



SOYBEAN NEBRASKA

SUMMER 2023

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



UNLOCKING POTENTIAL

6-7

Read about this year's Nebraska Soybean Board candidates and be on the lookout for ballots in District 5.

25

Making Moo-ves for Dairy: AFAN continues to support animal agriculture in Nebraska.

**CLEANER
FIELDS
LEAD TO
HIGHER
YIELDS.**



ASGROW.COM

ALWAYS READ AND FOLLOW GRAIN MARKETING AND ALL OTHER STEWARDSHIP PRACTICES AND PESTICIDE LABEL DIRECTIONS.
Asgrow and the A Design[®], Bayer and Bayer Cross are registered trademarks of Bayer Group. ©2022 Bayer Group. All Rights Reserved.



SOYBEAN NEBRASKA

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

Here's How It's Been Growing

- 4** | **SOYBEAN DEMAND**
Insights from NSB Executive Director Andy Chvatal and Chairman Doug Saathoff.
- 5** | **SOY ACTION CENTER: KEY BILLS PASS LEGISLATURE**
How the 2023 session will impact Nebraska soybean producers.
- 6-7** | **NEBRASKA SOYBEAN BOARD 2023 JULY ELECTIONS**
Meet who's on the ballot in District 5.
- 8** | **BREEDING SOYBEAN PLANTS THAT LOCK IN MOISTURE**
Advancing towards better yields, greater resilience and more sustainable agriculture.
- 10** | **PREPARING FOR SOYBEAN FUNGICIDE APPLICATIONS**
Best practices for efficient disease management.

12-25 UNLOCKING THE POTENTIAL OF SOY

Learn how opportunities for Nebraska soybean farmers are expanding.

- 13** | **PROGRESS ON PROCESSING**
Cutting-edge crush facilities in Norfolk and David City are part of a bright future.
- 14-15** | **INCREASING TRUCKING EFFICIENCY RESPONSIBLY**
Meeting transportation challenges with smart solutions.
- 16-17** | **FROM FIELDS TO FUNCTIONALITY**
Revolutionizing industries and creating a sustainable future.
- 19** | **HARNESSING THE POWER OF SOY IN FEEDLOT DIETS**
Soybeans and soy byproducts are coming back to beef feedlots.
- 20** | **BLENDING SUCCESS FOR BIODIESEL**
Partnerships leading to progress, infrastructure projects and overall growth.
- 21** | **NEBRASKA SOYBEAN BOARD MATCHES FUNDS FOR SOY-BASED DUST SUPPRESSION**
DustLock™ is providing results at matching fund sites.
- 23-24** | **FINDING WHAT WORKS**
A 4th generation farmer shares thoughts on dairy and high-yielding soybeans.
- 25** | **MAKING MOO-VES FOR DAIRY**
AFAN continues to support animal agriculture in Nebraska.

27 | FORGING FRONTIERS FOR SOY IN CHILE

Expanding mutual opportunities in agriculture at home and abroad.

29 | THE U.S. SOYBEAN OIL ADVANTAGE

American Soybean Association Director Ken Boswell visits India.

30 | LISTEN & LEARN

Listen to Grain IQ and The Weekly Market Roundup for industry news and information.

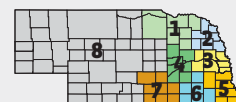


3815 Touzalin Avenue, Suite 101
Lincoln, Nebraska 68507
402-441-3240
nebrasikasoybeans.org

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.

Nebraska Soybean Board Members

- District 1**
Anne Meis (Secretary), Elgin
- District 2**
Jason Penke (Vice Chairman), Craig
- District 3**
Ruth Ready, Scribner
- District 4**
Eugene Goering, Columbus
- District 5**
Brent Steinhoff (Treasurer), Syracuse
- District 6**
Mike Tomes, Utica
- District 7**
Doug Saathoff (Chairman), Trumbull
- District 8**
Blake Johnson, Holdrege
- At-Large**
Greg Anderson, Newman Grove



United Soybean Board Members

- Greg Greiving, Chapman
- Tony Johanson, Oakland
- Ed Lammers, Hartington
- Victor Bohuslavsky, Seward

Nebraska Soybean Board Staff

- Lisa Abler
- Andy Chvatal
- Thomas Hoxmeier
- Lois Ronhovde
- Wesley Wach
- Teri Zimmerman

On The Cover

Dairy cattle at Larson Farms near Creston, NE have a strong connection with Nebraska soybeans.

Photo credit: Tom Hoxmeier



Note from the
**EXECUTIVE
 DIRECTOR**



By Andy Chvatal

The only thing certain in life is uncertainty.

Markets are dynamic. They react to anything they want to react to, not necessarily what we think they *should* react to. The Nebraska Soybean Board's goals with your checkoff investments are to aid in increasing supply by funding projects that increase yield; and then, to increase demand by fostering positive relationships with meal, oil and whole bean customers.

This issue highlights content that promotes the demand and utilization of Nebraska's soybeans. We'll focus our attention on checkoff projects that are well established and on projects that have the opportunity to be the next shining star.

I will continue to promote the fact that we reside in such an opportune location for all facets of transportation: land, water and rail. We are the key to the west for shipping and, on top of that, have the resources to sustainably grow our livestock sector. The growth of our in-state soybean processing capacity is a major component of expanding our livestock numbers. Livestock production is good for Nebraska, as it brings a stable source of income for our communities.

Lastly, you will read about three candidates running for election in District 5 on pages 6 and 7. If you know any soybean producers in that district, please remind them to get their ballots sent back in the mail. As many of you know, working as a volunteer district director is never glorious, but it carries a lot of responsibility and offers the chance to represent your fellow producers in a very meaningful way.

I hope you all have a great summer!

View from the Chair

SOYBEAN DEMAND

*By Doug Saathoff
 NSB Chairman, Trumbull*



It's summer in Nebraska, and the growing season is in full swing. Unfortunately, the drought map isn't lying. It is extremely dry in my area of the state along with many areas of Nebraska. Pivots in south-central Nebraska are running earlier than usual and many have made several circles. If it doesn't rain soon, I am not even sure the pivot can keep up with the needs of a growing crop. Time will tell and, in the meantime, continue to pray for rain.

This issue of SoybeanNebraska is dedicated to demand with a focus on domestic marketing. The Nebraska Soybean Board (NSB) is constantly looking for new markets and expanding on current ones for Nebraska soybeans. Animal agriculture, biodiesel/renewable diesel, dust suppression, road and roof sealants and even tires are just some examples of Nebraska soybean uses regionally.

The demand side of the NSB's strategic plan is very important. If there is no demand, there is no point in growing soybeans. Our goal states that Nebraska soybeans are preferred as a food, feed, fuel and industrial input source. We want end users to seek out Nebraska soybeans so that our beans are the go-to feedstock for biodiesel and renewable diesel and will aid in the expansion of animal agriculture in the state. We do all these things, the demand will be huge for soybeans. Greater demand will increase prices and benefit the Nebraska soybean farmer.

I am very optimistic about the future of Nebraska soybeans for a few reasons. Two new crush plants are in the process of being built that will consume a massive amount of soy. Renewable diesel and biodiesel are very popular for those looking for low-emission fuels. Animal agriculture is still the biggest customer of soybeans, and the consumer will always have an appetite for these products.

I hope you enjoy this edition of SoybeanNebraska, and have a safe and productive summer.

Soy Action Center

KEY BILLS PASS LEGISLATURE

By Doug Bartek, NSA President, Wahoo



The 108th Session of the Nebraska Legislature came to a close on June 1, passing several key bills that will have an impact on Nebraska's farmers and ranchers.

One victory for supporters of the biodiesel industry in Nebraska was the passing of LB180, the Biodiesel Tax Credit Act that was a part of LB727 omnibus tax bill.

Introduced by State Senator Tom Brandt of Plymouth, the bill allows for biodiesel retailers in the state of Nebraska to be eligible for a refundable income tax credit equal to \$.14 cents, multiplied by the total number of gallons of biodiesel blended with diesel fuel by the retailer. Credits may be claimed for taxable years beginning January 1, 2024.

With the passing of the bill, we anticipate seeing more biodiesel available at many retail locations across the state. In addition, it will add value to farmers' bottom lines, which will lead to more agriculture investment and money put back into Nebraska's economy.

The soybean crush expansion in Nebraska is a direct result of the growth in the biodiesel industry. Showing that Nebraska is making biodiesel a priority by the passing of the Biodiesel Tax Credit Act will also further strengthen this industry.

Several key bills of interest to agriculture that passed this session include:

LB580 protects the special valuation status of land actively used for agricultural purposes after it is annexed by a city or village.

LB118 Modifies the Livestock Modernization Program within the Rural Advantage Act by lowering the eligibility threshold to projects that cost \$10,000 or more.

LB809 increases the available tax credits in the L1/ L2 programs within the Rural Advantage Act from \$1 million to \$10 million. This program allows livestock producers to take advantage of state incentives when growing their workforce.

LB96 Adds to a law enacted last year that exempts the sale of net wrap from sales tax to include twine and baling wire.

Governor's tax and education package bills:

Expanding the Property Tax Credit Fund, which is the largest source of property tax relief in the state, allowing for further growth in the Refundable Income Tax Credits.

Removing community college property tax asking authority and replacing that financial resource with state funds that grow responsibly over time.

Placing a reasonable and workable cap on how much public schools can ask of property taxpayers for school funds.

I want to thank the State Senators for their tireless efforts and endless hours this session that helped to get meaningful legislation passed for the agriculture community. The Nebraska Soybean Association will continue to be your industry advocate. I hope you all experience a rain-fed summer.

Nebraska Legislature Passes Biodiesel Tax Credit Act



The Nebraska Biodiesel Tax Credit Act introduced by State Senator Tom Brandt of Plymouth, was signed into law during the 108th Legislative session. LB180 was part of LB727 omnibus bill package from the Revenue Committee.

The bill allows for biodiesel retailers in the state of Nebraska to be eligible for a refundable income tax credit equal to \$.14 multiplied by the total number of gallons of biodiesel blended with diesel fuel by the taxpayer (retailer). Credits may be claimed for taxable years beginning January 1, 2024.



4435 O Street, Suite 210
Lincoln, NE 68510

Phone: 402-441-3239

association@nebrasikasoybeans.org
nesoybeans.org

2023 President

Doug Bartek, Wahoo – District 5

State Directors

Brent Svoboda, Pender – District 1

Lucas Miller, Randolph – District 2

Clint Hostler, Grand Island – District 3

Kent Grotelueschen, Octavia – District 4

Doug Bartek, Wahoo – District 5

Daryl Obermeyer, Brownville – District 6

Wade Walters, Shickley – District 7

Craig Frenzen, Fullerton – At Large

Shane Greving, Chapman – At Large

Myles Ramsey, Kenesaw – At Large



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

American Soybean Association Directors

Dennis Fujan, Prague

Ken Boswell, Shickley

soygrowers.com

SOYBEANEBRASKA is printed four times a year by the Nebraska Soybean Association and managed by the Nebraska Soybean Board.

For address corrections, contact the Nebraska Soybean Association, 4435 O Street, Suite 210, Lincoln, NE 68510. Phone: 402-441-3239

Email: tom@nebrasikasoybeans.org

For advertising information in **SOYBEANEBRASKA**, please contact Larson Enterprises.

Phone: 515-440-2810

Email: dave@larsonent.com

To contact the editor:

Email: tom@nebrasikasoybeans.org

Comments and statewide news articles should be sent to the above address. Advertising space reservations must be made by the first day of the month preceding publication. In consideration of the acceptance of the advertisement, the agency and the advertiser must, in respect to the contents of the advertisement, indemnify and save the publisher harmless against any expense arising from claims or actions against the publisher because of the publication of the content of the advertisement.

Staff Credits

Thomas Hoxmeier Editor, Staff Writer

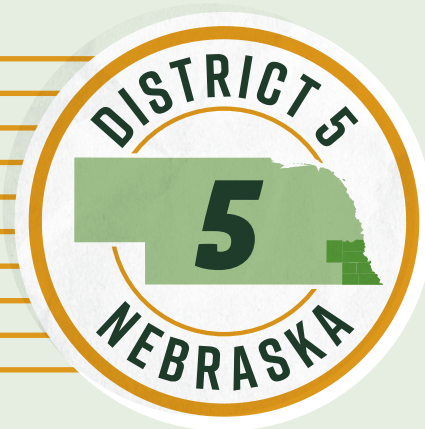
Lori Luebke Staff Writer

Teri Zimmerman Staff Writer

Wesley Wach Staff Writer

Dave Larson Sales Director

NEBRASKA SOYBEAN BOARD

2023 JULY
ELECTIONS

NOTES:

- ▶ **District 5 ballots** will be mailed mid-July.
- ▶ **Voting Eligibility:** Must produce soybeans, be a resident of their district and pay the soybean checkoff.
- ▶ Qualified farmers who do not receive a ballot by July 19, 2023, may call **402-466-1969** to request a ballot.
- ▶ Ballots must be postmarked by **July 31, 2023**.



MEET THE CANDIDATE

Mark Caspers

Auburn, NE | Nemaha County (District 5)

- Mark is a fourth-generation family farmer from Nemaha County, Nebraska. For 30 years he has operated a no-till dryland farm producing soybeans, small grains, corn, clover and alfalfa.
- He is a graduate of LEAD XVII and attended the University of Nebraska–Lincoln where he obtained B.S. and M.S. degrees in agribusiness. He is also a real estate broker, real estate appraiser and auctioneer. He has played an active role in numerous local organizations including Past Master of Nemaha Valley Lodge #4 A.F. & A.M. and Past President of the Auburn Rotary Club and currently chairs the Stone Church Preservation Foundation.
- Mark is presently the chairman of the Clean Fuels Alliance Foundation; this organization works to advance the research and education of clean-burning, biomass-based diesel alternatives and their co-products. He serves as a director for the National Oilheat Research Alliance. He has previously served 12 years as the District 5 representative to the Nebraska

Soybean Board and spent 9 years representing Nebraska on the United Soybean Board.

Comments by Mark: "After taking a 9-year hiatus from serving on the Nebraska Soybean Board, I would like to once again, have the opportunity to represent the District 5 soybean producers. This will enable me to enhance and build upon relationships I have previously made with fellow industry leaders during my previous service on the Nebraska and United Soybean Boards. Serving another term will allow me the opportunity to benefit from these relationships already forged and parlay them with the insight gained from my previous Soybean Board service, allowing me even better to serve the soybean producers of District 5. The soybean has a multitude of uses, and it would be a top priority for me that, in addition to discovering new utilization, to promote increased demand for new uses of soybean products that have already been developed, such as soy-biodiesel/bioheat and the increasing the demand for meal utilized in both animal agriculture and aquaculture."



MEET THE CANDIDATE

Steve Landon

Greenwood, NE | Cass County (District 5)

- Steve grew up on a farm in northwest Cass County near Greenwood, Nebraska. He is the sixth generation farmer, and his family raises corn, soybeans and wheat.
- Steve attended the University of Nebraska–Lincoln where he received a bachelor's degree in Diversified Agriculture and received a master's degree in Leadership Development.
- After college, Steve started his career in Nebraska Extension, serving as an Assistant in Washington County and Educator in Adams/Webster Counties.
- In 2017, Steve went back to the family farm to continue the family tradition of farming. His family's goal each year is to increase soil health, eliminate soil

erosion through conservation practices and promote agricultural education to adults and youth.

- Steve is also a graduate of the Nebraska LEAD XL class.

Comments by Steve: "I would like to serve on the Nebraska Soybean Board by representing the people within my district and state. By being the next generation of farmers within the state, I would work with others to find solutions to help soybean producers recognize the importance of their impact on local, state, national and world perspectives. The world is changing, and I would like to serve the Nebraska Soybean Board to help producers seek opportunities and innovations to improve their own operations."



MEET THE CANDIDATE

Dave Nielsen

Waverly, NE | Lancaster County (District 5)

- Dave and Vicki Nielsen farm in northern Lancaster County, along with his son Connor, and Chris Lovitt, a full-time employee. The dryland operation produces corn, soybeans and hay, utilizing no-till production and extensive conservation practices.
- Dave graduated from the University of Nebraska–Lincoln in 1986 and is the 3rd generation to run the family farm since his grandfather purchased the original 160 acres in 1914.
- Dave has always believed in serving the industry that has provided a livelihood for his family. Dave participated in 4-H and FFA in his younger years, which spurred his interest in agricultural leadership. Dave has continued that service to agriculture by serving on the Nebraska Corn Board, The Nebraska State Farm Bureau Board, County Farm Bureau Board and the NCGA Bio-Tech and Trade Team. Dave is also a member of Agricultural Builders of Nebraska, Soybean and Corn Growers Associations and LEAD Alumni (LEAD Group XXI).

- Dave has worked closely with the University of Nebraska–Lincoln on soybean gall midge research for the past few years. He has also done many research projects through the On-Farm Research Network. Both programs receive funding from the Nebraska Soybean Board.

Comments by Dave: "The Nebraska Soybean Board's duty is to decide how to allocate check-off dollars so that all farmers across Nebraska get the highest return on their investment. I will do my best to be prudent with your investment dollars. This includes analyzing research projects that increase profitability for farmers. I will also promote exports of both whole soybeans and value-added products made from soybeans. Expanding and supporting the livestock industry through value-added products from soybeans is also a priority of mine. My leadership experience from other agriculture organizations has prepared me to represent soybean producers with integrity, passion and knowledge. I would appreciate your vote!"

BREEDING SOYBEAN PLANTS THAT LOCK IN MOISTURE

By Sarah Hill, Soybean Research & Information Network

What if growers could protect their soybean crop from severe drought stress and rescue some of the lost yield? As drought conditions become increasingly more common in areas where soybeans are grown, soybeans that can withstand lower moisture levels would be a game changer for many soybean growers. These resilient varieties would improve soybean growth and yields in dry years, putting more money in their pockets at harvest.

Drought Conditions May Worsen

“When seeds are setting is when crops such as rice, corn and soybean are very susceptible to a lack of water,” says Katarzyna Glowacka, assistant professor of biochemistry at the University of Nebraska. “That can result in 30% of yield being lost, depending on the severity of the drought.”

In Nebraska, around half of all soybeans are irrigated, especially in the western part of the state, adding up to about 2.8 million acres. Another 2.9 million acres are watered only through rainfall. Drought conditions are predicted to be more severe in the near future, Glowacka says.

Her research team, funded by the Nebraska Soybean Board, is exploring how to utilize genetic modification to target a naturally occurring protein that can make soybeans more efficient with water use. The transgenic soybeans currently studied by Glowacka’s team produce more of this protein than conventional cultivars.

“We want the soybean plant to only turn on this modification when the plant is exposed to drought, heat stress or if there is simply less water available in the soil,” she says. “We’re not introducing anything new into the soybean genome but helping soybeans to benefit from less stress.”

Pictured is one of Glowacka’s team members in one of the experimental plots. The researchers seek to leverage a naturally occurring protein to trick soybean plants into closing their stomatal pores more and retaining more moisture. Photo: Katarzyna Glowacka

Tricking Plants into Losing Less Water

All plants, including soybeans, produce sugars and energy through photosynthesis, the process of absorbing sunlight and carbon dioxide. Plants have small pores in their leaves called stomatal pores that open to let in carbon dioxide. The pores close at night, holding in moisture.

“The wider those stomatal pores open, the more water is lost,” Glowacka says. “When plants experience lower sunlight conditions, they send a signal to the stomatal pores to close but not completely shut.”

Not much is known about the signal and how it works in soybean plants, but Glowacka says that it is influenced by the light condition that plants detect in their environment. She also notes that it originates in the chloroplasts.

The genetic modification Glowacka’s team is testing will trick the soybean plant into thinking the weather is cloudier than it really is, so the soybean plants will close their stomatal pores and retain more moisture. Glowacka notes that the soybeans will still be able to perform photosynthesis in this condition, and their capability to produce energy will not be stunted in any way.

A similar type of genetic modification in tobacco plants led to a 25% reduction in the amount of water used for each

molecule of carbon dioxide assimilated by the plant leaves.

“Under the drought conditions last year in a small field, our preliminary data has shown that when plants experience high light and drought stress, this genetic modification helps plants to grow better and, in the end, produce more seeds,” Glowacka says. “This year, we will be testing it on a bigger scale.”

“

We’ve already seen big advances in yield thanks to the green revolution. To produce enough food for the growing global population, we’re going to have to find new approaches.

— KATARZYNA GLOWACKA

”

As a next step, Glowacka’s team will analyze the nutritional content of the soybeans to compare it to unmodified soybeans. She also hopes to find other genes that can help make soybean plants more water efficient and stack those genes together for increased benefit.

Glowacka’s team is examining what other improvements can be made to soybean plants to continue improving yield. They aim to provide stable yields while offering farmers an insurance policy in the form of these genetically modified plants that can better withstand drought.



BRENTEQUIP.COM

**BIGGER. FASTER.
BETTER.**

AVALANCHE DUAL-AUGER GRAIN CARTS

Built to handle the largest farming operations, the Brent® Avalanche® 98-Series dual-auger grain carts are our most powerful yet and feature our trademark pivoting, unloading auger and a directional downspout to discharge grain straight down during the unloading process. The result is a bigger, faster grain cart designed to handle your harvest with maximum efficiency.



**VISIT BRENTEQUIP.COM OR SEE YOUR
NEAREST DEALER FOR MORE INFORMATION.**

Unverferth Manufacturing Co., Inc.
P.O. Box 357 • Kalida, OH 45853
unverferth.com

envita®

Systemic Nitrogen Fixation

Envita® will turn your soybean plants into nitrogen fixing machines – leaves and all! Envita ensures in-season, systemic nitrogen uptake when and where soybeans need it to maximize yield.



Get the Envita guarantee!

A foliar application of Envita is guaranteed to produce a minimum yield increase on approved crops or Azotic™ will replace the product to the quantity used on that field for FREE.*

*Conditions apply.
<https://www.azotic-na.com/performance-guarantee-united-states/>
Envita is a registered trademark of Azotic Technologies Ltd

1 877 368 4821
www.azotic-na.com/booknow

azotic



PREPARING FOR SOYBEAN FUNGICIDE APPLICATIONS

By Dylan Mangel, UNL Extension Plant Pathologist



Septoria leaf spot, Daren Mueller, Iowa State University, Bugwood.org



Cercospora leaf blight, Daren Mueller, Iowa State University, Bugwood.org



Sclerotinia stem rot infection through flower on stem, Dylan Mangel



Frogeye leaf spot, Dylan Mangel

Soybean diseases impact farmer fields all summer long, but foliar pathogens typically pick up through the end of the season. Increasing humidity throughout July and August means more dew on soybean leaves and better conditions for disease spread. Irrigation on closed canopies that hold moisture also contributes to improved conditions for disease. All this together means that foliar fungi will likely make an appearance. To get a jump on foliar fungi, be aware of what diseases to expect and know some effective management responses.

Foliar diseases you may encounter this year include brown spot (*Septoria glycines*), *Cercospora* leaf blight

(*Cercospora kikuchii*), frogeye leaf spot (*Cercospora sojina*) and Sclerotinia stem rot (*Sclerotinia sclerotiorum*). While these pathogens are different, the management response for all is similar. The best in-season option is the application of an effective foliar fungicide. For brown spot, *Cercospora* leaf blight and frogeye leaf spot, applications from R3 to R4 have been shown to have the best returns. White mold has a slightly different lifecycle that focuses on infection at flowering. To beat this pathogen, fields with a history of the disease should focus protective applications at R1-R2.

As you experience disease this year, make careful field notes because the most economical disease management

happens in the off-season. Rotating to a non-host crop, like corn, will help diminish the severity of these diseases in the future. Also, plan for your next soybean rotation by selecting a variety with good resistance ratings for your most prevalent diseases.

Note that not all diseases you see in-season are treatable with a foliar fungicide. Some of these diseases include sudden death syndrome (SDS), soybean cyst nematode and even bacterial pustule. Disease management is disease specific. Therefore, identification of the observed disease is necessary to mount an efficient management response. Utilize services like the UNL Plant and Pest Diagnostic Clinic to verify what pathogen is causing the observed symptoms.



For more information on scouting for soybean disease, please visit **CropWatch.UNL.edu**. If you have additional questions, please contact Nebraska Extension.

WISHH works with international associations to build lasting potential for **U.S. soy** trade.



Connect with WISHH
wishh.org



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

UNLOCKING THE POTENTIAL OF SOY

Discover how soy is transforming industries, ranging from the development of eco-friendly adhesives to opportunities in the livestock sector.

13 | Progress on Processing

Cutting-edge crush facilities in Norfolk and David City are part of a bright future.

14-15 | Increasing Trucking Efficiency Responsibly

Meeting transportation challenges with smart solutions.

16-17 | From Fields to Functionality

Revolutionizing industries and creating a sustainable future.

19 | Harnessing the Power of Soy in Feedlot Diets

Soybeans and soy byproducts are coming back to beef feedlots.

20 | Blending Success for Biodiesel

Partnerships leading to progress, infrastructure projects and overall growth.

21 | Nebraska Soybean Board Matches Funds for Soy-Based Dust Suppression

DustLock™ is providing results at matching fund sites.

23-24 | Finding What Works

A 4th generation farmer shares thoughts on dairy and high-yielding soybeans.

25 | Making Moo-ves for Dairy

AFAN continues to support animal agriculture in Nebraska.



DEMAND AND UTILIZATION COMMITTEE:

Eugene Goering (chair) | Greg Anderso | Blake Johnson | Anne Meis | Mike Tomes

PROGRESS ON PROCESSING

An update on the new and innovative crush facilities coming to Norfolk and David City.



AGP officials and Nebraska Governor Jim Pillen take part in the May 2023 groundbreaking near David City.



June 2023 drone image of Norfolk Crush and the 3D rendering of what the site will look like when completed.

Nebraska soybean producers are poised to enter a golden era, as the thriving market for soy-based fuels and products present promising opportunities for the future.

State-of-the-art crush facilities currently underway in Norfolk and David City reflect this demand, while offering vast potential for growers and rural communities alike.

The \$375 million soy crush facility in Norfolk is progressing smoothly and on budget, with plans to commence operations by Q3 of 2024. Spanning 480 acres, the facility holds immense promise for the region, boasting an impressive capacity to crush 38.5 million bushels of soybeans annually. Its yearly production output includes 847,000 tons of soybean meal, 60 million gallons of crude degummed soybean oil and 77,000 tons of pelleted soybean hulls. Equipped with a receiving capacity of 60,000 bushels

per hour, ample storage and efficient load-out capabilities, the new crush center will be fully prepared to meet the demands of a growing market.

Ag Processing Inc. (AGP) is embarking on a similarly ambitious endeavor in David City, with their new crush facility expected to begin operations by 2025. With a capacity of over 50 million bushels annually, this cutting-edge complex reflects the region's commitment to progress. Strategically situated, David City boasts an abundant supply of high-quality crops, ensuring seamless transportation and distribution of processed products. AGP aims to cater to the growing demand for soybean meal and oil, both domestically and in the lucrative Pacific Rim market.

Both developments present exceptional prospects, offering a realm of economic benefits and enhanced market access. The advanced infrastructure and high

processing capacity of both facilities will improve efficiency and reduce waiting times for farmers and truckers, while strengthening partnerships with local railways for better market access and distribution.

The two projects will have the potential to provide some of the essential needs in energy and offer increased economic value to farmers in Nebraska and to have those dollars turn around in local communities. This new growth also has the potential to bolster the market position of Nebraska's soybean industry, not just as a state, but around the world.

New Crush Facility Locations



INCREASING TRUCKING EFFICIENCY RESPONSIBLY



By Mike Steenhoek, Executive Director – Soy Transportation Coalition

Transportation can either be a facilitator of farmer profitability or an obstacle to it. This is perhaps no more evident than in the trucking sector. The journey from the farm to elevator or from the elevator to a barge or rail loading facility is most frequently accommodated by a truck. Unfortunately, numerous headwinds continue to impact trucking efficiency for agriculture and the broader economy:

- ▶ **Persistent truck driver shortages**
- ▶ **Increased fuel costs**
- ▶ **The need to reduce emissions**
- ▶ **The need to improve motorist safety**
- ▶ **The challenge of transporting more volume**
- ▶ **Rail service challenges**

An increasing topic of discussion throughout the country is whether to allow six axle, 91,000 lbs. semis to operate on the interstate highway system. This issue has long been promoted by soybean and a variety of other industries. Many states, including Nebraska, already allow increased weight limits with additional axles on state and local roads. Many believe the portion of the surface transportation that was built and is maintained to the highest engineering standard—the interstate system—should

also be allowed to accommodate these more efficient semis.

Allowing six axle, 91,000 lbs. semis is a commonsense approach that will help address a number of the above supply chain challenges:

Increasing Truck Weight Limits without Increasing Truck Size

Promoting six axle, 91,000 lbs. semis will increase trucking efficiency without exceeding the maximum size permitted. The 53 ft. maximum trailer length will be maintained. Six axle trucks for soybean and grain transport will often result in an increase in trailer length from 42 ft. to 50 ft.—still three feet shorter than the 53 ft. maximum length allowable under federal law.

Increase in Motorist Safety

Adding an additional sixth axle to a semi weighing 91,000 lbs. will create additional braking capacity so that stopping distances will be less than a five axle, 80,000 lbs. truck.*

Most importantly, motorist safety is strongly related to the density of semi traffic. By being able to have a given amount of freight transported by fewer trucks, motorist safety will increase. In the scenario presented in Figure 1, 838

more trucks will annually depart from and return to “Grain Elevator A” vs. “Grain Elevator B.” Being able to remove 838 truck trips from one single grain elevator will clearly have a beneficial impact on motorist safety.

Adding an Axle = Distributing the Weight

Adding a sixth axle will allow the increased weight to be distributed over more tires so that the impact on the road will be reduced. A six axle, 91,000 lbs. configuration is also compatible with the Federal Highway Administration’s Federal Bridge Formula—meaning that such trucks will meet weight limit distribution requirements for bridges on the Interstate Highway System.

Wear and tear on roads and bridges is not just a function of the weight of the vehicles, but it also is a function of the number of vehicles utilizing the system. To return to the scenario in Figure 1, 838 additional semi trips will have to be deployed by “Grain Elevator A,” which will further tax area roads and bridges.

Truck Driver Shortages

The American Trucking Associations estimates a nationwide shortage of 80,000 truck drivers. This challenge is particularly acute in rural America. In



Figure 1



Grain Elevator Option A or B?

Given

1. Truck driver shortages
2. Need to decrease costs (especially fuel)
3. Need to decrease emissions
4. Need to increase motorist safety
5. Need to transport more volume
6. Rail service challenges

Which is preferable?



Grain Elevator A:

Using 5 axle, 80,000 lbs. semis

- **6 million bushels** handled (4 million bushels of corn + 2 million bushels of soybeans)
- Utilizing 5 axle, 80,000 lbs. semis, Grain Elevator A would annually require **4,149 trips for corn** (964 bushels per load) and **2,222 trips for soybeans** (900 bushels per load). **Total annual trips = 6,371** If the delivery location for the grain elevator is 40 miles or 80 miles roundtrip, **509,680 miles** would be driven annually. Assuming 6 miles per gallon for the five axle, 80,000 lbs. semi, Grain Elevator A would utilize **84,947 gallons of diesel fuel**.



Grain Elevator B:

Using 6 axle, 91,000 lbs. semis

- **6 million bushels** handled (4 million bushels of corn + 2 million bushels of soybeans)
- Utilizing 6 axle, 91,000 lbs. semis, Grain Elevator B would annually require **3,604 trips for corn** (1,110 bushels per load) and **1,929 trips for soybeans** (1,037 bushels per load). **Total annual trips = 5,533** If the delivery location for the grain elevator is 40 miles or 80 miles roundtrip, **442,640 miles** would be driven annually. Assuming 5.75 miles per gallon for the six axle, 91,000 lbs. semi, Grain Elevator B would utilize **76,981 gallons of diesel fuel**.

the Figure 1 scenario, “Grain Elevator B” (being able to utilize a six axle, 91,000 lbs. configuration) will deploy 838 fewer truck trips than “Grain Elevator A.”

Reduced Fuel Use and Emissions

In the Figure 1 scenario, “Grain Elevator B” (utilizing six axle, 91,000 lbs. semis) will utilize 8,000 fewer gallons of diesel fuel to transport the same number of bushels as “Grain Elevator A.”

Cost Savings

Agriculture is a tight-margin industry. Any opportunity to remove costs from the supply chain will enhance its competitiveness. In the Figure 1 scenario, “Grain Elevator A” (utilizing five axle, 80,000 lbs. semis) will pay \$31,360 more in fuel costs than “Grain Elevator B” (using a six axle, 91,000 lbs. semi).

Sometimes increasing transportation efficiency does not require a new innovation. Sometimes it can be achieved with commonsense improvements to the existing supply chain. Allowing more efficient truck transportation with added axle configurations is such an approach that should be more thoroughly embraced.

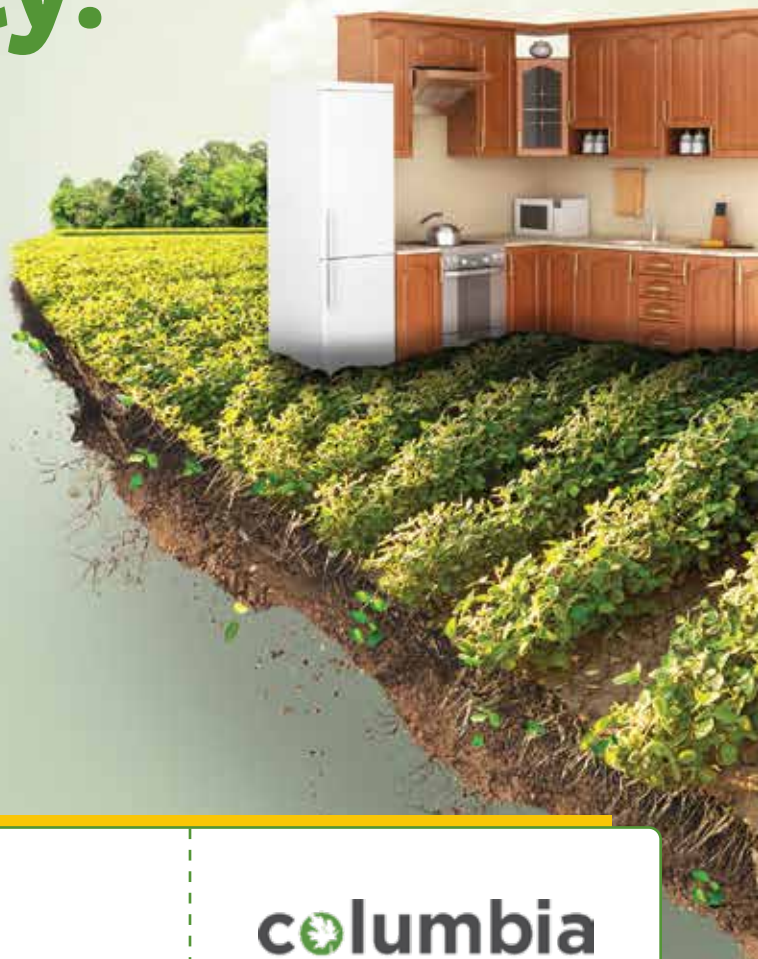
*Comprehensive Truck Size and Weight Limits Study - Highway Safety and Truck Crash Comparative Analysis Technical Report (Federal Highway Administration)

Therefore, Grain Elevator A handling the same number of bushels would annually have to incur **838 additional trips** driving **67,040 additional miles**. Approximately **8,000 additional gallons of diesel fuel** would be utilized. 8,000 gallons X \$3.92 (national average for diesel fuel) = **\$31,360 additional fuel cost**.

From Fields to Functionality:

UNLEASHING THE POWER OF SOY IN NEW AND SUSTAINABLE PRODUCTS

In the quest for more sustainable products, industries are increasingly recognizing the remarkable potential of the humble soybean. This versatile crop is becoming a game-changer, offering new opportunities for Nebraska soy producers and paving the way for a cleaner, greener world.



Columbia Forest Products: Leading the way in eco-friendly building solutions.

Columbia Forest Products has emerged as an industry trailblazer in the realm of sustainable building materials. Through its collaboration with the United Soybean Board, the company has developed a groundbreaking formaldehyde-free wood adhesive. Derived from soy flour and free from volatile organic compounds, it offers an affordable, eco-friendly alternative to traditional adhesive options.

The use of soy protein as an adhesive was not only recognized with the prestigious 2007 Presidential Green Chemistry Award by the Environmental Protection Agency, but has also been proven to improve the quality of indoor air for workers and customers. This innovative material also meets the stringent criteria for LEED certification, ensuring environmental sustainability in building projects. By incorporating Columbia Forest Products' soy-based adhesive, manufacturers of decorative plywood, particleboard, medium-density fiberboard and engineered wood flooring can create products with excellent water resistance and longevity—contributing to a greener future without sacrificing quality or cost-competitiveness.

columbia
FOREST PRODUCTS™



ColumbiaForestProducts.com

Where game-changing versatility meets economic benefits

As industries continue their pursuit of a greener future, the incredible versatility of the soybean has come to the forefront, presenting a world of new opportunities for Nebraska soy producers. These innovations are revolutionizing their respective industries and generating significant economic benefits for Nebraska growers, communities and the state's agricultural sector.

Soy-based innovations like Columbia Forest Products' wood adhesive and Gear Head Lube's grease pads are breaking new ground and gaining national recognition for their environmental advantages. They offer affordable alternatives without compromising quality or performance.

By helping the world harness the power of soy, Nebraska is contributing to a more sustainable future and reaping the rewards of a thriving ag industry.

Gear Head Lube: Pioneering Sustainability on the Road

In the trucking industry, Gear Head Lube is revolutionizing vehicle maintenance with its innovative soy-based fifth wheel grease pads. These pads are specifically designed for lubricating fifth-wheel hitches in semis and heavy-duty trucks, which are crucial for coupling the kingpin of a semi-trailer, livestock trailer or RV to the tow vehicle.

Made with U.S.-grown soy, the company's unique grease pads offer a clean, renewable and driver-friendly solution for ensuring vehicle maintenance and safety. Instead of dealing with messy grease guns and litter-causing grease packets, Gear Head Grease Pads are disrupting the industry with their ease of use, high performance and eco-friendliness. Developed in Iowa, the soy-based pads have undergone rigorous testing to withstand extreme conditions, providing drivers with a cleaner, hassle-free experience on the road.



GearHeadLube.com

25

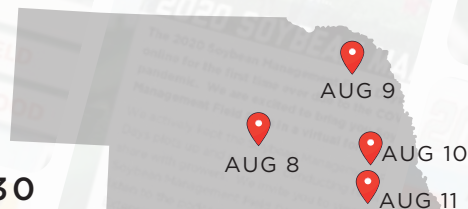
YEARS OF SOYBEAN MANAGEMENT FIELD DAYS

2023 SOYBEAN MANAGEMENT FIELD DAYS

AUG 8 - ROCKVILLE, NE - JASON JAKOB FARM
AUG 9 - CONCORD, NE - UNL HASKELL AG LAB
AUG 10 - MEAD, NE - UNL EASTERN NEBRASKA REEC
AUG 11 - DEWITT, NE - BLAKE HULS FARM



[ENREEC.UNL.EDU/SOYDAYS](https://enreec.unl.edu/soydays)
402-441-3240 OR 402-624-8030



HARNESSING THE POWER OF SOY *in Feedlot Diets*

By Pablo Loza, University of Nebraska-Lincoln Assistant Professor, Feedlot Management and Nutrition Specialist

Soybeans and soy byproducts are potentially coming back to beef feedlots. New regulations in the fuel industry call for increasing the inclusion rate of renewable fuel. Both biodiesel and renewable diesel are commonly derived from soybean oil. Soybean oil use in biofuels is only expected to grow in the coming years, therefore a considerable amount of soy processing plants are currently under construction or expansion.

With more soybeans crushed to extract oil, the availability of other byproducts from this industry is expected to grow and be used for livestock feed. Historically, soybeans were crushed for the meal and has been an expensive protein source for feedlot cattle. With new demand for the soy oil for fuel, a much more significant amount of soybean meal will reach the market,

and consequently, a lower price is expected. This opens an opportunity for feedlot use.

Whole soybeans can have a detrimental factor to ruminants inhibiting trypsin, a key digestive enzyme. However, the effect of this inhibition is dependent on the concentration in the diet. Thus, determining the inclusion level of whole soybeans that can be used in feedlot diets without affecting production is highly important. Furthermore, if the supply of soybeans in the future exceeds the crushing industry capacity, the grains can be heat treated to inactivate the trypsin inhibitor factor. It is important to mention at this point that any treatment, either for oil extraction or to inactivate the trypsin inhibitor factor, also affects protein rumen degradability, and in the case of oil

extraction concentration of protein in the byproduct.

Since the expansion of dry distillers grains (DDG) in the early 2000s, very little effort has been made to evaluate other protein sources in our current feedlot diets, but disruptions of DDGs supply during 2020, and a scarcity of these byproducts in some feeding areas are creating more opportunity for using soybean and soy byproducts in cattle feeding. We must develop strategies and knowledge on protein supplement changes during the cattle feeding process to better use the market opportunities that will appear with the coming soybean markets.

Thanks to the Nebraska Soybean Board for supporting research efforts to expand the opportunities with soy in feedlot diets.



BLENDING SUCCESS FOR BIODIESEL

June grand opening of Sapp Bros. biodiesel blending site near Roca brings new opportunities.



Sapp Bros. officials and NSB directors attend the June grand opening at the facility near Roca, NE.



One of the Nebraska Soybean Board's (NSB) strategic goals targets growth in demand for Nebraska soybeans as a feedstock for biodiesel and renewable diesel. To help meet this goal, NSB partners with MEG Corp, a fuel consulting company based in Plymouth, MN, to increase biodiesel infrastructure in the state, making it easier for fuel suppliers to blend biodiesel with petroleum diesel in common blends like 5%, 10% and 20%, and for retailers to provide these blends for their customers. Six projects have been implemented through the NSB Biodiesel Infrastructure Partnership program, with a seventh one being implemented at Roca, Nebraska this summer. Additional projects are in the works; however, supply chain delays have postponed their implementation.

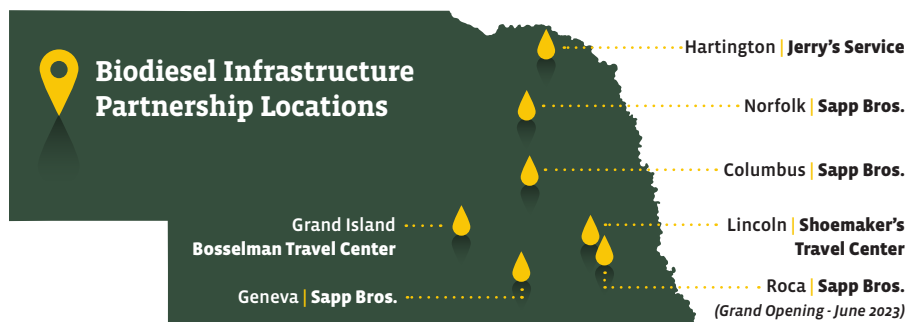
While infrastructure is expanding, terminals where fuel distributors get petroleum products often do not currently offer biodiesel. To make it easier for fuel suppliers to access biodiesel, NSB has partnered with Sapp Bros. to set up four biodiesel loading facilities

near petroleum terminals. Fuel suppliers load diesel at the terminal and then add biodiesel to the desired blend level at the nearby blending site. In June of 2023, Sapp Bros, in partnership with MEG Corp and NSB, hosted an open house to showcase the newest site in Roca. This provided consumers and media representatives a chance to see how the facility provides new opportunities for fuel distributors and the benefits it brings to the state's economy, energy security and environment.

"Biodiesel use supports Nebraska's economy and local communities, and

Sapp Bros. believes in providing biodiesel blends for our customers," stated Andy Richard, CEO of Sapp Bros. "We are very excited about our newest site in Roca. It is strategically located near two fuel terminals and will make biodiesel blending widely available in the area. We believe it will be our best location yet."

Studies show the biodiesel market adds \$1 or more in value to each bushel of soybeans. Requests from farmers are important in the effort to expand biodiesel availability throughout the state. Ask your fuel supplier about including biodiesel in your next delivery.



Questions about biodiesel? Contact the Diesel Helpline at (800) 929-3437, info@megcorpmn.com, or biodieselNE.com.

NEBRASKA SOYBEAN BOARD MATCHES FUNDS FOR SOY-BASED DUST SUPPRESSION

It is no secret that dust is an issue in Nebraska. While farming practices have come a long way to keep events like the Dust Bowl from happening again, gravel and dirt roads still provide plenty of limited visibility. Other culprits can come in the form of construction sites, grain processing facilities, fairgrounds or community development projects. Normally these areas require treatment, like watering, to create bearable conditions.

Over the years there have been various products created to try and solve the issue of dust and road destabilization with mixed results. Enter soybean farmers. In 1988, three soybean/corn farmers decided to help address the issue of dust and started Environmental Dust Control of the Midwest (EDC). Using readily available agriculture resources, the EDC formulated DustLock™, a soybean-based product designed to improve dust control on gravel and recycled asphalt pavement.

In August of 2022, the Nebraska Soybean Board sponsored an application of DustLock™ at the Husker Harvest Days site that was met with a very positive response, particularly with air quality. To follow up with

the success, NSB launched the DustLock™ Matching Funds Program in April of 2023. The program provided funds to help numerous locations improve road conditions with a home-grown product that helps prevent mud, washboards, washouts and potholes. Some of the matching fund locations that were selected include fairgrounds, grain elevators, driveways and campsites.

“The Matching Funds Program has been great,” said Dan Feige of EDC. “It has brought the attention of many people to what a clean, dust-free environment can be like in rural America where people live, work and do recreation activities using a product created from soybeans. In the marketplace of aggregate road maintenance, there is no other product that will outperform or offer environmental benefits like Dustlock™. Thanks again to Nebraska soybean farmers and the services of the Nebraska Soybean Board!”

Matching funds for DustLock™ were selected this spring and sponsored applications of the product will continue through the summer of 2023.



To learn more information about using Dustlock™, visit dustlock.com or contact (800) 797-0033.



FINDING *what works*

Q&A with Bob Larson, Nebraska
farmer and livestock/dairy producer.

Bob Larson, a fourth-generation farmer, is known for his innovative approach to agriculture. He operates a diverse farm consisting of row crops, a stock cow herd and a 400-cow dairy. Larson has successfully integrated robotic systems into his dairy operation, revolutionizing milk production. This innovative integration of technology helps save schedule time while also substantially benefitting the row crop side of the operation.

Nebraska Soybean Board (NSB): Tell us a little about your current operation and its history.

Bob Larson (BL): Our current operation consists of row crop corn and soybeans, alfalfa, a stock cow herd and a 400-cow dairy. The farm was started by my great-grandfather in 1918. I am blessed to be the 4th generation to farm on the family's land.

NSB: How does your dairy operation accompany a successful row crop operation?

BL: I feel a dairy and a row crop operation can complement each other very well. The best nutrients that we can apply come from the manure of the dairy and a great protein source for our dairy cows comes from soybean meal.

NSB: What have been some advantages and challenges with the robotic dairy?

BL: The robotic dairy's biggest challenges are that it runs 24 hours a day, 7 days a week. Anytime we have to shut a robot down for repairs or maintenance we become behind on milking, and it usually takes a good half day to a full day for cows to get caught back up. So, someone has to be on call 24 hours if a shutdown would happen, because the robot needs a repair. The advantage is that we are milking cows with minimal labor. On average there is no one in the dairy barn 16 hours a day. The cows actually do better with no humans around. They just get to be cows!

NSB: What are you doing on your operation to reach high-yielding soybeans?

BL: We have found that soybeans really respond to more management practices. I think originally, I was someone that thought soybeans were a crop to put in to get rid of insect pressure to get back to corn. After joining the Total Acre program,



Bob learns from two of the best as part of Total Acre program. Randy Dowdy, left, holds the world soybean yield record while David Hula, right, holds the world corn yield record.



Larson Farms is one of just a few automated dairy farms in Nebraska featuring robotic milking and feeding systems.

a group started by Randy Dowdy and David Hula, I learned different ways to manage soybeans. Surprisingly, every time we added more management, we went up in yield. Now we're making more sprayer passes over our soybean fields, but seeing a very positive ROI on those passes.

NSB: What nutrient do you find to be the most crucial to your soybean crop success?

BL: It's tough to pick just one nutrient. I think so much varies on soil type and yield goals. We use manure as our best fertilizer. I think soil and tissue tests can answer that better for each person's individual field and operation.

NSB: Is there any technology you use or are starting to use that you might recommend to other growers?

BL: We started putting water probes on all our irrigated soybean ground and that has been an eye-opener to how much water soybeans can use when needed.

Also, grid sampling has been a big part of our operation. All of our acres get a 1-acre grid sampled every 4 years. Placing the right nutrients in the right spots just makes sense. Then also, tissue testing. We have been tissue testing every week on our high-yielding soybean fields. Not to try and chase nutrients that year, but to try and determine a usage pattern for nutrients. This helps us for the next year to know what nutrients to apply and at what time the crop is uptaking them.

NSB: What outside resources/groups or educational tools helped you with your row crop production?

BL: The best resource I have found was joining the Total Acre program. To get to be around two of the best in the industry and walking my fields with them has been eye-opening. To look at the crop in different ways and maybe prioritize what's best for the crop and not always what fits your timeline.

NSB: What advice would you give to a farmer just beginning in Nebraska?

BL: Some of the best advice I learned is there are a lot of things we can do that don't cost us any money, but can make us money. Like harvesting our soybean crop as close to 13 moisture as possible. Getting our spray out on time. Spraying fungicides and micros in the morning or late afternoon. Planting your soybeans earlier in the year.

NSB: Why do you love to farm, and what makes you get up in the morning?

BL: I think just the challenges of farming. No two years are the same; every day you wake up there's a new challenge and how can we pivot and make the best decision for that time. Also, getting to farm with my family, there are always going to be challenges, but how we get through it together is what is rewarding to me.




unitedsoybean.org

MAINTAINING OUR REPUTATION TO DELIVER

Whether shipping by river, road or rail, the soy checkoff is committed to ensuring America's infrastructure is a significant advantage for U.S. soybean farmers. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.

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



Brought to you by the soy checkoff. 

©2018 United Soybean Board. Our Soy Checkoff and the Our Soy Checkoff mark are trademarks of United Soybean Board. All other trademarks are property of their respective owners.



AFAN continues to support soybean farmers across Nebraska by growing livestock opportunities, including dairy.

The Alliance for the Future of Agriculture continues to work toward sustainably growing the largest segment of the state's economy, agriculture, which grows soybean producers' number one customer, livestock.

From the roots of our organization's founding in 2005, we are a free resource for all Nebraska producers looking to add or expand a livestock operation. This past year, we were called on to attest in county hearings for livestock facilities, hosted tours of livestock operations and helped in siting locations for possible operations.

AFAN is a resource for the entire livestock industry and works with our partners in economic development to ensure that processing companies know that Nebraska is open for business! As our livestock numbers increase, it's no surprise that our processing options need to grow. One example of this is the dairy industry.

A recent University of Nebraska–Lincoln study focused on the economic impact a dairy processing company would have on our state. A large dairy processing plant would have a \$1.7 billion

annual economic impact with an increased demand of soybeans and other feedstuffs. An additional dairy processing facility would require more dairy cows. Each dairy cow consumes around 6-8 pounds of soybean meal daily. A large dairy processor would need milk from an additional 100,000 cows, which would mean a daily consumption of 800,000 pounds of soybean meal, or 146,000 tons per year.

Besides recruiting new companies, we work with existing companies to expand their footprint. Recently Milk Specialties Global announced an expansion of their facility in Norfolk. They will need significantly more milk in the years to come. This is giving existing Nebraska dairy farmers an opportunity to grow their operations.

Other livestock segments are seeing growth as well. There is a company looking to expand broiler-chicken production in southeast Nebraska: please contact us directly for more information about this opportunity. And there is growth in swine finishing. Soybean meal is vital to poultry and swine diets, so as they grow, so does the demand for soybean meal.

WE'RE BUILDING THE INDUSTRY AND THE STATE THAT WE LOVE ONE SUCCESS AT A TIME!



**SOYBEAN RESEARCH &
INFORMATION
NETWORK**

SAY NO TO STATUS QUO

FOLLOW US:



@SoyResearchInfo



Soybean Research &
Information Network



Are you ready to accept the challenge to be a better-than-average soybean farmer?

“That was a question posed during a soybean meeting I attended. The speaker said farmers who can improve their productivity by at least five percent over average are farmers who will succeed.

While there may be many ways to improve our production plan, one of the first that came to my mind is one we already invest in: the Soybean Research & Information Network (SRIN).

Research is one the primary buckets funded through state and national soybean checkoff dollars. As a checkoff organization representative, I often get asked how our checkoff money is spent and whether it generates return on investment. Unequivocally, I know SRIN is worth every dime.”

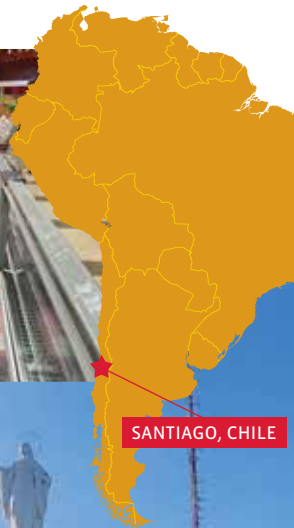
SRIN is a website that was created to share with farmers results from research that is housed in the National Soybean Checkoff Research Database for every state. SRIN representatives read through the research reports and boil down the information for farmers to understand and easily implement on their operations. The site highlights state soybean research programs, profiles key soybean researchers, hosts a YouTube channel of educational videos and farmer perspectives on production challenges, as well as shares diagnostic tools, agronomic tips and pest control recommendations by state and region. Content is constantly added to keep the site fresh and relevant and is supplemented by a timely social media presence and monthly e-newsletter.

*Ruth Ready, farmer from
Scribner, Nebraska*

**Sign up NOW for
the SRIN monthly
newsletter!**



FORGING FRONTIERS FOR SOY IN CHILE



SANTIAGO, CHILE

Three farmers and four staff members representing their state checkoff boards from Iowa, Kansas, Missouri, Nebraska, and South Dakota visited Santiago, Chile, June 3–9, 2023. The trade mission is part of the checkoff-funded project that promotes and markets U.S. Soy products in the Americas from the Midwest. This was the first trade mission to Chile under the project, and its main objectives were to learn more about their market and meet with customers using soybean meal. Recently, Ag Processing Inc. shipped approximately 150,000 MT of soybean meal from their PNW export terminal to Chile. This was a significant milestone for U.S. Soy entering the Chile market, of which the U.S. has not previously had much presence. The other objective was to visit the customers who purchased the soybean meal, thank them for their business, and provide assurance that they will continue to be supplied with sustainably grown soybean meal.

“

In our meetings, we saw firsthand how these buyers recognize the competitive pricing, quality, and reliability of soybean meal from the Midwest. They enjoyed being able to meet with farmers and we left optimistic that the presence of U.S. Soy in Chile will continue to grow.

— **WESLEY WACH, NSB DEMAND AND UTILIZATION COORDINATOR**

”

Chile, a country with a population of 19.8 million, has a significant concentration of people living in its capital, Santiago. It is considered one of the wealthiest nations in South America. Agriculture plays a crucial role in Chile's economy, contributing approximately 8.5% to the country's gross domestic production. The agricultural sector is responsible for the production of substantial amounts of beef, pork, poultry, and dairy products. Additionally, Chile is the second-largest producer of salmon in the region. However, the cultivation of corn and soybeans is limited in the country.

Despite the lack of corn and soybean production, the local livestock industry consumes approximately 1.1 MMT of soybean meal each year. In 2022, Chile imported soybean meal worth \$587 million from the United States. With recent shipments, there is hope that the U.S. market share will continue to expand. Currently, Chile stands as the second-largest market in South America for U.S. agricultural products, following Colombia.

Throughout the week, discussions took place involving port managers, meat producers, feed buyers and grocers. Customers expressed their satisfaction with the quality of soybean meal from the U.S. and expressed their desire to receive more shipments. It was noted that there is a high demand for U.S. products among Chilean consumers. It was also highlighted that it will be crucial to seize additional opportunities to educate buyers about the quality and logistics of U.S. origin. This will be particularly important when the U.S. Soybean Export Council (USSEC) leads trade missions to the Midwest later this summer.



**\$587
MILLION**

*U.S. Soybean meal purchased
by Chile in 2022.*

On World Food Day and every day, WISHH'S strategic partners take local action.



Connect with WISHH
www.wishh.org



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



THE U.S. SOYBEAN OIL *ADVANTAGE*



Ken Boswell (center) meets with India's vegetable oil buyers during Soy Oil Advantage in Kolkata, India.



Various speakers from USSEC highlighted how U.S. Soy Oil is renewable, sustainable and provides solutions for many needs in the oil space—especially when it comes to human heart-health.

American Soybean Association Director Ken Boswell, of Shickley, NE. traveled to Kolkata, India, with the United States Soybean Export Council (USSEC) where he participated in a seminar on “U.S. Soy’s Commitment to Being the Global Supplier of Choice.”

Through this event, USSEC’s aim was to shed light on the “Soy Oil Advantage.” Participants were shown the variety of advantages delivered by U.S. soybean oil and how it impacts food.

Ken shared with India’s leading Vegetable Oil Association members about his sustainable farming practices and technologies that he implements on his farm, enabling him to ensure superior crop quality in every harvest. He emphasized the minimal land use change associated with soybean

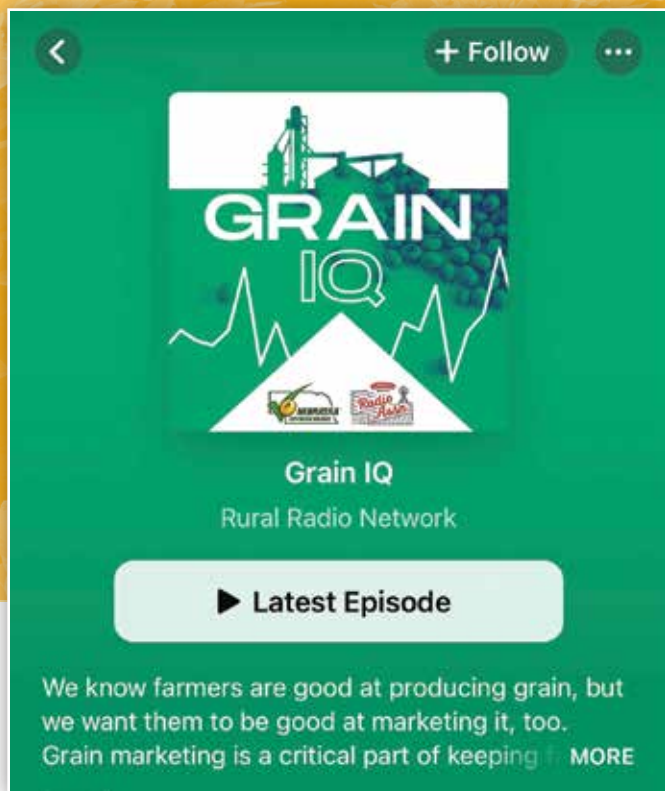
cultivation in the United States. The seminar highlighted U.S. Soy industry’s commitment to supplying a consistent and superior quality of soybean oil to India’s buyers.

Several industry leaders from the Indian vegetable oil industry and experts such as nutritionists and food influencers discussed the scientific attributes of different edible oils consumed by the Indian population.

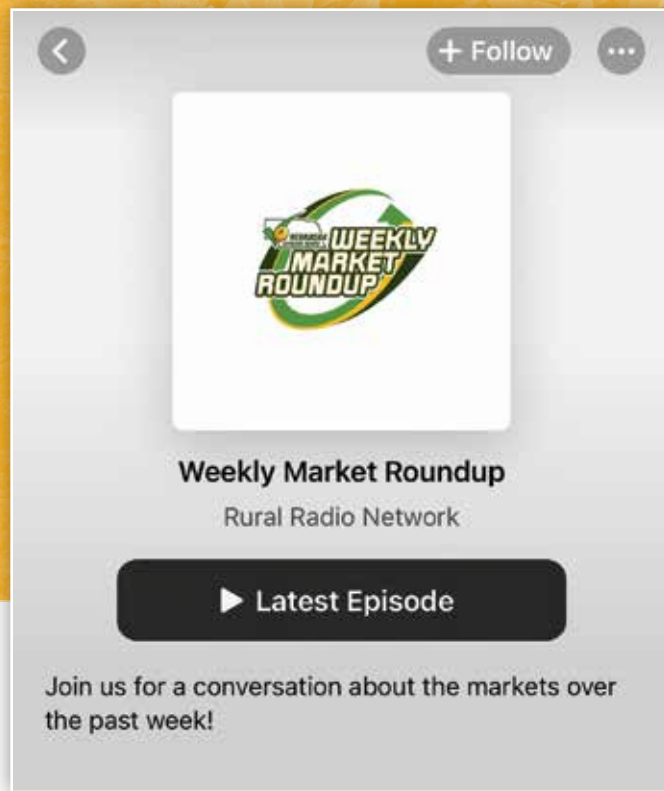
In FY 2022, India consumed almost 6 MMT of soy oil, creating a substantial local demand for the product. One of the primary reasons for this surge is attributed to the versatility and widespread culinary uses of soy oil in addition to the health benefits. To meet the rising demand, India imported 100,000 tons of soy oil from the United States in 2022.



LISTEN AND LEARN



Grain IQ is your grain marketing podcast. Market trends, analysis, tips and other relevant topics are at the heart of this program. The podcast provides insights and perspectives from industry experts and professionals and covers topics such as weather, logistics and other factors that affect the grain industry.



The Weekly Market Roundup on the Rural Radio Network is a weekly radio program, also available in video and podcast formats, that provides farmers and ranchers with the latest market information and analysis. The program features discussions with experienced market analysts and brokers and covers a wide range of topics, including commodity prices, weather forecasts and industry news.



Listen to **Grain IQ** and the **Weekly Market Roundup** on Spotify, Apple Podcasts, Google Podcasts, YouTube or ruralradionetwork.com.



(YOU)

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

All soybean farmers, including you, are busy replacing petroleum with your soy oil. How? By pooling your resources through your soy checkoff. Learn how your soy checkoff is bringing tangible returns back to you and your operation at unitedsoybean.org/hopper.



Moving Soy Forward.
Moving You Forward.



REMEMBER,
HE
CREATED
YOU
FOR THIS.

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

