

FALL 2022

SOYBEAN NEBRASKA

A Publication of the Nebraska Soybean Association and the Nebraska Soybean Board

PAVING THE WAY FOR SOY

14-15 | With the growth of soybean processing in Nebraska, the North Platte Chamber announced its pursuit of a soybean processing plant.

18-19 | Nebraska farmer-leaders caught a glimpse of the U.S. soy market on display in Asia and South America this summer.



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SOYBEAN NEBRASKA

The Nebraska Soybean Association (NSA) and the Nebraska Soybean Board (NSB) are proud to share the FY23 Fall edition of this publication with you—members of our shared community.

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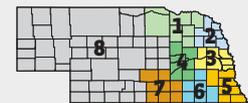


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The Nebraska Soybean Board is a private, nonprofit checkoff board responsible for the research and promotion of soybeans in an effort to increase the profitability of the state's 22,000 soybean producers.

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- District 2**
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- District 3**
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On The Cover

DustLock™ being applied at Husker Harvest Days on August 17 near Grand Island, Nebraska.



Note from the
**EXECUTIVE
DIRECTOR**



By Scott Ritzman

Happy Harvest! It has been an interesting growing season this year with hail and replanted acres, not to mention the lack of rainfall.

In this edition of SoybeanNebraska, we focus on our demand and utilization of the Nebraska Soybean Board's strategic plan. Notably, we are showcasing the investment of NSB in international markets. We continue to work alongside our U.S. Poultry and Egg Export Council (USAPEEC) and USA Meat Export Federation (USMEF) to grow U.S. poultry and pork markets in countries like Mexico, Japan, South Korea, India and Chile. We continue to hold a good share of the market and help with marketing U.S. products and sustainable soybean meal fed into this livestock sector.

As your harvest is delivered and processed into soybean meal, NSB is actively working with our international partners to continue promoting soybeans, soybean meal and red meat exports to bring profitability back to Nebraska farmers.

We wish everyone a safe and prosperous harvest season!

View from the Chair

**BUILDING
RELATIONS**

By Doug Saathoff
Nebraska Soybean Board Chairman, Trumbull



There is finally a touch of fall in the air in my neck of the woods. It is a welcome relief from the hot weather we experienced this summer. We still need rain, but harvest is starting to take off thanks to the dry weather.

This edition of SoybeanNebraska will have an emphasis on demand and international marketing. There are a lot of things out of our control when it comes to this area of soybean marketing. Supply chain issues, tariffs, trade policies, just to name a few. What we can control is building upon old and creating new relationships with our trading partners overseas. One way we can do this is by hosting trade groups from a variety of countries. They want to see how we grow soybeans and what the growing conditions have been like throughout the season. We can show them that we grow soy sustainably and will have a stable supply mainly due to irrigation.

Another way to build relations is to attend soy trade conferences. I was able to attend SoyConnex put on by the U.S. Soybean Export Council that was held in San Diego, August 23-24. There were 600 attendees representing over 60 countries, all interested in U.S. soybeans. Attendees listened to various speakers about our current political situation here and globally, how this year's soybean crop is shaping up, and how much better U.S. soy is compared to the rest of the world. It gave us farmers a chance to sell our product to the rest of the world because they are very interested in what we have to offer.

With increased crush capacity that will take place in Nebraska in the next few years, it is important we keep working to find new markets for the meal and keep building on our existing markets. The Nebraska Soybean Board (NSB) funds many projects that will help with this.

Lastly, I want to welcome Mike Tomes from Utica to NSB. Mike was appointed to fill the District 6 vacancy. Mike joined the board for the September meeting and started to learn all the happenings of the board. We all look forward to working alongside Mike, and he will make a great addition to NSB.

Happy Harvest!

Soy Action Center:

MAKING OUR VOICES HEARD



By Doug Bartek, Wahoo, NSA President

As conversations begin around the 2023 Farm Bill, leaders of the Nebraska and American Soybean Association continue working with members of Congress making sure our priorities are known. Emphasis on crop insurance and protecting funding for this program is at the top of our list. Improving the farm safety net for soybeans and enhancing accessibility of conservation programs while maintaining the voluntary, incentive-based approach is part of our ask as well.

As soybean acres continue to expand in the U.S., we value growing investments in the promotion of our U.S. commodities globally and growing programs in the Farm Bill that build opportunities for biofuels and biobased products.

The ASA's Soy Action Center provides all soybean growers the opportunity to advocate from anywhere. Our input on Farm Bill issues will be essential in the coming year.

By signing up for the Soy Action Center, you can reach out to elected officials to advocate on matters in the soy industry. Connecting with your elected official plays an important role in building these relationships. I have had the opportunity to personally visit with the Nebraska delegation on our issues while in D.C. this past spring. They highly value our input and want to hear directly from producers.

Inside ASA's Soy Action Center, located on ASA's website at soygrowers.com, you will find timely policy campaigns that need your input. The site includes background and contact information for your lawmakers and officials. I encourage you to become engaged in the process and sign up for action alerts through the Soy Action center. It's easy and simple to do. Ag's voice does matter. If they are not hearing from us, they may be hearing more from those in opposition. Take the step and join me in getting connected in the process.

To learn more and sign up for Soy Action Center capabilities visit **SoyGrowers.com**

Wishing you all a safe harvest.



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A member-driven, grassroots policy organization that represents U.S. soybean farmers

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Meet Mike Tomes, farmer and newest director on the Nebraska Soybean Board (NSB), representing District 6. Mike was appointed at the June NSB meeting. The appointment follows the unfortunate passing of Larry Tonniges, previous District 6 representative. NSB wants to thank Mike for his commitment and leadership within the Nebraska soybean industry. Mike will serve the remaining term, ending September 30, 2024.

What does your farming operation look like?

I live just south of Utica with my wife Dawn on a farm that has been in our family for 50 years. I have lived my entire life in the area while being involved in production agriculture for 40+ years. The cropland in our largely irrigated operation is in a soybean/corn rotation. I have two sons work on the farm, and have added poultry production and custom seed corn operations.

How has your operation adapted over the years, and how is it approaching the upcoming years?

Over the years, the changes in my operation have been a blend of using new ideas and new practices. For 30 years, I have made changes to improve organic matter in the soil. Today, it is a mix of no-till and strip-till with the goal to continuously increase yields. While new fertilizer alternatives and efficiencies are exciting, the rapid increase of herbicide resistance is a major concern. As farmers, we all deal with implementing the requirements that were not around when I started farming, such as pesticide licensing and reporting, tracking fertilizer use to lower nitrates in our groundwater, along with the need for a solid financial plan.

What is an important benefit that the Nebraska Soybean Board provides for farmers/farms across the state?

The Nebraska Soybean Board puts checkoff dollars to use to benefit all Nebraska farmers. A mix of research and

educational opportunities can increase the demand for soybeans. New agronomic products and practices will continue to increase our ability to raise more soybeans at a profitable level.

As a board member, what is a goal or area of the checkoff that you are excited about getting involved in?

Research is exciting to me and results in new uses for soybeans. On the agronomic side, research can provide soybean producers with ways to receive a good return on fertility expenses, plus identify and control soybean pests and diseases. Renewable fuel products made with soy have also expanded thanks in part to research.

In one sentence, why do you enjoy farming?

Farming has contributed to my personal growth while also allowing me to become a good steward of the land and being able to provide a wealth of knowledge for future generations who will follow the same, exciting path.

What is one thing that amazes you about the power of soy?

As a soybean producer I feel a real part in providing food, feed, fuel and fiber for not only Nebraska, but the entire world.

TIME TO START THINKING ABOUT SOYBEAN CYST NEMATODE

Kyle C. Broderick, UNL Extension Educator and Plant Diagnostician

As harvest nears, an experienced farmer's fancy turns to thoughts of sampling for soybean cyst nematode (SCN). Fortunately, a grant courtesy of the Nebraska Soybean Board allows submission of multiple soil samples to the UNL Plant & Pest Diagnostic Clinic at no charge!

SCN is confirmed in most soybean-producing areas of Nebraska. One may see stunted, yellow soybeans in areas with high populations of SCN (*Figure 1*), however one can lose 10-30% of their yield in beans with no visible symptoms. High-risk areas to sample for SCN include:

- Areas where soybean crops yielded less than expected
- Areas where plants appeared stunted, yellow and/or defoliated earlier than the rest of the field
- Low spots
- Previously flooded areas
- Just inside field entryways
- Areas where sudden death syndrome (SDS) or brown stem rot (BSR) developed

Cysts are often visible on roots (*Figure 2*), however the only definitive way to determine SCN pressure is with a soil test (*Figure 3*). One can sample for SCN at any time of the year, but shortly after harvest is recommended due to ease of walking across the field and higher nematode populations. Collect 15–20 soil cores from the upper eight inches of soil using a one inch diameter soil core across the area, mix the cores in a bucket and pour at least two cups of soil into a sealable bag. Sample bags can be obtained from a county extension office or use a sealable plastic bag. Include contact info and a field ID for reporting purposes.



Figure 1: Field with visible symptoms of SCN damage in south central Nebraska. Photo taken by K. C. Broderick

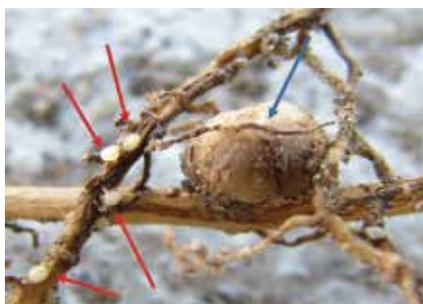


Figure 2: Larger Rhizobium nodule (blue arrow) and several white SCN females (red arrows) on neighboring roots. Note the size difference and that SCN are much smaller than nodules. Photo taken by K. C. Broderick

In order to determine if SCN is causing the stunted, yellow beans or decreased yield, consider collecting at least two samples—one from the “bad” spot and another from a “better” spot. Comparing the results of these two areas can determine if SCN is the cause of the problem.

Once SCN is confirmed, management is critical. Crop rotation, rotation of specific resistant varieties and seed treatment nematicides help manage this pest. If already managing for SCN, consider



Figure 3: Sampling for SCN can be conducted any time of year and during any crop since these nematodes remain shallow in the soil. Photo taken by K. C. Broderick

sampling fields every three to four years to make sure management is effective. Recently, a new source of resistance—PI 89772—is available in a few commercial varieties. Mail samples to:

UNL Plant & Pest Diagnostic Clinic
 448 Plant Science Hall
 1875 N. 38th Street
 Lincoln, NE 68583

Thanks to the Nebraska Soybean Board for their continued support on providing free sampling to Nebraska farmers.

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YOUR MEMBERSHIP SUPPORTS YOU HERE.



YOUR CHECKOFF SUPPORTS YOU HERE.



What do Nebraska soybean farmers consistently rank as a top concern? **State and federal regulations.**

The Nebraska Soybean Association (NSA) provides Nebraska soybean farmers with leadership in promoting effective policies and legislation. The NSA represents its members on a state and federal level while working cooperatively with the American Soybean Association.

Soybean checkoff dollars cannot be used to lobby or for legislative activities, which is why your NSA membership is vital to the profitability and sustainability of the industry in Nebraska.

Visit nesoybeans.org
to learn more.



In 1991, the U.S. Congress passed a provision as part of the 1990 farm bill to form the soy checkoff at the request of soybean farmers.

Soybean farmers make individual contributions of 0.5% of the market price per bushel each season. Half of that contribution goes toward the national checkoff—the United Soybean Board—and the other half gets invested in-state, through the Nebraska Soybean Board (NSB).

Led by nine volunteer soybean farmers, NSB invests and leverages soy checkoff dollars through production research, marketing, promotion, new product development and education to maximize profit opportunities for soybean farmers.

Visit nebraskasoybeans.org
to learn more.



SOYBEAN MANAGEMENT FIELD DAYS RECAP

For growers who couldn't make it to Soybean Management Field Days (SMFD) this summer or for those who attended and need a refresher, SMFD presentations were recorded and will be available online soon.

The SMFD presentations are provided to growers to view whenever and wherever is most convenient. The series includes video modules discussing everything from soybean gall midge to Nebraska cropland values.

"We hope the combination of these videos and the grower's booklet will help soybean growers learn about important topics from the 2022 field days," said Aaron Nygren, extension educator with Nebraska Extension. "If you missed out, you can still catch the valuable information, and if you have follow-up questions, don't hesitate to reach out."



Presentations included:

- ▶ Soybean Disease Management
- ▶ Soybean Insect Management
- ▶ Irrigation Management
- ▶ Cover Crops
- ▶ Weed Management
- ▶ Ag Economics
- ▶ Precision Ag
- ▶ Biodiesel & Renewable Diesel: Fuels from the Farm



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SOYBEAN RESEARCH & INFORMATION NETWORK

NEB NEW STORY OF A FANTASTIC SOY SAGA



RESEARCH TO THE RESCUE

When it comes to decoding production issues on your farm, you can count on soybean checkoff research to save the day. For decades, research superheroes have partnered with farmers to track down and battle in-field archenemies with great success. Their extraordinary powers not only help them pursue new solutions for old problems, but also clash with emerging foes that threaten to rob soybean farmers of yield potential and profitability in the future.

Funded by the soybean checkoff



Recent Nebraska Soybean Board-funded research includes pursuing these production adversaries:

- Benchmarking soybean production systems
- Comparing herbicide efficacy and economics of glyphosate-resistant weeds
- Creating high-yield variety pairs with contrasting biological nitrogen fixation capabilities
- Evaluating impact of cover crop termination timing on insects and weed control
- Screening for stem borer resistance and managing soybean gall midge
- Supporting winter nurseries for soybean breeding and genetic research sulfur fertilization



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DEMAND & UTILIZATION

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Learn about the increase in demand for soy in international and domestic markets. From industrial new uses, increased crush capacity to building relationships abroad, Nebraska soybeans play a huge role.

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Nebraska farmer-leaders, Greg Greiving and Brent Steinhoff saw the U.S. soy market on display in South East Asia and South America.

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Tuna aquaculture is growing rapidly, and Nebraska soybeans have the potential to expand into new markets in Europe.

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Nebraska soybean growers have a stake in getting U.S. pork on tables around the world as exports provide a substantial contribution to state soybean usage.

24 | Soy Connex

The very first global Soy Connex took place this summer, hosted by the USSEC.



DEMAND & UTILIZATION COMMITTEE:

Eugene Goering (chair) | Anne Meis | Brent Steinhoff | Greg Anderson | Mike Tomes

SOYBEAN FARMERS PROVIDE \$900,000 TO HELP EXPAND SOYBEAN MEAL EXPORTS

Mike Steenhoek, Executive Director - Soy Transportation Coalition

One of the most dynamic developments within the soybean industry in recent history has been the proliferation of current and planned expansion of soybean processing throughout the United States – largely inspired by the demand for soybean oil as one of the primary feedstocks for the expanding renewable energy market. These current and planned investments present a profound question, “With all of the future processing, how can we most effectively access markets for the increased soybean meal?” A group of soybean farmer organizations are helping provide an answer to this question by assisting a future investment that will significantly enhance the amount of U.S. soybean meal exported to international customers.

AG Processing, Inc. (AGP), the Omaha-based cooperative that owns and operates ten soybean processing facilities in the Midwest, announced on March 22nd a major expansion and upgrade to its export terminal at the Port of Grays Harbor in Aberdeen, Washington. AGP plans to construct additional storage at its Terminal 2 facility and develop a new ship loader at Terminal 4. These investments – scheduled to be operational in 2025 – will ultimately allow the AGP terminal to increase soybean meal exports from 3 million to 6 million metric tons. In order to accommodate this growth and investment, the Port of Grays Harbor will expand its rail infrastructure within the complex to efficiently handle the increased volume, as well as mitigate the surface traffic impact to the local community.

Given the profound benefit these planned investments will provide to a significant number U.S. soybean farmers, the Iowa Soybean Association, the Kansas Soybean Commission, the Nebraska Soybean Board, the North Dakota Soybean Council, the South Dakota Soybean Research and Promotion Council, and the Soy Transportation Coalition have committed \$900,000 to help offset some of the pre-engineering, design, and site development costs of the Port of Grays Harbor Terminal 4 Expansion and Redevelopment Project.

“With more future soybean processing in this country, farmers are very interested in opportunities to assist with the increased need for soybean meal export

capacity,” says Jonathan Miller, a soybean farmer from Island, Kentucky, and Chairman of the Soy Transportation Coalition. “The more we can export a higher value product, like soybean meal, farmers will benefit. I am proud of how these soybean farmer organizations are demonstrating their commitment to their fellow producers by making this significant investment.”

“Over the past 20 years, AGP has been an excellent partner, and we are excited to continue to collaborate with them on this major expansion,” says Gary Nelson, Executive Director of the Port of Grays Harbor. “We are extremely pleased and grateful to receive this generous support from soybean farmers. It will clearly enhance this project as it moves forward. We look forward to the Port of Grays Harbor becoming an even more significant economic engine for not only our local and regional community, but also soybean farmers throughout the country.”

“AGP’s previous and future investments at the Port of Grays Harbor are motivated by the commitment to provide efficient and economical access to international markets for U.S. soybean meal,” says Chris Schaffer, Chief Executive Officer of AGP. “For many years, this export terminal has served as a vital link between AGP farmer-owned cooperative members and critical international markets. We very much appreciate the financial commitment from the soybean farmer organizations to support AGP’s efforts to enhance and upgrade the port’s export capabilities.”

“What happens over there impacts what happens over here,” explains Mike Steenhoek, Executive Director of the Soy Transportation Coalition. “It is well-established how investments in the Pacific Northwest will result in greater farmer profitability in the Midwest. AGP’s expansion project at the Port of Grays Harbor is arguably the most immediate opportunity for soybean farmers to assist with the need for increased soybean meal export capacity. The Soy Transportation Coalition and other farmer organizations are pleased to partner in this important project.”

NORTH PLATTE CHAMBER & DEVELOPMENT ANNOUNCES PURSUIT OF Soybean Crush Plant

The North Platte Chamber & Development Corporation (the Chamber) has announced its pursuit of a soybean processing plant to anchor its newly developing industrial rail park.

The 300-acre industrial rail park is located eight miles west of North Platte, near Hershey. Over three years of planning with Union Pacific Railroad, the Nebraska Legislature, Lincoln County Commissioners, the Village of Hershey, the City of North Platte, Greenbrier Rail Services, various utility partners and local landowners has positioned the project to move forward. A major feasibility study to attract a soybean oil crush facility earned a platinum rating on its viability.

The Chamber has acquired options to purchase the land for the rail park site and successfully secured a \$30 million grant through the Rural Projects Act from the State of Nebraska. Access to the main line has been granted by Union Pacific for use by the park. A Phase 1 environmental assessment has been conducted on the entire park site with no significant findings. The park development will qualify for Tax Increment Financing (TIF) and will be developed in stages, with an estimated \$60 million in infrastructure development to be done by the Chamber after an anchor partner is chosen, with the overall rail and utility infrastructure designed for the needs of the anchor partner. The Chamber acknowledges the best anchor partner is most likely an agricultural processor, sought guidance from the Nebraska Soybean Board (NSB), and subsequently contracted with RLA Consulting Group, an internationally experienced team of former executives with substantial soybean processing experience, to complete an extensive feasibility study on locating a



Potential site plan rendering with future grain and oil tanks.



The existing Greenbrier building (pictured) is being purchased in a cooperative effort between the North Platte Chamber and Development Corporation and Lincoln County and will serve as a catalyst to develop the remainder of the park. (Winter 2021)

3000-metric-ton-per-day soybean processing plant at the park.

An excerpt from the study states “RLA Consulting’s investigations confirm a great opportunity and limited risk for locating a 3000-metric-ton-per-day soybean crushing plant in North Platte, Nebraska. The proposed site is in Western Nebraska and has access to sufficient soybean production there and from Northwestern Kansas to support the plant.”

The study indicates “Preliminary findings indicate that a capital investment of \$285 million provides a pre-tax 18.8% ROI” and continues with “Overall, North Platte appears to be in an enviable and dominant position with a regional, strategic location and flexible transportation connections.”

The surging, policy-driven demand for Renewable Diesel (RD), with soybean oil being the primary domestic feedstock, is bringing soybean processors in



partnership with the liquid fuels industry to expand soybean processing on a large, national scale. The study highlights “The Renewable Diesel industry’s demand for soybean oil has the potential to be one of the biggest demand-side drivers since the rise of demand for corn to produce ethanol during 2005-2010,” and notes “most RD plants are located in the US Gulf States and Western U.S. and are principally serviced by rail and barge logistics.” “North Platte would benefit from the standpoint of its transportation proximity to these markets... With the adoption of the RD policy in California and the petroleum industry’s rush to build out the refining infrastructure, we no longer consider soybean oil demand to be a concern, and it is now a considerable benefit for the economics of the proposed plant site given its proximity to the California market.”

“The soybean processing industry is experiencing tremendous growth across Nebraska and the Midwest,” said Doug Saathoff, farmer and NSB chairman. “Global and domestic demand for sustainably grown soybean meal and oil continues to grow, and we are excited to discover and help research new value-added opportunities right here in Nebraska.”

The proposed 3000-metric-ton plant would process over 36 million bushels of soybeans annually. Regarding supply, the study shows “Using the soybean

production average for the 2017-2021 crop years indicates the North Platte location should have access to “captive” volume of approximately 21.9 million bushels annually. The word “captive” is used in the sense that there are no competing soybean plants which are closer than the... proposed North Platte location.” Analyzing Nebraska’s three most western Crop Reporting Districts, and applying calculations from when other new soybean plants were built, the study concludes acreage expansion “theoretically increases the soybean production total for the three districts from 20 million in Year 1 to 46 million bushels by Year 5.”

Marketing soybean meal locally, the study suggests “a North Platte crushing plant could have access up to an estimated 665,000 tons of soybean meal demand annually or approximately 78% of the plant’s meal production,” and utilizing Union Pacific rail expands to “North Platte is well-located to supply several regional soybean meal markets. These would include the PNW as well as the Western and Southwestern U.S.”

The Chamber is now soliciting proposals from parties interested in developing a soybean processing plant in the new rail park. To review the rail park site, access the full feasibility and economic study and submit proposals, contact: Gary Person, President and CEO, North Platte Area Chamber & Development at 308-532-4966 or gary@nparea.com.

The Renewable Diesel industry’s demand for soybean oil has the potential to be one of the biggest demand-side drivers since the rise of demand for corn to produce ethanol during 2005-2010. 2.1 billion gallons of renewable diesel capacity is expected to come on-line by 2024.

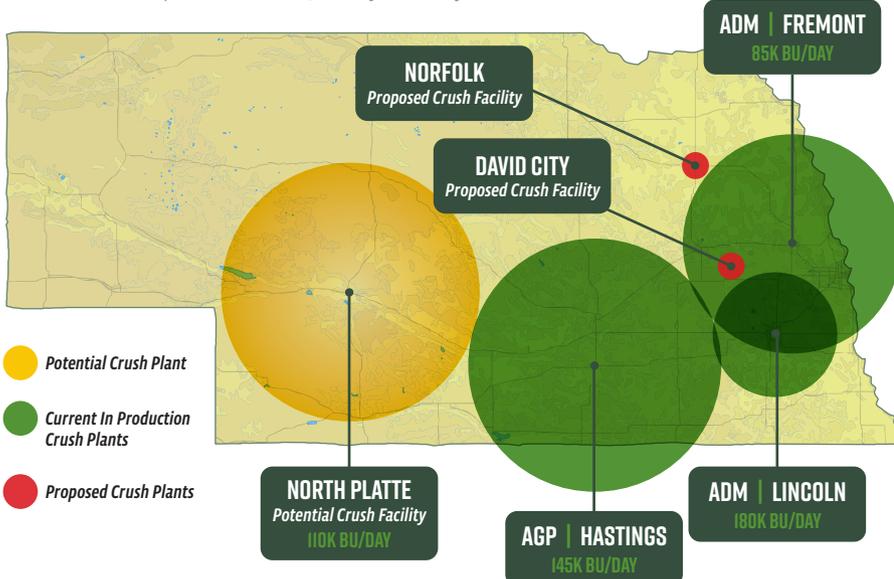
There are currently three soybean crushing plants in Nebraska. Two are operated by ADM at Fremont and Lincoln and have daily crushing capacity of 85,000 and 180,000 bushels. AGP operates a 145,000 bushel per day plant at Hastings, Nebraska, and is the most relevant in assessing the origination potential of the proposed facility at North Platte.

Location

The proposed location for a 3000-metric-ton-per-day soybean processing facility being located in a newly formed industrial park just east of Hershey and west of North Platte, NE. This site offers the following features:

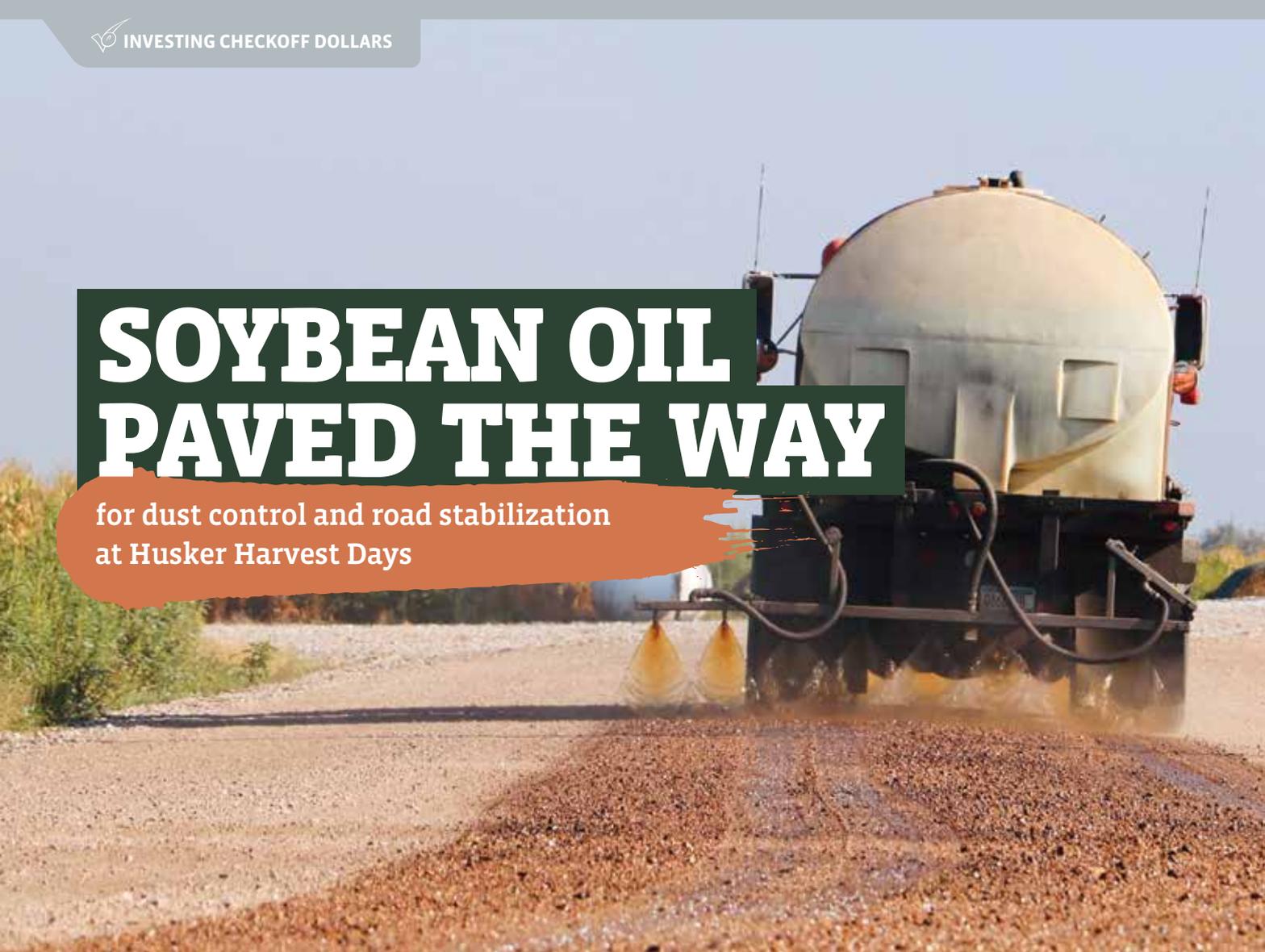
- ▶ Adequate land. Minimum required 40 acres. The considered site has ~ 95 – 100 acres
- ▶ Excellent rail service and track condition. Union Pacific main line and Bailey Yard just east of the plant site
- ▶ Excellent road access to the US Highway 30 and Interstate 80
- ▶ Availability to all utilities, natural gas, electrical energy, water and wastewater treatment plant
- ▶ Good site topography and soil bearing pressure to be determined

North Platte Competitive Situation; Facility Proximity



SOYBEAN OIL PAVED THE WAY

for dust control and road stabilization
at Husker Harvest Days



In the summer of 2022, the Nebraska Soybean Board (NSB) sponsored an application of DustLock™ surrounding the Husker Harvest Days site. The soy-based product works to improve dust control and assist with road stabilization on heavily trafficked gravel or recycled asphalt roads. The product was applied on August 17 to nearly three miles of gravel roads surrounding Husker Harvest Days.

The world's largest totally irrigated farm show paved the interior streets in 2018, but is still surrounded by gravel roads that need to be watered to control dust. Formulated by Environmental Dust Control of the Midwest, DustLock™ works to not only keep dust down, but

also to eliminate mud and erosion of gravel. The product is a naturally occurring by-product of the soybean oil refining process. Chemists combined ingredients in DustLock™ to make it non-corrosive and friendly to equipment and environments alike.

“We are excited to showcase DustLock™ that uses soybean oil at a signature farmer event,” said Scott Ritzman, NSB executive director. “This product is environmentally friendly and provides economic savings to rural areas. The soybean checkoff is always looking at ways to utilize the entire soybean composition, and this product is another way of replacing petroleum oil with soybean oil, adding value to farmers’ bottom line.”

DustLock™ penetrates into the bed of the material and ‘bonds’ to make a barrier that is naturally biodegradable. This means that DustLock™ stays where it is applied, ensuring that the surrounding ground and water are not contaminated. It works to keep the road in place and helps solve the problem of washboards, washouts and potholes. Only one application is needed and can last multiple years based on the amount of traffic, winter blading and frost conditions.

“It’s definitely going to control dust, it will hold and it will work well,” said Dan Feige of Environmental Dust Control of the Midwest.



On August 17, the Nebraska Soybean Board sponsored an application of DustLock™ at Husker Harvest Days near Grand Island, NE.



DustLock™ was applied to nearly three miles of gravel roads surrounding Husker Harvest Days.

“

It worked great. Even after all the pounding it took during the show, it's still there. It looks exactly the same as before the show.

— **MATT JUNGSMANN, NATIONAL EVENTS MANAGER AT FARM PROGRESS COMPANIES, WHICH MANAGES HUSKER HARVEST DAYS.**

”

Farmers and Nebraska's economy depend on gravel roads, and DustLock™ serves as an economical alternative to asphalt or concrete pavement.

“Producers and researchers are continually advancing commodities around the world, and soybeans are no exception,” said Wesley Wach, NSB

demand and utilization coordinator. “Soybean oil is extremely versatile, and it is incredible to see a product grown by Nebraska's farmers play such an integral role in improving our quality of life through a sustainable solution.”

DustLock™ has been applied in other parts of the state and across the Midwest,

and farmers say it has improved safety through better visibility, caused roads to lose less gravel and has kept dust from blowing onto crops and into homes. Application locations include heavily-trafficked gravel roads near elevators, hog barns, feedlots and new community developments.

The Nebraska Soybean Board sponsored this application, something Husker Harvest Days attendees were able to check out during Husker Harvest Days September 13-15. Signage marked the roads where the product was applied, and DustLock had a booth to answer questions and engage with farm show attendees.



Individuals can learn more online at dustlock.com.

University and other agricultural experts from throughout the world listened to Greving discuss U.S. soy productivity and sustainability at a WISHH and USB-sponsored conference in Cambodia.



SUMMER TRADE VISITS:

Representing Nebraska Farmers Across the World

Nebraska Soybean Board & ASA/WISHH Grow Cambodian Aquaculture with Aerators

Chapman soybean grower and United Soybean Board Director Greg Greving had the opportunity to travel to Cambodia this past June as part of an American Soybean Association World Initiative for Soy in Human Health (WISHH) Program trade team.

While there, Greving and five other U.S. soybean growers saw firsthand how the Nebraska soybean checkoff's support of WISHH is growing the U.S. soy market. The Nebraska soybean checkoff dollars funding allowed WISHH to start working on technology to add oxygen to fishponds based on Cambodia's unique needs. In 2022, WISHH began piloting the custom aeration systems.

Greving said the aerators were working to increase production for the fish farms, and added that WISHH will continue to make improvements.

"There are some things that will be changed on them as far as how the air is diffused so the water will retain the oxygen longer," Greving said. "It will make their feeding of the fish more

efficient. They should be able to get more pounds to market with less feed."

WISHH leverages soybean checkoff resources with its USDA Foreign Agricultural Service funding that allows WISHH to work with fish farmers, processors, and others, including a Cambodian feed mill that installed the first aquaculture line of feeds in the Southeast Asian country. The company has purchased U.S. soybean meal and is an important part of WISHH and the Cambodian government's strategy to help Cambodian farmers use soy-based pellet feeds rather than their traditional pond-polluting homemade feeds that are low in protein.

Greving's trip allowed him to meet with a WISHH aquaculture expert in Cambodia, Leonard Rodgers, Ph.D.

"Aeration is an important problem to overcome in Cambodia," says Rodgers. "In a normal pond, only the top meter of water carries much oxygen. Thunderstorms and windstorms can invert the pond so the good oxygen-



Greg Greving holds soy-based fish feeds at fish hatchery where WISHH has developed and installed in-pond raceway systems that are also tailored for Cambodian's specific needs. Photo credit: WISHH

carrying water on the top gets pushed to the bottom of the pond and away from the fish. Because Cambodian farmers are worried about having enough water in the dry season, they often have these deep ponds."

As a result, many fish species, such as tilapia and climbing perch, are poor performers in Cambodia. "Having



Nebraska Farm Products Represented in Columbia, South America

Brent Steinhoff is a fifth generation farmer from Syracuse, NE. Currently, he has a row crop and livestock operation with his wife and three kids. He's also the District 5 representative on the Nebraska Soybean Board where he also serves as secretary.

Last June, however, Steinhoff traded in the sights of Syracuse for a faraway place all in the name of spreading the word about Nebraska products and exports. Steinhoff had the opportunity to travel to Bogota, Columbia on an agricultural trade mission.

“The trip was amazing. Our main purpose was to represent Nebraska and Nebraska products such as beef, pork, dairy, corn and of course, soybeans, at a National Food Trade Show,” Steinhoff said. “The show was attended by restaurant owners, chefs and the general public. There were products such as plant-based foods, different types of fish and seafood, beverages, as well as food preparation items.”

Steinhoff said it was important to meet with people face-to-face in order to help better explain the benefits and practices of Nebraska’s agricultural industry.

“The reason I believe it’s important to go on these trade missions is to visit your customers face-to-face and explain the benefits of Nebraska products and how meticulous producers are raising their products,” Steinhoff said. “We can also learn about what they are looking for and how we may have to adapt to fit their needs.



Dr. Chris Calkins and Doug and Mary Temme enjoy going through the buffet line at a reception hosted by the Nebraska Department of Agriculture. The reception featured beef and pork products from Nebraska. U.S. Embassy staff and potential trade partners were invited to the event.

In addition to the work trip, there was still some time for fun. Steinhoff said some of his favorite things from the trip included seeing the beautiful landscape in Colombia, along with visiting a beef and dairy farm. He said the owners were excited to visit with them and to show them around their local operations.

Above all, Steinhoff wanted readers to know that Nebraska’s worldwide customers desire to know where their products were coming from and want to work with the farmers and ranchers in Nebraska to have reliable access to the products. In addition to soybeans, Steinhoff said there was another product on peoples’ minds.

“How can we get Nebraska Beef!?” was also heard at the Nebraska booth.

oxygen in the water will really help these sensitive species,” says Rodgers.

While in Cambodia, Greiving also participated in a joint meeting with Cambodia’s livestock raisers that includes large-scale commercial pork producers. He also met with the fish producers, feed mill operators and others who partnered with WISHH’s USDA project to launch the Cambodian Aquaculturist Association. Despite the pandemic, the association has grown to 657 members in less than three years. These members can continue as long-term trade relationships for U.S. soybean farmers.

“My takeaway is it’s just really amazing to see the dedication that the farmers have here,” Greiving says. “The farmers here want to improve.”

Greiving described how USB is supporting WISHH on its work with global food security. USB’s vision is to deliver sustainable soy solutions to every life, every day. It creates opportunities for U.S. soybean farmers as well as Cambodian fish farmers and feed mills.

The entire Nebraska delegation stands in front of the Nebraska booth at the Corferias Trade Show in Bogota, Colombia. Nebraska farmer-leader, Brent Steinhoff, on the far left.



Developing a Large European Market for

SOY-BASED TUNA FEEDS



Nebraska soybeans have the potential to expand into new markets in Europe after a successful project demonstrated the feasibility of proprietary soy-based tuna diets in the Western Mediterranean.

A joint project supported by the Nebraska Soybean Board, the U.S. Soybean Export Council, the Kentucky Soybean Board and Ichthus Unlimited – which conducts research and development to provide solutions for the global tuna farming industry – demonstrated the value of Nebraska soybeans to end users such as farmers using the soy-based tuna feeds.

Tuna aquaculture is growing rapidly, with the amount of tuna consumed in the world that is cultivated instead of fished is pushing toward 50%.

In Europe, there is potential market demand of around 76,000 metric tons of feed annually to feed Atlantic bluefin tuna. Already, the forecast is that more than 23,000 metric tons of high-end soy products will be needed in the Western

Mediterranean region in the near future to support the growth of tuna aquaculture. As a result, demand for soy products could exceed 2.5 million bushels of soybeans per year.

The project in the Western Mediterranean directly addressed innovative uses for soy protein and soy oil as well as increasing the volume of U.S. soy exports where Nebraska has a strategic advantage.

As part of the project, ingredients were shipped to Segovia in Spain, which allowed for feed manufacturing and eventual feeding of tuna. After the fish were harvested, the tuna underwent tasting by a Japanese chef while samples were collected and shared with laboratories in the U.S. for evaluation and chemical characterization.

The compound feed used for tuna is more nutritionally dense than baitfish and has more than double the crude protein and lipid contents, which could potentially deliver significant fuel and labor savings for the end user. Further,



Images from the tuna feeding demonstration trial with Atlantic bluefin tuna in the Mediterranean Sea. Photo credit: Ichthus Unlimited

the compound feed is cleaner and easier to work with.

The proof-of-concept demonstration also confirmed and validated the compound feed as a suitable alternative to baitfish feeding. In addition, it also offers a number of advantages that could result in the technology being adopted quickly across the Mediterranean. These include:

- ▶ **Environmental**
- ▶ **Economic and logistical**
- ▶ **Sanitary**
- ▶ **End-product improvement**
- ▶ **Managerial**

The outcome of the project determined that it “paves the way for the development of a large European market for soy-based tuna feeds.”

Jairo Amézquita, Aquaculture Regional Program Manager at USSEC, said the project allowed those attending to see how U.S. soy can contribute to the sustainability of tuna production from the angle of food. This opens

opportunities through feed demos for the growth of soybean participation in other geographies that are producing tuna in pens, such is the case of Mexico.

“This type of tour with soy producers and members of the aqua team allows for multiplying the best farming practices that are carried out in countries with advanced technology in aquaculture production, which can be taken to other regions to increase productivity, improve profits and contribute with the conservation of the environment and species,

making the activity more sustainable,” Amézquita said.

Sirri Kayhan, USSEC Country Representative for Turkey, who was onsite for the project, said that much was learned about tuna farming through the project. “Using baitfish for tuna farming is difficult to find, handle and feed to tuna,” he said, “It carries a contamination risk and cold storage is needed to maintain a continuous supply. Feeding tuna in the same way other fish species are fed is an important, sustainable process to implement.”





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PROMOTING U.S. PORK IN JAPAN

NSB's partnership with the U.S. Meat Export Federation in international markets drives value back to Nebraska soybean growers.

Nebraska soybean growers have a stake in getting U.S. pork on tables around the world as exports provide a substantial contribution to state soybean usage.

In partnership with the U.S. Meat Export Federation (USMEF), Nebraska Soybean Board targets top export markets for U.S. pork promotion, including Japan where exports grew 2% in volume and 4% by value in 2021, reaching \$1.7 billion.

Japanese consumer spending on meat is among the world's highest and product quality is valued in this competitive market. With the pandemic, consumers actively sought new ideas for at-home meal preparation and the American pork "Eat at Home" campaign was born. The campaign was renewed this summer for three months at more than 7,000 retail outlets.

Key to the campaign was the development of new recipes and seasonings that bring out the superior flavor of U.S. pork. New recipes were shared through social media, including Delish Kitchen, Japan's largest recipe video website with more than 5.2 million followers.

U.S. pork mascot Gochipo made retail appearances and packets of seasoning were included with U.S. pork purchases. U.S. pork stickers were also developed with QR codes that allowed consumers to access the recipe videos at Delish Kitchen.

The campaign also utilized social media influencers, with a collective reach in the millions, to promote the new recipes, including several that featured thick- and block-cut loin.



Recipe development, retail promotions and an extensive social media campaign were behind the "Eat at Home" campaign in Japan.

Japanese consumers traditionally prefer thin-sliced cuts and are less aware of how to prepare and cook thicker cuts of pork.

"The videos and our influencers highlighted the versatility and superior flavor of thick-cut American pork and demonstrated how to maximize its flavor through slow-cooking methods," says Takemichi Yamashoji, USMEF director in Japan.

PORK EXPORT IMPACT FOR NEBRASKA SOYBEAN GROWERS

Source: World Perspectives, Inc.



Pork exports accounted for an estimated **7.9 MILLION BUSHELS** of Nebraska soybean usage in 2021, valued at \$103.1 million.



Pork exports contributed **\$103.95 PER NEBRASKA SOYBEAN ACRE**, at \$1.65/bushel at a yield of 63 bushels/acre in 2021.



SOY CONNEXT

By Wesley Wach, Demand and Utilization Coordinator - Nebraska Soybean Board

The very first Soy Connex, the global U.S. Soy summit (formerly known as the Global Trade Exchange), took place on August 22-24, 2022, at the Grand Hyatt Hotel in San Diego. This event, hosted by the United States Soybean Export Council (USSEC), ended a long in-person gathering hiatus of the soybean industry and its international partners. It was a fast and full two-day event that highlighted the sustainability, reliability and quality of U.S. soy to a global audience.

Presentations and discussions centered on how global instability is creating both challenges and opportunities for the soy complex and how its players can work together to navigate shifting demand, supply chain issues and find new solutions. Topics such as the intersection of geopolitics and business were brought up along with global urbanization driving

“
With over 600 people in attendance at Soy Connex this year, it was a great way to showcase Nebraska soybeans. It was pretty amazing to talk with consumers and buyers to hear how our Nebraska-raised soybeans are being utilized globally.

— JASON PENKE, NEBRASKA FARMER AND DISTRICT 2 DIRECTOR ON THE NEBRASKA SOYBEAN BOARD

”
an acceleration in trade intensity. In addition, attendees heard from a variety of speakers, including specialists in the fields of production, marketing, supply chains, foreign policy, research and numerous other areas. Unique networking opportunities were provided, allowing

leaders in the soybean industry to discuss topics and build relationships with qualified buyers from around the world.

The event had over 600 individuals attend, including 344 international customers from 64 different countries. Many of these people came from key markets or positions of influence that can affect the U.S. soybean industry. Soy Connex is going to be a recurring conference from USSEC that will move to various cities around the country, providing further opportunities for collaboration.



About USSEC

Through a global network of international offices and strong support in the U.S., the United States Soybean Export Council (USSEC) focuses on differentiating, elevating preference and attaining market access for the use of U.S. soy for human consumption, aquaculture and livestock feed in over 80 countries internationally. USSEC members represent the soy supply chain including U.S. soy farmers, processors, commodity shippers, merchandisers, allied agribusinesses and agricultural organizations.



NSB Staff and Directors were in attendance: Doug Saathoff, Jason Penke, Wesley Wach, Teri Zimmerman.



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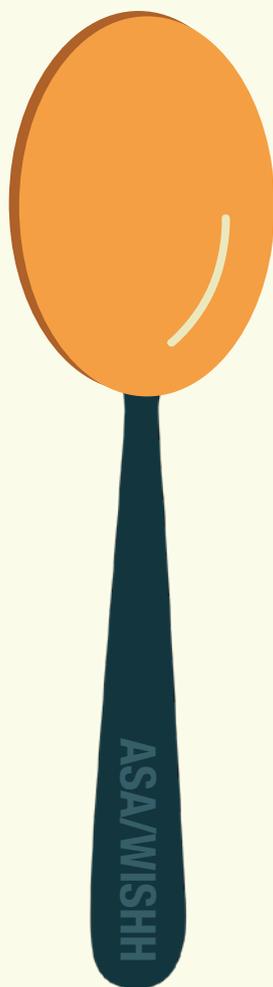
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QUESTIONS

with Brian Fuchs

Brian Fuchs joined the National Drought Mitigation Center (NDMC) in 2005. Brian's responsibilities with the NDMC include working as a climatologist for the center, with various duties related to this position. Brian participates with other NDMC staff in the production of the U.S. Drought Monitor, and he serves as a media contact for climate and drought-related topics.



Nebraska Soybean Board (NSB): How has this year's drought been hard on farmers in Nebraska?

Brian Fuchs (BF): I think this being the first widespread drought in Nebraska since 2012-13 made it hard for producers who have not had to deal with drought for some time. In all actuality, the drought this year began with the very dry end to 2021 and some parts of the state have definitely been impacted more than others (Southwest and Northeast). Livestock producers as well as grain farmers are looking at reduced yields due to heat and drought as well as reduced forage production.

NSB: What are things that you are seeing across the state and hearing from farmers?

BF: Dryland crops with greatly reduced yields or even zero yields. Irrigation costs being higher. Irrigation wells not pumping as efficiently as they should due to stress on aquifers. Hauling of stock water and supplemental feeding of livestock. Increased fire danger continuing.

NSB: What is your biggest advice for farmers with center pivot irrigation/irrigation systems?

BF: Utilize irrigation scheduling to put water on when it will do the crop the

most good. Try and conserve water as much as possible, and apply water as efficiently as possible.

NSB: What are ways that farmers are conserving water across Nebraska?

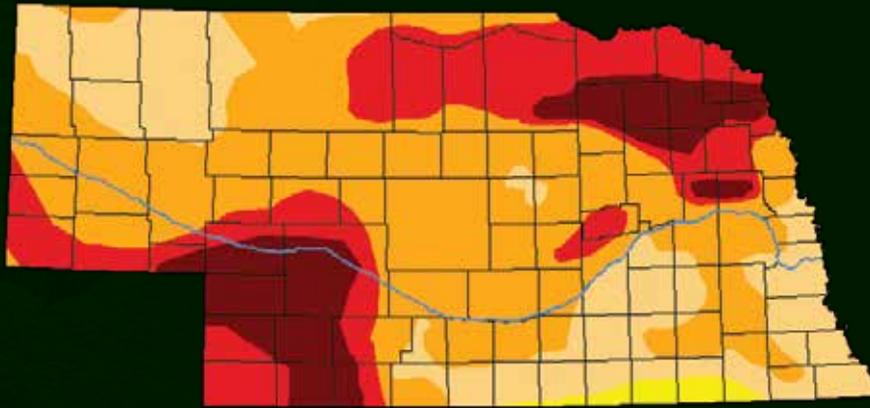
BF: The type of irrigation systems they are using (center pivot vs. flood irrigation) Irrigating on a schedule and applying water when the crop needs it.

NSB: What are tools that farmers can use during these drier conditions?

BF: Increased cover crops and low-till/no-till practices to increase soil moisture. Soil health is important to

Nebraska Drought Monitor

as of October 4, 2022



100% of NE

D0 Abnormally Dry

- Rangeland conditions decline

98.4% of NE

D1 Moderate Drought

- Pasture and crop growth are stunted
- Surface water levels decline

76.8% of NE

D2 Severe Drought

- Crop yields are low, ethanol production decreases and plants begin to close
- Fires increase, firework restrictions are possible
- Well levels are dropping, mandatory surface water irrigation restrictions are implemented, water use is high

31.8% of NE

D3 Extreme Drought

- Hay is scarce and expensive, producers are selling cattle early and culling, horses are abandoned
- Fish kills claim thousands of fish, drought-tolerant trees are dying
- Water temperatures are high, Platte River is dry in sections, water recreation is limited

11.5% of NE

D4 Exceptional Drought

- Crop germination is stunted, high levels of nitrate are found in corn
- Wildfire season is destructive and costly
- Municipality water supply is low, trade navigation is hindered on major rivers due to low flow and obstructions

Source(s): NDMC, NOAA, USDA

improve the ability of the soil to capture water. Rotational grazing for livestock producers, so they don't overgraze and damage pastures.

NSB: What are practical ways that farmers can use the U.S. Drought Monitor to benefit their operations?

BF: The USDM map can help producers plan what to plant if they are seeing areas of the country that are being impacted by drought; they can adjust their production choices when possible. They can target areas where they could market excess haystacks that they have on their ranches. For the next production year, they can utilize more drought tolerant options

if they see drought will be problematic during the growing season.

NSB: What new advancements in technology are helping farmers manage drought conditions?

BF: More education on cover crops and low till production will continue to improve conditions during drought. Irrigation technology will help in better water applications. Precision agriculture will also pinpoint where water is needed to improve yields the most. Utilizing satellite and remotely sensed data to have up-to-date information on crop conditions and stress.

NSB: What can we expect in the next year, and what should farmers prepare for?

BF: The drought of 2022 is not going to end too quickly and after the current production season comes to a close, the biggest thing we will be looking at will be how much soil moisture recharge will be taking place before the soils freeze up. This will be our best indicator of what drought will look like in the 2023 production year. The drought outlook is for dry conditions to continue through the rest of the fall and into winter, so it will come into play for production decisions into the 2023 year.



FROM ROW CROP TO ROOF

Roof Maxx uses soybean oil to restore and extend the life of aging asphalt roofing shingles, even on Nebraska farms.

Soybeans are a versatile crop. If anybody knows that, it's soybean farmers.

Arlo Cole is a fourth generation farmer from Plattsmouth, Nebraska, that had Roof Maxx applied to his home and shed about a year ago. As a farmer, he said it made sense to use the product, made with sustainable materials like soybean oil.

"I grow soybeans so it seemed like it had enough solid data behind it to warrant going ahead with the application," Cole said.

Roof Maxx is a roof replacement alternative application made with plant-based oil, including soybean oil. According to Roof Maxx, the plant-based oil penetrates deep into the shingle's asphalt core, which replaces the dried-out petrochemical oil. This helps restore flexibility and adds waterproofing protection.

Not only is Roof Maxx an alternative that helps extend the life of your roof, but the company also aims to take a sustainable approach.

According to the national site, applying Roof Maxx to a single house saves 3.8 tons of waste in landfills, 80 kg of CO2 emissions and 1420kg of CO2 emissions from shingle manufacturing.

Roof Maxx has also received some high sustainability honors.

They were named the 2018 Bio-based Material of the Year award finalist for their collaboration with the Ohio Soybean Council in creating Roof Maxx. Plus, the company has been certified by the USDA as a plant-based product with 86% bio-based content.

Cole said he based his purchase off of the recommendations of the Nebraska Soybean Board. He said he had seen an ad and some videos, which was enough to sway him on the product. He had Roof Maxx applied to his primary home and a shed that also used shingles on the roof.

"I like the fact that it extends the life of the shingles without having to replace them right away," Cole said. "It seems like it's a cost effective method."

With the use of soybean oil for new ventures such as this, new use cases have been and will continue to drive demand for soybean farmers everywhere.

While he admits he hasn't really had the time to get up on the roof to do a full inspection, he said it looks good from where he's standing.

"It looks good from the ground," Cole laughed. "I am excited to see how it holds up for years to come."



Learn more at roofmaxx.com and revolutionroof.com.



HELPING YOU DELIVER ON DEMAND

Whether it's improving soybean meal to outperform the competition or promoting the sustainability of U.S. soy, the soy checkoff has been working behind the scenes to help farmers satisfy their customers' needs. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact is invaluable.

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



REMEMBER,
HE
CREATED
YOU
FOR THIS.

Don't be afraid. Just believe. Mark 5:36

