Projections
- Calculating Cost of Production
- Farm Record Keeping
- Farm Taxes
- Farm Financing
- Risk Management
- Farm Business Analysis

The Farm On course allows CFAES to serve the needs of farmers through OSU Extension and our FFMPI, said Cathann A. Kress, Ohio State vice president for agricultural administration and dean of CFAES.

The Ohio House Bill 95 Beginning Farmer Tax Credit program went into effect in July 2022 and grants a 3.99% tax credit to landowners who sell or lease assets to a certified Ohio

beginning farmer. The new law also allows an Ohio tax credit to the certified beginning farmer equal to the cost of the financial management course completed, Richer said. The Farm On course costs \$300 per person.

"Ohio State's Farm On course is a great way to help Ohio farmers qualify for ODA's new Beginning Farmer Tax Credit program, which is an important tool to help current, beginning farmers and potential, future farmers do what they do best," said ODA Director Brian Baldrige. "We are thankful for this partnership that is helping to keep Ohio's hard-working farmers at the forefront."

Farm On, which is just one of the programs offered through the new FFMPI, isn't just for new and beginning farmers, said Peggy Hall, CFAES agricultural and resource law specialist and a Farm On instructor.

"This course provides an opportunity for any farmer in Ohio, whether you're a new farmer, a seasoned farmer, a small farmer, or a large farmer," Hall said. "For a long time, we've needed to have this course in Ohio because farm management is so critical to ensuring the future of our farms."

To sign up for Farm On, go to [go.osu.edu/farmon](https://go.osu.edu/farmon). ♦



You're where the rubber meets the road.  
And the engine. And the interior.

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Moving Soy Forward.  
Moving You Forward.



## 2023 Industry Dinner



Jamie Brown



Jeff Magyar



Justin Esselburn



Caitlyn Heimerl



Jeff McKanna



Patrick Knouff

This year's Industry Dinner offered the chance to reflect upon and celebrate the 2023 accomplishments of the Ohio Soybean Council (OSC) and Ohio Soybean Association (OSA). This year, OSC honored Page and Wade Thorson and their business Benchmark Biodiesel with the Outstanding Achievement Award for their efforts to make soy-based biodiesel more widely available across the state. Dinner was accompanied by Voice of the Buckeyes Paul Keel's keynote address about his career working for Ohio State and what qualities good leaders have. OSC and OSA also recognized their retiring members, as well as their outgoing chairman and president, respectively.

### GrowNextGen Teacher Leader of the Year Jamie Brown

Jamie is a 6th-grade science teacher at Miami East Junior High. As a teacher leader, Jamie has advanced GrowNextGen's mission to make agriculture more accessible and relatable through the real-world use of biology, chemistry and environmental science. She presents at education conferences and her contributions on GrowNextGen's teacher advisory committee helps shape lessons and e-learning resources that are distributed statewide.

### OSC Outgoing Chairman Jeff Magyar

Jeff Magyar served as chairman of the Ohio Soybean Council from 2022–23. He raises 3,000 acres of soybeans and corn on his farm in Ashtabula County, including 1,500 acres of food grade soybeans. During his time with OSC, he has served as Secretary, Treasurer, Vice Chairman and Chairman. He is also a member of the Ohio Soybean Association Board of Trustees. Jeff has also served his fellow farmers as a board member for the United Soybean Board since 2019. In his time on the Council, he was previously on the board of the Soy Transportation Coalition.

### Retiring OSA Board Members Justin Esselburn

Justin Esselburn of Holmes County joined OSA after completing the national ASA/Dupont Young Leader Program in 2020. He raises over 400 acres of soybeans and corn, and has a cow-calf operation. In addition to his work on OSA, he is a certified crop advisor for Loudonville Farmers Equity, helping other farmers develop agronomic plans.

### Caitlyn Heimerl

Caitlyn Heimerl of Licking County has served as an Industry Representative on the Ohio Soybean Association Board of Trustees since 2015. Her passion

for agriculture started with 4-H and FFA and still runs deep as she chased a career in the industry. For the past 11 years, Caitlyn has worked in seed sales sector. She currently works full time for Pioneer as a Territory Manager in Southeast Ohio, where she manages 13 agencies covering 90,000 acres of corn and 130,000 acres of soybeans. If she's not at the farm gate, she's at home in Johnstown, Ohio, with her three children.

### Jeff McKanna

Jeff McKanna of Hancock County has served on the Ohio Soybean Association Board of Trustees since 2018. He farms over 500 acres of soybeans, corn and wheat. During his time with OSA, Jeff served as secretary and treasurer.

### OSA Outgoing President Patrick Knouff

Patrick served as the OSA president from 2022–23. He manages more than 2,000 acres of soybeans and corn, as well as a herd of 75 heifers and small show pig operation on his farm in Shelby County. Before his time as president, he also served as OSA vice president and first vice president. He previously served on the Ohio Soybean Council from 2008–2016 and led the organization as chairman from 2014–15. Patrick previously served as chairman of the national Soy Transportation Coalition. ♦

## Behind the Beans: Managing for the Future

By David Marrison, Professor and OSU Extension Field Specialist in Farm Management and Interim Director of the Farm Financial Management and Policy Institute (FFMPI)

My entire life has been directly connected to farms, farm management, education and Extension. I grew up on a 50-cow dairy farm in Ashtabula County and was actively involved in 4-H and FFA. Inspired by my dad who was an ag teacher before returning to the farm and my mom who was an Extension Home Economist, I knew I wanted to be involved in agriculture and to serve others. This led me to pursue a Bachelor of Science Degree in Agricultural Education and Agricultural Economics from The Ohio State University from 1986–1990. After an internship with the Walt Disney World Company, I attended Purdue University and received a Master of Science Degree in Education in 1992.

I stayed in western Indiana to be an Agricultural Science Teacher and FFA Advisor at North Montgomery High School in Crawfordsville, Indiana. After 5 incredible years of teaching, I returned to Ashtabula County in 1997 to replace Lanny Anderson at OSU Extension who retired after a 30-year career. Over the next 25 years, it was my pleasure to work as an Agricultural & Natural Resources (ANR) Extension Educator in Ashtabula, Trumbull and Coshocton counties. Then in November of 2022, I transitioned to the Field Specialist in Farm

Management position for OSU Extension.

I am excited to be a part of OSU Extension's renewed emphasis on farm management and am energized by the synergy which exists with our agricultural partners like the Ohio Soybean Association and Council. Over the past year, the newly created Farm Financial Management and Policy Institute (FFMPI) has been able to enhance OSU Extension's outreach in farm financial management, agricultural policy, marketing, risk management, labor management and agricultural law. My upbringing, education and employment have allowed me to see the connection between sound farm financial and production management practices and the viability of a farm operation. Practical life experience has taught me, however, that all families have "history" or some sort of "dysfunctionality." So, regardless of how sound our business practices are, attention has to be given to family dynamics and communication.

Ohio's agriculture industry has changed immensely in my lifetime, and it will continue to change. Throughout my career, I have had



the pleasure to work with some incredible farm managers. I have learned that the best of the best are willing to monitor their data, ask "why do we do what we do?" and strive to be a price-enhancer, not a price-settler.

Please know that our OSU Extension Farm Office team is here to help you as you manage your operation. Our mission is to provide high quality research-based education which empowers Ohio farmers and agribusinesses to be more profitable, efficient and effective while maintaining healthy relationships. We are excited to partner with you and the Ohio Soybean Association and Council. Check out our farm management resources at <https://farmoffice.osu.edu>. ♦

"Through the Soybean Council and as an Ohio soybean farmer, I am proud that we're **helping feed the world.**"

-CINDY LAYMAN, SOYBEAN GROWER  
KENTON, OH

# HERE IN OHIO, WE GROW POSSIBILITIES.



Making the world a better place is something we can do together. By investing in the Ohio Soybean Council, farmers get a firsthand look at the new products and research revolutionizing the industry, helping to further global demand, improve yields and create new opportunities for future generations.

Learn more at [SoyOhio.org/HereWeGrow](https://SoyOhio.org/HereWeGrow).