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Stay out in front with Asgrow® brand soybeans. Featuring 100% exclusive genetics and tailored, integrated solutions to help maximize profitability on every acre. Ask your dealer: how much further you can grow when Asgrow leads the way.
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INVESTING CHECKOFF DOLLARS

Note from the EXECUTIVE DIRECTOR

This issue of SoybeanNebraska features the Nebraska Soybean Board’s international marketing investment activities. The board’s business plan is to have markets for all the soybeans that farmers want to raise both domestically and internationally, the latter consuming more than 40 percent of the 4.5 billion bushels of U.S. soybeans.

The world uses over 1 million tons of soybeans and soybean products every day. That’s more than 33 million bushels every day. U.S. soybean farmers are producing the highest-quality soybeans in the world, and we need good infrastructure to meet international demand with our product.

The soybean checkoff will continue to market the U.S. Soy Advantage, which promotes exceptional composition, sustainable growing practices, consistent supply and constant innovations moving our value chain forward. The nutritional bundle of soybean meal, tested at the Polytechnic University of Madrid, and studies reveal U.S. soy has the highest nutrient value of all other soybean producing-countries.

NSB will keep working with soybean farmers to provide the best value in soybeans they produce for our domestic and international customers.

Wishing you a safe and bountiful harvest.

For more information, go to NebraskaSoybeans.org.

TONY’S TAKE ON SOYBEANS’ FUTURE

Growing Agriculture and Growing Our Economy

By Tony Johanson, NSB Chairman

All good things must come to an end. It has been a wonderful six years serving as a board member on the Nebraska Soybean Board (NSB) and a privilege to be chairman the past three years. I will no longer be a board member on the NSB, but I am excited to remain involved as one of the four United Soybean Board (USB) directors representing soybean producers in Nebraska.

In my final chairman report, I’ll finish building on this year’s theme, “Grow Agriculture, Grow our Economy,” by focusing on our international marketing opportunities to increase worldwide soybean demand. The goal of the international marketing committee is to continue establishing relationships and partnerships with end users to grow international soybean demand. With all the current political unrest and trade issues, I could not think of a more critical time in the soybean industry to build new relationships.

The international marketing committee focuses on two major areas that help grow agriculture and grow our economy:

1. We will develop and sustain relationships with buyers while creating a preference for U.S. soybeans. This is where the NSB works with the United States Soybean Export Council (USSEC) and Ag Processing Inc. (AGP) to foster international relationships. Currently, we have projects focusing on Global Feed Trade services, program support to promote the U.S. soy advantage and soybeans via AGP at Grays Harbor on Washington’s Pacific coast.

2. We will build demand for value-added products in the poultry and egg, livestock and aquaculture markets. For this cause, the NSB is working with the United States Meat Export Federation (USMEF) and the United States of America Poultry and Egg Export Council (USAPEEC). With USMEF, we are focusing on promoting U.S. pork and consumer activities in Mexico and Japan. The partnership with USAPEEC is focusing on projects that improve worldwide market access for U.S. poultry and eggs in Mexico and India.

At the September board meeting, we closed our 2019 fiscal year and worked on setting a budget for 2020 that will be our foundation for starting projects that continue to “Grow Agriculture and Grow our Economy.”

As I close out my career on the NSB, I would like to congratulate Eugene Goering on being re-elected to serve a third term and welcome Jason Penke and Clay Govier to the board. I hope they enjoy their next three years on the NSB and continue to bring the passion and dedication to the soybean industry that I have tried to exude while on the board. It has been a privilege and an honor to serve on the NSB and work with a group of dedicated board members and the excellent staff that keeps everything together. I cannot say thank you enough!

I wish everyone a safe and prosperous harvest.

Tony Johanson
NSB Chairman

By Victor Bohuslavsky

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NSB will keep working with soybean farmers to provide the best value in soybeans they produce for our domestic and international customers.

Wishing you a safe and bountiful harvest.

For more information, go to NebraskaSoybeans.org.
Greetings Nebraska soybean producers,

Wow, what a year it’s been—one for the record books. Grandkids are going to hear about 2019 for years to come.

While this sounds like a bunch of clichés, it is reality for many grain and livestock producers this year. Throughout this growing season, nearly every producer was affected by a weather event. And as we held through the storms, our wonderful communities helped us stay “Nebraska Strong.” I know everyone involved in agriculture is strong and resilient. We always look forward to harvest season despite all challenges.

The last two years, soybean production has been challenged with trade issues. The U.S. and China have not reached a trade deal yet, but we hope continued negotiations will bring a positive resolve. Discussions with Mexico and Canada have gone well, and hopefully the House of Representatives will continue negotiations will bring a positive resolve.

Governor Ricketts and the Nebraska Department of Agriculture have been very active in developing trade for Nebraska agriculture products. This summer, I had the opportunity to represent the soybean industry at a Nebraska trade summit in Washington D.C., alongside the Nebraska Department of Agriculture director Steve Wellman and assistant director Amelia Breining. We visited several embassies to promote Nebraska agriculture, and we met with cabinet officials to discuss how trade issues affect our state.

We hope through these outreach efforts we will find new markets for our soybeans and all agriculture products. Secure trading partners will keep Nebraska agriculture strong. Your Nebraska and American Soybean Associations will continue working hard to secure our trade partners. I want to thank those who have supported us through your membership in the Nebraska and American Soybean Associations. Your support allows us to advance our policy efforts.

Have a safe harvest, and keep the faith.

By Robert Johnston, Clearwater, President

I Believe, I Belong

As a member of the Nebraska and American Soybean Association, I understand the importance of our Association’s work behind the scenes to develop and maintain sound trade policy. Trade is a huge part of our country’s success. We need our Association’s efforts working around the clock to make sure we continue to have market access. That’s just one reason why I belong to the Nebraska Soybean Association.

— Clint Hostler, District 3 Director, Boelus, NE
The Nebraska Soybean Board held an election in July for board members in Districts 2, 4 and 8. Nebraska soybean farmers in those districts voted with the following results:

**District 2**

Jason Penke

“I am pretty excited to be the representative for District 2 growers! Agriculture is ever-changing, and it is very important to utilize our checkoff funding to increase our end uses of soybeans, maximize profitability for our farmers and educate consumers on soybeans and agriculture. I’m looking forward to learning more about the global markets of soybeans and doing my part to help educate growers and consumers on Nebraska soybean production.”

**District 4**

Eugene Goering

“I am looking forward to serving the Nebraska soybean farmers for the next three years. We have soy-based tires on my wife’s vehicle, use biodiesel on our farm and in our trucks, have grown high-oleic soybeans and I serve on the Soy Aquaculture Alliance. It is exciting to see the results of the soybean checkoff. Thanks for a good participation of voters in District 4.”

**District 8**

Clay Govier

“Growing soybeans has been an important part of my family’s farm for many years. I’m excited to represent fellow growers as part of the Nebraska Soybean Board. My goal is to help find new markets and improve upon those that exist in order to further support the soybean growers of Nebraska.”

These elected board members will serve a three-year term beginning Oct. 1, 2019, and ending Sept. 30, 2022.

I am glad to see the high percentage of soybean farmers in their respective districts exercised their right to vote for their next representing board member. A good voter turnout translates to positive support for your soybean checkoff. It is also exciting to have soybean farmers interested in serving on the Nebraska Soybean Board.

— VICTOR BOHUSLAVSKY, EXECUTIVE DIRECTOR OF THE NEBRASKA SOYBEAN BOARD
**BIO DIESEL DOES IT BETTER**

**BETTER FOR THE AG INDUSTRY.**
Biodiesel is a domestic product that increases the price of soybeans by more than 70 cents a bushel. So not only does it provide independence from foreign petroleum, it’s a big economic driver for ag producers throughout the country.

**BETTER FOR YOUR EQUIPMENT.**
Biodiesel has higher lubricity, which means less engine wear and higher component life without reduced performance. With biodiesel, there’s no difference in fuel consumption, horsepower, or torque when compared to conventional diesel fuel.

**BETTER FOR THE ENVIRONMENT.**
Cleaner-burning, nontoxic and renewable biodiesel is a sustainable fuel source that reduces greenhouse gas emissions by more than 75 percent when compared to petroleum diesel. To put it into perspective, imagine removing nearly a million passenger vehicles from America’s roadways.

**VISIT BIODIESELNE.COM**
Soybean Management Field Days

Presenters share soybean checkoff projects with local farmers

By Cale Buhr, Nebraska Soybean Board

The 2019 Soybean Management Field Days (SMFD) took place in four locations around Nebraska from August 13–16. The annual event was sponsored by the University of Nebraska–Lincoln (UNL) Extension with support from the Nebraska Soybean Board (NSB).

Field days presenters discussed current issues including cover crops, irrigation management, new insect pressures, production costs and policy changes. Each field day location had four presentations that showed local farmers how their soybean checkoff dollars are being utilized in research, marketing, promotion and education.

An exciting addition to this year’s Field Days was a hail simulator operated by Justin McMechan, UNL’s crop protection and cropping systems specialist. The simulator helps researchers study how soybeans recover from hail at various vegetative and reproductive stages.

2019 SMFD LOCATIONS:

**August 13:**
Fellows Farms Inc.
Sargent, NE

**August 14:**
Tim & Angie Labenz Farm
Pilger, NE

**August 15:**
Ross & Judd Boeckner Farm
Plymouth, NE

**August 16:**
Lynn & Joyce Neujahr Farm
Waverly, NE
### Making Sense of Production Costs and Policy Changes

**Brad Lubben, Nebraska Extension Public Policy Specialist**

**Glennis McClure, Nebraska Extension Farm and Ranch Management Analyst**

- Profitable soybean production depends on solid production, marketing and risk management decisions.
- A critical part of effective management is focusing on production cost control and budgeting to accurately record and monitor costs.
- Incorporating crop insurance decisions with the various ad hoc supports is important to understand where your operation stands and how the programs may help you create an effective risk management plan.

### Insects, Cover Crops and Hail: Making Good Management Decisions

**Justin McMechan, UNL Crop Protection and Cropping Systems Specialist**

**Tom Hunt, Nebraska Extension Entomologist**

**Jim Specht, UNL Emeritus Professor of Agronomy and Horticulture**

**Robert Wright, Nebraska Extension Entomologist**

- No current management tactics provide complete control of the soybean gall midge, a new and emerging pest in eastern Nebraska.
- Both damaging and beneficial insects can be found in cover crops, so scout for pests before applying insecticide.
- Wait at least 7-10 days after a hail storm before making any management decisions on a hail damaged soybean field.

### What’s Doing All the Work? Rethinking Your Weed Management Program

**Chris Proctor, Nebraska Weed Management Extension Educator**

**Katja Koehler-Cole, UNL Research Assistant Professor**

- Cover crops can reduce soil nitrate levels before soybean planting, which could prevent nitrate leaching to groundwater.
- Differences in cover crop biomass were noted between cover crop species, but the termination date had the greatest effect on biomass.
- Low weed pressure and high weed variability resulted in no treatment difference for weed suppression.

### Soybean Production and Cover Crop Seed, Planting and Irrigation Management Decisions with Cover Crops

**Jim Specht, UNL Emeritus Professor of Agronomy and Horticulture**

**Aaron Nygren, Nebraska Extension Educator, Cropping Systems**

**Steve Melvin, Nebraska Extension Educator, Cropping Systems**

**Troy Ingram, Nebraska Extension Educator, Cropping Systems**

- The water used by cover crops over the winter on irrigated eastern Nebraska land will not reduce the stored soil water for the soybean crop.
- When growing cover crops before soybeans, irrigated growers should make sure the irrigation system is ready to apply water to help crop establishment if the top inches of soil are dry.
- Cover crop termination timing may be key on rainfed acres to ensure sufficient soil water for crop establishment.
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.

FARMERS SELL BEANS TO ELEVATORS, PROCESSORS & DEALERS

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

0.5%

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

PROMOTION

RESEARCH

EDUCATION

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

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.

United Soybean.org
NEBRASKA SOYBEAN BOARD
2019-2022 STRATEGIC PLAN

Over the next three years, the NSB aims to further develop soybean research, education and marketing.

VISION
The farmer’s investment in the Nebraska soybean checkoff results in sustainable soybean production and increased demand.

CORE VALUES
Integrity
Honesty
Commitment

MISSION
Invest checkoff funds toward innovative research and soybean production, enhancing consumer and industry education and creating demand for soybean products.

NSB 2019–2022 Goals
Research
Maximize production and utilization of Nebraska soybeans through research.

Education and Communication
Invest in the education and acceptance of soybean products.

Domestic and International Marketing
Continue to establish relationships and partnerships with end users to grow domestic and international soybean demand.

UNITED SOYBEAN BOARD GOALS

VISION
U.S. soy drives soybean innovation beyond the bushel.

CORE VALUES
The United Soybean Board works with honesty and integrity to achieve maximum value for the U.S. soybean farmer’s checkoff investments.

MISSION
Maximize profit opportunities for U.S. soybean farmers by investing and leveraging soybean checkoff resources.

STRATEGY
Create and enhance partnerships that increase the value and preference for U.S. soy.
The Nebraska Soybean Board (NSB) and export agencies are teaming up to increase the demand for American soybeans in international markets.

13 | Pacific Push
An emphasis on exporting through the Port of Grays Harbor in Washington is paying dividends for soybean growers.

14 | Net Gains with a Neighbor
The NSB and USA Poultry and Egg Export Council (USAPEEC) are working together to keep Mexico as the largest importer of U.S. poultry products.

15 | African Swine Fever’s Effect on Poultry
As African Swine Fever (ASF) outbreaks continue around the world, the poultry industry could grow with soybean meal to follow.

16 | A Seafood Staple
Aquaculture has surpassed wild-caught fish as the top producer of the world’s seafood, and soybeans are at the center of its diet.

17 | A Whole New World
Declining demand from China isn’t deterring the U.S. Soybean Export Council (USSEC) from growing and building new markets for whole beans.

18 | Keeping an Eye on ASF
The U.S. Meat Export Federation (USMEF) is also monitoring ASF, specifically in Asian markets.

19 | Keep it Moving
The Soy Transportation Coalition (STC) had its work cut out this year as a challenging spring affected planting as well as export channels.

20 | 2019 U.S. Soy Global Trade Exchange & Specialty Grains Conference
More than 700 soy and grain industry leaders, buyers and suppliers came together at this year’s event in Chicago to make new connections.

Follow us to learn more about the work we’re doing to market soybeans around the world.

Nebraska Soybean Board  @NESoybeanBoard  @nebraskasoybeans  NESoybeanBoard  NESoybeanBoard
NSB’s focus on the Port of Grays Harbor, an export hub on the Pacific Coast, strengthens trade relations with Asian countries.

By Cale Buhr, NSB Market Development Coordinator

The Port of Grays Harbor in Aberdeen, Washington, serves as a crucial export hub for U.S. soybeans and Nebraska farmers.

The Nebraska Soybean Board (NSB), along with other soybean organizations from the Midwest, utilize Grays Harbor to increase product availability and logistical awareness of soybeans and soybean meal into the markets of Asia. Nebraska soybean meal exports through Grays Harbor have incrementally increased over the last decade and will continue to grow with its capabilities to ship products by rail to the Pacific Northwest region.

One of the main goals of the NSB international marketing plan is to “develop and sustain relationships with buyers while creating a preference for U.S. soybeans.” In order to achieve this, the NSB continues to invest checkoff dollars to promote the export and quality advantages of our products through the Port of Grays Harbor. This includes attending events, trade missions, conferences and personal meetings with the appropriate purchasing staff of key companies in Asian countries each season.

Each year, the NSB hosts international buyers to allow them to see each step of the export process.

- First, the trade teams visit local farmers to speak with them about their current crop, the quality of their soybeans, and their growing process.
- Next, they will typically visit a soybean processing facility, such as Ag Producers, Inc. (AGP), to see how the crop is crushed and loaded onto rail.
- Finally, the group visits an export facility such as Grays Harbor to see how soybean meal is unloaded from rail and transferred to large vessels for exporting.

Through this process, relationships are built and trust is formed between the two parties to create a mutually beneficial partnership.
USAPEEC and NSB’s concentrated efforts on exporting to Mexico are paying off.

By USAPEEC Staff
David Markiewicz, Director of Communications, & Mary Alice Cain, Allied Industry Relations Manager

Since 2005, the USA Poultry and Egg Export Council (USAPEEC) has proudly partnered with the Nebraska Soybean Board (NSB) to target American poultry and egg export markets around the world. Focused efforts in Chile, the Middle East, India and the Association of Southeast Asian Nations’ (ASEAN) have proven worthwhile, but an emphasis south of the U.S. border has netted the best results.

The partnership between USAPEEC and commodity groups like NSB is based on a simple premise: The more U.S. poultry and eggs that are exported means increased demand for U.S. soybean meal and corn.

The NSB’s long-term partnership with USAPEEC is helping to maintain but also increase U.S. poultry and egg exports to Mexico, the largest market for U.S. poultry since 2010. Nebraska soybean farmers’ profit potential especially stands to grow as the demand for U.S. poultry and egg exports increases to this market, valued at $974 million in 2018 which represents an equivalent of more than 33 million soybean bushels. U.S. poultry exports to the Mexican market are expected to reach 920,000 metric tons in 2020.

Now in its 12th year, this NSB-sponsored project has been a partnership of USAPEEC, the Mexican Meat Council (COMECARNE), USDA and the U.S. Meat Export Federation (USMEF). Together, they conduct various trade-servicing activities and educational border seminars in Mexico to help expand exports of U.S. poultry, eggs and red meat there while maintaining positive relationships with local poultry- and meat-processing industries. The seminars have played an important role not just in reducing the number of rejected shipments but also in addressing border incidents due to misunderstanding of import requirements.

In 2019, these seminars have targeted border inspectors and customs brokers, in particular. The seminar schedule includes Laredo and Colombia—two of the most important ports of entry for U.S. poultry products where 52% of all meat products imported into Mexico passes through.

USAPEEC staff and consultants also visit different customs brokers to talk about the most common concerns and problems they face day-to-day with the import-export processes. Both the seminars and these trade-servicing activities strengthen relationships with Mexican authorities and the customs brokers to maintain clear communication, avoid common importing mistakes and ensure that all imported U.S. poultry products reach their final destination on time.

Poultry’s consumption of U.S. soybean meal, making it the product’s largest livestock consumer.

- Nonprofit industry trade association and industry’s voice on trade and policy issues.
- Designated cooperator with the USDA Foreign Agricultural Service (FAS), whose members contribute to 95% of all U.S. poultry and egg exports.
- Operates as link between industry and government as a liaison between exporters and importers.
- Develops and protects current markets as well as helping to open new markets.

**55%**

Metric tons of U.S. poultry and eggs exported in 2018.

**3.9 MILLION**

Equivalent total of soybean bushels, including 10.8 million from Nebraska.

**147 MILLION**
The demand for poultry is expected to increase as a result of the global spread of African Swine Fever (ASF). This year, poultry eclipsed pork as the most consumed meat protein in the world with ASF causing a sharp drop in pork production, and according to industry analysts, poultry will continue to hold this advantage for the foreseeable future.

Three continents are currently affected by ASF: mainly Asia and Europe but also Africa. Despite concerted efforts to contain the disease, 20 countries had new or ongoing outbreaks as of Sept. 20 according to the World Organisation for Animal Health (OIE).

The impact of ASF has been greatest in China, and the situation stands to get worse—the country has already lost an estimated 40% of its pig herd and it’s expected to reach 50% by the end of 2019. China has boosted its pork imports by 41% (previously importing only 2% of its pork) and has said it will increase pork production, but imports of other proteins will increase with poultry expected to benefit the most.

At times like these—when nations’ protein supplies are at stake—partnerships like that between the NSB and USAPEEC are invaluable to ensure both the U.S. poultry and soybean industries continue to thrive in an ever-changing, unpredictable world.

Statistics from USDA FAS data.

8,239

ASF outbreaks documented to date.

As of Sept. 20, new or ongoing outbreaks had been reported in 20 countries.

- Belgium
- Bulgaria
- Cambodia
- China
- Hungary
- Latvia
- Laos
- Moldova
- Myanmar
- North Korea
- Poland
- Romania
- Russia
- Serbia
- Slovakia
- South Africa
- South Korea
- Ukraine
- Vietnam
- Zimbabwe
Feeding aquaculture is helping feed the world.

Soybean meal has cemented itself as a central dietary component of marine life raised for human consumption, and the aquaculture industry has grown to produce more than half of the world’s seafood.

“It is the key protein source utilized in aquaculture today,” said Colby Pinkstone, the U.S. Soybean Export Council’s (USSEC) aquaculture director. “This used to be fish meal, but the industry, as well as consumers, are strongly moving away from this due to the rapid decline and dire situation of wild stock species in our waters.”

Aquaculture is the fastest growing food production sector, increasing by 4%-8% per year.

— COLBY PINKSTONE, AQUACULTURE DIRECTOR, USSEC

Soy is the most popular alternative to fishmeal: 15 million metric tons of soy ingredients were used in 2015.

Consumer demand, along with a shrinking population for wild seafood, is driving the growth in international aquaculture markets. Wild-caught fish used to be the largest contributor to the world’s seafood, but aquaculture has outpaced it.

“If you look up the statistics, there has been tremendous growth. Aquaculture now accounts for 50%+ of where we get our seafood,” said Pinkstone, adding that it surpassed the world’s beef production in 2011.

Seafood can help feed a growing, healthier planet. With the world’s population on the rise and the health benefits of seafood being extolled by groups like the American Heart Association, seafood consumption has risen over the last several decades.

To meet that consumption, aquaculture has grown to produce the majority of the world’s seafood as capture fisheries’ production has plateaued since the 1980s. The industry is alive and well in Asia but is picking up in other parts of the world too.

“Obviously the most growth has been there, specifically in China, which produces more than 60% of the world’s total,” Pinkstone said. “However, other markets, like Egypt, have also seen very strong growth.”

Aquaculture will continue to be a strong market for soybeans, even though the industry has seen slow-and-steady, not exponential, growth. Projections show its production reaching 40 million metric tons by 2030.

“It will most definitely continue to utilize more soy as an industry, but it will not be a huge uptick overnight,” Pinkstone says.

Learn more about how soybeans contribute to aquaculture and the USSEC’s work to keep markets open for American soybeans at USSEC.org.
Change is constant—that much Derek Haigwood knows to be true.

Each growing season and each year come with their own set of variables, and the U.S. Soybean Export Council (USSEC) board chairman, a grower himself, sees it up close and personal.

This year it was flooding, wet weather and fallout from the trade war with China—but another constant remained.

“Our commitment to producing sustainable and reliable soy has never wavered. I know this firsthand as a farmer and I hear it from my neighbors,” Haigwood said. “American farmers are all working hard on our fields to make sure we can continue to deliver a high-quality and sustainable product to our customers both current and new.”

Despite difficulties at home and abroad, soybean growers are still raising a high-quality crop and the USSEC is intent on cultivating new markets for it.

“At USSEC, we are not afraid to tackle challenges, and one of the biggest is to increase export demand for our products,” said CEO Jim Sutter. “As our farmers are working hard in their fields, we are actively working on their behalf to build demand and expand global market access for U.S. soy products.”

The fruits of their labors are blossoming. Even as Chinese demand dwindled, soybean shipments to other countries have risen 56%, and the USSEC found new inroads in Europe and Africa. U.S. Department of Agriculture (USDA) projections indicate Egypt’s imports will rise to 4 million tons (an increase of 3.5 million over 2018–19) while the European Union’s (EU) will rise from around 5.27 million to 7.82 million.

“The trade war over the past year encouraged us to move quickly on developing new markets and growing existing markets for exports,” Sutter said, “but make no mistake: Diversification has taken precedence as a primary focus for the U.S. Soy industry for years, and there is substantial cause for optimism in carving out new opportunities for U.S. Soy farmers.”

Along with the EU and Egypt, their findings point to several potential trade partners—Algeria and Nigeria in Africa and more than a dozen Asian countries: Bangladesh, Brunei, Cambodia, India, Indonesia, Laos, Malaysia, Myanmar, Pakistan, The Philippines, Singapore, Thailand and Vietnam.

Though trade relationships can change when the calendar turns, the USSEC has its own constant: to reward the hard work American soybean growers put in to produce a superior product by providing them with thriving markets.

“Trade conditions will shift over time, and the weather will always be a factor year-to-year,” Haigwood said. “But the fundamentals of U.S. Soy are strong, and we will persevere and thrive.”

Learn more about “What It Takes” at USSoy.org.
The spread of African Swine Fever (ASF) in other parts of the world can affect agriculture in Nebraska and the United States. While there is a lot of curiosity and uncertainty surrounding outbreaks of the disease, the U.S. Meat Export Federation (USMEF) has been monitoring international markets where ASF is taking hold.

The pork industry is important to soybean producers, who provide a quality feed source for U.S. hogs. According to a recent study commissioned by USMEF, the market value of pork exports to the U.S. soybean industry in 2018 was $783 million. The study also notes that without exports of pork, beef and lamb, U.S. soybean farmers would have lost $3.9 billion last year.

USMEF—which receives funding from nine different agricultural sectors, including state soybean checkoff associations like the Nebraska Soybean Board—promotes U.S. red meat in 90 different countries. It also works on trade access issues and monitors market conditions that provide both challenges and opportunities for U.S. agriculture.

When it comes to ASF, a lot of media attention has been given to China, which produces and consumes about half the world’s pork. A deficit in China’s pork production system will have a significant impact on global trade, but USMEF has noted that ASF has also been confirmed in three other important Asian markets.

**Vietnam**
Since ASF was first confirmed in Vietnam in February, it has spread to 62 of the country’s 63 provinces. The U.S. is Vietnam’s fourth-largest pork supplier and saw a fivefold increase in exports in 2018.

**South Korea**
ASF’s confirmation in North Korea prompted South Korean officials to step up efforts to prevent further spread of the disease. South Korea also announced that it will strengthen quarantine inspections of all pork imported from Germany, which is currently the second-largest single-country supplier to South Korea behind the U.S.

**Japan**
Japan, which has no reported incidents of ASF, consistently ranks as the world’s largest value destination for imported pork and the second-largest volume importer behind China. Japan’s imports of Polish pork have been suspended since 2014 due to ASF.
KEEP IT MOVING

Even in a difficult year, the Nebraska Soybean Board and Soy Transportation Coalition brought local production to international demand.

By Mike Steenhoek, Soy Transportation Coalition Executive Director

Between the unfavorable weather and severe market uncertainty, 2019 could’ve tempted farmers to be passive and timid in promoting their industry.

But the Nebraska Soybean Board (NSB), along with many other soybean farmer organizations, have doubled down on more intentional and strategic pursuits of profit opportunities for soybean growers. The NSB is an original member of the Soy Transportation Coalition (STC)—established in 2007 and comprised of 13 state soybean boards, the American Soybean Association and the United Soybean Board. The STC promotes cost-effective, reliable and competitive transportation for soybean farmers.

“It is important for farmers to be leaders on these important transportation issues,” said Doug Saathoff, a farmer from Trumbull, Nebraska, and board member on both the STC and NSB. “We cannot expect those in urban areas to understand and promote the transportation needs of moving soybeans and soy products from the farm to customers halfway around the world. Farmers need to be driving this important discussion.”

Flooding has thrown a wrench in farmers’ plans this year—in both the fields and the export transportation system. Floods are not new for growers in the Midwest and Plains states, but it is unique how long and widespread the flooding has been. In 2019, all major navigable waterways in the Midwest relevant to farmers—the Mississippi, Ohio, Illinois, Arkansas, and Missouri Rivers—have been impacted.

The flooding has severely limited barge service so far in 2019. Rivers have been so unaccommodating for barge transportation that rail deliveries to grain export terminals along the lower Mississippi River are over 200% above what they normally are. Since barge deliveries have been restricted, the export terminals have to rely on more costly rail service.

For soy to be profitable, farmers must be able to produce sufficient supply, customers must provide growing demand and a reliable transportation system must connect the two. The NSB and STC continue to promote initiatives such as stewardship of rural bridges, increased efficiency of semi-trucks, competitive rail service, reliable inland waterways and increased investment in our nation’s ports.

“Farmers depend on each of these modes of transportation to meet the needs of our customers,” said Richard Bartek, a farmer from Ithaca, Nebraska, and board member on both the STC and NSB. “We continue to ensure that the Soy Transportation Coalition maintains its focus on roads and bridges, freight rail, the inland waterway system and ports.”

INVESTING CHECKOFF DOLLARS

A Perfect Storm

Flooding in 2019 has been unique, with several factors contributing to a devastating effect in the Midwest and Plains States.

A wetter than normal fall in 2018.

The Midwest and Plains received record snowfall in many areas during the first few months of 2019.

Extreme cold and persistent below freezing temperatures limited periodic snow and ice melting.

Snowfall and cold temperatures extended later than normal.

This all extended into a wetter than normal spring in 2019.

As a result, the saturated ground behaved less like a sponge and more like a tabletop when spring rains arrived.
The seventh annual U.S. Soy Global Trade Exchange and sixteenth annual Specialty Grains Conference and Trade Show took place from August 20–22 at the Hilton Chicago. The two events were held in collaboration with the United States Soybean Export Council (USSEC) and Specialty Soya & Grains Alliance (SSGA) to bring together more than 700 soy and grain industry leaders, buyers and suppliers.

The conference featured a list of keynote speakers and breakout sessions that covered a wide variety of topics including market barriers, trade negotiations, world agriculture supply and global communication challenges. It also presented unique networking opportunities that allowed local soybean farmers to meet and interact with international buyers, discuss current soybean topics and build relationships.

More than 300 qualified soybean feed and food sector buyers from more than 50 countries—including key decision-makers and global customers of the U.S. soy and grain industry—attended the 2019 conference.

About the SSGA: Specialty Soya and Grains Alliance (SSGA) represents producers, processors, shippers and industry members of identity-preserved (IP) soybeans and specialty grains. SSGA’s board is comprised of directors from the two former boards; its members include specialty grains and IP soybean producers, processors, genetic/seed providers, export traders, international export companies and Qualified State Soybean Boards (QSSBs).

About USSEC: Through a global network of international offices and strong support in the U.S., the United States Soybean Export Council (USSEC) helps build a preference for U.S. soybeans and soybean products, advocates for the use of soy in feed, aquaculture and human consumption and promotes the benefits of soy through education and connecting industry leaders with a robust membership program.
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
Nebraska Extension continues to research ways to fight the soybean gall midge through a newly created group.

By Dr. Justin McMechan, University of Nebraska-Lincoln Professor

Due to widespread reports of soybean gall midge injury, a network to monitor adult soybean gall midges was established in 2019.

The four-state network—including Nebraska, Iowa, South Dakota and Minnesota—was funded with support from the Nebraska Soybean Checkoff and other states through the North Central Soybean Research Program.

On June 14, adult soybean gall midges were collected from last year’s soybean field near Eagle, Nebraska, and Northwest Iowa. In Nebraska, adult emergence continued for the next 10–23 days depending on the site, and dark discolorations were visible on infested plants approximately 14 days after adult emergence. Cages placed on these infested plants captured adults on July 16.

This year, several strategies were experimented with to combat the pest. Cultural control tactics such as tillage, planting date and mowing field borders were tried while chemical control was also tested with insecticides applied as in-furrow, foliar and seed treatment.

Findings included:

- Tillage didn’t significantly impact adult emergence but planting soybeans in June greatly reduced infestations compared to May planting.
- Field edge or waterway mowing between fields also reduced infestations near the field margin.
- Insecticides applied as a foliar and seed treatment reduced the number of infested plants up to 50 percent, but the timing of some of these products may be critical for their efficacy.

Due to the extended emergence period of soybean gall midge, a combination of management practices will be needed.

If you suspect soybean gall midge in your field, contact Dr. McMechan at (402) 624-8041.
AN ACRONYM FOR ADVANCEMENT

The 12-state NCSRP proves its worth through soybean research.

By Carol Brown, NCSRP Communications Liaison

Today’s acronym-laden language makes no exception for soybean farmers: SCN, SDS, USDA, NRCS, CRP, EQIP—the list goes on and on.

But midwestern soybean farmers should acquaint themselves with one more acronym: NCSRP. The North Central Soybean Research Program, in its 27th year, is a research-driven and checkoff-funded program advancing the development, production and profitability of soybeans.

The NCSRP is led by farmers from 12 state soybean boards across Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin. The group meets three times a year to award funding for research, monitor current projects and discuss common production issues and future industry directions.

Over the last 27 years, the NCSRP board funded more than $45 million in soybean research. This commitment has positively impacted the short- and long-term needs of soybean farmers and the industry at state, regional and national levels.

— ED ANDERSON, NCSRP EXECUTIVE DIRECTOR

To learn more about the North Central Soybean Research Program and the research it supports, visit SoybeanResearchInfo.com.

Furthering Soybeans Through Research

The NCSRP Board of Directors annually invest checkoff dollars in collaborative, multi-state research for advancement of soybean productivity and farmer profitability. Topics have included yield and quality enhancements, improved cropping systems and management of diseases, pests, weeds and other stressors. Projects tend to be multidisciplinary to address issues from different perspectives with diverse expertise, tools and techniques.

Here are some of the projects awarded funding in 2019 with Nebraska involvement and impact.

- Soybean entomology in the North Central Region: Management and Outreach for New and Existing Pests.
- Soybean Extension Group: Bringing Science to Farmers.
- Discovering and finally understanding the functions of genes that underlie major agricultural traits in soybeans.
- Increasing the rate of genetic gain for yield in soybean breeding program.

In mid-August, the NCSRP board of directors met in Ohio to approve research projects for the upcoming fiscal year.
Producers interested in starting swine production gathered in Norfolk, Nebraska, on July 17 for the Northeast Nebraska Swine Summit. They learned about opportunities in the pork industry alongside current pork producers, industry experts, builders and lenders.

The summit kicked off with a look at economic growth in the pork industry from Dr. Elliot Dennis, assistant professor of agricultural economics at the University of Nebraska–Lincoln (UNL). From Dennis’ insights, attendees learned the pork industry will provide stable prices and income when grain prices are unsteady.

Pork Provides for Families

Next up, a panel of contract growers discussed what raising hogs is really like. All panel members decided to start contract pork production to provide their families with steady incomes. Everyone on the panel reached the consensus that adding pork production was one of the best things they could have done for the future of their operations.

“It was refreshing to hear the swine enterprise is working for our producers and providing a stable income in a time of volatile markets,” said Al Juhnke, executive director of the Nebraska Pork Producers Association.

Value in Manure

Dr. Rick Stowell (pictured above), associate professor and animal environmental engineer at UNL, joined the group after lunch to talk about the value of manure from livestock production. The livestock manure can be useful for row crop producers, as it lets them cut back on the use of commercial nitrates to improve soil quality and increase yields.

We Care

The day ended with keynote speaker Bill Winkelman, vice president of industry relations for the National Pork Board. Winkelman explained how the “We Care” campaign promotes responsible practices in all areas of production. He encouraged attendees to maintain open discussions about how they are taking care of the environment and livestock to keep the pork industry sustainable.

Speakers and panelists shared how diversifying an operation with swine production can offer a stable income source.

By Rylee Stoltz, Livestock Programming Coordinator, Alliance for the Future of Agriculture in Nebraska (AFAN)

The Nebraska Department of Ag and Nebraska Pork Producers Association were so pleased with the outcome of the summit that they plan to make it an annual event. Next year’s summit will be held late July and will include breakout sessions on direct-to-consumer marketing, options for independent growers, nutrient management, contract production and a host of other relevant topics.

Our goal was to have all the experts in one room to answer any of the participant’s questions so they could make informed decisions about swine production. I think we accomplished that goal, and I am excited to bring in even more resources next year.

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 Highlights of the Northeast Nebraska Swine Summit are now available online. Visit BecomeAFAN.org and click on the summit’s link for more details.
The Year of the Soybean

The state fair featured soybeans as the official “Crop of the Year,” so the general uses and agricultural impact of soybeans in Nebraska were a key theme of the fair. The Raising Nebraska building and Ag-Tivity Acres had interactive soybean displays and “Crop of the Year” signage was prominent through the fairgrounds.

“The state fair offered a great opportunity for us to talk to a wide variety of people about the different uses of soybeans and the impact they have on animal agriculture in the state. Soybeans are a great crop farmers use in their rotations each year. We wanted to be here to teach everyone about soybeans and how the Nebraska soybean checkoff is helping our farmers.”

— CALE BUHR, MARKET DEVELOPMENT COORDINATOR, NEBRASKA SOYBEAN BOARD
The CommonGround program began in 2010 through a partnership of the National Corn Growers Association (NCGA) and the United Soybean Board (USB). The program started because the farmer members of both organizations wanted to address the growing disconnect between consumers and the farmers and ranchers who grow their food. The NCGA and USB collaborated with their respective state organizations to plan and implement a national grassroots movement to start a conversation about food and farming.

Nebraska was one of five CommonGround pilot states and started with three volunteers. Within a year, CommonGround Nebraska grew to nine volunteers, all of whom were farm women eager to share their stories. CommonGround Nebraska’s initial involvement included online blogs, social media sites and video platforms. They also attended a national conference and took any opportunity to speak with “mom” groups, other organizations and consumers at grocery stores.

Today, CommonGround Nebraska has expanded to 46 talented volunteers. Ultimately, the organization’s goal has stayed the same: to share the truth of modern agriculture and food production through the volunteer’s personal stories and abilities to connect on “common ground” with consumers. While CommonGround Nebraska initially intended to target events in just Lincoln and Omaha areas, the group has expanded to spread their information all around the state.

CommonGround Nebraska has a multitude of opportunities and events on the calendar each month. While keeping up on social media and writing blogs, volunteers are busy with grocery store appearances, school presentations, food-related conferences, fairs, cooking demonstrations, TV interviews and the annual Banquet on the Farm event. Volunteers can also attend state and national CommonGround conferences. These annual conferences provide an opportunity to gather with like-minded women to share ideas and recharge for another year of connecting with consumers.

If you would like to share your agricultural story and be a part of CommonGround Nebraska, contact Karen Brokaw at karen@brokawmarketing.com.
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