Ohio Soybean News™

WINTER I 2014

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

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Your bottom line matters.
Membership matters.
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Ohio Soybean News™

Winter I 2014 • Vol. 4, No. 6

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

Perspective

Jerry Bambauer
Ohio Soybean Association Chairman
Auglaize County soybean farmer

A Letter From the Chairman

Over the past several years, the Ohio soybean industry has seen its fair share of challenges and success stories. The quality of this year's crop varies across the state because rains delayed planting in several areas, but that is one challenge that we can't control.

One success that stands out from 2014 is the passage of the Farm Bill. It's no secret that agriculture plays an important role the legislative process, and getting a Farm Bill passed was a huge priority of the Ohio Soybean Association (OSA). The entire agriculture community pulled together, and worked to get a bill in place so producers can continue to farm successfully.

Senate Bill 150, the nutrient management and water quality bill, also passed this year. OSA worked closely with the Ohio Corn and Wheat Growers Association, Ohio Farm Bureau Federation and other Ohio agriculture groups to significantly reduce the burdensome regulations that were proposed in the original bill while also encouraging farmers to utilize the best nutrient management practices.

One opportunity that OSA continues to track is increasing access to foreign markets. Export markets are key to our success, as more than half of the soybean crop is exported, with China our largest export market by far. OSA supports Trans-Pacific Partnership (TPP) negotiations that achieve new market access for soybeans and meat. In addition, OSA supports negotiation of the TPP trade agreement between the U.S., Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, and Vietnam. OSA is hard at work on a number of policy, trade and regulatory issues that have a direct effect on your profitability as a soybean grower.

Another issue that OSA continues to focus on is the U.S. transportation system, which undoubtedly affects your bottom line. OSA wants to be sure the U.S. transportation system continues to give U.S. soybean farmers a competitive advantage. Be sure to check out the transportation issue update (page 12) from Tom Hance, who serves as a Washington representative for the American Soybean Association (ASA).

In closing, OSA continues to track issues at the statehouse and continues to represent its members in Columbus and Washington, D.C. on policy issues. OSA has made it a priority to meet with elected officials and legislators to educate them on the important role Ohio soybeans play in advancing our economy and community. Therefore, the OSA Board of Trustees will participate in Statehouse and Capitol visits this upcoming spring.

I hope you and your family have a safe and joyful holiday season.

Jerry Bambauer

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OHIO SOYBEAN COUNCIL

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

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

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SEEDS PER POD
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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, and education and promotion projects.

SOY OHIO℠
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Join the Ohio Soybean Association

Your business matters. Your bottom line matters. Membership matters.

The Ohio Soybean Association (OSA) provides leadership for Ohio soybean farmers by promoting effective policies and legislation to ensure a growing and profitable soybean industry. To accomplish that mission, OSA farmer leaders work hard to stay on top of bill movement, regulatory rules and other changes to policy that are moving through our state and federal government. And when something comes up that will affect your bottom line, we're there in the offices of your legislators to ensure your voice is heard.

But we can't do this alone. Ohio soybean checkoff dollars cannot legally be used for lobbying activities, so your OSA membership is vital to the continued work that we do. Membership fees and your ability to mobilize when needed and call your legislators is critical in the legislative process.

When you join OSA, you will also become a member of the American Soybean Association (ASA) and enjoy additional benefits. By joining OSA and ASA, you make an impact at the national and state level.

Membership Benefits include:

- 10% discount on one time purchase at Tractor Supply Company (3-year membership incentive)
- Rebate coupon for $.05/gallon up to 2,000 gallons of soy biodiesel (3-year membership incentive)
- Subscription to *Ohio's Country Journal*
- 6 issues of the *Ohio Soybean News* magazine
- 9 issues of the *Ohio Leader Letter* - OSA's member-only newsletter
- NEW MEMBERS: *Fastline Publications* - buy 1 year @$20, get 2nd year for $10
- NEW MEMBERS: Eligible to win 50 hours on a MT 600 Challenger tractor
- Join or renew as a 3-year member and receive a coupon worth $205 off the purchase of a minimum of 100 bags of soybean seed from a participating company listed below:

- AchieveLinks Member Rewards Program – earn reward points redeemable at more than 1,200 vendors, www.soygrowers.com
- National Biodiesel Board – Ford Partner Recognition X-Plan Vehicle Pricing Program-exclusive savings on eligible Ford and Lincoln vehicles
- National Biodiesel Board – Chrysler Affiliate Reward Program –preferred price of 1% below factory invoice on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- National Biodiesel Board – GM Supplier Discount Program – exclusive savings on eligible GMC, Chevrolet, Buick and Cadillac vehicles
- SOY Scholarship – children and grandchildren of ASA members are eligible to compete for the $5,000 Secure Optimal Yield Scholarship, www.soygrowers.com/soy/scholarship.htm
- Cabela's gift cards – 10% discount through a special link on www.soygrowers.com
- True Harvest by FarmLink – Yield Benchmarking Service – ASA members receive a 5% discount on this valuable yield benchmarking service and receive a free one year ASA membership with first purchase
- eLegacyConnect – Succession Solutions for Farm Families – ASA members receive a 20% discount on an annual subscription to eLegacyConnect, a subscription-based succession planning web community
- Commodity Classic – Reduced registration rate to attend Commodity Classic

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SUPERIOR BREEDING LEADS TO HIGHER YIELDS IN OHIO

Asgrow® soybean breeder Jim Behm weighs in on the importance of breeding and some new products coming down the pipeline for Asgrow soybeans

The journey to this year's soybean harvest started long before spring planting. For Monsanto's soybean breeding scientists, new populations start each year at their home locations and multiple-season nurseries in Hawaii and Puerto Rico. They use experimental lines over several generations, combining molecular markers with visual selection in North and South America before a candidate even makes it to the yield trial phase.

Breeding Products for Ohio Farmers

Soybean breeder Jim Behm, from Monsanto's Findlay Breeding Research Facility in Ohio, is one member of the pool of talented scientists around the world who contributes to the advancement of products for farmers. Having been in the soybean breeding industry for 35 years, he first saw many of the products Ohio farmers use today when they were just traits on his crossing block — before they ever made it into a test plot, let alone into a farmer's field for commercial use.

"Farmers in Ohio can have confidence that the Asgrow products they are using were developed and tested here in Ohio over multiple years and in multiple environments," says Behm, noting that "plant breeding is a long-term endeavor" during which genes are carefully chosen to provide the best solutions for farmers in the area they are being developed for.

Phytophthora Root Rot – An Ohio Farmer's Enemy

It is no surprise that farmers in Ohio have a constant battle with Phytophthora root rot on their soybean acres. Behm and his team have been working for years to create the quality Asgrow products that farmers are now using to combat the pathogen. In fact, Behm was one of the first people to work on the development of the dual-gene focus Asgrow has taken in Ohio, leading to products that now have Phytophthora root rot resistance.

Asgrow Products Drive Innovation

Roundup Ready 2 Xtend™ — Given the tradition of excellence that Genuity® Roundup Ready 2 Yield® technology has already provided to farmers, the future addition of dicamba tolerance makes Roundup Ready 2 Xtend soybeans something for farmers to look forward to. Pending regulatory approvals, this product will provide soybean farmers in Ohio another tool to help control resistant and tough-to-control weeds. Once approved, farmers can expect the same performance they have come to know and trust with Genuity Roundup Ready 2 Yield, says Behm, and the additional herbicide mode of action will provide farmers another tool to control weeds.

Vistive® Gold — Pending regulatory approvals, farmers can look forward to the potential for the health and industrial benefits of Vistive Gold soybeans, which carry the high oleic trait that reduces the amount of trans fats present in processing. The follow-up to its precursor, Vistive® low linolenic soybeans, this product has the potential to really perform well for Ohio farmers, according to Behm.

Working to Develop the Best Products Takes Time and Care

Bringing new innovations to the market, keeping current products reliable and preparing for the unpredictable are high priorities for Jim Behm and the expert breeders at Ohio's Findlay Monsanto Breeding Research Facility. Every choice made by breeders working with your Asgrow brand happens with results in mind. Of course, yields are always considered, but it goes much further than that. Climate, disease, pests and other factors must all be accounted for, and farmers can feel confident in their yields knowing that an expert breeder in their state has developed products specifically for Ohio farmers.

WORK WITH YOUR EXPERT ASGROW DEALER TO LEARN HOW TO GROW MORE CONFIDENTLY IN YOUR FIELDS, OR VISIT ASGROW.COM

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

By Katie Bauer

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

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

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

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

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

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

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

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

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

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

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

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

Licking County Soil Judging Competition on their farm in Utica, Ohio.

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

"I try to be an ambassador for Ohio agriculture," he added. "It's important to realize the effort and time that goes into producing and selling products like soybeans."

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

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

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

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

2015 Beck's Young Farm Leader Program

Apply or Nominate Someone Today!

Guidelines:

- Growers must be between the ages of 21 and 45.
- Any soybean grower may apply for the Beck's Young Leader Program; selected participants are required to have a current Ohio Soybean Association membership.
- Applicants are not required to grow Beck's Hybrids products to be eligible to win.
- Applicants should demonstrate an interest in pursuing leadership roles within the soybean industry.

- Apply online at www.soyohio.org/becksyoungfarmleader
- Nominate someone by contacting Adam Ward at award@soyohio.org

Are Neonicotinoid Investments Really Benefiting You?

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

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

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

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

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

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Knowledge to Grow

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Managed by the Ohio Soybean Council and soybean checkoff, the Soybean Rewards Program helps Ohio soybean farmers increase productivity, yield and profitability by providing information and research related to premium opportunities, new varieties, disease and pest management and conservation practices.

SOY TALK

Early Season Insurance Policy

Farmers know the importance of getting their crops off to a good start. A healthy, robust soybean seedling is vital for reaching maximum yield potential. It starts in the fall with selecting the right soybean varieties and seed treatments.

"The initial stand really sets the stage for optimal yield," says Craig Solomon, agronomist for Mycogen Seeds. "Uneven emergence will limit yield potential. Seed treatments serve as a valuable insurance policy."

Treatments offer protection for emerging seeds in many circumstances, and they really shine when farmers plant early. Planting in cold soils and in fields receiving reduced tillage are ideal circumstances for using seed treatments.

"Since germination is reduced in cold soils, the seedling is exposed to diseases longer," Solomon adds.

Not all seed treatments are created equal. Farmers can consider many options based on unique circumstances. Treatments typically fall in one of five categories:

- **Fungicides:** Protect seeds against soil-borne fungi that attack seeds after planting
- **Insecticides:** Protect seeds against seed-attacking insects
- **Nematicides:** Protect against soybean cyst nematodes that restrict nutrient uptake
- **Plant growth regulators:** Support growth and vigor of soybean seedlings
- **Inoculants:** Ensure proper nodulation and can reduce need for nitrogen fertilizer applications

Seed treatments may be especially necessary when replanting in hail-damaged fields. The presence of damaged tissue in the soil can be ideal for pathogens and pests, so extra protection could be well worth it.

When deciding if seed treatments are the best option, farmers to consider planting date, pest pressure, disease history, tillage practices and cost.

"The way prices are today, inputs should and will be questioned," Solomon adds. "In most cases, I believe seed treatments are worth the expense."

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An Update on the Health of the Soy Transportation Supply Chain

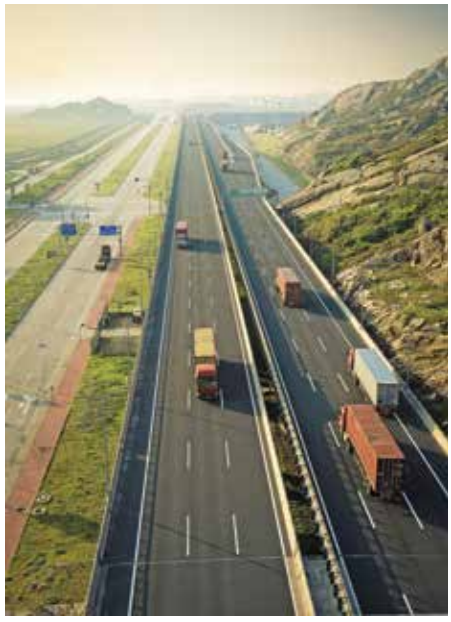

PHOTO: SILKWAYRAIN/ISTOCK/THINKSTOCK

By Tom Hance

Soybeans from farms in Ohio and across soybean country are transported to end customers through an extensive network of trucks, trains, barges, and ships. While the U.S. has not made substantial investments in much of our transportation infrastructure for decades, overall it is still the most efficient in the world and provides a competitive advantage for U.S. farmers. However, that advantage may be slipping as other countries are investing in their infrastructure and closing the gap. Meanwhile, much of the U.S. transportation infrastructure is ageing or insufficient and investments are constrained by funding shortages, increasing costs, regulatory burdens, and political gridlock. Here's a brief look at the status of the soybean supply chain, including highway, rail, and waterways issues.

Rail

Rail congestion and freight car availability continues to be an issue, less in Ohio, but more in the northern and western growing regions of the Dakotas and Minnesota. While the U.S. railroads are privately owned and operated and companies such as BNSF have pledged to invest billions over the next few years to expand capacity, the soybean industry continues to communicate to Congress and the Surface Transportation Board (STB) on the impact that service disruptions are having on soybean farmers. American Soybean Association (ASA) Directors from Minnesota and North Dakota have testified before the STB several times on the issue of rail service, and in early October, the STB announced that it will require expanded reporting of rail service metrics on a weekly basis – including for the first time for nonagricultural products – and extend the reporting requirement to all Class I railroads. Additionally, ASA supports a bipartisan Senate bill that would reauthorize the STB, give them the authority to initiate investigations, establish an arbitration process for rail disputes, and establish firm timeframes for rail rate disputes to be considered.

Waterways

Following successful enactment of the Water Resources Reform & Development Act (WRRDA) earlier this year, ASA is now actively working on implementation of priority waterways infrastructure programs and the policies that were included in the WRRDA. ASA has submitted comments to the U.S. Army Corps of Engineers and led a coalition of farm groups in a letter to the White House urging funding in fiscal year 2015 and in the fiscal year 2016 budget for the Navigation Ecosystem Sustainability Program (NESP) on the Upper Mississippi River System. A funded NESP will allow the Corps to undertake navigation efficiency improvements and upgrades to locks, including design and construction of new and larger locks on the Upper Mississippi River System.

Highways

Reauthorization of the Surface Transportation bill (also known as the highway bill) will be on the Congressional agenda in 2015, and ASA continues to advocate for provisions to increase truck weight limits on interstates to 97,000 lbs. with the addition of a sixth axle. This will enable farmers in Ohio and nationwide to move more grain per truckload without sacrificing on-road safety. Congress temporarily extended the current surface transportation programs and work will not resume on a new bill until the next Congress.

As you can see, there are plenty of transportation issues that need attention and input from Ohio's soybean farmers will be essential to ensuring that policymakers recognize the importance of investing to maintain a long-held competitive advantage in the global market.

Tom Hance is a Washington Representative for the American Soybean Association. Hance focuses on energy, transportation and climate policy.

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Questions?
Contact Katie Bauer at kbauer@soyohio.org

Farmers Working to Meet Growing Export Market Demand

PHOTO: STUDIO-ANNIKA/ISTOCK/THINKSTOCK

By Kayla Weaver

The fashion and foreign auto industries are playing a unique and surprising role in benefiting farmers who are taking an active role in diversifying their farms and marketing their products.

When clothes and auto parts are shipped into the United States from other countries, it creates an abundance of empty containers that need to be returned. Sending those containers back full is much more cost effective and efficient than shipping them empty. And as it turns out, the situation creates a perfect opportunity for U.S. farmers to fill the niche market for non-GMO soybeans in southeast Asia.

The DeLong Company, which is based out of Clinton, Wis. and has a location in rural northwest Ohio, helps area farmers take advantage of the demand by offering contracts for non-GMO food grade corn and soybeans at a premium. In the village of Kirby, Ohio — with a population under 150 — the elevator can house nearly 1 million bushels of grain. In a year's time, they can turn that over more than twice with local specialty crops that comes in from farms within a 60- to 70- mile radius.

"Of our three locations that clean grain for export or food business, Kirby is probably the smallest, but we hold our own and we're growing. We've doubled in volume in the last three years," said Larry Holloway, who manages the operation in Kirby as well as handling other commodity exports for Ohio.

With a premium of $1.50 to $3 a bushel, the elevator is adding more than $4.5 million a year to the income for area farmers.

"It's a big deal for producers. The soybeans are anywhere from $1.50 to $3 a bushel over their local bid. In fact, it's a little more because we price our soybeans directly off the futures market. When they know they're getting a $2 premium on average it's pretty simple for them to step up and sell soybeans early," Holloway said.

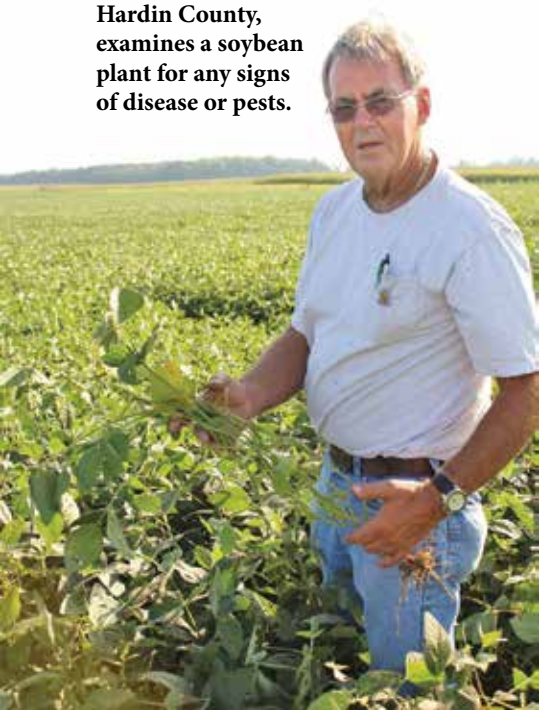
To offer that premium, they have to be very specific about the type and quality of grain that is accepted. Knowing that their customers want an exact variety of soybean for a particular purpose, it is all contracted ahead of time and growers are required to follow strict identity preservation guidelines.

While the corn is sold locally to snack food companies in Ohio and to the east, soybeans from The DeLong Company are shipped mostly to Japan, South Korea and Taiwan where they are made into soymilk, soy sauce, tofu, miso and other popular soy-based foods.

"They are all non-GMO. We currently handle three varieties. It becomes a matter of how do you put soybeans away and the bins have gotten bigger, and so you kind of have to narrow it down to what the customer would want and how you can get it sold," Holloway said.

Using intermodal containers that are easily moved by truck, rail or ship, most of the grain from The DeLong Company is trucked to Columbus and travels by rail to a port on the east or west coast.

"Primarily things go off the West Coast. There's about a 30-day transit time from here to a Japanese base port. Off the



Gary Shick, a non-GMO soybean producer in Hardin County, examines a soybean plant for any signs of disease or pests.

East Coast it's about a 40-day transit and there are customers that don't want their product to be in containers in that weather for that period of time," Holloway said.

While travelling the ocean, the containers are stacked on open top boats where they are exposed to the often hot and humid weather and the customers prefer to skip the extra 10 days. However, there is little issue with the food grade grains as they are cleaned to a specific grade and tend to stay that way during shipping.

To maintain the high standards required of food grade soybeans, the elevator in Kirby goes through an extensive third party food safety audit every year.

"The process is daunting for the employees here every day just to keep this place very clean and do the necessary documentation to trace the product through the system and combat contamination," Holloway said.

He credits the success they've had to a great group of hard-working employees and the investments the company has made in recent years to bring the facility to the top of the industry.

According to Holloway, this year The DeLong Company has seen the most forward sales of soybeans in the last 25 years, attributing much of the contracting to falling prices.

Of course, the farmers have to do their part as well. The above market premium they receive is not earned without some extra work.

"There's only a small percentage of the nationwide average that is non-GMO, that's why it's a specialty crop. I do it for the premium and the satisfaction of knowing where they come from and passing that on to the end user," said Gary Shick, a farmer in nearby Hardin County, who has grown non-GMO soybeans for exports for more than 25 years.

Using RoundUp Ready soybeans in previous years, Shick did not see a significant yield difference when compared to the non-GMO varieties. And while he admits that with the newer RoundUp varieties he may be taking a yield hit with non-GMO, he still feels confident that he can grow non-GMO at a premium and be better off.

"Other than marestail, I've got a handle on most of the weeds, but that's still a frontrunner to contend with. I no-till 100% of corn and soybean acres except for some areas with gulley erosion. I use extensive cover crops in the fall and I think that's helping me on the weeds," Shick said.

He also tries to start the spring with a pre-plant burndown consisting of RoundUp, 2,4-D and a combination of other staples that have worked for years and have been somewhat forgotten in some current cropping systems.

Shick believes the price drop in corn is going to be a wakeup call for farmers who have recently been experiencing several good years. He looks for a number of producers wanting to break into the non-GMO market as they look for ways to take a more active role in making the most of their acres.

His advice for anyone thinking of getting into the non-GMO market is to consider the time and effort it takes to make the appropriate accommodations with equipment and storage of non-GMO varieties.

"I've noticed people going from glyphosate soybeans to non-GMO don't know what it takes to prepare the combine. A lot of people don't want to mess with it. There's a lot of extra work cleaning augers, bins and semis. They want clean soybeans," Shick said.

The cleaning process between varieties is just as intensive as if they were GMO varieties.

"In between varieties, most people don't know there's a white hilum or a black hilum and a clear hilum for soybeans. Some are high in protein, some are for soymilk, some are for tofu," Shick said. "There are a lot of niche avenues for non-GMO soybeans."

When delivering contracted non-GMO soybeans, they go through a series of tests to look for GMO traits and if any are found, the whole load can be rejected, costing the grower their $3,000 or $4,000 premium on that load. The pressure to keep the soybeans consistent and free of GMOs comes from the end users or consumers. They are very interested in where their food is coming from and what is used to produce it. Shick has even had many Japanese visitors who enjoy seeing the soybeans being grown and taking pictures of the farm. ◆

Larry Holloway, general manager at The Delong Company in Kirby, said that with export markets they focus on logistics as much as the grain.

Critical Infrastructure:
Threats and Opportunities Facing Today's Ohio Soybean Farmer

By Katie Bauer

The Ohio Soybean Council (OSC) recently completed the *Understanding Critical Infrastructure Threats and Opportunities* project, which established strategic investment priorities to address critical infrastructure threats and opportunities that most impact the profitability of Ohio soybean farmers. Combining direct farmer input with research and economic analysis, the project identified ideas that would improve productivity and efficiency of Ohio soybean farming operations. The project directly supports the OSC mission of investing soybean checkoff funds to maximize the profit opportunities for Ohio soybean farmers.

The project began with conversations with Ohio soybean farmers about their critical infrastructure concerns and operations goals, along with baseline research and analysis. The discussions proved invaluable in determining the critical infrastructure areas most important to farmers. After speaking with Ohio farmers and the OSC Board of Trustees, threats and opportunities in four critical infrastructure sectors rose to the top:

- **Transportation:** Functionally inadequate and deteriorating bridges across Ohio threaten to significantly increase operational costs for transporting soybeans from farm to market.
- **Information Technology (IT):** Increased IT use in soybean farming can increase efficiency and productivity and reduce production costs; increased IT usage requires access to services and technologies.
- **Energy:** Access to natural gas and associated equipment is required to increase on-farm natural gas use to realize production cost savings and mitigate concerns about price, reliability, and predictability.
- **Communications:** Expanded use of Internet and wireless networks in soybean farming can increase farm efficiency and reduce production costs; expanded use requires access to reliable service and equipment.

These threats and opportunities were further analyzed to understand the economic impact, causes and consequences, and return on investment of each. OSC's role will be in the following areas:

- **Awareness**: Communicate farmers' needs and priorities to external stakeholders—such as government agencies, manufacturers, and service providers—to increase stakeholder understanding of the issues that impact farmers.
- **Education**: Assist farmers through fact sheets, technical assistance, and training programs to identify farm impacts, and make decisions to mitigate a threat or exploit an opportunity.
- **Research**: Examine farmers' critical infrastructure challenges and determine specific solutions, services, and equipment needs.

"OSC remains committed to supporting efforts that will maximize the profit opportunities for Ohio soybean farmers," said Patrick Knouff, OSC chairman and soybean farmer from Shelby County. "The knowledge gained from this critical infrastructure project will allow OSC to help Ohio soybean farmers make the most of their soybean crop." ◆

Moms Talk GMOs in China

By Lisa Pine
United States Soybean Export Council

Various media outlets in China have recently been increasing the public's fear level regarding GMOs by publishing unverified and often untrue information. Because China is the number one export market for U.S. soybeans, the United States Soybean Export Council (USSEC) is concerned about the myths and misinformation appearing in the popular press and wanted to find a way to reach out directly to Chinese consumers.

Aware that mothers around the world are concerned for the health and wellbeing of their families, USSEC invited four moms to travel to China in September to speak about the safety of GMO soybeans. These four women are steeped in agriculture and have a deep knowledge of GMO soy. The delegation included United Soybean Board (USB) Director Nancy Kavazanjian of Beaver Dam, Wisconsin along with soybean farmers Sara Ross of Minden, Iowa; Kristin Reese of Baltimore, Ohio; and LaVell Winsor of Grantville, Kansas. The mission's goal was for these moms to connect with Chinese moms about the safety of GMO soybeans.

USSEC set up three meetings between professional moms. Two meetings were with women from public relations agencies in China and the third included Chinese women at the U.S. Embassy. While visiting with journalists, bloggers, PR professionals and staff from the U.S. Embassy in "town hall" meetings in Beijing, the U.S. moms, who are Common Ground volunteers, talked about their families, their farms and the importance of technology, connecting with their Chinese counterparts personally and professionally through pictures and sharing their stories. The meetings created a dialogue about food and families.

Ms. Kavazanjian said, "We told them about our families and farm life; how we lived, worked, played near and ate from our farm fields with confidence. They shared their concerns over food safety, food security and the environment. Together we discussed the myths and misconceptions about GMO foods circulating in China…and there are some doozies."

U.S. ag moms talk GMOs at a town hall meeting in Beijing. Pictured left to right: LaVell Winsor, Kristin Reese, Nancy Kavazanjian and Sara Ross.

Because social media is such an important communications tool in China, the U.S. moms met with two personality partners or bloggers who have hundreds of thousands of followers. A conversation about day-to-day activities, feeding their children and GMOs ensued. Following this meeting, both bloggers indicated their interest in covering GMO through their blogs. Many questions were asked and lots of misinformation was dispelled during all the meetings. Pre- and post-meeting surveys were distributed to participants, excluding the embassy participants and bloggers.

"The results are positive and encouraging; over 80% of the participants shifted their views positively toward GMO with one third of those indicating they have gained a whole new perspective," states Jane Hu, session moderator and interpreter.

USSEC is working on next steps for this innovative program to continue the conversation in China to assure consumers about the safety and benefits of GMO soybeans.

Last month, China's Ministry of Agriculture announced it was launching an effort to educate Chinese consumers about the safety of biotechnology, amid growing distrust and misinformation regarding the technology in that country. ◆

A group of Ohio Soybean farmers, industry representatives and Ohio Soybean Council staff after touring the Marathon plant in Cincinnati, Ohio for the Ohio Soy 2020 forum.

OSC Hosts Ohio Soy 2020 Forum

By Katie Bauer

Biodiesel helps drive demand for soybean oil, which continues to serve as the primary feedstock for U.S. manufacturing of the beneficial renewable fuel. Biodiesel is the only domestically produced and commercially available fuel to meet the Environmental Protection Agency's definition of an advanced biofuel. For many years, the Ohio Soybean Council (OSC) and soybean checkoff have helped support research and development of biodiesel in an effort to increase Ohio soybean farmers' bottom line.

On August 26, 2014, a group of Ohio soybean farmers, industry representatives and OSC staff gathered in Cincinnati at the Marathon plant for the Ohio Soy 2020 forum. Attendees had the opportunity to hear from and engage with a panel of industry experts in biodiesel as well as take a tour of the plant.

Built in 1998 by Proctor and Gamble, the plant has been producing biodiesel since 2002. This facility has a capacity of 60 million gallons of biodiesel annually, which uses the oil from 40 million bushels of soybeans.

The primary objective of Ohio Soy 2020 is to provide industry-wide information on issues that may impact the Ohio soy value chain, enabling the industry to create long-term strategies for an increasingly global and changing environment. Biodiesel is an important source of demand for Ohio's soybean industry, so a visit to the marathon facility was a timely opportunity. According to the United States Department of Agriculture (USDA), in 2013 Ohio produced 65 million gallons of biodiesel from its three production facilities contributing an oil demand of about 43 million bushels of soybeans.

An overview of the biodiesel market was provided with remarks from Steven Levy, Managing Director, Sprague Operating Resources LLC. Levy leads Sprague's clean fuels product and business development activities. He defined statistics for the growing biodiesel market outlining an increase of 112 million gallons in 2005 to 1.8 billion in 2013 with soybean oil making up 48% of the feedstock for production.

Commenting on the program, Levy said, "I would like to applaud the Ohio Soybean Council for initiating and hosting Ohio Soy 2020. It reflects the Ohio Soybean Council's critical role of helping to establish the biodiesel industry and continued leadership in guiding the industry as it moves forward."

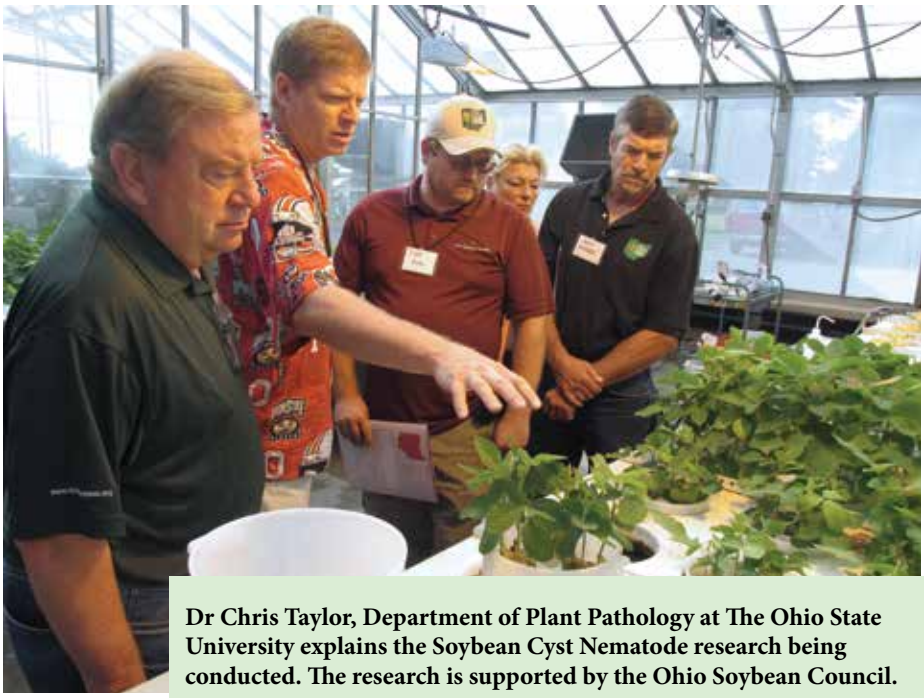
Representing the National Biodiesel Board (NBB), Anne Steckel spoke about state biodiesel requirements, Renewable Fuel Standards, and state incentives, and gave an overview of the NBB's work to promote biodiesel production and usage. Steckel stated the proposed RFS for 2014 is down to 15.21 billion gallons from 16.55 billion gallons in 2013. NBB continues to work with Administration officials and Congress on an updated 2014 biodiesel proposal.

Lastly, Randall Besecker of Marathon Petroleum discussed biodiesel procurement issues and overall oil market trends. Diving in deeper to the logistics and financial risk management, Besecker touched on the challenges the soybean industry faces due to other feedstock availability such as palm.

The Ohio Soy 2020 forum reinforced both the opportunities and the challenges faced by the biodiesel industry. As a long-standing Ohio-based company, Marathon Petroleum has made a commitment to biodiesel production in Ohio. The Ohio Soy 2020 forum gave participants a better understanding of the biodiesel market, now and in the future.

"Soy biodiesel has benefitted Ohio soybean farmers, and it is important to support production and usage of this renewable fuel," said Bret Davis, OSC board member and soybean farmer from Delaware County. ◆

What's Next for Soybean Cyst Nematode *in Ohio?*



Dr Chris Taylor, Department of Plant Pathology at The Ohio State University explains the Soybean Cyst Nematode research being conducted. The research is supported by the Ohio Soybean Council.

By Anne Dorrance, Laura Lindsey, Terry Niblack, and Chris Taylor
Ohio Agricultural Research and Development Center, The Ohio State University

Did you know that over 60% of the soybean fields in Ohio are infested with soybean cyst nematode (SCN)? Thanks to Ohio Soybean Council support, researchers at The Ohio State University are focusing their efforts on understanding how SCN affects soybean production in Ohio so that best management practices recommendations can translate into more productivity for soybean farmers.

Dr. Laura Lindsey, soybean agronomist in the Department of Horticulture and Crop Science, working with nematologists Drs. Chris Taylor and Terry Niblack in the Department of Plant Pathology are documenting the distribution of SCN and its adaptation to SCN-resistant varieties. Nearly 500 soil samples have been collected from soybean fields throughout the state by Dr. Lindsey's Lab and Ohio State University Extension educators, and the nematologists have determined that at least 61.3% of them have high enough SCN populations to be detectable. Out of those, at least 12% have what is considered high SCN egg counts, and these are candidates for HG Type testing to explain why the numbers are so high even though the farmers are presumably growing SCN-resistant varieties.

Almost all of the soybean varieties sold to farmers in Ohio are labeled "Resistant to SCN", "Resistant to SCN Race 3" or something similar. Most of the time, a variety labeled as SCN-resistant got its resistance from an ancestral soybean line called PI (Plant Introduction) 88788. This source of resistance was considered broad-spectrum, highly durable, and relatively easy to transfer into the new high-yielding varieties via traditional breeding practices, and that's why most of our soybean varieties have this resistance. Based on data from hundreds of trials in locations throughout the Midwest, varieties that have this source of resistance will yield higher than similar varieties with no resistance even when SCN populations are low. But, based on hundreds of trials in greenhouse studies, up to 1/3 of varieties labeled as resistant actually have no effective resistance to SCN. What does this mean for you, if you're one of the soybean farmers in Ohio who have SCN? It means it's "buyer beware!" You have to trust your seed source, but also trust your yield monitor and make sure you know whether your SCN egg counts are going up or down. If your SCN counts are going up year after year, you should consider switching to a different source of seed with different SCN genetic resistance. For information on sampling for SCN and interpreting egg counts, see http://ohioline.osu.edu/ac-fact/pdf/0039.pdf.

Management of soybean and optimization of profit in fields infested with SCN is best achieved by rotation with non-host crops and SCN-resistant varieties. With a non-host crop, such as corn or wheat, the SCN populations will decline by at least 35% in the first year. When a SCN-resistant variety is planted, egg counts should decline in a range from 0 to 50%. If you suspect you have a problem field egg counts need to be monitored over several years to determine if SCN reduction strategy is working. If you are monitoring the SCN in your fields and the egg counts are decreasing or staying low, then whatever you're doing is working. If SCN populations are increasing despite your efforts switching to a longer rotation time and use a different source of SCN resistance in your soybean. The OSU soybean team is continuing to HG-Type testing of SCN populations from across Ohio and will be glad to include any problem SCN population you might have in their ongoing effort to better understand the challenges we have in growing soybeans in Ohio. ◆

New Calculator Can Help Soybean Farmers with Seed Decisions

How much does growing IP soybeans really cost?

Growing identity-preserved (IP) soybeans is one option for soybean farmers looking to add to their bottom line. To help soybean farmers sort out the costs, QUALISOY developed a calculator that can help determine how much profit can be added by growing IP soybeans, including high oleic varieties. The calculator, helps farmers navigate the typical steps required to produce and segregate IP soybeans and gives them an estimate of added profit potential.

By Greta Erwin
United Soybean Board

Facing lower soybean cash prices this year, farmers are looking for opportunities to add to their bottom lines. Growing identity-preserved (IP) soybeans is one option for additional profit opportunities, but the costs can seem overwhelming to farmers thinking about getting started.

U.S.-soy-industry-led board QUALISOY developed a calculator that can help farmers determine how much profit they can add by growing IP soybeans, including high oleic varieties.

The calculator, based on a Purdue University study, helps farmers navigate the typical steps required to produce and segregate IP soybeans and gives them an estimate of added profit potential. The United Soybean Board's Value Task Force funded the study.

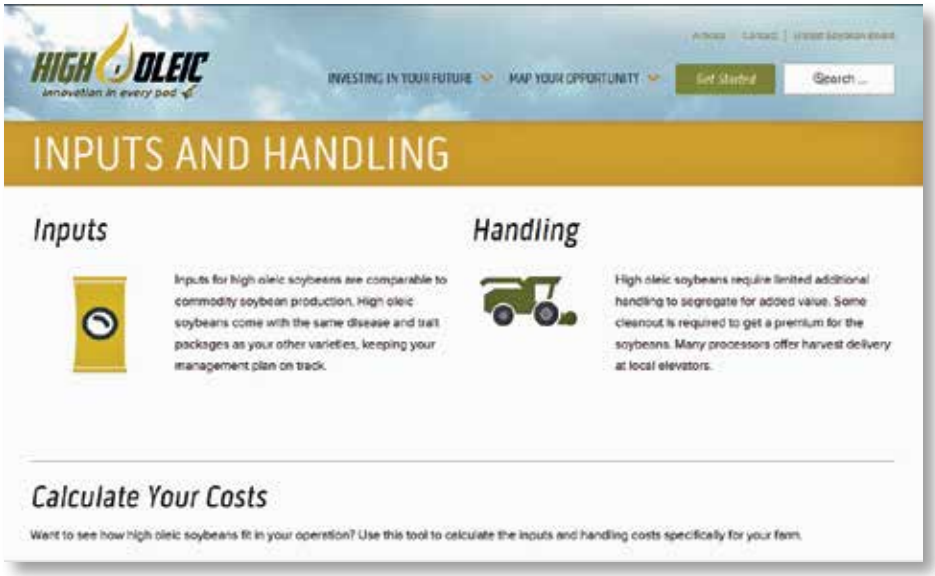
"The charge of the Value Task Force is to try to find the next big thing that could really create opportunities for soybean farmers, and we feel that there is a lot of opportunity in IP soybeans," says Dan Corcoran, a soybean farmer from Piketon, Ohio, and chair of USB's Value Task Force who also serves on the Ohio Soybean Council Board of Trustees. "Whether a farmer has ever grown IP soybeans before or not, this tool will help determine the potential value that is out there."

This calculator, available for use on www.soyinnovation.com/inputs-handling, also gives a quick look into the limited costs associated with growing IP or high oleic soybeans."The soybean calculator is easy to access and has straightforward questions," says Corcoran. "It takes you on a logical path to get a basis for non-IP products and what it takes to deliver a crop. Then it goes into the additional costs and revenue associated with growing IP soybeans.

"This tool helps you make an educated business decision by removing a large amount of guesswork. It gives soybean farmers a good overview of exactly what we need to invest when we choose to grow IP."

Right now, opportunities available for soybean farmers to grow IP include non-GMO, food-grade and high oleic soybeans. However, high oleic soybeans have easier handling procedures compared with other IP soybeans. The calculator takes those factors into consideration when delivering its results.

"With the current state of soybean prices, it is important for soybean farmers to grow a product that has increasing demand," concludes Corcoran. "This concept of growing a product that customers are demanding is beneficial for farmers in general." ◆



http://soyinnovation.com/inputs-handling/

Ohio Bus Tour Offers Insight into Growing Aquaculture Industry

Ohio's largest koi farm, Sugar Creek Fisheries, offers a variety of ornamental fish.

GUEST COLUMN

By Laura Tiu, Ph.D.
Director, The Ohio State University Aquaculture Extension Program

Learning new things about the aquaculture industry in Ohio is fun for me. I typically learn the most when I spend some time with the fish farmers themselves. I had that opportunity October 10, 2014 when the Ohio Soybean Council, the Ohio Aquaculture Association and The Ohio State University Aquaculture Boot Camp program joined forces to sponsor a bus tour of aquaculture farms. Thirty-six people boarded the bus to visit a variety of aquaculture operations.

The connection between soybeans and fish

By replacing a percentage, or all, of the fish meal with soybean meal, aquaculture becomes more sustainable, both economically and environmentally. Since no other agricultural feedstock has such an attractive high protein feature, it provides an opportunity for soybean farmers to play an important role within this emerging market. In addition, soybean meal costs less than most animal meals, including fish meal.

Our first stop was to an unassuming suburban house in Powell, Ohio. The house, owned by Carlos Rodriguez, a 2013 Aquaculture Boot Camp program graduate, held a surprise inside its walls. Carlos has turned the living room and garage of his home into a small tilapia hatchery. With used equipment, Carlos has spawned an inventory of over 5000 tilapia fingerlings. Carlos sells his fingerlings to small growers and is interested in helping others grow fish on a small, sustainable scale.

Next, we visited Fresh Harvest Farm in Richwood, Ohio. Doug and Jeni Blackburn shared their experience growing their aquaponics business over the past three years. Aquaponics combines aquaculture, raising fish in a contained environment, and hydroponics, growing in a soilless, recirculating water system. As a sustainable agriculture method, aquaponics can grow fish and produce using less than 2 % of the water, and 70-90% less energy than traditional farming, while producing eight times the vegetables in the same area in less time.

Our next stop was Sugar Creek Fishery in Lima, Ohio. Sugar Creek Fishery is owned by Chad and Helina Griggy It is a family business specializing in both beautiful butterfly and standard fin koi. They are also known for 100% pure line blue tilapia, white channel catfish and a great variety of freshwater fish including bluegill, channel catfish, yellow perch and largemouth bass. Sugar Creek ships fish all over the country and even has some production ponds in Arkansas.

Our next stop was Wendel Fish Farm in New Weston, Ohio. Jerry Wendel has operated the large tilapia farm for over 16 years. His primary market is the large ethnic live fish market. Jerry shared how his system and markets have evolved over the years. He is currently experimenting with a locally produced soy-based fish food manufactured by Bell Aquaculture in New Albany, Indiana. The tour ended back in Columbus, Ohio at the Columbus Asian Market. Here, participants could see the live tilapia raised at Wendel Farms. This is a good example of how a grower might market to the live ethnic markets.

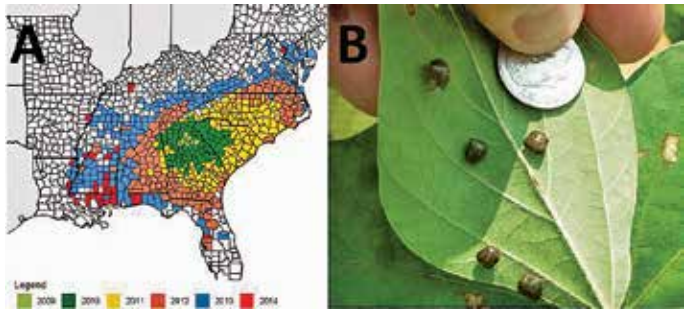
The tour continued the next day after most participants attended a Recirculating Aquaculture Systems Workshop on the OSU Newark campus. The final visit was to Ripple Rock Farms, in Frazeysburg, Ohio. Owners Craig and Traci Bell have been growing fish for a little over 3 years. Ripple Rock Fish Farms began in 2011 with two 55 gallon drums filled with about 12 goldfish, housed in the garage. They set out to see if they could grow fish and gain an understanding of a simple, indoor re-circulating aquaculture system, and it worked. They continue to grow with a new building and the goal of producing 25,000 lbs. of tilapia a year. ◆

The Soy-Aqua bus tour is a great way to visit several Ohio fish farms in one day. Aquaculture continues to be a growing industry in Ohio.

Where Are the Kudzu Bugs?

By Andy Michel
Associate Professor, Department of Entomology,
The Ohio State University

The kudzu bug is a recent invasive soybean pest that is running rampant in the southeastern US. It is also a great "hitchhiker" on vehicles and can spread rapidly. First found near Atlanta in 2009, it has now been found in 13 states including southern Kentucky. The good news is that Ohio is not one of the states listed. With support from the Ohio Soybean Council, the Ohio Agricultural Research and Development Center (OARDC) researchers and OSU-Extension educators have been searching for the kudzu bug across the state for the past 2 years. In 2014, we used a simple trap developed at Virginia Tech University. These traps were placed in southern Ohio counties bordering the Ohio River, as well as along the Interstate-75 corridor. It remains to be seen whether or not kudzu bug will invade Ohio. Its expansion in the southeast has continued, and Kentucky added another county in 2014. It does tend to feed on kudzu early in the spring before moving to soybean, which may limit its range, but some research suggests that it can complete a generation purely on soybean. Nonetheless, we will continue our search, and soybean producers are also urged to be on the lookout.



A) Current distribution of the kudzu bug (as of October 2014, courtesy of kudzubug.org), B) Adult kudzu bugs on soybean leaf (Photo courtesy of Dr. J. Greene, Clemson University)

U.S. Soy Sustainability Meets and Exceeds International Requirements

The U.S. Soybean Sustainability Assurance Protocol (SSAP) was created by the soy checkoff, U.S. Soybean Export Council and American Soybean Association to certify the sustainability of U.S. soybeans. This is becoming more important as more buyers of U.S. soy are requesting documentation proving the sustainability of food and feed ingredients they buy.

The great news for U.S. soybean farmers is that this certification doesn't require any additional work on their part, because the SSAP outlines the practices, rules and regulations that U.S. soybean farmers already follow.

The only other certification for sustainable soy available is the South America-based Round Table on Responsible Soy (RTRS), which was created several years ago in hopes of creating a global certification. A recent checkoff study compared the two programs and found that, overall, the SSAP covers more sustainable practices than RTRS in several areas. This shows that the U.S. soy industry has been and continues to be dedicated to the sustainability of its product.

"Sustainability is an important part of production for Ohio and U.S. soybean farmers," said Dan Corcoran, Ohio Soybean Council board member and soybean farmer from Pike County. "The SSAP is a great way to prove to our customers the quality of U.S. soybeans, now and in years to come."

As soybean cyst nematodes have adapted to the most widely used source of genetic resistance, you increasingly need additional protection against SCN to maximize yield potential. Take back control with Clariva™ Complete Beans, the only seed treatment proven to offer effective, season-long protection against SCN through direct and lethal activity. Clariva Complete Beans helps minimize hidden and costly damage from SCN independent of environmental conditions, and builds on the unsurpassed early-season insect and disease protection that growers trust from market-leading CruiserMaxx® Beans with Vibrance® seed treatment.

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