Jim Sutter, USSEC CEO, breaks down what it takes to secure soybean exports moving forward on pages 14–15.

6 Nebraska Soybean Board elects officers and committee members.

9 Damage spotted and confirmed: Soybean pest damages crops across four states.
THE COLOR’S THE SAME.

THE PERFORMANCE ISN’T.

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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What to expect and where to register—be a part of this country-wide conversation.
Soybean farmers are feeling the effects of tariffs on U.S. soybean exports to China. China imported more than 27 million metric tons of soybeans from the U.S. in the 2017–18 marketing year, totaling more than $14 billion. Since July’s tariffs were imposed, we have not sold any soybeans to China. It is hard to predict what the 2018–19 marketing year will look like to China’s market because this is largely a politically-driven agenda. They will have to adjust their usage needs quickly to avoid buying soybeans from the U.S. China has the world’s largest swine herd, as well as large poultry and aquaculture sectors, and they all need to be fed.

This has had a big impact on our basis in the soybean market. About 60 percent of U.S. soybean exports go through the Gulf of Mexico and 25 percent go through ports in the Pacific Northwest. Most of the latter shipments go to China from the upper Midwest states.

Your Soybean Checkoff will continue to market the U.S. soy advantage—exceptional composition, sustainable growing practices and a consistent supply.

### Spotlight on Education and Communication

The NSB and our incredible staff work diligently in the area of Education and Communication, where our goal is to invest in the education and acceptance of soybean products.

So how are we going to “Grow Agriculture and Grow Our Economy” in this focus area?

1. **Continue to enhance soybean support and knowledge within our school system by educating youth alongside four soy educators visiting more than 650 fourth grade classrooms each year.** These sessions focus on soybean’s important benefits for Nebraska, and teachers attend our Soybean Science Institute aimed at providing them with a soy-based curriculum over a two-week period to incorporate in these classrooms.

2. **Provide valuable soybean information and research results to producers and consumers.** This is where the Soybean Management Field Days come into play, with tentative 2019 locations expected on farms near Plymouth, Sargent, Pilger and Waverly. The goal is to provide information on current agronomic issues and showcase research projects producers can use to increase profitability.

3. **Support efforts to share agricultural industry best practices.** To achieve this, we focus on groups like the U.S. Farmers and Ranchers Alliance to hold discussions on how we care for our animals and land while producing sustainable food for a growing world population. Agricultural production methods are put under scrutiny when people and organizations don’t understand what we do. Rather than being defensive or reactive, we need to become the proactive voice to promote agriculture.

I look forward to the taking on new challenges 2019 and helping provide solutions and answers that truly help “Grow Agriculture and Grow our Economy.”

Happy holidays from the Nebraska Soybean Board and staff!

Tony Johanson, NSB Chairman
Greetings:

As harvest 2018 finally concludes, we reflect back on a year uniquely positioning soybean production in the limelight. When East Coast news media ran stories explaining what soybeans are and how they are used domestically and exported globally, you knew we were getting attention.

Weather challenges and uncertainties about planting intentions kicked off the season. Prior to planting, we knew the administration had imposed tariffs. There was a time early in the growing season to lock in a price for beans we did not like at the time, but looking back, that price sure looked good. Little did we know, the rest of the growing season would bring concerning markets. As the tariffs increased and the retaliatory action escalated, the soybean market reacted unfavorably.

Nebraska Soybean Association (NSA) Directors worked on trade issues throughout the summer. Numerous calls and emails were sent to elected officials in Washington. We responded to many national news requests for statements concerning tariffs, and we were part of a Nebraska trade group that went to Washington in June to meet with officials concerning trade. During July visits to Capitol Hill, trade and tariffs demanded the majority of our time.

American Soybean Association Directors spent the summer working with officials concerning soybean trade and opening new markets. As harvest is reaching completion, we know some beans are being exported and the market price adjusted slightly. Hopefully with favorable yields and the USDA market assistance program, our income will be enough to have some encouragement for next season.

Recent elections have introduced several new faces in the Nebraska Legislature. NSA Directors will be lobbying for soybean producers and all of agriculture as the session begins in January. Following an election year, it takes more time and work to acquaint yourself with the new state senators making decisions that affect your livelihood. We continue to prioritize property tax relief and the balance with funding for all public schools. The number of rural senators in the Unicameral and those with compassion for agriculture are few. It will take time to get all senators informed on how to accomplish meaningful legislation as it relates to property tax reform.

Thank you to all NSA members. Without you we could not continue to accomplish our goals and represent you on important issues for the soybean producer. I encourage you to contact friends and neighbors to become a member and support our policy efforts moving forward in 2019.

Have a joyous holiday season.

I Believe, I Belong...

In order to assure a prosperous future for agriculture, farm groups are going to have to work together and build coalitions.

By being a member of the Nebraska and American Soybean Associations, you have a voice representing your interests every day. They work for you when you can’t be there. Our voice needs to be heard on the changing policies we are facing to protect farmers against overregulation in Washington and set forth the framework for the next Farm Bill. We need to make certain we have access to all trading partners.

— Shane Grevling, Chapman, At-Large Director
2019 FISCAL YEAR RESULTS ARE IN

Meet the newly elected Nebraska Soybean Board Officers and Committees.

By Cale Buhr, NSB Market Development Coordinator

The Nebraska Soybean Board (NSB) kicked off its 2019 fiscal year board meeting (November 19–20, 2018) in Lincoln by electing officers and committee members to serve a one-year term throughout the remainder of the fiscal year.

Here are the election results.

**NSB Officers:**
- **Chairman:** Tony Johanson, District Two – Oakland
- **Vice Chairman:** Eugene Goering, District Four – Columbus
- **Secretary:** Doug Saathoff, District Seven – Trumbull
- **Treasurer:** Daryl Obermeyer, District Five – Brownville

**International Marketing Committee:**
- Daryl Obermeyer;
- Greg Anderson, *Chairman*;
- Nathan Dorn;
- Terry Horky

**Domestic Marketing Committee:**
- Tony Johanson;
- Greg Anderson;
- Eugene Goering;
- Terry Horky, *Chairman*

**Research Committee:**
- Tony Johanson;
- Anne Meis;
- Eugene Goering;
- Doug Saathoff;
- Richard Bartek, *Chairman*

**Education/Communication Committee:**
- Daryl Obermeyer;
- Anne Meis, *Chairwoman*;
- Nathan Dorn;
- Doug Saathoff;
- Richard Bartek

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**Caspers Completes USB Terms**

Mark Caspers, a farmer from Auburn, recently completed his third and final term serving as one of four Nebraska representatives on the United Soybean Board (USB). Caspers served on the NSB from 2002–2014 and served on USB from 2010–2018. At the NSB November meeting, Caspers was appointed as an ex-officio and will continue to serve the NSB in positions that include Vice Chairman of the National Biodiesel Foundation.

Caspers’ USB seat is being filled by Tony Johanson from Oakland, who begins his first term as one of four representatives from Nebraska for the 2019 fiscal year.
SOYBEAN FARMERS: YOU ARE THE VOICE OF YOUR DISTRICT.

LET IT BE HEARD DURING THE 2019 BOARD MEMBER ELECTIONS.

Election Schedule

- **Districts 2, 4 & 8**
  - 2019
  - Candidacy petition period begins: DEC. 1, 2018
  - Candidacy petitions due to NSB office: APRIL 15, 2019
  - Ballots mailed to eligible voters: JULY 11, 2019
- **Districts 5, 7 & At-Large**
  - 2020
  - Candidacy petitions due to NSB office: APRIL 15, 2019
  - Ballots mailed to eligible voters: JULY 11, 2019
- **Districts 1, 3 & 6**
  - 2021
  - Candidacy petition period begins: DEC. 1, 2018
  - Candidacy petitions due to NSB office: APRIL 15, 2019
  - Ballots mailed to eligible voters: JULY 11, 2019

Nebraska Soybean Board (NSB) seats for districts 2, 4 and 8 are taking place in 2019. Eligible soybean farmers have the opportunity to toss their hats in the ring, representing their districts for our shared soybean industry.

You are an eligible candidate if you are a:

- Nebraska resident,
- District 2, 4 or 8 resident and a
- Soybean farmer for the past five consecutive years, aged 21 or older, and own or share 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.

To participate as an eligible candidate, a petition containing 50 valid soybean farmers’ signatures who reside in the election district must be submitted.

Nebraska Residents Cast the Deciding Vote

Our shared soybean farmer community determines electoral winners. These voters must be:

- Nebraska residents,
- District 2, 4 or 8 residents and 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 immediately preceding calendar year.

Reach out to the NSB team for more information at 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.
Reports of dead or dying plants in soybean fields received last June from entomologists in Iowa, Nebraska, and South Dakota were found to be associated with soybean gall midge infestations.

Field surveys across Iowa, Nebraska, Minnesota and South Dakota found that soybean gall midge was present in 66 counties.

**The Damage Report**

Portions of surveyed fields had a high frequency of dead plants at the field edge with decreasing damage from the edge to the field's center (Fig. 1a). Live soybean plants in damaged areas of the field had dark discolorations near the soil surface extending up to the unifoliate node (Fig. 1b).

These plants easily snapped off at the soil surface revealing white to orange larvae that appeared to be feeding the darkened areas of the plant (Fig. 1c,d). The adult stage of soybean gall midge (Fig. 2) was recently identified in August from emergence cages at the Eastern Nebraska Research and Extension Center near Ithaca, NE.

In heavily damaged fields, losses associated with soybean gall midge are inevitable due to the number of dead or dying soybean plants. Damage to the plants' phloem and xylem will likely result in yield reductions for surviving infested plants. Additional losses are also anticipated due to the lack of stem strength, predisposing plants to increased risk of lodging if harvest is delayed. Yield loss estimates on a small sample of plants from a heavily damaged field indicate a nearly complete yield losses from the field edge up to 100 feet, with a ~20% yield loss at 200 and 400 feet from the field edge.

Suspect soybean gall midge issues in your fields? Contact Justin McMechan at justin.mcmechan@unl.edu for assistance.
SOYBEAN GROWERS & PRODUCERS PREPARE TO GATHER FOR THE THIRD ANNUAL NEBRASKA CROP MANAGEMENT CONFERENCE

January 28–29, 2019 | Younes Conference Center | Kearney, Nebraska

Soybeans. They’re the second-most planted field crop in the U.S., and Nebraska ranks fourth in the nation for soybean production. This makes your need (and want) to stay in sync with the growing and producing game vital to the industry and our state economy.

The upcoming Nebraska Crop Management Conference (NCMC) connects progressive growers, producers, consultants and other soybean industry experts with a comprehensive, two-day opportunity to learn and grow Nebraska’s soybean industry as a community.

The conference just feels like Nebraska—that welcoming sense you get from being around Nebraska farmers and producers. Everyone’s there for a purpose with real interest in learning from one another. This combination is really what makes the conference fun, unique and meaningful.

— CHRIS PROCTOR, UNIVERSITY OF NEBRASKA–LINCOLN EXTENSION EDUCATOR, NCMC COORDINATOR

Growing Side by Side, Row by Row

What it means to be “more productive” in this industry has morphed over time. You know what most outside of your world don’t—farming is complicated. Every factor that goes into being successful requires continuous attention, observation and research.

Proctor explains, “Our hope is to assist and provide meaningful, research-based information as it relates to all growing factors—from the economic side to more practical things like soybean agronomics and how plants grow—while keeping basics like fertility and soil microbiology, for example, top of mind.”

Information shared in the conference’s 27 sessions act as the catalyst for continued conversation and collaboration on hot topics impacting Nebraska growers and producers year-round.

The 2019 workshop kicks off the new year with dozens of speakers sharing findings from a variety of soybean agricultural perspectives, including:

Shaun Casteel, associate professor of agronomy at Purdue University
Shaun has been working heavily with double crop systems—wheat and soybeans—which are particularly relevant to conversations and interest in Eastern Nebraska. His talks will cover a range of perspectives including soil, weed science, and forage crops.

Dr. Laura Lindsey, assistant professor of soybean and small grains at Ohio State University
Dr. Lindsey will speak to foundational agronomic principles in addition to up-and-coming trends to remain on the cusp for coming years.

Greg Kruger, associate professor of weed science and application technology at University of Nebraska–Lincoln
Greg will speak on recent Dicamba data results impacting the industry and highlight the risks to be aware of such as off-target movement.

For a full list of expert speakers, visit agronomy.unl.edu/NCMC.

Be a part of the 2019 Nebraska Crop Management Conference conversation.
Register today at agronomy.unl.edu/NCMC.
What do Nebraska soybean farmers consistently rank as a top concern? **State and federal regulations.**

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

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

Visit [nesoybeans.org](http://nesoybeans.org) to learn more.

The Nebraska Soybean Board (NSB) has managed the Soybean Research and Promotion Program known as the soybean checkoff since its inception in 1990.

Soybean farmers pay one-half of one percent of the bushel price to the soybean checkoff when they sell soybeans.

Half is sent to the United Soybean Board and half is invested right here in Nebraska in soybean production research, marketing and promotion, new product development and education to maximize profit opportunities for soybean farmers.

Visit [nebraskasoybeans.org](http://nebraskasoybeans.org) to learn more.
2018 SEE FOR YOURSELF TOUR

Thanks to the Nebraska Soybean Checkoff, farmers have a great opportunity to see where their soybeans travel.

In March, Nebraska soybean farmers journeyed to Washington for the Nebraska Soybean Checkoff’s annual “See For Yourself” tour, an educational trip showing farmers what happens to their crop once it leaves their farms.

“It was neat to see how soybeans processed in Hastings, Nebraska, end up on railcars going through the U.S., travel up to the Pacific Northwest and get loaded onto barges to get shipped to end users,” said Bryce Doeschot, a reporter with the Rural Radio Network who joined the group for the trip.

This year, about a dozen Nebraska farmers saw port operations in Tacoma and Gray’s Harbor and visited with researchers working to use soybean meal in aquaculture.

“I came away with a much greater appreciation for the amount of coordination taking place,” said Osmond farmer Ron Stech. “I worry about getting my crop raised and to market here on the local level, but there are a lot of logistics and people involved to get it on rail, to the West Coast, into the terminals and onto the ship. This coordination is really taking place, and the Soybean Board has an active role in it. They’re helping put these people together.”

Apply to be a part of the 2019 tour by calling 402-441-3240.

There’s a big world out there. Sometimes as farmers, we can get caught up in our own little world and we can’t see past the hood of our pickup. But there’s a lot out there, and it’s great to see because you get a lot more appreciation and certainly, you’re not so critical of other people in their effort to get your product moving.

— RON STECH, OSMOND, FARMER
HERE’S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.

Half goes to the national checkoff for investment in USB’s long-range strategic plan.

Half goes to the state checkoff for investment in areas that are a priority for that state.

1/2 of 1% of the total selling price collected per the national soybean act & order

PROMOTION
RESEARCH
EDUCATION

ROI TO THE FARMER

Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

unitedsoybean.org
WHAT IT TAKES:
U.S. SOY ADJUSTS EXPORT STRATEGY
TO SECURE THE FUTURE

By Jim Sutter, USSEC

To say 2018 has been a challenging year for U.S. soybean growers and for the entire U.S. Soy industry would be an understatement.

As everyone knows, tariffs with China have affected not only our exports to that country, but global trade flows as well. Now, Brazil is supplying the bulk of China’s needs, making it unable meet as much demand from other countries. The U.S. has stepped into that role, supplying multiple markets, including South American soy producers such as Argentina and Brazil with U.S. soybeans, and this shift has had devastating effect on prices.

Banding Together on Behalf of U.S. Soy Exports

The U.S. Soybean Export Council (USSEC), the United Soybean Board (USB) and the American Soybean Association (ASA) are collaborating on every level on behalf of U.S. Soy stakeholders.

USSEC is specifically charged with reaching out to international customers to emphasize the U.S. Soy Advantage. Our stated objective is to “Differentiate and build preference for U.S. Soy while ensuring that it has market access in all the markets that want to buy U.S. Soy.”
The U.S. Soy industry organizes buyers’ conferences throughout the world. Here, Administrator Ken Isley of the U.S. Department of Agriculture’s (USDA) Foreign Agricultural Service (FAS) gives the keynote address at a conference in the Americas region. Regional feed industry thought leaders, executives and government officials met in Cartagena, Colombia last July.

Even prior to the trade dispute, we began adjusting our international marketing strategy by reprioritizing and defining target markets. As markets change, it’s imperative the U.S. Soy industry makes investments in the right places through a two-pronged approach:

- **U.S. soybeans are exported to numerous global markets;**
- **USSEC’s market access efforts ensure all these markets remain open for business.**

**Targeted program investments will focus on high-priority markets where we can have a meaningful impact.**

New emphasis placed on basic, low-consumption markets that have potential to largely increase was kicked off as USB approved a shift in their international marketing strategy last February. This work will take place in markets with large populations, growing economies and currently very low protein consumption. As we are successful in places like India, Myanmar and Nigeria, for example, this will create large demand growth and new opportunities for U.S. Soy exports. This work is not short-term and is expected to pay out dividends in the future. As we saw in China, building demand takes time but can reap big rewards in the long-term.

**Taking Action Today**

In addition to that long-term strategic shift, we are taking short-term measures to help ensure U.S. Soy exports don’t fall despite the fact that shipments to our historically number one customer will likely continue to drop significantly in the coming year.

USSEC’s short-term trade mitigation work is aimed to mitigate the impact of these tariffs by spurring demand for U.S. soybeans in markets other than China.

USSEC has launched our “What it Takes” initiative, under which we are looking at all possible markets for U.S. Soy around the globe and putting together projections for the amount of exports that will be needed in all of those markets to make up for volume losses to China.

Although USSEC doesn’t actually sell anything, we work closely with U.S. Soy exporters and importers around the world. Our team is focused on helping to achieve the “What it Takes” goals so that our important level of U.S. Soy exports, approximately 60 percent of total production, is maintained.

**Understanding What It Takes**

We are working to figure out “What It Takes” to keep exports roughly unchanged despite the huge change in China’s purchases of U.S. Soy. Doing so will prevent a disastrous build-up of stocks in the U.S. and narrow the price spread between U.S. and other origin soybeans.

As always, USSEC believes old and new relationships are at the heart of what we do. USSEC is leveraging our relationships in a host of markets around the world. We aim to connect buyers and sellers to encourage a longer-term trading program that extends beyond the typical seasonality as we plan events as part of USSEC’s larger trade mitigation work.

In late November, USSEC hosted a buyers’ conference in Barcelona, Spain, which provided a vital opportunity to capture trade flows to Europe and the Middle East/North Africa. The EU/MENA region represents the second largest global export soy market, trailing only China.

The U.S. Soy industry is also eyeing developing markets in its designated regions throughout the world: the Americas, Asia subcontinent, North Asia and Southeast Asia. A buyers’ conference is potentially planned for early 2019 in Asia, along with numerous opportunities to help buyers and sellers forge and rekindle relationships.

And so while times have indeed been challenging for our farmers, exporters, and every link in the U.S. Soy value chain, I want you to know USSEC and the U.S. Soy family will continue to move forward together and work on priority issues for U.S. Soy growers and the U.S. Soy industry.
DIVERSIFY UNTIL THE COWS COME HOME

The Alliance for the Future of Agriculture in Nebraska (AFAN) focuses on growing Nebraska’s livestock industry, reaching out to communities to develop new livestock opportunities and make connections with businesses to sustain a thriving state.

1:1 With AFAN Expertise

In 2018, AFAN hired Director of Livestock Development Will Keech. He leads efforts to provide one-on-one assistance to producers looking to site or expand livestock, answering questions about financing, regulations and construction. He also works to develop and support new opportunities, everything from feed mill development to aquaculture to connecting with integrators.

AFAN also keeps an eye on economic opportunity, hitting the road in 2018 to support livestock and related processing industries. From California to Georgia and in countless communities in Nebraska, AFAN worked with economic development partners to grow opportunities in our state.

In 2019, there will be opportunities for individuals to raise poultry as part of the Lincoln Premium Poultry project in Nebraska. Many pork companies are looking to expand their production footprint in Nebraska as well, and we continue to see interest in beef cattle confinement options.

Contact Will Keech at willk@a-fan.org or 402-326-8232 for a list of companies looking for contract partners or to discuss if integrating livestock into your operation can work for you.

AFAN provides a wealth of resources to livestock producers. Check out BecomeAFAN.org for our:

- Growing database with summaries of zoning regulations for nearly 40 counties and counting.
- Empowering workshop materials to help you make a neighbor relations plan for your livestock operation. This first-of-its kind resource helps livestock producers tell their story and provides tools to navigate the county zoning process.
If you drive into Fremont today, you will see a new set of buildings in the industrial park.

These facilities—a hatchery, feed mill and processing facility were started after construction broke ground during the summer of 2017—will be run by Lincoln Premium Poultry, a Costco company, and are expected to be fully operational in September 2019.

“There were four main things Costco was looking for in a location,” said Kolterman. “They wanted to be in the middle of grain country and have availability of water, a solid potential for workforce and farmers interested in partnering to grow poultry.”

Grain is plentiful in the region, an important factor as the birds at Costco’s facility will consume around 350,000 bushels of corn and approximately 3,000 tons of soybean meal each week.

“With the grain coming from local farmers, we will save on freight and also be getting a quality local product,” Kolterman said.

Costco will own the assets associated with the complex and is contracting with Lincoln Premium Poultry to manage the facilities, live production and partnerships with local farmers.

“Our team likes to say, ‘We’re the chicken people,’” Kolterman said. “Our poultry team moved to Fremont from poultry areas and most of them have 20–40 years of experience in the industry. They provide a lot of expertise that Costco needs for this to be successful.”

Although the project is large in scope—with a $440 million-dollar capital investment by Costco and an additional collective investment of more than $300 million by the growers—Kolterman maintains the hard work and complexity of the project has been a worthwhile pursuit.

For more information on how to become a poultry partner with Costco and Lincoln Premium Poultry, contact Willow Holoubek at 402-936-4959 or wholoubek@lincolnpremiumpoultry.com.

Every single day we get to talk to farmers who are able to keep a kid on the farm, who have gained certainty in their income through diversification and are having their lives changed for the better through this project. If that’s not something to work hard for, I don’t know what is.

— JESSICA KOLTERMAN, EXTERNAL AFFAIRS FOR LINCOLN PREMIUM POULTRY
FOR BETTER YIELDS

THE LINE FORMS HERE.

Stay out in front with the consistent performance of Asgrow — the highest-yielding soybean seed in the U.S. Offering 100% exclusive genetics for superior yields that help maximize profit potential acre to acre, year to year, generation to generation. Ask your dealer how much further you can grow when Asgrow leads the way.
## FIVE FUEL TIPS FOR THE WINTER

Maintain your fuel systems after the harvest season.

*By Lisa Pedderson, MEG Corp Fuel Consulting*

Winter’s frigid temperatures are upon us once again! Take a few moments to prevent some common fuel issues brought on by cold weather.

<table>
<thead>
<tr>
<th>1</th>
<th>Start with a routine fuel systems and storage tanks inspection and maintenance after the harvest season.</th>
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<tbody>
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<td>2</td>
<td>Watch out for water.</td>
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<td>3</td>
<td>Plan how you winterize your fuel.</td>
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<tr>
<td>4</td>
<td>Consider using biodiesel in the winter.</td>
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<tr>
<td>5</td>
<td>Ask the experts.</td>
</tr>
</tbody>
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### 1. Start with a routine fuel systems and storage tanks inspection and maintenance after the harvest season.

Determine your winter fuel use and winter fuel strategy. Ultra-low sulfur diesel (ULSD) has made fuel maintenance and winter fuel management more challenging.

### 2. Watch out for water.

Condensation from warmer, daytime temperatures and cooler ones at night lead to water accumulating in tanks, a process that repeats over time. Once temperatures fall below freezing, icing can lead to plugged filters. Water is also the source of bacteria growth. Prior to ULSD, sulfur was a natural anti-microbial. Microbes live in the interface between the fuel and the water using the fuel for food and water for oxygen. This contamination can cause fuel filters to plug. Today’s ULSD is also less stable and less tolerant of less-than-ideal conditions.

### 3. Plan how you winterize your fuel.

Typical No. 2 diesel starts clouding anywhere from 0°F to 12°F. No. 1 diesel usually starts clouding around -40°F. During winter months, No. 1 diesel can cost 20–50 cents more per gallon than No. 2 and can sometimes be scarce. No. 1 diesel has lower BTU content, resulting in lower fuel economy, making it often more cost-effective to utilize a combination of No. 1 diesel and cold-flow additives.

There are different types of cold flow additives: Cold-flow improvers help improve low-temperature operability of fuel, de-icers help keep water in the fuel system from freezing and Wax Anti-Settling Agent (WASA) keep naturally occurring paraffins in diesel suspended in the fuel. This prevents them from dropping to the bottom and plugging fuel filters. A combination of these cold flow additives may give the best results for diesel and biodiesel blend winter operability.

### 4. Consider using biodiesel in the winter.

Biodiesel blends up to 5 percent have the same physical characteristics and perform the same as No. 2 diesel. Biodiesel provides excellent lubricity to fuel, extending engine life by reducing wear on moving parts and directly benefiting soybean farmers. Know what percentage of biodiesel is in your tank. Blends higher than 5 percent will raise the cloud point of the fuel. This is manageable, but you need to know your numbers.

### 5. Ask the experts.

Have fuel-related questions or need help troubleshooting a fuel problem? Call the Regional Diesel Helpline at 800-929-3437.
Under Nebraska Soybean Board (NSB) funding, the USA Poultry and Egg Export Council (USAPEEC) conducted various trade-servicing activities and educational border seminars in Mexico to help expand exports of U.S. poultry and eggs to Mexico while maintaining positive relationships with local poultry and meat processing industries.

The 2018 series of seminars concluded in October in Mexico City. USDA representatives Gabriel Hernandez, Karisha Kuypers, Eduardo Lozano and Juan Rodriguez gave a presentation about the bilateral commerce between Mexico and the U.S. as well as the inspection of U.S. poultry and red meat products entering Mexico. Around 70 attendees from the Mexican animal and plant health, food safety and inspection system (SENASICA), SAT (imports compliance agency) and some importers attended this event.

This was a record-breaking year with more than 400 people, including importers, attending the trainings. The seminars, which NSB has funded since they started 12 years ago, have played an important role not just in reducing the number of rejected shipments but in addressing border incidents due to misunderstandings of import requirements. According to SENASICA’s Joel Arrioja, border incidents declined again this year.

USAPEEC Technical Consultant Jose Manuel Samperio has been the main speaker on food safety and cold-chain issues, and he has also assisted U.S. importers and exporters facing problems with shipments of U.S. poultry, table eggs and egg products. SENASICA reported that, thanks to these seminars, the average time for inspecting perishable products has decreased from hours to just 15–30 minutes.

COMECARNE’s Luis Musi said it’s extremely important to continue these seminars in upcoming years due to frequent personnel turnover at ports of entry, which is expected to continue with the new change of government in early December 2018.

The NSB project also allows USAPEEC Mexico to receive monthly import trade data from the Port Import Export Reporting Service (PIERS), a database that tracks every shipment of U.S. poultry and eggs that enters Mexico, especially those moved by trucking companies. The PIERS database has been helpful in identifying leading Mexican importers of U.S. poultry and eggs and providing a comprehensive look at the volume and value figures per company, the port of entry used for each shipment and the specific product being imported. Through PIERS, USAPEEC has been able to identify 81 key importer companies that represent nearly 90 percent of total imports of U.S. poultry and eggs into Mexico.

USAPEEC Mexico’s Alma Lilia de Leon accepts her diploma on behalf of the USAPEEC and Nebraska Soybean Board’s sponsorship of border seminars in Mexico.

The NSB has sponsored U.S.-Mexico border seminars for the last 12 years.
The Nebraska Soybean Board (NSB) funded essential 2018 promotional projects conducted by the U.S. Meat Export Federation (USMEF) designed to increase exports of U.S. red meat and help grow demand for U.S. pork.

Along with funding U.S. pork-focused consumer events and marketing campaigns in Japan and Mexico, NSB also sent four representatives on a USMEF trade mission to Japan in September. Members of the Heartland Team got a firsthand look at the success of U.S. pork in Japan as well as the potential for future growth in the leading value market for U.S. pork.

“The main purpose of our Heartland Team is to show U.S. producers—soybean producers, corn producers and livestock producers—the potential in Japan and how USMEF works to create demand for U.S. pork and develop the Japanese market,” said Dan Halstrom, USMEF president and CEO. “Japan is our largest market and, despite some of the trade challenges we’ve faced, the numbers continue to look very good. This year’s Heartland Team was able to see not only what we have accomplished as an industry but also what we need to continue to develop to keep export trends going in this same positive direction.”

Meanwhile, two U.S. pork projects held in Japan in August were funded by NSB:

### U.S. Pork Cooking Event

USMEF chef Rika Yukimasa demonstrated how to prepare U.S. pork roast and cold shabu-shabu to Kusupa, the largest community of individual cooking instructors in Japan.

“Involving these instructors is quite helpful to convey the advantages and attributes of U.S. pork to the students of their schools,” said Takemichi Yamashoji, USMEF director in Japan.

### U.S. Pork Event at Kids Jamboree

Sponsored by Tokyo International Forum and Yomiuri Newspaper, Marunouchi Kids Jamboree is an annual, experienced-based event where children can enjoy and learn through various programs and workshops. To increase awareness of U.S. pork as an ideal meal option for health, USMEF distributed tasting samples to 3,000 people during the jamboree. U.S. pork mascot Gochipo also made an appearance.

“Parents were impressed with the juiciness and tenderness of U.S. pork, and many of them commented they plan to purchase U.S. pork at supermarkets because their children liked it very much,” noted Yamashoji.
The Ag Sack Lunch Program of Nebraska is ringing in its ninth year of showing students the flavor of Nebraska.

By Teri Zimmerman, Director of Education & Outreach

Every student also receives a deck of cards to remind them of their lunchtime lesson, but teachers can see the light bulbs turning on as students learn over the 30-minute lunch.

“The UNL students did an excellent job of presenting the information in an engaging way,” said Deb Brown, a fourth-grade teacher at St. Patrick’s Catholic School in Elkhorn. “My students listened quietly and learned a lot. They really enjoyed the lunch!”

It captivates our young audience to explain where that ham sandwich or bag of corn chips came from while enjoying it on the lawn of the state capitol.

— ANNE MEIS, NEBRASKA SOYBEAN BOARD MEMBER

For the 2018–19 year, the program has expanded to provide 5,250 lunches. As of December, nearly 1,000 students have enjoyed the educational lunch on the lawn of the Nebraska State Capitol, and all remaining spots have been reserved.
SOYBEAN DIVERSIFICATION NEVER TASTED SO GOOD

How high oleic soybean oil keeps mouths—and the industry—coming back for more.

By Cale Buhr, NSB Market Development Coordinator

If your local fish fry isn’t getting extra bragging rights for switching to high oleic soybean oil, it should (and could) be.

**Giving you the best of the bean: High oleic soybean oil has the highest amount of heart-healthy monosaturated fat available in soy, and it has a longer shelf life than commodity soybean oil.**

High oleic soybean oil is a heart-healthy alternative to traditional cooking oil boasting zero trans fat and less saturated fat than your traditional cooking oils. The best part? The dishes you prepare using high oleic soybean oil remain “neutral” instead of adding that “oily taste” to your food’s flavor profile.

It cooks cleaner, it cleans up better and we’ve received a lot of positive comments on the flavor of the fish.

— JOE MORRIS, ST. JOSEPH CATHOLIC CHURCH, YORK, NE

**Local use. Local support.**

Domestic use of high oleic soybean oil is more than a tip of the hat to your local soybean farmers. It provides direct support to the industry’s bottom line by keeping a quality soybean biproduct popular by demand.

“We’ve got a lot of experienced fish eaters here in York—we’re serving an average of 1,000 people at each event. The switch to high oleic soybean oil has been positive, and it’s a benefit to have it available as a cooking alternative,” Morris adds.

**Want to sample high oleic soybean oil in your restaurant or at your next fish fry? Have feedback on your use of it?**

Let’s talk about your alternatives: 402-441-3240.
ENGAGE AT THE NATIONAL BIODIESEL CONFERENCE & EXPO

By Samantha Turner, NBB Communications Manager

The National Biodiesel Conference & Expo is the place to see—and be seen—in the world of biodiesel.

Claim Your 2019 Conference Spot

Key players will gather for a week of learning, networking and discovery, and you can be a part of the conversation.

National Biodiesel Conference & Expo
San Diego, California
Marriott Marquis San Diego Marina
January 21–24, 2019
Register today at BiodieselConference.org.

“We’ve been a long-time sponsor and participant of the Biodiesel Conference, and last year’s conference was without a doubt the best we’ve had,” said Tim Keaveney, a biodiesel producer at HERO BX.

Whether you are an industry veteran or just getting your feet wet in the biodiesel world, the National Biodiesel Conference & Expo has plenty for all.

- Find new opportunities to network with other professionals on a national level and get business done.
- Hear thought-provoking and engaging sessions from keynote speakers and roundtable discussions presented by industry experts.
- Engage in brainstorming sessions, raising the bar this year with new information on the latest vehicle technology, a deep dive into the future of renewable fuels and expert speakers on environmental policy.

Every session will give you insights into new trends in the biodiesel industry and answer your burning questions on current hot topics. We hope you find your seat at sessions that interest you and we encourage you to engage in the conversation.

“The Biodiesel Conference gave our company a great platform to share the advancements we’ve made enabling fleets to deploy B100 and capture the 80% carbon reduction from using biodiesel,” said Optimus Technologies’ Colin Huwyler. “We look forward to the 2019 conference.”

Get Engaged

To be a part of 2019’s impressive schedule filled with opportunities, register today at BiodieselConference.org. We hope to see you there!
Whether shipping by river, road or rail, the soy checkoff is committed to ensuring America’s infrastructure is a significant advantage for U.S. soybean farmers. We’re looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it’s helping make a valuable impact for soybean farmers like you.

See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at unitedsoybean.org
International Relations Are, and Always Will Be, a High-Priority Focus for the Nebraska Soybean Checkoff. Even in this day and age of what seems to be virtual everything, there’s still tremendous value in giving international buyers actual face time with our U.S. growers.

These U.S. hosts not only stand behind their process and product, they also open their homes and families up to international guests to truly show them how it’s grown in the Midwest. Doing so has helped turn these buyers and sellers into long-term partners and friends.

“After hosting these trips over the years, I have Facebook friends from four countries—all people who shared a great experience and like the product we produce,” explains Obermeyer.

When Agribusiness Gets Personal
End users from top export markets such as Asia, Europe, Mexico and South America travel to the U.S. to learn about what really goes into the growing process, including how the bottom line impacts growers on a personal level.

“They want to have eye-to-eye proof it’s a quality product, but then it goes even deeper into that relationship building—opening your homes to these people and helping them have first-time experiences,” said Mike Korth, United Soybean Board member and farmer from Randolph.

Once buyers and sellers forge a genuine connection, that personal relationship is galvanized, naturally leading interest to the livelihoods of everyone involved.

“We work with the soil and basically produce something from nothing,” Korth explains. “[When international guests come to visit,] they have questions. Big questions. ‘How are the tariffs affecting you?’ ‘What's the cost of your production?’ and so on. I tell them the truth—we’re way below breaking even right now. And when they ask, ‘How can you continue?’ and my answer is many of us won't. Hopefully, it gets better before that happens, but you can tell they are genuinely concerned.”

Open, honest conversations like these are what investing in trade team experiences to build relationships is all about. As we continue to work to sustain current international relationships, we will also continue to foster new relationships so, globally, we can grow to know and appreciate our roles to achieve a shared and meaningful success.

In September, we had a group from China visit, and they said our soybeans are enough of a higher quality that they would rather buy our beans and pay the tariff because it’s still a better deal—even with this tariff squabble going on—because our soybeans are of that higher quality they’re looking for.

— DARYL OBERMEYER, NEBRASKA SOYBEAN BOARD MEMBER

International Marketing Goals

- Develop and sustain relationships with buyers while creating a preference for U.S. soybeans.
- Build demand for value-added products in the poultry and egg, livestock and aquaculture markets.
Nebraska Soybean Farmers: Feeding What You Eat

Poultry, livestock and even fish dine on “The Miracle Crop” every day across the country. In fact, 97 percent of soybean meal is devoted to feeding animal agriculture.

Soybeans, technically an oilseed, are the largest source of protein feed globally, and are made up of two primary components: meal and oil. Roughly 80 percent of the soybean by volume is made of protein-rich meal, 19 percent oil and roughly 1 percent hulls.

TASTE of the TAILGATE

STUFFED PORK MEATBALLS WITH ROMESCO

Recipes

Prep Time: 20 Min.  
Cook Time: 25 Min.  
Serves: 10

RECIPE:

Ingredients

1 1/2 pounds lean ground pork  
3/4 cup bread crumbs  
1 large egg, beaten  
2 tablespoons dry sherry, optional  
2 tablespoons fresh parsley, finely chopped or 2 teaspoons dried parsley  
1 teaspoon sweet paprika, (preferably smoked paprika)  
2 cloves garlic, minced  
3/4 teaspoon salt  
1/4 teaspoon black pepper, fresh ground  
40 red-pepper-stuffed green olives, (not large)  
40 wooden toothpicks, or bamboo cocktail spears, for serving  
Vegetable oil, for the baking sheet

Romesco Sauce

1 large clove garlic, crushed under a knife and peeled  
2 jarred roasted red peppers, drained  
1/4 cup natural sliced almonds  
2 teaspoons sherry, or red wine vinegar  
1 teaspoon sweet paprika, (preferably smoked paprika)  
1/2 teaspoon dried oregano, or 1 teaspoon fresh oregano, chopped  
1/4 teaspoon salt  
1/3 cup extra virgin olive oil

PREPARATION:

To Make the Romesco

1. Drop garlic through a food processor’s feed tube to mince garlic. Then, stop machine and add red peppers, almonds, vinegar, paprika, oregano and salt.  
2. Pulse about 10 times until minced. With processor running, slowly pour oil through feed tube.  
3. Transfer to serving bowl and bring to room temperature before serving.  
Makes about 1 1/4 cup of sauce and can be covered and refrigerated for up to five days.

To Make the Meatballs

1. Preheat oven to 400°F.  
2. Lightly oil large rimmed baking sheet.  
3. In large bowl, mix bread crumbs, egg, sherry, parsley, paprika, garlic and pepper.  
4. Add ground pork and mix thoroughly but gently with your hands.  
5. Shape into 40 meatballs using about 1 tablespoon of the meat mixture for each.  
6. Stuff an olive in the center of each meatball, then completely enclose olive.  
7. Arrange meatballs on baking sheet.  
8. Bake for 15 minutes and then turn meatballs over and continue baking until cooked through and browned, approximately 10 minutes.  
9. Transfer meatballs to serving platter, and spear with toothpicks. Serve hot with room temperature Romesco sauce for dipping.

NUTRITIONAL INFORMATION:

- Calories: 230 calories  
- Protein: 17 grams  
- Fat: 14 grams  
- Sodium: 700 milligrams  
- Cholesterol: 60 milligrams  
- Saturated Fat: 2.5 grams  
- Carbohydrates: 9 grams  
- Fiber: 1 gram
Pioneer® brand A-Series soybeans are the answer to breakthrough yield potential. Ask your local Pioneer sales representative about A-Series varieties that can turn heads on your soybean acres.

Pioneer.com/Aseries