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The Nebraska Soybean Association (NSA) and the Nebraska Soybean Board (NSB) are proud to share the FY24 Fall edition of this publication with you—members of our shared community.

Here's How It's Been Growing

- FALL SIGNALS HARVEST NSB Executive Director Andy Chvatal and Chairman Doug Saathoff on the harvest, trade and more.
- **ISSUES WORTH WATCHING** News and insights from Nebraska Soybean Association President Doug Bartek.
- **WELCOMING NEW AND FAMILIAR FACES** Meet NSB's newly and re-elected members.
- **CELEBRATING 25 YEARS AND LOOKING FORWARD** Soybean Management Field Days' quarter-century of heritage and innovation.
- NEBRASKA SOYBEANS AND BORON Dr. Nathan Mueller reviews the science and recommends best practices.
- IN THE FIELD WITH NEBRASKA FARMER ROSS RASTEDE A fifth-generation Nebraska grower shares his family story.
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 - THE HUSKERS ARE POWERED BY BIODIESEL New partnership brings B20 biodiesel to Husker sports athlete transportation buses.
 - SOY 2023 Advancing the frontiers of soybean biology and research.





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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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On The Cover

Nebraska grain bins reaching towards the sky during harvest time.

Photo credit: Ag Processing Inc.



Note from the EXECUTIVE DIRECTOR



Bv Andv Chvatal

The harvest season brings a whirlwind of emotions for producers. The nights are cool, allergies begin to flare and yield reports vary. Family conversations are limited to meals on a tailgate before returning to work.

Fortunately, the combine cab is a great time for reflection and validation of practices, but even more importantly, it's the perfect place to look forward. That's what the Nebraska Soybean Board (NSB) does with your checkoff dollars. We look forward on your behalf. NSB's vision is feeding, fueling and innovating for the future. In order to deliver on that vision, we must continually create and improve demand for Nebraska's soybeans.

Soybean economics are not as simple as supply and demand intersecting on a graph and creating a grain bid. As the world continues down the autonomous trail, we need to remember that handshakes and good conversations still matter. Nebraska is in a very advantageous position geographically, for both national and international purposes. Three out of every five rows of soybeans in Nebraska get exported. Most of the market for those remaining two rows goes into feeding livestock, creating a value-added product and then either consuming it here or exporting that product to our foreign customers.

This edition of SoybeaNebraska spotlights international demand for Nebraska's soybeans. So as you cut beans this fall, keep looking forward, knowing your efforts contribute to the greater good of our state, nation and world.

The staff at the Nebraska Soybean Board wishes you a safe and bountiful harvest!



It finally feels that summer has lessened its grip, and fall is on the way. Cooler mornings and evenings are a sure sign that harvest is approaching. Harvest has arrived early in my area with dryland corn and short-season soybeans being the first to go, seed corn harvest has been in full swing for a couple of weeks now.

One thing that has been in full swing for many years at the Nebraska Soybean Board is our commitment to demand, especially on the international side. We partner with many organizations such as the U.S. Soybean Export Council, the USA Poultry and Egg Export Council and U.S. Meat Export Federation. They help promote our product to other countries. They have experts there to advocate on our behalf, so we don't have to travel from country to country ourselves, and we can rest assured they are doing an excellent job.

We must continue to show the world that we have a more superior product than any other country. We can do that by hosting trade groups on our farm to show them why we do what we do. It's a perfect opportunity for them to walk the soybean fields and see firsthand how beans are grown and how the crop is progressing. I, along with my neighbor, hosted a group from Japan and South Korea in late August. This is a great way to build relationships with overseas buyers and show them where their soybean meal originates, from an irrigated farm in south central Nebraska.

Nebraska holds a unique position among all the other states and countries. We have good soil and half of our soybeans are irrigated. We can show our buyers that we have a dependable supply that is of the highest quality.

I hope you enjoy this edition of SoybeaNebraska, and I also hope you have a good and safe harvest.



Doug Saathoff meets with a trade team from Japan and South Korea at his farm near Trumbull during the last week of August.



Harvest time is here, and we all get busy navigating our way through the many decisions we make as harvest progresses.

One thing I know for certain is during the busy season I have representation working for soy growers on issues in Washington D.C. Through membership in the Nebraska Soybean Association (NSA) and American Soybean Association (ASA), this is possible. Checkoff funds cannot be used for policy work. Voluntary membership dollars can.

So, what are some of the issues we are watching?

Soy Checkoff: ASA and all 26 affiliated state soybean associations are pleased members of the U.S. House of Representatives voted down Rep. Victoria Spartz's (R-IN) anti-checkoff amendment by a vote of 49 to 377. The amendment to the House Ag appropriations bill proposed eliminating funding for USDA to administer national ag promotion programs. ASA and state affiliates including NSA joined scores of other ag groups in a letter to House leadership in which they opposed the amendment. NSA recognizes Rep. Don Bacon, Rep. Mike Flood and Rep. Adrian Smith as well as Sen. Deb Fischer and Sen. Pete Ricketts for their continued support of the national soybean checkoff program.

bill and any potential roadblocks that could derail passage before the end of the year.

Farm Bill: ASA is keeping a close eye on the farm

EPA Proposal: Endangered Species Act-Herbicide Strategy, a general set of restrictions on agricultural herbicide use that would be imposed on all new or re-registered herbicide registrations moving forward. While this proposal would generally apply to most agricultural herbicide users in the lower 48 states, herbicide users in four pesticide use limitation areas (PULA) could potentially have a need to adopt greater restrictions due to their alleged risks to certain endangered species.

These restrictions could be very costly or entirely unworkable for many producers, especially in Nebraska. ASA continues to gather information from soybean producers across the U.S. to submit our concerns to EPA by the October deadline.

If you are not a dues-paying member of NSA, join us. A \$250 membership investment is well worth it. To join, go to soygrowers.com or contact our office at 402-441-3239.

Wishing you all a safe and bountiful harvest.





Nebraska Soybean Association leaders Craig Frenzen, Aaron, and Chandra Blase, actively engage with local farmers at Husker Harvest Days, discussing ongoing advocacy initiatives and membership benefits.



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NEBRASKA SOYBEAN BOARD WELCOMES

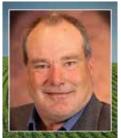
ELECTED AND RE-ELECTED MEMBERS

Adams, Buffalo, Clay,

Franklin, Hall, Kearney,

Nuckolls and Webste

One farmer, including two incumbents, have been elected to the Nebraska Soybean Board (NSB). An election was held in July for board members in District 5, while District 7 and At-Large candidates ran unopposed. Mark Caspers previously served on NSB from 2002 to 2014, returns for a new term, bringing valuable experience to the board. Learn from your elected and re-elected district directors below:





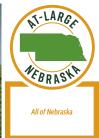
Doug Saathoff

Trumbull | Adams County | Ran unopposed

"I am excited to serve for another term on the Nebraska Soybean Board. It is an honor to serve the soybean farmers of District 7. Utilizing their checkoff money wisely and effectively will remain my top priority as we work together to move our soybean industry forward."







Greg Anderson

Newman Grove | Madison County | Ran unopposed

"The soybean checkoff continues to work for soybean farmers with strategic precision, growing value through demand, utilization, research, education and community engagement. I am thrilled and honored to continue serving on the Nebraska Soybean Board to help maximize checkoff investments. I believe Nebraska soybean farmers have more opportunities than ever before, with growing domestic and international markets, cutting-edge research and the rapid growth of biodiesel and renewable diesel—all flagship projects that NSB works on."

Mark Caspers

Auburn | Nemaha County | Elected

"I am excited to once again serve the soybean farmers of District 5 as their representative to the Nebraska Soybean Board. After a nine-year hiatus from serving on the board, I am really looking forward to 'catching up' with the progress made during that time with research as well as new uses for our soybeans. I will also be proud to be a part of carrying on the tradition of Nebraska's pioneering funding of biodiesel and Bioheat® projects which have provided tremendous returns to Nebraska's soybean producers."

"A special thank you to all the candidates who took time out of their busy schedules to run in this year's election. As the soybean industry continues to evolve, I have the utmost confidence in our board to invest your checkoff into areas that benefit all soybean farmers in Nebraska."

— ANDY CHVATAL, NSB EXECUTIVE DIRECTOR

The newly elected and re-elected board members are poised to serve a three-year term, commencing on October 1, 2023, and concluding on September 30, 2026.



n August, Soybean Management Field Days celebrated 25 years of providing growers with the latest in soybean production, management and marketing. The Nebraska Soybean Board and Nebraska Extension event provides demonstration-based presentations, interactive discussions about soybean production, profitability and local and global issues.

The field days were at the Jason Jakob farm (Rockville), UNL Haskell Ag Lab (Concord), UNL Eastern Nebraska Research, Extension and Education Center (Mead) and Randy and Blake Huls farm (DeWitt). Two-hundred-seventyfour growers attended this year, learning about sprayer cleanout/setup, pest/disease management, cover crops, soil health, irrigation/technology and marketing.

Many growers have benefited from attending the field days, with an attendance of 10,460 over 25 years. There have been changes and challenges, but the goal has remained the same—to help soybean growers maximize productivity and profitability through smart decisions and efficient use of resources.

NSB executive director Andy Chvatal says, "Keeping relevance and profitability at the forefront of the field days are most important for the soybean checkoff. It was that way in 1999, and it's still that way in 2023. We also look forward to keeping the soybean conversation moving in the right direction for the next 25 years."

As the field days move forward, an exciting addition is planned for 2024—featuring a new Soybean TAPS Competition. Testing Ag Performance Solutions (TAPS) is an innovative program developed by University of Nebraska research and extension specialists and educators. TAPS implements interactive, real-life farm management competitions focused on profitability, input efficiency and yield, with overall winners receiving cash prizes.

The Soybean TAPS Competition will involve growers making decisions on a variety of management options, such as seeding rate, row spacing, variety selection, seed treatments, fungicides, insecticides, planting dates, crop insurance and grain marketing.

Those competing make decisions on management options for a "farm"—three replicated soybean plots at the University of Nebraska Eastern Nebraska Research, Extension and Education Center near Mead. This first year, the Soybean TAPS competition will start with a limited number of management options and teams, ideally with one or two teams

The checkoff-funded program garners positive reviews from growers, such as:

- "Very good program. Covers a lot of topics related to soybean production."
- "I learned several new strategies to implement when making management decisions."
- "Important issues with raising soybeans today."
- "Excellent presentations—highly effective presenters."
- "It shows me I am on the right track. I am either doing or looking at doing some of these things."

from each of the 8 Nebraska Soybean Board districts.

As TAPS is rolled out as part of the field days, suggestions and feedback are welcomed on what management decisions growers would like to see incorporated into the competition, so please share your ideas with the Nebraska Soybean Board. Watch for more details on how you can be part of TAPS at Soybean Management Field Days in 2024.



Send your ideas for Soybean TAPS management options to Aaron Nygren at anygren2@unl.edu or Andy Chvatal at andy@nebraskasoybeans.org.



Dr. Nathan Mueller, CCA and Nebraska Water & Cropping Systems Extension Educator for Gage, Jefferson, and Saline counties

nterest in soybean boron needs is common among farmers and agronomists in Nebraska due to higher yields than in previous decades and the increased availability of micronutrient fertilizers in both liquid and dry formulations.

Soybeans are rather insensitive or unlikely to have boron deficiency. However, they are very sensitive to toxicity, including scorching/necrosis on the leaf edges (Figure 1). Boron is needed for cell walls during cellular expansion and normal development of nitrogen-fixing root nodules. It would be rare to see deficiency, but soybean boron deficiencies would show up at growing points because boron is not easily moved from old to new tissue. Deficiency symptoms consist of stunting, swollen nodes and the death of the growing points. Older leaves may appear thick, dark green, leathery and cupped downward, and delayed leaf loss or senescence in the fall.

Soil availability of boron is greatest at soil pH between 5.0 and 7.0. Boron in soil solution exists as a non-ionized molecule called undissociated boric acid, which is unique among micronutrients. Soil boron availability is controlled by adsorption/desorption on surfaces of aluminum and iron oxides, clay minerals, calcium carbonate and organic matter. Since organic matter is a large pool of potentially available boron, drought can decrease availability due to slower

decomposition and less movement of boron to roots in dry soil. Boron deficiency in soybean would be more likely to occur on low organic matter sandy soils. Boron deficiency in alfalfa, a boron-sensitive crop, has been documented in central Nebraska on sandy soils but not in soybeans. Northeast Arkansas is the closest area with soybean boron deficiency issues when soybeans follow rice.

Soil analysis poorly predicts the need for boron fertilization and poorly correlates with soybean boron uptake. I recommend using plant tissue nutrient analysis to determine boron sufficiency. If in the sufficiency range of 25 to 60 ppm, boron is not likely a yield-limiting factor.

Soybean boron deficiency is rare in Nebraska, and the need to apply boron fertilizer is extremely low. Additionally, groundwaterirrigated soybean acres are receiving extra boron, learn more and view the map of boron concentrations in Nebraska groundwater in Extension Circular-EC3052 at extensionpubs.unl.edu. If you are still concerned after plant analysis, I encourage you to review past Nebraska On-Farm Research studies by searching "boron" at resultsfinder.unl.edu and conduct your own on-farm research through the Nebraska On-Farm Research Network at on-farm-research.unl.edu.



Learn more about how to conduct soybean plant tissue sampling by reading my article and watching the short video at extension.sdstate.edu/plant-nutrient-analysis-do-your-soybeans-have-right-stuff.

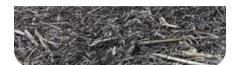




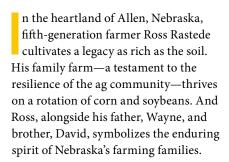


In the Field with

NEBRASKA FARMER ROSS RASTEDE







The Rastede farm has seen a dynamic evolution over the years. From adopting no-till farming to embracing cuttingedge machinery and technology, they've adapted to the times. Ross, who once ventured into the world of marketing and advertising, found his true calling in the farming community. His return has not only allowed him to carry on tradition, but to foster a lifestyle centered on family values.

Of course, 2023 has brought its share of challenges and triumphs. Yet despite a dry spell in mid-August, the Rastedes remain optimistic about the

upcoming harvest. They've tackled field management issues head-on, braving the tide of increasing weed protection challenges and white mold fungus.

Looking to the future, Ross sees a silver lining in the form of a new soybean processing plant in Norfolk. "We are excited that the new plant is close to opening. We think it will help the local basis as well as offer additional hauling options. We are also challenging ourselves to take a fresh look at field management throughout the year as we see soybeans continuing to be a major player."

His participation in the Nebraska Soybean Board's "See for Yourself" program was an eye-opening experience. It offered a bird's-eye view of the soybean industry, from the loading docks at the Port of Grays Harbor to the potential of biodiesel as a cutting-edge soybean use. The program also exposed Ross to diverse farming operations and



The See For Yourself program offers a broad outlook and gave me more insight into the expansive agricultural world, from the loading docks to potential new uses for soybeans like biodiesel. This is helpful for guiding informed decisions as soybean growers in Nebraska.

ROSS RASTEDE



major export-import hubs, broadening his agricultural perspective.

In the evolving landscape of Nebraska farming, the Rastede family proves that the future is a blend: one that cherishes tradition while embracing innovation. It's this balance that has driven Nebraska's ag sector for generations and will for generations to come.



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DEMAND & UTILIZATION



Nebraska soybeans find new pathways to reach and enrich global markets, meeting the demands of a diverse and growing world population.

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DEMAND AND UTILIZATION COMMITTEE:

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

NEBRASKA SOYBEANS CRITICAL TO RECORD PORK EXPORTS TO MEXICO

s international demand grows for U.S. pork, word is spreading that high-quality inputs are a critical piece of U.S. pork's superior flavor and tenderness. The U.S. Meat Export Federation (USMEF) emphasizes to international customers that high-quality soybeans are a vital part of the U.S. pork story. Checkoff support from Nebraska soybean growers helps USMEF spread this message to a growing global audience.

Through July 2023, exports of U.S. pork strongly outpaced year-ago levels, according to data released by USDA and compiled by USMEF. Pork exports to leading market Mexico continue to far exceed last year's record pace as exports to Mexico increased 14% from a year ago to 614,015 metric tons (mt), while value soared 20% to \$1.26 billion. This includes a surge in pork variety meat exports, which increased 47% to 90,311 mt, valued at \$160.6 million (up 43%).

The growth in pork and pork variety meat exports to Mexico is a major reason why pork exports accounted for a record 30.3% share of production in July and pork export value equated to \$65.38 per head slaughtered.

Because the livestock industry is a vital customer for soybeans, pork export growth also results in greater demand for Nebraska soybeans. According to an analysis by World Perspectives, Inc.:

- ▶ Pork exports accounted for 5.84 million bushels of Nebraska soybean usage in 2022, which equated to \$86.59 million in value.
- ▶ Pork exports contributed 13% of bushel value, which equaled \$1.94 per bushel (at an average price of \$14.83 per bushel).

USMEF works on behalf of the red meat industry, carrying out market development activities in more than 95 countries. Education and promotion are key elements, particularly in leading markets such as Mexico.

USMEF works directly with key importers in Mexico to help them grow their portfolios of U.S. pork by providing educational and promotional programs for their retail and foodservice customers. These programs identify opportunities

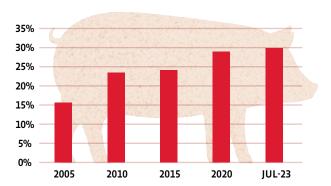


USMEF utilizes a U.S. pork truck in Mexico to demonstrate the superior taste of U.S. pork at events and to support retail promotions.

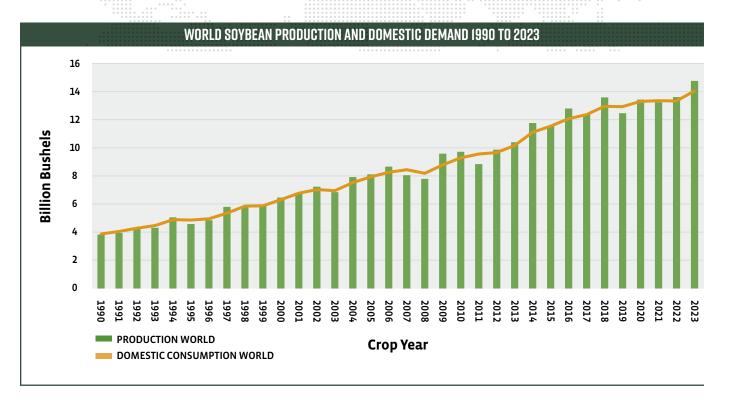
for a targeted range of U.S. cuts with an emphasis on underutilized cuts such as the loin while also conducting promotions for these U.S. pork cuts directly with consumers.

"USMEF works to spread the U.S. pork story in markets such as Mexico," says USMEF Senior Vice President John Hinners. "Checkoff support from Nebraska soybean producers is critical to this work."

PORK + PORK VARIETY MEAT EXPORTS AS A % OF PRODUCTION



SOYBEANS ON THE EXECUTED STATES



By Jeff Peterson. Heartland Farm Partners and Assistant Professor of Practice at the University of Nebraska-Lincoln

he soybean industry continues the trend of becoming more global. As of the September 2023 WASDE report, world soybean production is estimated to be 14.7 billion bushels, up 1.1 billion from 2022. The September WASDE report forecasted world soybean demand to be 14.1 billion bushels, up 700 million from 2022. The forecasted world production and demand would be new records. Since 1990, world soybean production has increased by 10.9 billion bushels, and world soybean demand is up by 10.3 billion bushels.

The "World Soybean Production and Domestic Demand 1990 to 2023" chart shows the world soybean and domestic demand from 1990 to 2023. Brazil continues to be the largest soybean producer in the world. As of the September 2023 WASDE report, Brazil's 2023 soybean production is forecasted to be 5.99 billion bushels, which is 1.89 billion bushels (+45%) higher than the United States. The "Major Soybean Producers" chart shows soybean production from 1980 to 2023 for Brazil, the United States, Argentina and China. The United States was the largest soybean producer until 2017. In 2017, Brazil produced more

soybeans than the United States. However, the United States regained the title of the largest soybean producer in 2018. Since 2019, Brazil has been producing the most soybeans in the world.

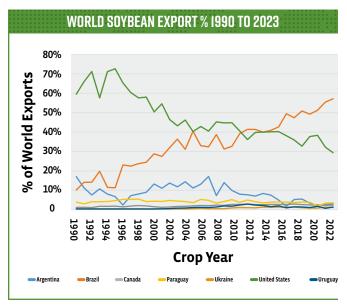
Another way to examine world soybean production is to explore the percentage of world production each country produces. The "% of World Soybean Production By Country" chart shows the percentage of world production for the top three soybean producers, plus China. China is included in the chart because even though they aren't a top producer of soybeans, they are the leading user of soybeans. Since 1980, the United States peaked at 64% of the world's soybean production in 1982. According to the September WASDE report, the United States 2023 soybean production is forecasted at 28% of world production. By comparison, Brazil had 15% of world soybean production in 1981, but according to the September WASDE report, Brazil's 2023 production is forecasted to be 41% of world production. Brazil's percentage of world soybean production continues to increase, and the United States % of world production continues to decrease.

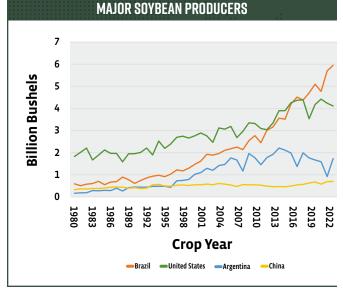
The world demand for soybeans continues to be more global. A majority of soybeans are crushed. When crushed, soybeans are changed into soybean meal, oil and hulls. One of the best ways to evaluate soybean demand is to look at the soybean meal demand. The global trends in increased meat demand have driven up global soybean meal demand and, as a result, soybean demand. The "World Soybean Meal Domestic Demand" chart shows the amount of soybean meal demand since 1990 for the top seven countries. As of the September 2023 WASDE report, China is forecasted to use 75.182 million metric of soybean meal for the 2023 crop year. China has been the largest user of soybean meal since 2009.

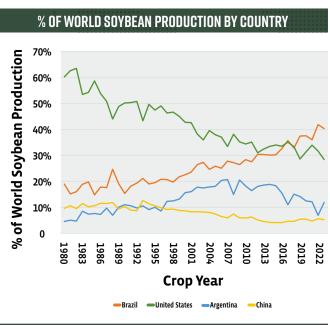
As a result of soybean production and demand becoming more global, there have been some changes in soybean exports. The

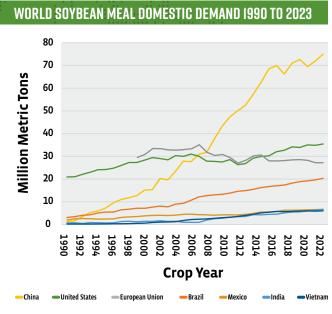
"World Soybean Export % 1990 to 2023" chart shows each country's world export percentage. Since 1990, the United States peaked at 73% of world exports in 1995. Brazil took over as the largest exporter of soybeans in 2012. As of the September WASDE report, Brazil is forecasted to be 58% of the world's exports for the 2023 crop year.

The overall trend in the soybean industry is that world soybean production and demand continue to increase unless weather problems impact production. The United States' percentage of world production and exports will continue to decrease, while Brazil's percentage of world production and exports will increase. Overall, the soybean industry will be more and more global from now on.









DEVELOPING RELATIONSHIPS

Strengthening Global Connections Through U.S. Soy Trade Missions

By Wesley Wach, NSB Demand & Utilization Coordinator

It is no secret that soy is one of the most vital products when it comes to providing a feed, food, fuel and industrial input source for the world. U.S. Soy, in particular, is not only vital but also valuable. Soybean exports from the United States in 2022 were valued at over 34 billion dollars by the Foreign Agricultural Service, which is up 26 percent from the previous record that was set in 2021. One of the fundamental factors in building and sustaining this demand is the relationships between international customers, U.S. soybean farmers and value chain partners.

The Nebraska Soybean Board (NSB), in collaboration with the Soybean Research Development Council (SRDC), the United States Soybean Export Council (USSEC) and Ritz Ag Consulting, Inc (RAC) organized six visits for international customers of U.S. soy in 2023, providing a unique opportunity to learn about the U.S. Soy industry while establishing new relationships and strengthening existing ones.

"These trade missions are all about connection and education," said Wesley Wach, NSB demand and utilization coordinator. "The quality of our soybeans does most of the talking, but providing a chance to engage with the farmers who grow it is what really makes all of this work."

Visitors predominantly came from southeast Asia, along with the Americas, northeast Asia and New Zealand. Each group was able to visit farms, agribusinesses, processing companies and export terminals, seeing firsthand the infrastructure that delivers soy throughout the world.

Each of these trade missions showcased the quality and value of sourcing soybeans from the U.S. while also helping customers learn about sustainability practices, current crop conditions, solutions delivered by U.S. soy and U.S. soybean producers' commitment to global food security.

JULY AMERICAS TRADE TEAM

Consisting of key industry representatives from eight countries in the Americas, this visit started at the Ag Processing Inc. headquarters followed by an industry update from NSB and a farm visit where they heard from NSB director Brent Steinhoff and three generations of soybean producers with Next Gen Ag Partners. Final stops for the trade team included the Port of Grays Harbor, Blue Water Shipping and other transportation partners in the Pacific Northwest.





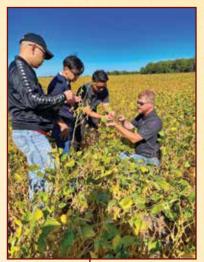
SEPTEMBER 25-26 MEXICO GROUP

Mexico is an important agricultural trade partner to the U.S. On this visit, attendees were able to discuss the importance of innovation in meeting global food security challenges and visit with former NSB director Nathan Dorn.

SEPTEMBER 13 INDONESIA AND THAILAND GROUP

Buyers and nutritionists from Indonesia and Thailand visited numerous farms in the Midwest to hear farmers share insights on their soybean crop and answer questions on yield, production, pricing and transportation.





AUGUST 28 JAPAN AND SOUTH KOREA GROUP

This group of importers visited NSB chairman Doug Saathoff's farm and a AGP processing plant to better understand the Midwest logistics and production. The group was very interested in directly hearing the farmers' expectations of the upcoming crop and how heat has affected growing conditions.









The Philippines is the number one importer of U.S. soybean meal. This group from La Filipina, a distributor in the Philippines, brought over many of their customers, visiting NSB district director Jason Penke's farm and discussing the sustainable growing practices he uses.



AUGUST 24 SOUTHEAST ASIA AND NEW ZEALAND AG IMPORTERS TEAM

After spending the week at USSEC's premier event Soy Connext, a group of importers visited United Soybean Board director Greg Greving's farm in Chapman, NE. The group was able to hear an overview of the state's soybean production and farming operations, including pivot and gravity irrigation methods. They also visited AGP and Viterra.

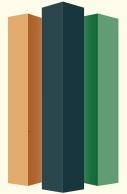




Make Moves with U.S. Soy

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

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



Trade. Development. Food Security.





BOOSTING AQUACULTURE INNOVATION

Nebraska Soybean Growers Buoy WISHH's Global Trade Strategy

he Nebraska Soybean Board's soy checkoff investments are boosting aquaculture innovation in Africa and Asia where soy-based fish feeds are on the rise. By working through the American Soybean Association's World Initiative for Soy in Human Health (WISHH) program, the Nebraska soy checkoff is trailblazing new markets that use soy-based feeds.

Thanks to Nebraska soy checkoff support, WISHH installed aerators and has testing underway at Flosell Farms, which is led by CEO Evans Danso. The Ghanaian Ministry of Food and Agriculture honored him as the West African nation's best fish farmer in 2020. WISHH aquaculture consultants are working closely on the aerators and more with Danso who is a leading example of why sub-Saharan African aquaculture has grown by 11% annually on average since 2000—almost twice as fast compared with the rest of the world.

"The aerators help us improve the quality of our water, minimize disease issues, provide an optimized environment to grow fish better and improve the health of the fish," says Danso who raises tilapia and other fish on soy-based feeds.

The farm is also an important opportunity to introduce young African aquaculturists to the aerators as well as the benefits of soy-based fish feeds. WISHH is using United Soybean Board funding to support internships for college graduates who come to the farm where they gain valuable realworld experience.

New aquaculture technologies, such as aerators, are also key for WISHH's work in Cambodia, which is home to one of the highest per-capita rates of fish consumption in the world. More than 80 percent of the total animal protein in the Cambodian diet comes from fish and other aquatic animals.

Such demand is also an opportunity to increase soy trade with Cambodia, which is home to a feed mill of U.S. soybeans and soybean meal. The feed mill, which has purchased AGP soybean meal, is projecting a 10-20% increase in demand for the company's aquaculture feeds in 2023-2024.

WISHH's Asia Division Director Alan F. Poock leads WISHH's Nebraska soy checkoff work in Cambodia and reports the investment has allowed WISHH to demonstrate the many benefits of using aerators. The equipment improves water quality, which ultimately helps increase demand for U.S. soy by making Cambodian fish farmers more successful.

To further put the puzzle pieces together, WISHH is aligning its Nebraska soy checkoff investments with funding from the Missouri and Illinois soy checkoffs as well as USDA Food for Progress aquaculture project in Cambodia. The USDA Commercialization of Aquaculture for Sustainable Trade (CAST)-Cambodia is already working closely with the Cambodian government, academic institutions and others.



The farm of longtime WISHH strategic partner Evans Danso (centered) is the perfect setting for the aeration trials. Danso's strong production has already landed him praise by the Ghanaian Ministry of Food and Agriculture as the West African nation's best fish farmer.



Soy-based feeds are given to young fish in the tanks where WISHH is evaluating aeration technology that is appropriate for fish farmers in sub-Saharan Africa.



A Cambodian fish farmer feeds soy-based feeds in one of the unique in-pond raceway systems that WISHH and partners have developed. Aeration systems complement the in-pond raceway systems.



Interns and staff at Flosell Farms in Ghana harvest young fish that will be relocated to tanks where the Nebraska soy checkoff aeration trials are underway.



By Arnab Roy Choudhury, Soy Excellence Center, a USSEC initiative

n a journey that spanned continents and cultures, Nebraska Soybean Board representatives Anne Meis and Jason Penke, keen on fostering a brighter future for U.S. Soy, ventured far from their Nebraska roots to explore the impact of the Soy Excellence Center (SEC) in Honduras, Mexico and Egypt.

Penke, Nebraska Soybean Board Vice Chairman, joined the SEC Middle East and North Africa (MENA) Regional Advisory Council (RAC) meeting and QSSB Trade Mission in Cairo, Egypt. Among the highlights of his journey was a visit to the WorldFish Center in Abbassa, where he witnessed the 100th SEC training on Fish Trade and Export Opportunities. Penke gained profound insights into the burgeoning aquaculture industry at the Alexandria K21 Marine Farm & Hatchery and Sadat City Feed Mill. These experiences emphasized the pivotal role of SEC's training in advancing the soy value chain.

Penke also engaged with prominent stakeholders, including members of the SEC MENA, RAC and U.S. Foreign Agricultural Services, dissecting the crucial role of SEC's courses in Egypt's soaring aquaculture sector, now a leader in Africa and sixth globally, according to Food Agriculture Organization. Penke noted, "This visit has been incredibly eye-opening. I never imagined this trip would include observing how soybeans are utilized in Egypt and witnessing the collaborative efforts between the United States and Egypt in supporting each other's businesses. Visiting various sites has been very neat! Meeting the local people and experiencing their friendliness and warmth has made it a truly wonderful experience."

Similarly, Meis, Nebraska Soybean Board district director, embarked on her journey to witness SEC's activities in Honduras and Mexico. At Honduras' Zamorano University, she saw the hands-on learning, the participants' energy and the facilitator's passion as they balanced theory with real-world applications. In Guadalajara, Mexico, Meis participated in discussions with the SEC America's RAC members on the evolution of SEC's hybrid training model, the digital community to engage beyond the classroom courses and sustainable funding alliances to drive the impact the SEC continues to make across the soy value chain. She also visited poultry integrators Alipec and Su Pollo. These enterprises have consistently sent their employees to the SEC training programs in the Americas and are firm believers in the SEC program's power to feed the minds of those who will feed the world.

Sharing her enthusiasm, Meis mentioned, "Visiting Honduras and Mexico, I witnessed firsthand the passion and dedication of the SEC program, its facilitators and participants. Seeing them converge from across Latin America at Zamorano University was truly inspiring, unified by their commitment to learn and grow. Their shared experiences reaffirm the transformative power of the work SEC is doing in the Americas region, which will ultimately drive U.S. Soy utilization in the region."

Meis and Penke returned from their travels with a deeper understanding of the interest and eagerness to learn permeating among SEC training program participants. These experiences highlighted the SEC's vital role in nurturing early-to-mid career professionals in the protein industry, paving a promising path for U.S. Soy.

The SEC actively guides the way toward a brighter, more abundant future for such participants and the U.S. Soy farmers. Through its efforts to foster knowledge and encourage sustainable practices globally, SEC is amplifying the U.S. Soy presence worldwide, showcasing its commitment to nurturing a globally responsible and vibrant soy industry.











Jason at the QSSB and Soy Excellence Center meetings in Cairo and the group at MADE - Marine Aquaculture Development in Alexandria.

Mexico



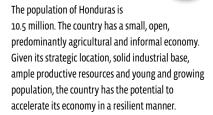
Mexico ranked as the third-largest among U.S. agricultural export markets in 2020, with exports totaling \$18.4 billion. It is the 15th largest economy in the world and second largest in Latin America. Mexico is the 2nd largest whole soybean market for the U.S., as well as a major market for soybean meal and oil.

U.S. Soy has collaborated with Mexico since the 1980s.

OPPORTUNITIES:

- Growth in domestic demand for poultry and eggs, combined with growing pork production for export, adds to a sustained need for soybean meal.
- Growing aquaculture production, especially in shrimp and tilapia, drives a need for more feed. In-Pond Raceway System (IPRS) technology has been implemented by some firms and more producers are interested.
- Pet food continues as a feed subsector with the largest growth rate and margin for producers seeking more sustainable ingredients.
- Marketing of U.S. Soy sustainability increases understanding by customers. Brand awareness will support differentiation from other origins and competing products like palm and canola.

Honduras



U.S. Soy has collaborated with Honduras since the 1980s.

OPPORTUNITIES:

- U.S. soybeans continue to dominate the market entirely, holding a 100% share.
- U.S. soybean products have solidified their position as the preferred choice among customers compared to alternatives from other sources.
- Honduran customers have a deep understanding of the value associated with U.S. soybeans.

Egypt



Egypt is the 3rd most populous country in Africa with a population of 106 million. U.S. Soy is the largest soybean supplier to Egypt. In Marketing Year 2022, U.S. Soy shipments to Egypt reached 4.15 MMT, making Egypt the 3rd largest soybean export market for the U.S.

U.S. Soy has collaborated with Egypt since 1988.

OPPORTUNITIES:

- Egypt's booming poultry and aquaculture industries are leading the way for more soy to be crushed in the region.
- Egypt's soybean crush industry is expanding, driven by strong growth in poultry and dairy consumption, aquaculture expansion and increased soy oil consumption.





OPTIMIZING SUCCESS IN POULTRY AND EGG EXPORTS



merica's soybean farmers and USA Poultry & Egg Export Council (USAPEEC) form a longstanding and successful partnership. The Nebraska Soybean Board is a key player in that partnership too. The U.S. poultry and egg industry accounts for 56 percent of all the soybean meal produced in the U.S. and, as exports grow, so does production and the need for more soybean meal. In 2022,

U.S. poultry and egg exports accounted for 148.6 million soybean bushel equivalents worth \$6.23 billion.

Without U.S. poultry and egg exports, U.S. soybean prices would decrease by 9 percent. The good news is that exports continue to grow despite a slight decrease expected in 2023 due to the impact of Highly Pathogenic Avian Influenza, which resulted in the closing of many markets.

Total poultry and egg export volume is projected to increase next year by 3 percent from 2023. Funding USAPEEC receives from commodity groups such s the Nebraska Soybean Board helps promote U.S. poultry through marketing programs in 80-plus markets around the world.



The Nebraska Soybean Board is currently supporting U.S. poultry promotional campaigns in Chile, India and recently in Mexico. Each has gone a long way to educate people in those markets about U.S. poultry and to spark demand. Here is a brief look at each of those efforts:



The USAPEEC Mexico team conducted a border visit in June at Laredo, Texas. USAPEEC members visited key sites, including a freezer warehouse and the point of entry for trucks crossing the border. Ideas and suggestions to improve logistics were offered and recommendations were made to improve the import system and processes.



Under the sponsorship of the Nebraska Soybean Board, USAPEEC executed a social media campaign this spring to promote U.S. poultry products among importers, wholesalers, retailers, supermarkets, gourmet shops and the HRI sector.

The campaign was developed through USAPEEC's digital channels on Facebook and Instagram with help from seven influencers and focused on recipes created by professional chefs. The campaign reached more than 16 million people.



INDIA

Frozen poultry is a relatively new offering in India, requiring education concerning its proper handling. With the support of the Nebraska Soybean Board, USAPEEC is building that awareness while demonstrating the convenience and possibilities of frozen poultry, including U.S. turkey and duck. USAPEEC has engaged with the food service and catering segment in India, providing valuable insights into consumer preferences and market prospects. This has helped identify potential opportunities and is a key part of the "Celebrate with U.S. Poultry" campaign.



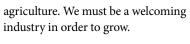
- Question (Q): As an advocate for agriculture, could you share a memorable experience or story that highlights your connection to agriculture?
- the son of a tenant farmer, we based everything we did on faith, family, and hard work. I grew up not having much, but at the same time, we had everything we needed. I remember when I was eight years old, it was the first year my dad planted soybeans on our farm. The soybeans were planted light, which created a pigweed to grow in the 20-acre field. I spent my summer pulling pigweeds by hand. It took a lot of grit, determination, and hard work. Those are the values I still have today as Governor of Nebraska.
- Q: Nebraska is known for its strong sense of community. How do you believe the agricultural community in the state can continue to work together to address challenges and achieve common goals?
- Preserved to a different producers who continue to stick together to address challenges and achieve common goals. We need to do this by showing up at local and state meetings, joining agriculture groups, and surrounding ourselves with producers who continue to challenge us to grow our businesses.
- **Q:** What are some of the challenges you see farmers facing in Nebraska?
- Currently, most people in America today are three generations removed from agriculture. They don't understand where

their food comes from or the importance of our industry. This presents a few challenges when it comes to the implementation of regulations and the creation of new laws that impact the industry.

We are also challenged in maintaining the freedoms we have in production agriculture to continue producing our products to feed the world, in a sustainable way. In agriculture, we have been sustainably growing our products for generations. We are the original conservationists. As an industry, we need to tell our story and think into the future what agriculture will look like in 50 years.

Q: How do you envision keeping youth in Nebraska, more specifically working in agriculture, after school or college?





Q: And what do you see as some of the opportunities for farmers in Nebraska in the coming years?

IP: The opportunities are endless. I have learned so much about the new bioeconomy since taking office. For example, look at the fermentation process that was once used only to make corn ethanol. We are now on the cusp of making plastics and synthetic fibers, from corn! Nebraska producers are global leaders in producing more by using less. Due to our natural talents to innovate, and in combination with our abundant natural

> resources, Nebraska maintains the most sustainable production

practices on the planet. We are now working to document that with data, which will allow our producers to get paid for their quality products. That's part of the Value-Added Ag Initiative we've launched with the Aksarben Foundation. This program will allow producers to verify that their crops and animals are raised using a lower carbon footprint than

anywhere else in the world, and then, they will be able to charge a premium at sale. It's a very exciting time to be in agriculture.

Q: Tell us a little about your thoughts on soybean crush expansion in Nebraska and what benefits it can bring to our state.

IP: Adding new soybean crush capacity in Nebraska is another immense opportunity for this state. By crushing our beans here, we are adding value to our local economy. Base prices for soybeans are likely to increase, as demand for beans increases. The demand for more biofuels and biodiesel will only continue to grow in the near term. The demand for soybean meal is also expanding. We saw this on our trade mission to Vietnam in July. Nebraska is already exporting large quantities of

soybean meal to Vietnam to be used in animal feed. As the world's population grows and becomes wealthier, diets are improving, and this is driving the demand for meat proteins. New crush facilities in Nebraska will be a key feature in feeding and fueling the world, while capturing increased value for our products right here at home.

Q: Tell us a little about the importance of farmers getting involved and being leaders in their communities.

JP: I became involved in government because I wanted to leave the world a better place for my grandkids. We need strong leaders to stand up for our values, at all levels of government, because if we don't, someone else will. People involved in agriculture need to serve on school boards so that they can influence property tax issues. They need to serve on county boards because that's where decisions are made around zoning and development opportunities. Farmers and ranchers need to communicate with their state senators or run for office themselves, to make sure their interests and issues are addressed in the Unicameral. We need to get comfortable with being uncomfortable and take on more leadership roles. The future of our state depends on strong leaders who make decisions that will benefit their communities. I would urge every producer to get more involved with the decision-makers who affect their businesses and families.

Q: Anything else you want readers to know?

IP: It is such an honor and privilege to serve as your Governor. The first nine months have been a whirlwind. As public servants, we are working very hard for Nebraska. My hope is that as the first Nebraska Governor to come from production agriculture in 100 years, I can give a pragmatic voice to the industry that drives our state's economy.

IP: Our youth are the future

of Nebraska. My priority is to make sure every kid's educational needs are met and that they are on a pathway to have a life-long career in our state. It is imperative that we begin to rethink careers in agriculture. Opportunities have expanded beyond the day-today functions of a ranch and farm. Agriculturists must wear many hats. We need businessmen and women who will answer the call to join the agriculture industry in operations, accounting, law, biosciences, pharmaceuticals, manufacturing, engineering and more. I believe this mindset change will enhance our industry and make it attractive for those who didn't necessarily grow up in

HARVESTING PROFITS

Navigating the Complexities of On-Farm Storage

farmers are progressively investing in on-farm storage as crop yields rise and prices seesaw. With a record 25 billion bushel storage capacity, U.S. growers can house an entire typical harvest's worth of domestic grain, as reported by Farm Progress. Nebraska farmers alone grew their storage capacity by 140 million bushels from 1996 to 2019.

Yet the decision to invest in storage is far from simple. High construction costs, escalating interest rates and other expenses require careful consideration. Additionally, although delaying sales until prices are more favorable can yield returns, a volatile market can just as easily lead to losses—as experienced by corn growers in 2022.

Cory Walters, Associate Professor at the University of Nebraska-Lincoln, recommends taking a strategic approach to maximizing profits. He suggests setting a profitable price projection and initiating sales incrementally once it's reached, while accepting a reasonable basis. He also highlights the benefits of selling crops with high moisture content.

"To empower growers to maximize harvest time and profitability, we offer a complimentary Soybean Moisture Calculator on the Center for Agricultural Profitability website (cap. unl.edu). This tool can be very helpful for farmers navigating the complexities of on-farm storage," Walters shared.

While storage fees, crop prices and increasing transportation costs cut into profits, local storage availability is another key factor. Greg Greving—a



Nebraska farmer, United Soybean Board director and former Nebraska Soybean district director—suggests that high global supplies could impact deferred sales prices this year. But storage availability in his region seems promising for those without on-farm options.

"In the face of high costs and volatile markets, strategic planning is essential," Greving said. "Our region has significant storage capacity. Even if high global supplies might influence deferred sales prices, a well-formulated strategy can steer farmers toward profits."

Both Walters and Greving agree that having a strategy is more reliable than trying to predict what the market will do. With strategic planning and a clear understanding of influential factors, farmers can make informed decisions that maximize gains.

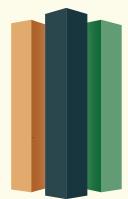






You Grow a Protein Powerhouse for Global Food Security

Find out how ASA/WISHH's soy checkoff-supported work with Edesia Nutrition led to the company developing a product that contains **25% more soy flour** than earlier formulations. Adding more soy allows Edesia to reach more people throughout the world.



Trade. Development. Food Security.



Top photo courtesy of SNI Global



THE HUSKERS ARE POWERED BY BIODIESEL



New Partnership Brings B20 Biodiesel to Husker Athletics and All of Nebraska

n an exciting new collaboration, the Nebraska Soybean Board (NSB) has teamed up with Husker Athletics to power their athlete transportation buses with B20 biodiesel for the ongoing school year and sports season.

This innovative sponsorship officially launched as the college sports season kicked off this fall bringing exposure to the sustainable energy powering the Husker transportation fleet, which includes three passenger buses. If you've been to a University of Nebraska Athletics event recently, you might have spotted the buses proudly displaying the logo "Team Bus Powered by Biodiesel". But here's the BIG news – it's not just the University team buses. Arrow Stage Lines, the transportation provider for Husker Athletics, has started to use B20 biodiesel blends in every single Arrow bus operating in Nebraska!

"B20 biodiesel not only promotes the use of locally grown feedstocks but also aligns perfectly with the sustainability goals of our university," stated Andy Chvatal, NSB executive director. "Utilizing biodiesel for Husker Athletics will be a significant step in reducing emissions and highlights a great value-added product for Nebraska soybean farmers to folks across the state."

B20 and lower-level blends can be used in many diesel vehicles without any engine modification. And beyond fostering job

growth and decreasing emissions, the transformation of soybean oil feedstocks into biodiesel has become a significant pillar of Nebraska's robust agricultural sector, offering stability for farmers during challenging economic periods. Through the enhancement of soybean oil's value, biodiesel contributes to 13% of the price per bushel of soybeans, amounting to \$1.78 per bushel in 2022. Furthermore, this process contributes to the reduction in the cost of soybean meal, a critical ingredient for livestock producers and the food supply chain.



We are thankful for the longstanding partnership with the Nebraska Soybean Board. Agriculture is the foundation of our state, and we are proud to have Nebraska soybeans powering our new team buses. The new bus wraps look great and this wouldn't have been possible without the ongoing support from the Nebraska Soybean Board.

— BRANDON MEIER, SENIOR ASSOCIATE AD – MARKETING AND MULTIMEDIA, NEBRASKA ATHLETIC DEPARTMENT



Come Visit Us at the Nebraska Ag Expo!

As December approaches, it's time to mark your calendars for an unmissable event that promises to elevate your operation: the Nebraska Ag Expo.



NEBRASKA AG EXPO | DECEMBER 5-7, 2023 | LANCASTER EVENT CENTER | LINCOLN, NE

Expand your horizons at the Nebraska Ag Expo. This event will inspire you with the newest innovations in agriculture. The Nebraska Ag Expo is a leader in showcasing ag innovation and empowering ag producers through technology and best-in-class solutions. With 9.2 acres of exhibit space, it's the second-largest indoor ag show!

Explore cutting-edge machinery and technology designed to streamline your operations and boost your yields. Network with fellow farmers, agronomists, and

industry professionals. The Nebraska Ag Expo is the place to be for all things agriculture this December.

Don't let this opportunity pass you by! Be sure to stop by the Nebraska Soybean **Board** at the Nebraska Ag Expo to learn about the latest developments in soybean research, crop management strategies, and industry insights. Be sure to also visit the

Nebraska Soybean Association nearby to get updates on local and national policy and to renew or start your membership!

NEBRASKA AG EXPO

2023 DATES

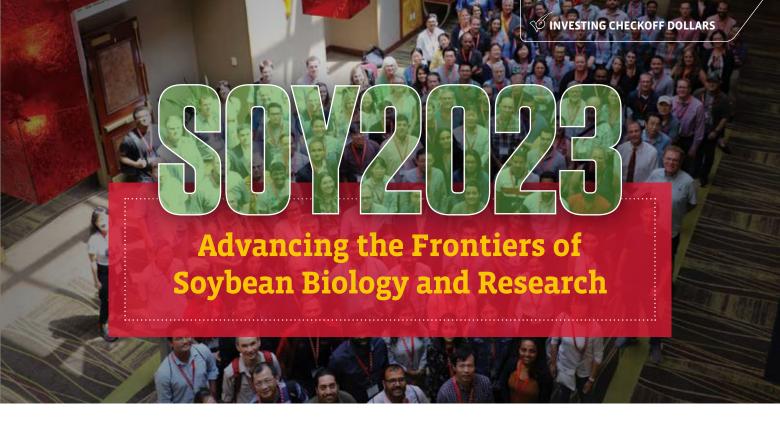
TUESDAY, DECEMBER 5 | 8:30AM-4PM WEDNESDAY, DECEMBER 6 | 8:30AM-4PM THURSDAY, DECEMBER 7 | 8:30AM-3PM

LOCATION

Lancaster Event Center 4100 N 84th Street, Lincoln, NE 68507 FREE parking is available!







he 19th Biennial Conference of the Cellular and Molecular Biology of the Soybean (Soy2023) was held August 10-13 at the Embassy Suites by Hilton in Lincoln, Nebraska. The inaugural biennial conference convened 36 years ago (Soy1986) at Iowa State University, with the stellar USDA soybean geneticist, Randy Shoemaker, serving as the host. It has been 17 years since Nebraska hosted this event, when the University of Nebraska-Lincoln soybean geneticist, James Specht hosted Soy2006.

Soy2023 brought together over 160 STEM professionals and learners to exchange ideas and research outcomes and to discuss challenges to enhance our understanding of soybean biology. The Soy2023 program spanned the scale from single cell to field production to collectively advance our knowledge of this wonderful legume feedstock that is globally valued for its quality oil and protein.

The oral presentations were highlighted by three plenary speakers, Ganesh Kishore Co-Founder and Co-Managing Partner at Spruce Capital Partners and MLS Capital Fund II, María Eugenia Zanetti Professor of Molecular Biology and Biotechnology, Universidad Nacional de La Plata, Buenos Aires, Argentina and Julia Bailey-Serres, Director, Center for Plant Cell Biology, Distinguished Professor of Genetics, University of California-Riverside.

The soybean research community's Soybean Genomics Executive Committee (SoyGEC) recently established three community awards to recognize community leaders across various stages of their STEM careers. Anna Locke, research plant physiologist with the USDA/ARS at North Carolina State University received the Mary Coker Joslin Early Career Award. Bob Stupar, a legume molecular genetic professor within the Department of Agronomy and Plant Genetics at the University



of Minnesota received the Richard (Dick) Bernard Mid-Career Award. Anne Dorrance, Professor of Soybean Pathology at The Ohio State University was recognized for her significant contributions to the soybean community over her 25-plus year career as a researcher, extension educator and instructor with the William J. Morse Career Achievement Award.

In addition to the oral and poster presentation activities, the Soy2023 attendees enjoyed an evening at Haymarket Park watching baseball between the Lincoln Saltdogs and Kansas City Monarchs. The closing banquet dinner, sponsored by the Nebraska Soybean Board, was held Saturday evening where the Soy2023 attendees enjoyed a wonderful meal with music provided by a student band from UNL's Glenn Korff School of Music, where the chair of the SoyGEC, Jamie O'Rourke (USDA/ ARS/Iowa State University) announced Soy2025 will be held for the first time at the University of Wisconsin, and hosted by Andrew Bent (Department of Plant Pathology).

