THE COLOR’S THE SAME.

There are plenty of look-alike seed treatments out there, but don’t let them fool you. With CruiserMaxx® Vibrance® Beans® you get the industry-leading combination of fungicides and insecticide. Nothing else protects your soybeans while boosting root health and yield with the same kind of power. To learn how that helps you win at harvest, talk with your local Syngenta retailer or visit SyngentaUS.com/CMVB.

*A combination of separately registered products.

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Get to Know Your NSB Director
— by Cale Buhr

Larry Tonniges
District 6
Utica, NE

Farming Operation: Soybeans, seed corn, commercial corn, and milo

Industry Involvement: NSB Research Chairman, North Central Soybean Research Project (NCSRP) Nebraska Representative, Cyst Nematode Coalition Nebraska Representative

T he Nebraska Soybean Board (NSB) is comprised of nine soybean farmers in Nebraska who represent a geographic district based on soybean production. Each director participates in an election among other soybean farmers in their district, and serve a three-year term when elected. For this issue of SOYBEANEBRASKA, we took some time to sit down with NSB’s District 6 director, Larry Tonniges.

What are the main benefits of the Nebraska Soybean Checkoff?
I think the main benefits of the Nebraska Soybean Checkoff are using checkoff dollars to promote soybean uses, including oil and meal. We allocate about one-fourth of our funds for research, yield improvements, and exploring the benefits of herbicides and fungicides. We also invest funds to open new domestic and international markets, and are expanding the use of Biodiesel. We look to educate all Nebraskans on the benefits of soy.

Talk about NSB-funded projects that have made a significant impact for soybean farmers.
The Cyst Nematode Coalition puts some of the best researchers together to find new paths of resistance. Soybean farmers have started to sample for cyst nematodes in their own operations, which is something we have to do moving forward. The NCSRP uses funding from 12 Midwest states to research issues we have in common and help avoid research overlap. Some of the other projects that the NSB research committee invests in include fungicide application, pest resistance, timely irrigation practices, and other problems such as sudden death syndrome.

As an NSB director, what is a goal that you want to achieve through the checkoff?
I would like to see Nebraska soybean farmers be able to produce a clean product with a good yield that is free of herbicide problems. I would like to improve our sustainability, expand exports, and increase domestic use of soybeans to improve our markets and profits for growers.

If you are a soybean farmer interested in running for a director seat on the board, see page 7 for more details, or call (402) 441-3240.
Thank you Nebraska soybean producers for another great production year. As of November, the USDA has estimated the state soybean production at 58 bushels per acre tying the record for the second highest average yield behind the 2016 record of 61 bushels per acre.

Recently, the Nebraska Soybean Board (NSB) and staff attended the annual AFAN (the Alliance for the Future of Agriculture in Nebraska) meeting where the theme for next year was announced — “Putting the Pieces Together.” Their theme couldn’t be more fitting for me, as within the last month my two-year-old daughter, Hayden, has become enamored with putting together her puzzles of farm animals. The NSB continues to be challenged each year on how we can “Put the Pieces Together” in our four core areas of research, producer education, domestic marketing and international marketing to help bring value to the soybean industry.

As I look toward 2018, the pieces of the puzzle for soybean production are more confusing than ever with the rapid pace of herbicide traits and new varieties of soybeans hitting the market. I firmly believe that the soybean industry along with the Nebraska Soybean Board needs to help do a better job of educating our producers to ensure that these new technologies are used properly in 2018 and for years to come. The NSB is finalizing our Research Proposal Letter for 2018-2019 where the hot topics have become herbicide applications and soybean disease management.

The last key piece to the soybean puzzle for next year is the domestic and international marketing of our products. With the current political unrest, it is more important now than ever to continue to build and maintain our relationships with our domestic and international buyers. As I’ve been working in the agricultural industry the past 14 years, I’ve learned that personal relationships and product knowledge will trump price, nine times out of ten. The NSB is fortunate to have strong partnerships between our board members and buyers when times get tough.

With the calendar year turning over to 2018, I look forward to “ Putting the Pieces Together” and make next year as successful as last year with the help of the NSB members, our talented staff and the incredible soybean producers in this great state.

Happy Holidays!

Tony Johanson
Chairman, Nebraska Soybean Board
from the Association

Looking Ahead to 2018 and Beyond
— by Dennis Fujan, Prague, NSA President

2017 was a year with challenges. We experienced several days of rain to delay soybean maturity, harvest, and minimal pod shatter. Rain also created disease problems in corn, and then several days of extreme wind caused lodging. I have heard reports of 20 to 60 bushels per acre loss because of lodged or detached ears in corn; that loss would have paid the property taxes and then some! If you didn’t have hail insurance with a wind rider you are out of luck. I’m sure there will be more challenges ahead and we will face them head on.

In 2018, reduction in property taxes and fairness for local government support will be our main focus. We have more people at the table in these discussions who seem to be listening. We have heard of or met with several groups with that same goal in mind. The simplest resolution would be through legislation, but if that won’t work there is talk of a ballot initiative or even a lawsuit to get the state to take care of their responsibility of school support. This year is a short session (60 days) so it will be hard to get any new legislation introduced, but there are a couple of senators with that intention...keep your fingers crossed.

Ten months into the Trump administration, we are challenged to know how agriculture will be effected by new policies on trade, tax reform, EPA regulations, RFS, and the upcoming Farm Bill, just to name a few. Most of the time they say the right things but we haven’t seen the results yet. We have to make sure we are at the table in any and all discussions that will affect agriculture. Nationally that is where the American Soybean Association comes in and is a well-respected voice for us all.

As always I encourage all to be engaged, informed and involved. This means locally, statewide and nationally with all elected representatives to let them know what they do affects us all. One way to do that is to join your commodity associations such as the Nebraska Soybean Association. If you are a member, thank you. If you would like to join contact me, other NSA directors, or call the state office at 402-441-3239. The more members we have, the louder our voice will be.

I want to take a moment to say thank you for the opportunity to serve as the president of the Nebraska Soybean Association for the past two years. It has truly been a rewarding experience with many opportunities to make a difference.

Here’s wishing you and yours a safe and healthy rest of the year, Merry Christmas and Happy New Year!

I Believe, I Belong...

I believe in belonging to the Nebraska Soybean Association & American Soybean Association because it gives farmers a united voice on policy issues both here in Lincoln and in DC. We need to be certain that we have fair policy to protect our farms for the next generation, like my son Dalton who hopes to someday farm.

As farmers, we need to support what we are doing. I find it hard to understand why every single farmer is not a member of the policy associations that work on their behalf. These organizations are the ones working the issues when we can’t be there. As board members, we volunteer our time to make sure our voice is represented. I invite you to strongly consider joining our efforts. That’s why I belong.

– Doug Bartek, Wahoo, Saunders County Soybean Representative
Nebraska Soybean Board Elects Officers and Committees
– by Cale Buhr

The Nebraska Soybean Board (NSB) held its first board meeting for Fiscal Year 2018 on November 20-21, 2017 in Lincoln. NSB members elected officers and committee members that will serve a one year term throughout the 2018 Fiscal Year (FY18). The following officers were elected by the board to serve for FY18:

**NSB Officers:**
L to R: Daryl Obermeyer, Brownville; Eugene Goering, Columbus; Terry Horky, Sargent; and Tony Johanson, Oakland

Chairman – Tony Johanson, Oakland
Vice Chairman – Eugene Goering, Columbus
Secretary – Terry Horky, Sargent
Treasurer – Daryl Obermeyer, Brownville

The annual meeting with the Alliance for the Future of Agriculture in Nebraska (A-FAN) also took place, where the Sand County Foundation presented the Leopold Conservation Award to the Kaup Family of Stuart, NE.

NSB Committee chairs and members were appointed as follows:

**Research Committee:**
L to R: Doug Saathoff, Trumbull; Eugene Goering; Chairman Larry Tonniges, Utica; Tony Johanson; and Anne Meis, Elgin

**International Marketing:**
L to R: Richard Bartek, Ithaca; Chairman Greg Anderson, Newman Grove; Terry Horky; Daryl Obermeyer

**Producer Education/Communications:**
L to R: Doug Saathoff; Terry Horky; Daryl Obermeyer; Chairwoman Anne Meis

**Domestic Marketing:**
L to R: Tony Johanson; Larry Tonniges; Eugene Goering; Greg Anderson; Chairman Richard Bartek

**USB Members & Ex-Officio:**
Back, L to R: USB member Ed Lammers, Hartington; USB member Mark Caspers, Auburn; Ex-Officio Greg Greving, Chapman; USB member Gregg Fujan, Weston
Front, L to R: USB member Mike Korth, Randolph; Ex-Officio Norm Husa, Barneston
Become the Voice for Your District

In 2018, soybean farmers from districts 1, 3 & 6 are eligible to run for a director position on the Nebraska Soybean Board.

District Elections by year:
2018: Districts 1, 3 and 6
2019: Districts 2, 4 and 8
2020: Districts 5, 7 and At-Large

Election Period:
December 1 - Candidacy Petition period starts
April 15 - Candidacy Petitions are due to the Nebraska Soybean Board office
July 11 - Ballots mailed to eligible voters obtained from Farm Service Agency (FSA) soybean farmer list
July 31 - Last day to return ballots to tabulation office
October 1 - Nebraska Soybean Board newly elected directors term begins

Who can be a candidate?
*A resident of Nebraska
*A resident of the district in which the election is held
*A soybean farmer for the previous five years, who is at least 21, owns or shares the ownership and risk of loss for such soybeans, by reason of being a partner in a partnership, or is a shareholder in a corporation, or is a member of a limited liability company
*And has submitted a candidacy petition with 50 valid soybean farmers’ signatures from the district in which they live

Who can vote?
A soybean farmer that is:
*A resident of Nebraska
*A resident of the district in which the election is being held
*A soybean farmer who owns or shares the ownership and risk of loss for such soybeans, by reason of being a partner in a partnership, or is a shareholder in a corporation, or is a member of a limited liability company, during the current or immediate preceding calendar year.

For more information, call (402) 441-3240
The soy checkoff is looking for farmers from diverse backgrounds to get involved in the United Soybean Board or in one of the 31 state or regional soybean boards across the country. There are a variety of opportunities to serve, and your talent and input can make a difference.

Help to lead the U.S. soybean industry into the future. Contact your state checkoff and get involved today, or visit www.UnitedSoybean.org/GetInvolved.
The early '90s were a different time for the soybean industry. In September of 1991 the national soybean checkoff began, increasing the research budgets of state soybean boards and with it, their ability to fund university research. Interdisciplinary and inter-institution research was uncommon and the likelihood of duplication and uncoordinated research and communication among the states was high. Thus, the idea to create a regional research program began.

The North Central Soybean Research Program (NCSRP) was officially created in November of 1992 to increase the collaboration among states, especially for soybean genetics, diseases, insects and agronomics that posed regional challenges and opportunities. In 2017 NCSRP celebrated its 25-year anniversary of helping north central farmers invest checkoff dollars in research. From pest management to farmer communication, the group has had a major impact on the soybean industry at the state, national and regional levels.

"With the increased dollars from the checkoff (in 1991) there was a lot of concern about duplicate research at universities in the various states," said Kirk Leeds, original executive director for NCSRP and current Iowa Soybean Association CEO. "Multi-disciplinary research across campus was not common in the early 1990s. Neither was research between researchers from multiple institutions. NCSRP from the beginning worked to change both limitations."


In 2017 NCSRP celebrated its 25-year anniversary of helping north central farmers invest checkoff dollars in research. From pest management to farmer communication, the group has had a major impact on the soybean industry at the state, national and regional levels.

"With the increased dollars from the checkoff (in 1991) there was a lot of concern about duplicate research at universities in the various states," said Kirk Leeds, original executive director for NCSRP and current Iowa Soybean Association CEO. "Multi-disciplinary research across campus was not common in the early 1990s. Neither was research between researchers from multiple institutions. NCSRP from the beginning worked to change both limitations."


In its first year of funding research, NCSRP funded various projects, including soyfoods, white mold, row spacing and soybean cyst nematode (SCN). Since then it has funded projects involving soilborne and foliar diseases, soybean aphids and other insect pests, soybean rust and more recently, glyphosate resistance, cover crops, and communications initiatives. It has been a critical supporter of the first and second SCN Coalitions, the Plant Health Initiative, the National Soybean Checkoff Research Database and many other collaborative research and outreach efforts.

According to Leeds, the group’s early work on white mold, aphids and SCN as great accomplishments, but also recognizes the commitment the states have made to many projects and programs focused on increasing soybean farmers’ productivity and profitability through yield improvement and yield protection.

Perhaps the best way to describe NCSRP and its research is, when good people come together, great things happen.
Dicamba and glyphosate resistant soybean, also known as Roundup Ready 2 Xtend soybean, became available commercially for the 2017 growing season, with about 500,000 Nebraska acres being planted. Three dicamba-based herbicides, XtendiMax, FeXapan, and Engenia, are labeled for application in Xtend soybean. They can be applied pre-plant, pre-emergence, or post-emergence until R1 soybean growth stage (beginning of flowering).

In the first week of July 2017, dicamba off-target injury issues started and continued until the end of August. Non-Xtend soybean is very sensitive to dicamba. Upward leaf cupping is a typical symptom of dicamba in soybean (Figure 1). Nebraska Extension received 348 dicamba related, non-Xtend soybean injury complaints (Figure 2), primarily in the eastern half of the state. Nebraska Department of Agriculture (NDA) is a legal authority to investigate pesticide related injury issues and received 93 off-target complaints in non-Xtend soybean.

Most dicamba-injured soybean plants were able to recover, producing pods and having no impact on yield. However, one documented field experienced an approximate 25 bushel per acre reduction. Regardless of impact on yield, off-target movement of any pesticide is a concern.

**New Label Requirements for 2018**

Considering off-target injury issues in the 2017 growing season, United States Environmental Protection Agency (USEPA) has declared new dicamba products (XtendiMax, FeXapan, and Engenia) as a Restricted-Use Pesticides – for use only by certified applicators. The new label adds requirements for dicamba spray application training, record keeping, wind speed limitations (3 to 10 miles per hour), application timing restrictions, and more. The 2018 season is the second in the two-year temporary registration granted by the USEPA to Engenia, FeXapan, and XtendiMax. UNL weed scientists conducted a recent survey of Nebraska soybean growers and reported that more Xtend soybeans will be planted in the 2018 growing season. Therefore, soybean growers in Nebraska are requested to consider dicamba training and follow new label requirements.

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**Figure 1. Upward cupping of young leaves is a typical symptom of dicamba injury in non-Xtend soybean.**

**Figure 2. County map of Nebraska with number of dicamba-off target injury complaints received in non-Xtend soybean by Nebraska Extension. A total of 348 complaints received that affected about 50,000 non-Xtend soybean acres in 2017 growing season in Nebraska.**
DRIVING SOYBEAN FARMERS’
Competitive Advantage

Nebraska’s soybean farmers rely heavily on the state’s infrastructure in order to get their soybeans where they need to go.

ANNUAL SOYBEAN PRODUCTION
314.2 MILLION BUSHELS

NEBRASKA SOY EXPORTS
133.3 MILLION BUSHELS

OUT-OF-STATE DOMESTIC CRUSH
8.7 MILLION BUSHELS

MEAL PRODUCTION
2.7 MILLION TONS

OIL PRODUCTION
672,000 TONS

Source: FIm-to-Market – A Soybean’s Journey, August 2016
*USDA NASS data, Crop year 2016
Common waterhemp is a summer annual broadleaf weed with a rapid growth habit, extended germination window (May to August), and potential for producing over half a million seeds per female plant. All these factors have contributed to the success of this weed species. It is a highly competitive weed that reduces soybean yield significantly. Glyphosate, a broad-spectrum, non-selective, post-emergence herbicide, was first commercialized in 1974. The use of glyphosate changed dramatically after 1996 with the commercialization of glyphosate-resistant crops. According to a recent report by the United States Department of Agriculture (USDA), 94 percent of soybean was herbicide-resistant; primarily glyphosate-resistant. Wide-spread adoption of glyphosate-resistant crops has increased farmers’ reliance on glyphosate in weed management programs by replacing residual soil-applied herbicides and other post-emergence herbicides. Over-reliance on any particular herbicide would create a selective advantage for the evolution of resistant weeds. In Nebraska, six weed species (common waterhemp, common ragweed, giant ragweed, kochia, marestail, and Palmer amaranth) have been confirmed resistance to glyphosate. The first glyphosate-resistant common waterhemp in the United States was confirmed in Missouri in 2005 and in Nebraska in 2012. Furthermore, common waterhemp is a dioecious species, meaning male and female flowers occur on two different plants, that requires the movement of pollen for successful reproduction. Herbicide-resistant traits can travel a long distance via pollen-movement and outcrossing. Additionally, a survey conducted in 2014 in eastern Nebraska reported that the majority of glyphosate-resistant common waterhemp is also resistant to acetolactate-synthase (ALS) inhibiting herbicides, also known as group 2 herbicides based on the mode of action classification given by Weed Science Society of America. About 2 million acres of crop fields are infested with glyphosate and/or ALS inhibitor-resistant common waterhemp in Nebraska, and their management is a challenge for Nebraska soybean growers. With the support of the Nebraska Soybean Board, UNL weed scientists have conducted field experiments in a grower’s field infested with glyphosate and ALS inhibitor-resistant common waterhemp for management in Roundup Ready and Liberty Link soybean.
Management Plan:

• Application of a pre-emergence herbicide with multiple modes of action after planting soybean but before emergence is the foundation for resistant common waterhemp control. Few new herbicides came to the market in last five years that are a pre-mix of three herbicide active ingredients. Make sure to use full rates as per label guidelines for soil type and organic matter content.

• A strong pre-emergence herbicide will generally provide about 30 to 40 days of residual common waterhemp control; however, field scouting is needed to determine length and level of residual weed control with a pre-emergence herbicide. This will help to decide when a post-emergence herbicide is needed.

• Post-emergence herbicide options are very limited for control of glyphosate and ALS-inhibitor-resistant common waterhemp in soybean. However, some PPO inhibitor-resistant herbicides can be applied when common waterhemp is less than 4 inch tall. They are contact herbicides; therefore, 15 gallons per acre spray volume is needed for better coverage. Certain level of soybean injury should be expected when applying PPO-inhibitors.

• Glufosinate (Liberty) can be applied in Liberty Link soybean when common waterhemp is less than 4 inch tall. Liberty is also a contact herbicide; therefore, 15 gallons per acre spray volume is needed. Make sure to add ammonium sulfate and use nozzles that can provide medium to large droplet size.

• Few herbicides such as Anthem, Outlook, Prefix, Warrant, and Zidua are labeled in soybean that can be applied post-emergence. The idea here is to provide overlapping residual activity to control common waterhemp after residual activity of herbicide applied pre-emergence reduces. It can also be tank-mixed with post-emergence herbicides to provide foliar activity. This is not needed in each field, but when common waterhemp density is very high, overlapping residual herbicide is a good strategy for effective control.

• Scout the field after 2 to 3 weeks of applying post-emergence herbicide and rogue surviving common waterhemp plants before they reach reproductive stage. This will reduce soil seedbank.
Each year, the Nebraska Soybean Board (NSB) provides a unique experience for its soybean producers to see firsthand how their checkoff dollars are being invested. The See For Yourself program provides opportunities for producers to attend state, national and international activities.

In 2017, Geoff Nelson, a farmer from Wayne, NE, attended a See For Yourself trip to Grays Harbor in Seattle, WA. "The trip not only provided a lot of information on the final destination for our locally grown soybeans, but actually seeing the vessels and processing facilities used is quite an experience," said Nelson. "The functions of the checkoff board are also discussed in detail, and after the See For Yourself trip I would definitely say that the checkoff board has my full support."

The in-state program gives farmers the chance to attend functions in Nebraska that are vital to the continued success of the soybean industry. The national program includes attending meetings sponsored by the United Soybean Board, United States Meat Export Federation, National Biodiesel Board, United States Soybean Export Council, United States Poultry and Egg Export Council, as well as many other important national meetings and activities. The international program is designed to show soybean farmers firsthand what the checkoff is doing to build global demand.

Nelson feels that the program is a great experience for someone who wants to learn more about the checkoff and how their dollars are being invested. "For all of the grain producers and individuals in agribusiness, I would recommend participating in the See For Yourself Program, because I was not that educated on the board and this trip definitely answered those questions," said Nelson. "That money is invested in research and improving the applications of the grain we grow in our backyard."

The NSB is committed to increasing the profitability of your soybeans and wants to give you the opportunity to gain a better understanding of checkoff activities. Each applicant will go through an interview process and, if selected, will be invited to attend one of the various See For Yourself opportunities. If you would like to apply for the program, visit the NSB website and complete the registration form.

For more information about the program or additional questions, please contact the Nebraska Soybean Board office at (402) 441-3240 or visit www.nebraskasoybeans.org.
“ASGROW® OFFERS A WIDE VARIETY OF SOYBEANS THAT PERFORM IN OUR VARIOUS SOIL TYPES AND GET THE OPTIMUM YIELD.”

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ELGIN, NE

THE YIELD ADVANTAGE YOU WANT. THE WEED CONTROL YOU NEED. Farming is more than just a job, and protecting the future of your operation is always the top priority. Plant for success by staying one step ahead of potential yield threats with a seed that’s bred to protect and bred to perform. Backed by 100% exclusive genetics and access to advanced weed control, Asgrow leads the way – this season and for seasons to come.

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CREATING A FUTURE WORTH GROWING

From the first sale of U.S. soy to China to the release of the first soybean oil-based tire, the soy checkoff has been behind the scenes, growing new opportunities and customers for the soybeans you produce. We’re looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact is invaluable.

See more ways the soy checkoff brings value to farmers at unitedsoybean.org
TagTeam® LCO XC Technology

UNLOCK THE NUTRIENTS IN YOUR SOIL.

Increase nutrient uptake with TagTeam® LCO XC Technology microbial seed treatment. This technology combines a nitrogen-fixing rhizobia inoculant with the proven performance of the LCO molecule. Plus, a phosphate-solubilizing microbe frees the P locked in your soil. Together, they work to help you maximize yield potential.

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MonsantoBioAg.com/TagTeamLCOXC

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Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain at local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible.

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Too many times we hear stories of local opposition, “Not in my backyard,” leaving producers defeated and making the choice to not grow their operation and raise livestock.

AFAN set out to face this problem head on. Our goal is to empower livestock producers to tell their story of livestock development and give them the tools to confidently and successfully navigate the local and county zoning process.

We are proud to announce, with generous support from the Nebraska Soybean Board, the launching of the AFAN Producer Empowerment Workshop. This half-day small group seminar is targeted at existing or new livestock producers. A facilitator will lead attendees through a training that focuses on community conversations and key things to know before you build. A training like this has not been available before, and we are certain, when utilized, it will be a game changer for livestock producers in Nebraska.

The training is divided into two sections: Community Conversations and Know Before You Build. Each section comes with a toolkit, comprised of materials and resources producers can utilize as they walk through each step of the process.

Community Conversations focuses on strategies and tools to share their personal story of livestock development. It offers resources and best practices for communicating with neighbors, media and stakeholders. The toolkit provides resources on livestock industry messaging and the value of row crop agriculture to Nebraska’s rural communities. The toolkit also provides producers with take-home materials they can use as they locate, modernize or expand their operation.

The Know Before You Build section focuses on providing producers with a basic understanding of their county zoning permit process and how to prepare and work with the county to obtain the necessary permits. It also focuses on training producers how to effectively communicate in a county zoning permit hearing. The toolkit also offers training on how to talk about nutrient management and how they operate the facility. Before departing, producers are also provided with an opportunity to engage in a candid tabletop discussion with local officials and producers who have recently navigated these issues.

The empowerment workshop is available at no cost to any individual who is in the process of starting or growing their livestock operation. AFAN will travel to you to put the training on and are happy to do it one on one or with small groups. You can contact the AFAN office to request a training, 402-421-4472.
Domestic Soybean Meal Demand Hits Record

– by Philip Lobo – Director of Feed Utilization, SmithBucklin/United Soybean Board

Domestic animal agriculture’s soybean meal (SBM) consumption grew by 200 thousand tons in FY16/17 reaching a new record of 33.3 million tons, according to USDA’s November WASDE report. Better yet, USDA says it is on track to rise 900 thousand tons to set a new record of 34.2 million tons in FY17/18. These increases come despite stiff competition from other protein sources.

Fifteen percent growth from FY12/13 to FY16/17 in the U.S. surprised some who considered the domestic market for SBM to be mature. However, Nebraska’s soybean farmers saw this opportunity years ago when they decided to partner with USB in support of its domestic soybean meal marketing and technical services programming.

Multiple factors played in to reaching this rapid growth rate. Over the past five years, the U.S. has enjoyed strong meat and poultry export growth, a 7.8 percent rise in domestic meat and poultry consumption, and eight percent growth in U.S. meat and poultry production.

More SBM in animal rations has also contributed to the growth. Since 2011, SBM inclusion rates have increased over six percent in broilers, over ten percent in turkeys and also increased in layers. The Nebraska Soybean Board is one of the forward-looking states that noticed the opportunity to rapidly increase domestic consumption and took action in FY11/12. In partnership with USB, NSB engaged animal nutritionists and ensured they better understood SBM value, repositioning and emphasizing value that may have been overlooked.

This partnership has heightened awareness of SBM’s total value beyond amino acids, reminding nutritionists and buyers of the handling advantages, wide availability and exceptional consistency that SBM offers. Tonnage gains are a critically important measure of this rising interest, but there is another sign of SBM’s rising profile. Prior to this partnership being launched, SBM represented between 60-65 percent of a processor’s revenue. However, for most of the past four years, SBM has represented 70 percent of a processor’s revenue.

For a long time, the soybean industry did not position SBM—a key product that represents 80 percent of the soybean’s volume. Through the support of SBM marketing and technical services programming with USB, NSB is actively positioning SBM as a consistent product with multiple avenues for adding value and making a difference in domestic SBM utilization.
The National Biodiesel Board invites Nebraska soybean farmers to participate in the industry’s most important annual event – the 2018 National Biodiesel Conference and Expo. The conference takes place January 22-25 in Fort Worth, TX and will celebrate the 25th Anniversary of the National Biodiesel Board.

“Thanks to the support of the Nebraska Soybean Board, we are excited to host the most dynamic and comprehensive National Biodiesel Conference & Expo ever,” said NBB CEO Donnell Rehagen. “This unique event brings together stakeholders representing every part of the biodiesel supply chain and beyond. From you, the farmers who grow the feedstock, to biodiesel producers and marketers, to scientists and college students, we all share a commitment to the industry’s continued growth and success.”

Hundreds will gather in Fort Worth to learn from industry experts, participate in numerous networking opportunities, and see first-hand all that biodiesel has to offer. Attendees will celebrate 25 years of biodiesel with a look back at where the industry began, and a look ahead to where the future will take it. A new feature this year is Conference Central, which will showcase Main Stage sessions, the exhibit area, and key conference functions all in one convenient location. Conference Central will also bring together businesses looking to connect and students from coast to coast presenting new and exciting research into America’s Advanced Biofuel.

The Conference will feature presentations from a list of exciting and impactful keynote speakers. Breakout sessions are designed to enhance understanding of key factors shaping the industry, for both those who are deeply involved in the business of biodiesel, and those just looking for a panoramic view. Sessions will include:

- Federal Affairs Focus
- OEM Vehicle Spotlight
- ASTM & Technical Updates
- Spotlight on West Coast Carbon Markets
- Discovery Channel Documentary “Hot Grease” Panel
- The Next Generation of Research
- The Economics of Sustainability

“With so much to offer, we hope you will join us in Fort Worth at the biodiesel event of the year,” Rehagen added. “Soybean farmers are at the heart of our industry and we wouldn’t be where we are today without your commitment from the very beginning, 25 years ago.”

Online registration is now open, with more updates to schedules and speakers on the way. Reserve a spot today at www.biodieselconference.org and join in celebrating 25 years of biodiesel.
Biodiesel Outreach Initiatives

— by Paul Nazzaro, President, The Nazzaro Group

The Nazzaro Group serves the interests of the Nebraska Soybean Board and its constituents by acting as a liaison between the biodiesel and petroleum industries. The group conducts biodiesel outreach and education campaigns aimed at state petroleum executives and industry stakeholders to promote the use of biodiesel and accelerate the growth of the domestic biodiesel industry. To that end, the Nazzaro Group works directly with fuel wholesalers and terminal operators to increase the number of storage facilities currently blending and storing biodiesel.

As part of that effort, with support from the Nebraska Soybean Board, the Nazzaro Group oversaw the recent development of a model electronic ratio blending device aimed at promoting the safe, accurate, and affordable blending of biodiesel at existing fuel storage terminals across the country.

The first-of-its-kind portable device, designed in collaboration with Trask Engineering, can be used as a live demonstration or training tool for fuel distributors and terminal operators seeking to achieve accurate, homogenous biodiesel blends through computerized, sequential blending. This not only reduces the uncertainties associated with splash blending, but greatly increases the likelihood of a positive user experience downstream.

Unveiled at the Northern New England Energy Conference in July, the device is now available for industry conferences, training events, or field visits, and can be seen in our online training video at www.goprimeMedia.com/videos/nbb-biodiesel-blending.

The Nazzaro Group is also currently producing a publication of biodiesel success stories, which will showcase organizations that have benefitted from embracing the production, direct use, or marketing of biodiesel. Modeled after a successful and widely distributed Nazzaro Group publication released five years ago, the forthcoming sequel is aimed primarily at decision makers in the petroleum industry. Publication release is anticipated for mid-2018.

“...with support from the Nebraska Soybean Board, the Nazzaro Group oversaw the recent development of a model electronic ratio blending device aimed at promoting the safe, accurate, and affordable blending of biodiesel at existing fuel storage terminals across the country.”
In business, success is all about the ceaseless quest to develop advantages over competitors.

Goodyear secured its latest competitive advantage with soybean oil, which helped its new Assurance WeatherReady tire achieve excellent performance in dry, wet and winter conditions for true all-season performance.

Over the past six years, the United Soybean Board (USB) worked with Goodyear to develop soy-based technology that would add performance to road tires. Goodyear harnessed this new technology to reach the aggressive level of traction it was looking for in the Assurance WeatherReady tire.

This marks a huge win for the soy industry, which supports research with industrial partners such as Goodyear to innovate, develop new uses and reach new customers with soybean oil.

“The soy checkoff was established to bring profit back to farmers,” says United Soybean Board farmer-leader Larry Marek. “Our win with the WeatherReady tire is the latest example of how farmers’ investments are working for them through the checkoff.”

Soybean Tire Technology Gets Rolling

The checkoff hosts technical meetings to share innovative ideas with leading manufacturers to help them bring more sustainable, better performing products to market.

“Sustainability was a factor that led us to evaluate soybean oil as a material;” says Bob Woloszynek, lead engineer in Goodyear’s global material science organization. “But for an ingredient to make it into a product, it has to deliver true performance.”

Goodyear discovered that soybean oil could improve tire flexibility at low temperatures. This helps keep the rubber pliable in cold weather and improves traction in rain and snow simultaneously.

“One of the things that makes soybean oil unique is its ability to help provide traction performance in both wet and winter conditions,” says Woloszynek. “We were able to break the tradeoff between true wet performance and true winter performance, and achieve both simultaneously, which is a significant challenge.”

After about four years of compositional study, Goodyear
certified its soy-based polymer as an available material for new products.

Over the next year and a half, researchers and product developers worked together searching for the right opportunity to get the most out of their new polymer.

That opportunity came when the company developed interest in adding a new all-season tire to its lineup that could perform aggressively in the dry and wet, as well as in ice and snow. The specialized traits of its soy-based rubber made it a perfect candidate for the task.

Putting Soy Through Its Paces

In 2015, Goodyear created 29 prototypes of the tire in two development sizes in its Fayetteville, North Carolina plant. Constructions with soybean oil were pitted against non-soy-based options. Early testing put the soy tires well ahead of the competition.

“It separated itself as the favorite pretty early on,” says Woloszynek. “We started narrowing down the compound candidates, and after a while every candidate had soy in it.”

From there, it was a matter of tweaking formulations to make the best tire possible. Plants in various locations joined the effort to create refined prototypes of the tire and send them off for testing in environmental conditions.

After each round of environmental testing, engineers modified compound formulations, plants created new prototypes, and scientists retested the updated constructions back in Florida and Texas until Goodyear struck the optimum balance of performance factors.

Once engineers completed tire optimization, Goodyear evaluated the feasibility, logistics and cost-effectiveness of producing it on a commercial scale. The first soy-based tire checked all of the boxes and was cleared for production at plants across the Americas in early 2017.

From the Farm to the Lab to the Back Pocket

“After visiting Goodyear in 2013 and hearing about this future technology, I find it extremely gratifying to see this checkoff-supported, soy-based product reach the marketplace,” says USB Vice Chair Lewis Bainbridge.

The research investments made by soybean farmers through the checkoff represent a small fraction of funds required for conducting the studies, development and testing – done by Goodyear and other manufacturers – to bring soy-based products to market. And yet, these relatively modest investments make a big impact for farmers.

“These success stories show us that we need to be constantly looking at the long-term prospects and doing research into new uses for soy ingredients,” Bainbridge said.

Each new soy product that hits the shelves not only increases soybean value directly through volume consumption but also expands soy markets into new industries. This diversifies the soy portfolio and adds up to a solid return on investment by way of new customers for soybean oil.
Nebraska Farmer Represents U.S. Soy During Signing Ceremonies in China

– by Jen Del Carmer, USSEC

When Jim Miller started out farming in 1978, China wasn’t on his radar as a soybean customer.

At that time, he says that farmers were selling their soybeans domestically. The first U.S. Soy office in Beijing opened in 1982, and U.S. growers were just beginning to talk about China as a potential market. He started thinking more about China and paying more attention to international markets in the mid to late 90s. As U.S. farmers grew more abundant soybeans, they needed to find more uses and paid more attention to export markets, he explains.

In 2017, as the chairman of the U.S. Soybean Export Council (USSEC) and a director for the American Soybean Association (ASA), Miller, of Belden, Nebraska, thinks about U.S. Soy’s market in China every day.

“China is by far our top market,” says Miller. “Roughly one in every four rows of U.S. soybeans is headed there.”

On November 8 and 9, Miller represented the U.S. Soy industry at two signing ceremonies in Beijing during President Donald Trump’s 12-day trip to Asia.

On November 8, USSEC, representing ten U.S. soybean exporters, signed a letter of intent (LOI) with China Chamber of Commerce for Import and Export of Foodstuffs, Native Produce and Animal By-products (CFNA), representing 10 Chinese importers. This signing represented 8 million metric tons (MMT) of U.S. soybeans valued at $3.4 billion.

The November 9 signing represented 4 MMT of U.S. soybeans valued at $1.6 billion USD. Presidents Trump and Xi witnessed this agreement between ADM and COFCO.

Chinese buyers have committed to buy a total of $11.57 billion worth of soybeans through three signing ceremonies for the 2017/18 marketing year. Shipments against these purchase contracts will take place during 2017/18 marketing year.

USSEC Country Director – China Xiaoping Zhang estimates that the U.S. will have final sales of $14 billion worth of soybeans to China by the end of August 2018, and that these current commitments will account for 82.6 percent of the estimated total.

In the 2016/17 marketing year, two signing ceremonies accounted for $3.88 billion of the $14.57 billion in U.S. Soy sold to China (26.6 percent).

International trade remains critical to the U.S. Soy industry. Approximately three out of every five soybean rows of Nebraska soy is exported, or about 62 to 63 percent.

“I can’t imagine the value of soybeans today without our international markets,” says Miller.
Avian Influenza (AI) made headlines across America and the world once again in 2017 when the U.S. experienced another outbreak of highly pathogenic avian influenza (HPAI) in March 2017, resulting in lost export sales of U.S. poultry and eggs. Exports to countries in the Middle East and Africa, equivalent to more than 23 million soybean bushels in 2016, were hit the hardest since many of the bans covered the entire U.S. or state rather than the geographical areas impacted.

In an effort to restore market access and to lay the groundwork to prevent the kinds of widespread trade embargoes against U.S. poultry, Nebraska Soybean Checkoff and USA Poultry & Egg Export Council (USAPEEC), a non-profit trade association whose mission is to promote U.S. poultry and egg exports around the world, partnered to conduct series of educational workshops. Together, the organizations hope to assure key veterinary officials that the systems the U.S. has in place to detect and control AI are sufficient to warrant either not imposing bans on U.S. poultry and eggs or limiting them to the smallest geographical regions.

“I learned about the importance and urgency of the workshops during my visit to the USAPEEC headquarters in Stone Mountain, Georgia this past June,” said District 5 Director Daryl Obermeyer of Brownville, NE.

Obermeyer, who also visited the Georgia Poultry Laboratory in Gainesville during his visit to USAPEEC, met with officials from the lab and was updated on their strategy through periodic testing of poultry to stay ahead of disease outbreaks.

The workshops, which also covered lessons learned from the worst outbreak of HPAI in U.S. history in 2014-2015, brought together delegates from Bahrain, Kuwait, Saudi Arabia, the U.A.E., Morocco, Iraq, and Kurdistan for the workshop held in Dubai, while the Ankara workshop drew a sizable contingent from the Turkish government and poultry industry. The events wrapped up in Pretoria, marking the first seminar on AI in sub-Saharan Africa. Delegates trekked from Angola, Botswana, Benin, the Republic of Congo, the Democratic Republic of Congo, Gabon, Ghana, Mozambique, Namibia, Nigeria, and South Africa.

“This program has been one if not the most important activities we have ever conducted”, said USAPEEC President Jim Sumner. “We are so appreciative of Nebraska Soybean Board’s support of our trade policy work and our other programs in Mexico and Chile.”

USAPEEC also received sponsorship assistance from the South Dakota Soybean Research & Promotion Council, Illinois Soybean Association, and World Poultry Foundation to conduct the AI workshops.

As a partner of USAPEEC since 2005, NSB recognizes that more exports of U.S. poultry and eggs mean more value-added exports of U.S. soybean meal. U.S. poultry and egg exports are expected to reach 150 million soybean bushel equivalents by 2018. Please visit www.usapeec.org for more information.
There are no strangers, just friends you haven’t met before.” This is how one member of the planning committee described the nature of the AG-ceptional Women’s Conference, held every year in Norfolk, Nebraska. November 17, 2017 marked the 9th annual conference and attracted over 350 attendees.

This event is put on to bring women in agriculture together to expand their knowledge, help them be continuous learners, and provide a day of comradery. With more young women in attendance this year, the trend of involvement of the younger female generation in agriculture continues. The conversation among all generations contributes to the conference’s success. The older women in ag are able to share their wisdom, while the younger generation provides new perspectives.

Each year the conference opens with celebrating the AG-ceptional Woman of the Year, which recognizes someone who has made exceptional contributions to agriculture. This year’s tribute went to Liz Doerr of Creighton, NE. Liz works with her family on their farm including 1,100 acres of row crops as well as a farrow to finish hog operation. She also holds the role of zoning administrator for Knox and Antelope counties.

After humbly accepting the award, Liz shared her thoughts about the importance of every role on the farm. “Whether you’re behind the scenes or outside doing the day-to-day work, all parts are needed. One person can’t do it all, and we have to work together.”

The conference also emphasizes leadership and communication skills to its attendees with enthusiastic speakers. Steve Bergeron highlighted this during his keynote message titled “Branching Out – Be the Best You!” His definition of leadership resonated with the audience, describing it as the ability to influence without authority.

Joanne Marsh, a corn and soybean farmer from Hartington, is a repeat attendee. “There are always fantastic speakers, and it’s great to attend the sessions and meet new people. I give special thanks to all the sponsors that make this day possible, and I would encourage any woman involved in agriculture to come to the AG-ceptional Women’s Conference.”

Learning and personal development is at the heart of this conference. With over 15 workshops attendees can choose from and vendor booths to visit, there is something to capture everyone’s interest. Workshop topics range from farm finances to family communication and from livestock production to personal health.

Hilary Maricle, a farmer and volunteer on the conference planning committee, summarized the impact of the AG-ceptional Women’s Conference.

“Overall, seeing the women who attend enjoy the day and leave with more confidence and excitement to be in agriculture, and the pride of their importance to their farms and businesses is the true success of this conference.”

2017 AG-ceptional Woman of the Year, Liz Doerr, and her family.
Nothing says Nebraska Sports like a great tailgate or watch party. Kick off your party by firing up the grill and loading it up with your favorite cuts of beef, pork and poultry before you cheer on the Huskers.

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