

MISSOURI

Soybean Farmer

APRIL
2017

Licensing

Taking research results to the soybean industry can mean big returns for growers.

New Herbicide Formulas

The University of Missouri's Kevin Bradley looks at ways to preserve the efficacy of new formulations.

Fuel Quality Testing

The Missouri Department of Agriculture puts fuel to work, ensuring Missouri stays on top.

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MISSOURI Soybean Farmer

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12 Missouri is a top state for biodiesel, and a top state for fuel quality testing. Learn how the Missouri Department of Agriculture maintains a fair marketplace for producers and consumers.

20 This is prime time for policy work. Get an update on state and federal issues impacting soybean farmers.

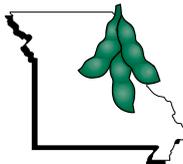
26 The farmer leaders of Missouri's soybean organizations are key to their success. Meet Chairman John Kelley and President Matt McCrate in the farmer feature.



« Cover Shot

This beautiful field photo comes courtesy of the United Soybean Board and soybean checkoff.





From The Field

Notes from Missouri Soybeans' leadership team

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- C. Brooks Hurst, Tarkio
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We are heading into prime time for legislative work at the state level. April into early May, the 'second half' if you will, is an exciting time to be in Jefferson City. Historically, many of the key pieces of legislation see their most intense discussions and debates in this window, and 2017 looks to be no different.



Our policy team is following many pieces of legislation, ranging from regulations on herbicide use to tax assessments for agricultural land, very closely. Their work is vital to the continued success of agriculture in Missouri. After all, we certainly wouldn't be an \$88.4 million economic engine without our freedom to operate.

While the coming weeks are likely to be stressful and fast-paced as we get crops into the ground, I hope you'll also make a few minutes to follow up on the expanded ag policy content in this issue, whether that's with calls to your elected officials, a donation to SOYPAC, or a trip to join us in the Capitol. Ag policy affects us all, and success is going to have to be a team effort.

Matt McCrate - Missouri Soybean Association President

Just about every time we talk about the soy checkoff, we also discuss how seriously we take the charge to invest your dollars and the mission to support the bottom line for soybean farmers and innovation along the soybean value chain. In our last issue we looked at how those checkoff dollars are invested in your behalf and how the return on that investment is measured.

In this issue, you'll find a special research report outlining the accomplishments and ongoing work in Missouri's soy checkoff supported research projects. Please take the time to let us know what you think, and what challenges you see that can guide future research.



Having your input on the direction for the research program is key to fulfilling our mission. If you have questions, suggestions or anything you'd like to share, please don't hesitate to share that with your district directors and staff. The research priority questionnaires you may have seen at meetings this winter are just the start. We value your input and look forward to hearing from you!

John Kelley - Missouri Soybean Merchandising Council Chairman



Letter from the Executive Director



It's no secret that our land grant institution has been struggling recently. Whether we're looking at any one campus or the University of Missouri System as a whole, it's been a tough time. Over the past 18 months or so, we've seen many changes in leadership, budget shortfalls and negative audit reports, and the tensions among students, faculty and staff erupt.

Emotions have been running high, and from the outside looking in it appears to be misstep after misstep - a lack of management top down, down up, and a true case study for the University of Missouri Robert J. Trulaske, Sr. College of Business MBA program.

Sometimes those missteps are quickly righted. Others only serve to fuel rhetoric and noise. Some have a more profound effect.

It's tough for anyone, including our team of alumni, fans and loyal Missourians, to watch a partner struggle. We've seen that nearly everyone has an opinion on what should be done or what would have prevented the issue at hand, and most seem to have an idea of what could "fix" things. Believe me, I have my own opinions.

Not that opinions and ideas from the armchair quarterbacks are all that helpful. And too many of those folks aren't rolling up their sleeves to drive change.

The should, would and could count for much in our world. Whether it's getting a crop in the ground, addressing weed resistance or disease pressure, or powering through the

long days of harvest, it's our actions that determine success. We need successes at our land grant, no more lip service! As constituents/partners/taxpayers of this great institution, we need ACTIONS. We need TRANSPARENCY. We need DELIVERY.

With all of that said, we also believe that success comes from choosing the right partners. The University of Missouri, and by extension the University of Missouri System, has been our top partner in research for decades. In fact, the University of Missouri was the site of the founding of the Missouri Soybean Association, and has been a key partner in the Missouri Soybean Merchandising Council's mission since its inception. It's a long-term relationship with a committed partner. We plan on standing by the side of our partner and friend. Just like any other close relationship, we will be critical while helping them be better and stronger.

The outstanding research program highlighted in this issue, the new soybean varieties and on-farm practices, and the top-notch education programming we enjoy here in Missouri would not be possible without our soybean farmers' partners at our land grant institution. The farmer leaders of your Missouri Soybean Association and Missouri Soybean Merchandising Council are leading by example, continuing to support the key functions of our land grant institution in research and education, and I applaud their commitment to long-term success.



Gary Wheeler
Executive Director / CEO
Missouri Soybean Association
Missouri Soybean Merchandising Council
Mid-America Research and Development Foundation



Power in the Portfolio

Licensing Missouri's soy checkoff-supported technologies turns scientific progress into soybean profits.

By Jason Jenkins, Mill Creek Communications

Photograph courtesy of the University of Missouri

Not since the phrase “RoundUp Ready” entered the soybean vernacular more than two decades ago has there been a buzzword in the industry quite like “high-oleic.”

Admittedly, it may be a little tough to pronounce, but for the leadership of the Missouri Soybean Association and Missouri Soybean Merchandising Council, it rolls right off the tongue as they describe their industry standing on the doorstep of a revolution for soybean oil.

While transgenic high-oleic soybeans already exist, Missouri proudly holds a patent for the first conventional beans that produce 80 to 85 percent oleic acid through traditional soybean breeding. This distinction is important, as it opens markets where oil from genetically modified beans is not accepted. Rather than dragging down the crop's value, this oil — which is considered as healthy as olive oil — has the potential to significantly increase the value of each and every bean.

And it all started with Missouri producers' commitment to basic

research funded through the soybean checkoff program.

Taking the high-oleic soybean and other scientific progress and turning them into soybean profits is the goal of MSMC's commercialization and licensing endeavors, which were strengthened this year with the addition of Bryan Stobaugh, who joined the staff as the new licensing director.

“We're working hard to make sure that Missouri producers see the benefits of the research they've been funding,” he says. “It's all part of a big circle that revolves around giving farmers what they want: increased yield and a little bit thicker pocketbook.”

'I'm Just A Bean'

Generations of American children have learned from the “Schoolhouse Rock!” television series how a bill becomes a law. Not surprisingly, the process for licensing and commercializing soybean technology begins just the same: It starts with an idea.

“Those ideas become the basis for research projects, and MSMC goes



Bryan Stobaugh joins the team as licensing director with a strong foundation in agronomy, regulatory and producer education. In addition to growing up on a row crop farm, he studied genetics in his undergraduate work and soybean breeding in his master of science program.

through those and selects the ones that could benefit soybean farmers either in a short timeframe, a long timeframe or with complete pull-through to market where it would benefit the industry nationally,” Stobaugh says. “Yes, some guesses are made as to what may be the next big thing, but we’re always looking to select projects that ultimately put money back into the farmers’ pockets.”

Once a project is funded and initiated, the primary investigator sets goals, formulates a hypothesis and begins seeking answers, specifically looking at how a particular project will benefit the marketplace.

“It’s then my job to help them find a specific place for that benefit in the market,” Stobaugh adds. “In the world of seed, that means getting it back into the

farmers’ hands. Every time we do, the technology or royalty associated with the per-bag sale brings back money, so we’re focusing on items we know will bring a return in the field.”

Although the conventional high-oleic soybean may garner most of the headlines, it’s not the only accomplishment that Missouri can boast. Thanks to soybean checkoff-funded research and key partnerships, seven new soybean varieties with maturity ratings from 4.1 to 5.1 also have come to market during the past two years.

Stobaugh adds that while there are times when a novel product will come along and change the aspect of “right here, right now,” there are also those instances when the significance of a research development isn’t realized until farther down the road.

“That’s what’s unique about Missouri,” he says. “We have a great set of researchers across the state who are benefiting the soybean farmer by always looking for an economic value that they can contribute to the soybean crop every year. The researcher doesn’t stop when the patent is issued or the variety is released. They always are looking for ways to improve it.”

No Hype in High-Oleic

It’s been nearly a decade since University of Missouri Delta Research Center soybean breeder Grover Shannon and U.S. Department of Agriculture scientist Kristin Bilyeu first discovered the soybean variant that produces three to four times more oleic acid than other conventional varieties. Now, Missouri producers are about to reap the reward of their initial checkoff investment as this beneficial crop improvement nears release.

“We have partnerships and other institutions that are working on this to ensure that the maturity groups are covered from Group 00 all the way to Group 8, covering growers from Minnesota all the way to Georgia,” Stobaugh says. “It’s a situation that most people don’t encounter when it comes

to a checkoff. That money and benefit from that product are going directly to the farmers and benefiting the farmers, not only in Missouri but everywhere soybeans are grown.”

In 2017, a bulk of the foundation seed increases are taking place, and barring no environmental issues or crop loss, varieties covering a few maturity groups should be released for the 2018 growing season.

“I can’t be more excited about the fact that I get to see this go to market,” Stobaugh adds. “It’s going to show everyone the hard work and diligence that Missouri’s soybean farmers epitomize when ensuring quality research is being produced in their state.”

Currently, for every \$1 invested in the soybean checkoff, an estimated \$5.20 is returned to the producer. That number stands to increase with conventional high-oleic varieties entering the market.

The Next Big Bean

Revenues generated through licensing and commercialization agreements help to bolster the continued work of the checkoff-funded research program, and the cycle continues — only stronger.

The soybean breeding programs, anchored at the Delta Center in Portageville and MSA’s Bay Farm in Columbia, continue to cast a wide net to find the next novel trait. All eyes are on the horizon constantly searching for the next crop improvement, whether it be increased yield potential, drought tolerance or pest and disease resistance.

“What’s next? We sit down with our farmer groups and plant breeders and decide what’s going to be the most beneficial aspect,” Stobaugh says. “Of course, one of the biggest is pesticide resistance. You can work with a company to get a license from them and breed in their resistance to our lines. We decide what’s most beneficial without impacting the seed cost because when you come down to it, the farmer is always looking at the bottom line.”



Going Under Cover

Missouri soybean growers and researchers investigate the benefits of cover crops.

By Jason Jenkins, Mill Creek Communications

Photography courtesy of Christine Tew and Bill Wiebold

Peter Rost's field was literally blowing away.

In the spring of 2014, just like he always had done, the New Madrid farmer prepared his field for furrow irrigation, planting corn into a newly graded surface that was "slick as a button." The stand looked great and everything was "clicking along" for a promising crop, he says.

"Then we got a big rain, and behind it, the wind got up big time," Rost continues. "It was a field with sandier soil, and it was blowing everywhere. The sand really burned the corn. I'd never seen anything like it. From that moment on, I knew something had to change."

Cover crops were the answer. His cousin and fellow Bootheel farmer, Johnny Hunter, had introduced him to the practice, but Rost had been reluctant to try it on the farm where he and his father, Peter Sr., raise 3,500 acres of corn, soybeans and rice. Watching their field blow away in the wind was the

push Rost needed.

"The next fall, I drilled my first cover crop," Rost says. "We just did 300 acres.

The results were amazing — we saw better soil health, water infiltration and moisture retention. It was an aha moment.

From there, we just started picking up steam and doing more and more.

Now, we are close to 100 percent cover crops on all our acreage. I'm hooked."

Rost is among a growing number of farmers in the Show-Me State who are discovering the multifaceted benefits of cover crops,



Peter Rost



Greg Luce

says Greg Luce, research director for the Missouri Soybean Association and Missouri Soybean Merchandising Council.

“Cover crops offer advantages in all types of soils, and they’re being grown all the way from the Bootheel to southwest Missouri and into northern areas of the state,” Luce says. “They’re definitely beneficial for our growers.”

While Rost has been experimenting with cover crops on his family farm, Luce has been experimenting with them on multiple farms across the state. The researcher helps coordinate the University of Missouri’s Strip Trial Program, which focuses on cover crops and other agronomic comparisons such as nitrogen timing for corn and optimum phosphorus requirements. The program is sponsored by checkoff dollars from MSMC and the Missouri Corn Merchandising Council.

The research plots, which are laid out side by side in multiple strips across a field, were at 40 locations last year. These grower-led, on-farm trials help farmers and crop advisers compare management decisions and practices in a low-cost, low-risk environment, explains Luce, who also serves as an MU Extension grain crops specialist.

Farmers use their own equipment or that of their commercial applicator. They work with their choice of crop consultant, who guides them through the process. In-season aerial imagery and GPS-referenced yield monitor data help compare the different cover crop treatments. At the end of the season, growers receive personalized, confidential evaluations of the trials on their farms, as well as access to aggregated results from trials both in their area and statewide.

The first trials were seeded in the fall of 2015 and focused on comparing no cover crop to both wheat and cereal rye, the most widely used cover crop in Missouri, according to Luce.

Other trials have compared terminating cover crops at two different timings

before planting both corn and soybeans. In one treatment before planting soybeans, for instance, the cover crop was terminated before it reached a height of 12 inches. In another treatment, it was terminated 10 to 14 days later.

For 2017, the program will evaluate the benefit of iLeVo soybean seed treatment for Sudden Death Syndrome control.

“We’re doing this kind of research to give farmers better recommendations,” he says. “We only have one year’s data, but my recommendation for corn would be to kill cereal rye when it’s about 8 inches tall, if not sooner. With soybeans, we have more flexibility, but we did have some preliminary data that indicated killing the cover crop earlier would be more beneficial rather than letting it grow until it’s time to plant. But that is still being evaluated. We’d like to have at least three years of data.”

Going into his third year of planting cover crops, Rost’s unofficial research has allowed him to pick up a few pointers of his own to share with other farmers who are considering the practice. His crops of choice include hairy vetch and crimson clover — legumes that add nitrogen to the soil — along with tillage radishes, which help break up compaction, and cereal rye to provide the bulk of biomass.

“I like to let the cover get as big as possible and then roll it or crimp it in front of the planter,” Rost explains. “We plant into the flat mat of green cover, and that helps with weed control and moisture retention. Another rule of



Peter Rost and fellow southeastern Missouri farmer and cover crop enthusiast Johnny Hunter in a field of late-spring cover.

thumb with the hairy vetch is to let it grow until you see flowers. That’s when it’s at the peak of nitrogen fixation. Of course, you have to really watch the long-term forecast. If it’s getting close to planting time in the spring, and there’s no rain in sight, you might want to go ahead and terminate so your cover doesn’t use up all your moisture.

“It’s a lot of management and staying on your toes,” he adds.

While Luce says yield advantages with cover crops have been “inconsistent” in the university research, improved production has been an indicator of success on the Rost farm.

“That first year, we had some straight no-till corn versus cover crop no-till corn,” Rost says. “All season long, the field without cover looked better to me.

“Put out as much as your checkbook can stand. I always have four species and sometimes five or six.”

-Peter Rost

I shelled it first, and it was excellent — over 200 bushels. I figured that would be my high for the year. But when I got into the field that had the cover crop, it

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was even better. It was a proud moment for me.”

Another “bright spot,” he adds, was seeing how cover crops have helped improve the soil’s organic matter.

“In our area, organic matter is typically 0.9 percent or 1 percent because we’ve worked the ground to death through the years,” Rost says. “In only two years, we’ve increased that to 3 percent in a lot of fields. Raising organic matter in turn raises your organic nitrogen and water-holding capacity. When we get these big rains, the water is staying put instead of running down the field with your nutrients and chemicals and everything else.”

Cover crops also appear to be a good way to manage winter annual weeds and pesky problems such as marestalk, Luce says.

“A good stand of cereal rye or wheat can greatly reduce marestalk competition,” Luce says. “That’s a tough weed to manage in a no-till system.”

While Rost has broadcast cover crop seed by airplane, he says he prefers to drill for better seed-to-soil contact. He also recommends at least a four-way blend of species.

“I’m still learning how to get my blends to cater to my crop,” Rost says. “From listening to some of the veterans who do this, the more diverse the mix,

“Our experiences have confirmed that a cover crop system can be managed effectively and we can raise very good corn and soybean yields.”

-Greg Luce

the better. Put out as much as your checkbook can stand. I always have four species and sometimes five or six.”

While the Missouri Strip Trial Program has focused on cereal rye and wheat so far, Luce says future studies will look at mixed cover crop stands with legumes



Greg Luce, director of research for the Missouri Soybean Association and Missouri Soybean Merchandising Council, leads a tour of a strip trial field partially planted in cover crop during an event at the Bay Farm Research Facility. Luce serves as superintendent of the farm, located near Columbia in Boone County. The Bay Farm Research Facility is home to soy checkoff-funded research, including practical projects intended to serve as examples for growers across the state.

and those that terminate on their own, such as oats and tillage radishes.

“Our experiences have confirmed that a cover crop system can be managed effectively, and we can raise very good corn and soybean yields,” Luce says. “We still need to fine-tune recommendations and get enough data to pinpoint kill timings, seed mixtures and alternative cover crop selections, but that’s why we

do research for multiple years.”

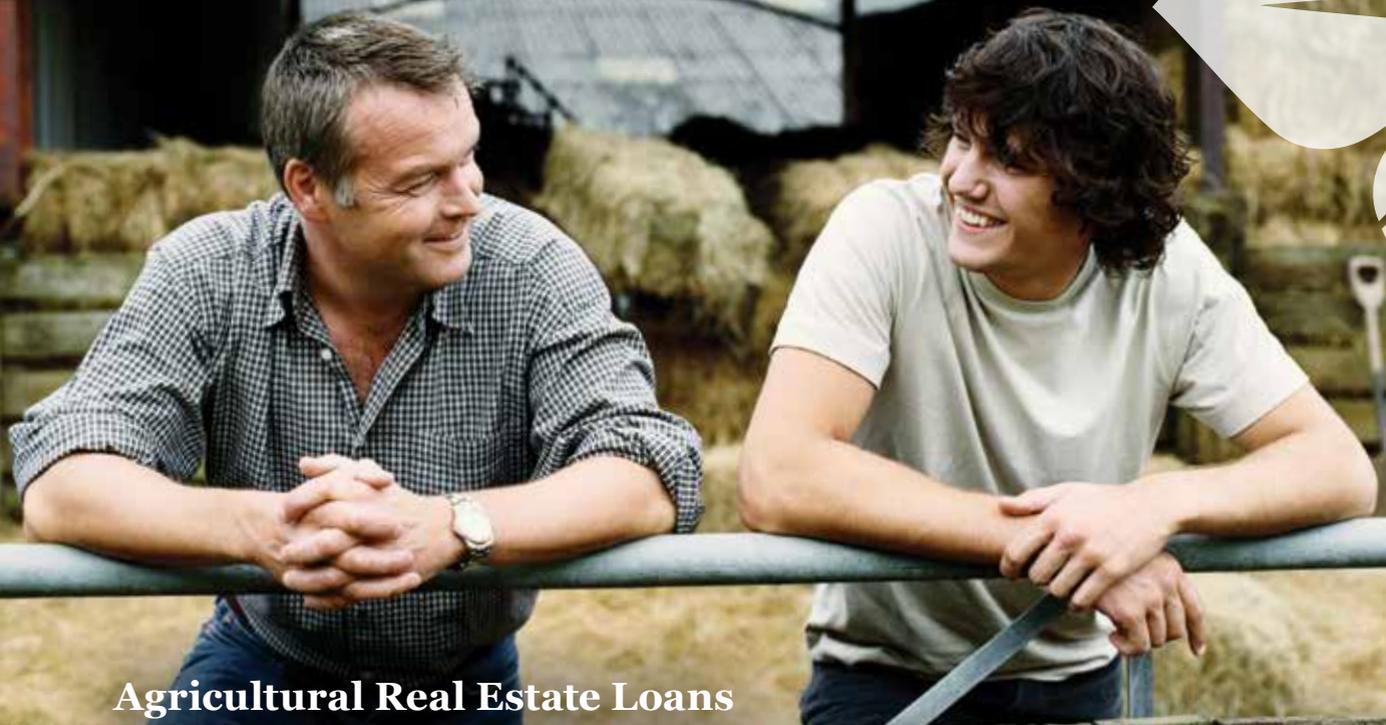
Beyond the strip trials, MSMC also is sponsoring research to determine whether cover crops could be beneficial in a continuous soybean situation and how they might impact cyst nematode populations.

While there are many questions to be answered and much work to be done in research and outreach to farmers, Luce is convinced that planting cover crops is a practice that is here to stay.

“Back in the 1980s, when no-till was becoming in vogue, cover crops were looked at then,” Luce says. “A lot of people got in and then got out. Now, growers are finding they can handle cover crops on a bigger scale, and there’s a resurgence in wanting to improve soil health and erosion control. It’s become a much more mainstream practice. Farmers aren’t just dabbling in them anymore; they’re using cover crops on a pretty big scale.”

For more details, Luce recommends the Midwest Cover Crop Council website, mccc.msu.edu, MU Extension’s cover crop resource guide at crops.missouri.edu/covercrops, and the Missouri Strip Trial Program website striptrial.missouri.edu or by emailing gluce@mosoy.org or calling (573) 635-3819. ■

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From the Bean to Biodiesel

The Missouri Department of Agriculture's Weights, Measures and Consumer Protection division touches all consumers' lives on a daily basis, and is providing key support for biodiesel in the marketplace in Missouri and throughout the United States.

**By Sami Jo Freeman and
Kevin Upschulte**

Photographs and graphics
courtesy of the Missouri
Department of Agriculture

The feeling is real: you pull up to the only open diesel pump to refuel and choose B20 biodiesel. Pushing past the prompts, you realize the price has been inching downward over the last few winter weeks.

While you're waiting for your tank to fill up, you notice a new Missouri-shaped sticker that says "tested and approved"

by the Missouri Department of Agriculture. You probably wonder what that means.

Before you come up with an answer, the pump clicks in your hand and the numbers stop short of what you thought you might pay for the day.

Protecting Your Commodities

Missouri soybean farmers provide the best biodiesel in the nation and it's the folks at the Missouri Department of Agriculture who are tasked with protecting that quality all the way to consumers' fuel tanks.

"Without a doubt, Missouri is the leading soy-based biodiesel producer in the nation," says Director of Agriculture Chris Chinn. "Farmers take care of our consumers' demand and the department ensures that volume & quality get to their tank."

The Weights, Measures & Consumer Protection division of the department reaches more



This soybean field photo was taken by Suzanne Loepker and entered into the Missouri Department of Agriculture's annual photo contest. Titled Harvest Sunset, this photo won first prize in the Beauty of the Farm category.

Missourians on a daily basis than many other state programs, in many cases, through their fuel tanks. This team is our boots on the ground at the pump ensuring a safe, fair marketplace for producers, processors, distributors and consumers for fuels & metering devices.

Their seal of approval is the Missouri-shaped sticker you see adhered to all fuel pumps & measuring devices in the State of Missouri.



Tested & Approved

All 24 fuel terminals, eight biodiesel plants and six ethanol plants that deliver product to Missourians, whether through gasoline by pipeline or biodiesel by truck, send samples monthly to our laboratory in Jefferson City for each product they offer.

Before pumps receive the approval sticker, team members are responsible for making certain that Missouri drivers receive every gallon they see on the meter during a trip to the fuel pump. To do this, inspectors measure the fuel dispensed, ensuring that pumps are properly calibrated to be both reliable and accurate. Pumps found to be within one-half of one percent margin of error are marked with a “tested & approved”

label from the Missouri Department of Agriculture.

Dispensers that exceed tolerances are cited as inaccurate or rejected are taken out of service and must be recalibrated before the pump is placed back into service.

However, their job goes far beyond the pump. After verifying that a station's pumps are calibrated and safety tested, the department's fuel quality team breaks down a fuel's chemistry back at the lab.

The “tested & approved” labels also appear on truck and railroad scales where soybeans, soy oil and soybean meal is sold, once they have been inspected. This division is also responsible for ensuring the accuracy of grain moisture meters.

Fuel Quality is a Science

Missouri is one of the few states in the nation to have a fuel quality program. The Missouri Department of Agriculture adopts ASTM International standards for fuel quality as law.

According to ASTM International's website, they are one of the largest voluntary standards developing organizations in the world, representing producers, users, consumers, government and academia from more than 140 countries. Missouri took a lead role in the development of the ASTM specification for B100 biodiesel.

Those standards help guide our fuel quality chemists in



testing for inconsistencies in gasoline, diesel and renewable fuels. In the case of biodiesel, our team runs a battery of tests including:

1. Cold Soak Filtration - predicts the fuel's filter blocking tendency;
2. Free and Total Glycerin - determines whether the biodiesel is fully reacted;
3. Flash Point - detects flammable compounds;
4. Sulfur - makes certain the sulfur levels will not harm your vehicle's catalyst;
5. Water & Sediment - ensures water & sediment are at minimum levels.

The department's many testing methods can be used for almost any fuel you can

“ Our job at the department is to make sure soybean farmers' product is performing correctly for consumers and operating well in the marketplace. ”

-Missouri Director of Agriculture Chris Chinn

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imagine: gasoline, diesel, renewable fuels, jet fuel, racing fuel and even kerosene. Our chemists are certifying that harmful components are minimized across all products and all fuels meet the latest version of ASTM standards, meaning consumers can feel confident in the fuel they purchase.

“Our job at the department is to make sure soybean farmers’ product is performing correctly for consumers and operating well in the marketplace,” says Director Chinn. “We are helping our farmers always put their best foot forward.”

As a farmer, it’s your job to raise the best beans from the ground. The Missouri Department of Agriculture’s job is to be your partner in delivering that quality all the way to consumers. In 2016, we tested more than 100 individual samples of biodiesel, covering all production facilities and terminals in the state and found 98.2 percent of these samples met requirements.

Missouri Sets the Standard

ASTM International’s standards don’t write themselves. In Missouri, your voice is represented through strong and steady leadership in a man named Ron Hayes, Weights, Measures & Consumer



Protection division director. For nearly 40 years, Hayes has served in the unheralded, noble role of enforcing honesty and equity among goods in the marketplace.

Along the way, he has earned a legendary reputation, particularly in setting the bar for fuel quality at the pump.

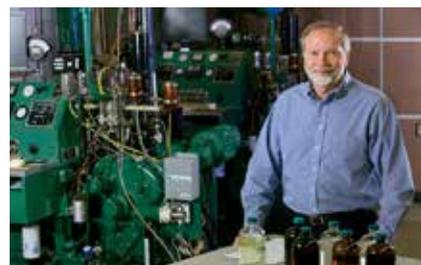
“When I think about fuel quality, every place you look, there is a reminder of Ron Hayes’ work,” says Jerry Buendel, chairman of the National Conference on Weights and Measures. “A lot of Ron’s thinking and leadership are reflected in the standards we have adopted across the nation. He is the man behind these things we all take for granted.”

Whether setting the standard for octane, vapor pressure, cleanliness or labeling, Hayes deserves credit for the quality of fuel that makes the economy move forward. Meanwhile, he has helped set countless other nationwide weights and measures standards throughout his lengthy career. An educator and leader in the field, Hayes has served and continues to serve on various industry

committees and boards at the national level.

Biodiesel Benchmark

There was once a time in the marketplace when it was impossible to tell how much biodiesel, if any, was in diesel fuel. When Hayes was the leader of Missouri’s fuel quality program, he addressed that problem head-on.



Ron Hayes

As a result of nearly 15 years of trial and error, Missouri developed the test that is now used worldwide to measure biodiesel content in blended products. Our test identifies the existence of biodiesel, certifying the balance of products blended by percentage.

Most commercial fuels have hundreds of components working together to make our vehicles run efficiently. Vegetable oils and animal fats are not fit for use as a fuel, but can resemble biodiesel in a blended product, so the department is now taking the original biodiesel content



BIODIESEL- MISSOURI MADE

Missouri is the leading soy-based biodiesel producer in the nation. Biodiesel is a renewable, energy-efficient, clean-burning fuel made from Missouri's top agricultural commodity- soybeans.

Ask for it where you buy fuel.



MOSOY.ORG
(573) 635-3819



3337 Emerald Lane
Jefferson City, MO 65109

brought to you by Missouri soybean farmers and their checkoff



test method further to identify the presence of these harmful components.

Defending your Engine

As a consumer of motor fuels, your top priority is likely to protect your engine from harm. In both gasoline and distillate fuels (diesel), properties are adjusted relative to weather condition by processors to help your engine run smoother in specific seasons.

That's why many times you'll notice a drop in price during the winter months. In fact, most cool weather driveability problems occur from the use of summer season gasoline in the winter months. This is especially true in premium grades, which normally have a high (10 percent) evaporated temperature. The way that we look at fuel testing also adjusts according to those blends. Marketers may "winterize" their fuels, with No. 1 diesel or additives, to lower the cloud point or pour point of diesel fuel.

The cloud point of diesel products is

Missouri BIODIESEL PROCESSORS



Source: National Biodiesel Board

the temperature at which paraffin wax crystals first form in the fuel. These crystals will begin to block fuel filters and lines, causing starting and stalling problems for diesel engines.

The pour point indicates the lowest temperature at which the fuel can still be pumped.

The low temperature flow test method used by our chemist helps the fuel quality team predict those cold behavior properties for fuels with any additives.

To learn more about the Weights, Measures & Consumer Protection division's 17 programs, visit Agriculture.Mo.Gov.

SOYBEANS IN MISSOURI

The Missouri Soybean Association

Missouri Soybean Association is the statewide membership organization for soybean farmers and their supporters, and works to increase the profitability of Missouri soybean farmers through policy and advocacy.

Missouri Soybean Association is Your Voice in Government

Your membership dollars to the Missouri Soybean Association support soybean-friendly candidates through SOYPAC and increase visibility of the soybean industry to policy makers and the general public.

Missouri is home to over
34,000
soybean farmers*

The Missouri Soybean Merchandising Council

The Missouri Soybean Merchandising Council works to improve opportunities for Missouri soybean farmers through a combination of research, outreach, education and market development efforts through the soybean checkoff.

Checkoff Dollars

- One half of one percent of the market price per bushel of soybeans is contributed to the checkoff. Half of all checkoff dollars collected in Missouri remain in Missouri and are invested by the Missouri Soybean Merchandising Council.
- Soybean checkoff dollars may only be used for research, promotion and education - not for lobbying or policy work.



Soybean Oil

In the 80's: Used to control dust on gravel roads.

Today: A major component of biodiesel, which provides a **15%** price support for soybeans.



Bay Farm Research Facility

Located in Boone County, the Bay Farm Research Facility encompasses roughly 300 acres dedicated to practical research benefitting soybean growers.

Return on Investment:

Soybean farmers receive
\$5.20 for every **\$1.00**
invested into the checkoff



brought to you by Missouri soybean farmers and their checkoff

MOSOY.ORG
(573) 635-3819



3337 Emerald Lane
Jefferson City, MO 65109



Kevin Bradley is an associate professor of plant sciences at the University of Missouri.

Strive for Stewardship

New formulations aren't a silver bullet for resistance issues.

Seed and herbicide companies continue to introduce new products to help farmers fight the ongoing battle with herbicide-resistant weeds. And with several new products recently approved for use this growing season, Kevin Bradley, Ph.D., associate professor of plant sciences at the University of Missouri, says “stewardship” is the theme for 2017.

Now more than ever before, reading the label and following its restrictions is critical.

Roundup Ready® Xtend Crop System

The Roundup Ready 2 Xtend® trait, which includes tolerance to both glyphosate and dicamba, was approved for use in 2016.

Now, with the recent dicamba formulation approvals of Monsanto's Xtendimax™ herbicide with VaporGrip™ technology, BASF's Engenia™ herbicide and DuPont's FeXapan™ herbicide plus VaporGrip™ technology, farmers have high hopes that these new herbicides will be the answer to their resistant weed problems.

But Bradley says being over-optimistic of the potential of this system could be dangerous.

“No doubt this system will provide exceptional levels of control on weeds like marestail (horseweed) and giant ragweed,” says Bradley. “But I think a lot of farmers have a higher expectation of

what this technology can do compared to what I think it will actually deliver.”

What he means is that, unless used responsibly in combination with a pre-emergence herbicide, such as Authority®, Valor® or Fierce®, the technology will be abused and eventually fail.

“A pre-application that reduces the population of weeds from the start is still just as critical with the new weed control systems,” says Bradley. “It's what we have to have in order to keep them working.”

Label Education & Awareness a Must

With the dicamba label including more application restrictions than ever before, Bradley says the product is under careful watch by the Environmental Protection Agency. In order to keep it available for use in the future, farmers must use it with great stewardship.

“There's a reason why these products only have a two-year label,” says Bradley. “If we demonstrate the product cannot be used successfully and accurately in 2017, then it will be pulled from the market and will no longer be available as a tool for weed control.”

For this reason, Bradley and his colleagues stress the importance of farmer awareness when it comes to using new weed control products as they become available.

“We stress that farmers enroll themselves in a training now in order to learn how to use these products correctly and effectively,” says Bradley. “Events are held all over the U.S. by seed companies, herbicide providers and university extensions that can be very educational and help eliminate misuse.”

Looking to the Future

With other weed control products awaiting global approvals, such as Enlist™ soybeans and the Balance® Bean herbicide, our weed control tool box seems to be growing. But Bradley says we're getting too caught up in waiting for new products to become available as a solution to our weed problems.

“My message in recent years is that we have to start thinking about control mechanisms aside from herbicides,” says Bradley. “While herbicides are a tool that I'm sure will continue to help in the fight, cultural practices such as row spacing, tillage, cover crops, and harvest weed seed management can provide great benefits from a herbicide-resistant weed management standpoint.”

For more information on newly approved weed control products for 2017, reference the Seed Trait and Herbicide Approvals chart, available through the soy checkoff, or visit takeactiononweeds.com. ■



Going for Big Yields

The Missouri Soybean Association's Soybean Yield Contest is back for 2017, with outstanding prizes for high-yielding soybean harvests produced with and without irrigation, as well as conventional and no-till practices.

By Christine Tew

Photography by Scott Biggerstaff, High 5 Communications

The Missouri Soybean Association's yield contest is continuing the tradition of great prizes for 2017, including automatic awards for growers with triple-digit yields. The annual competition recognizes those producers across the state who truly excel in soybean production based on their crop yields.

Growers have until September 1 to complete their entry forms. Forms, and contest rules, are available online at mosoy.org.

In 2015, the Missouri Soybean Association introduced regional competitions, in addition to the statewide contest. Those regional

contests are continuing for 2017, with growers in each of the Association's seven districts competing against one another on yields – giving farmers the opportunity to show their skills against others' growing in similar soils and under similar weather conditions.

All contest entries must use soybean varieties available in the marketplace for Missouri. No experimental line(s) are eligible for Missouri's soybean yield contest.

For the purposes of the contest, yields will be calculated on the basis of the weight of harvested soybeans, corrected to 13 percent moisture and converted to bushels per acre.

“It is outstanding to see growers come together for friendly competition and continuous improvement through the annual yield contest.”

-Matt McCrate, Missouri Soybean Association President



Deadline to Enter September 1, 2017.

Missouri Soybean Association Soybean Yield Contest

The original signed weigh ticket (no photocopies will be accepted) must be attached to the Harvest Judging Report form and include moisture content. Foreign matter does not need to be determined.

Soybeans entered into the contest must meet minimum standards for U.S. #2 yellow soybeans.

District winners in each category will receive their choice of \$750 in biodiesel or \$750 in Cabela's gift cards. Winners in the district-level competitions will then go on to compete for statewide recognition and additional prizes.

Thanks to the partnership of the Missouri Soybean Merchandising Council, soy checkoff and industry, top growers can receive a trip to the 2018 Commodity Classic in Anaheim, their own UAV – drone – and accessories, gift cards to Cabela's and for biodiesel, as well as cash prizes.

Growers with yields of 100 bushels per acre or more receive additional prizes. The highest yield over 100 bu/a will receive \$1,000 in biodiesel or a \$1,000 gift card to Cabela's. Other entries over 100 bu/a will win \$500 in biodiesel or a \$500 gift card to Cabela's.

In 2016, the top yield contest entry was 96.5 bu/ac, submitted by Thomas White III of Norborne in Carroll County. Narrowly behind him was Ethan Stenger of Liberal, Mo., with a 96.3 bu/ac yield in Barton County.

The contest will continue to recognize winners in separate categories for irrigated and no-till growing methods. Entries must be from fields 10 acres or larger in size and located within the State of Missouri, and all participants must be at least 18 years of age.

Each entry must be submitted on a separate entry form and accompanied by the \$10 entry fee.

2017

Entry Form

The deadline to enter the Missouri Soybean Yield Contest is September 1, 2017. Entry forms must be received by that date at the Missouri Soybean office in Jefferson City. The fee of \$10 per entry must be enclosed with the Entry Form, and growers must designate the district (map at right) in which their entry originated.

Harvest Report forms will be provided after this entry form is received, and will be due to the Missouri Soybean office in Jefferson City no later than November 15, 2017.



Name: _____ Farm Name: _____
 Address: _____
 County: _____ District: _____
 Telephone: _____ E-Mail: _____
 Missouri Soybean Association Member: Yes No

Entry Information

Entry of _____

Category: (select one) Conventional Till No-Till Irrigated
 Variety: _____
 Plant Date: _____ Seeds/Acre: _____
 Row Spacing: _____ Soil Type: _____
 Entry Fee Enclosed \$10 per entry

I hereby certify the information provided on this entry form to be accurate to the best of my knowledge and agree all contest information shall become the property of the Missouri Soybean Association and can be used at the discretion of the Missouri Soybean Association.

Signature: _____

To enter, please mail this form and payment to:
Missouri Soybean Association
PO Box 104778
Jefferson City, MO 65110

Questions? Contact Greg Luce at gluce@mosoy.org or (573) 635-3819.

The overall winner of the irrigated contest will be selected from all entrants who used irrigation on their crop, regardless of tillage practice.

The overall winner of the non-irrigated contest will be selected from among district winner(s) of the No-tillage and Tilled categories combined.

Prizes will be awarded during the Missouri Soybean Association's district meetings and annual meeting in early 2018. Winners will also be recognized online and in Missouri Soybean Farmer magazine.

Entry forms, rules and prize details are available online, or growers can request copies by calling the Missouri Soybean office at (573) 635-3819 or emailing Greg Luce at gluce@mosoy.org.

Are you or your company interested in sponsoring the Missouri Soybean Association's Soybean Yield Contest?

Sponsorship packages are available now. Contact Greg Luce at gluce@mosoy.org or by calling (573) 635-3819 to learn more.



Policy Update

from Casey Wasser

Casey Wasser serves as the director of policy for the Missouri Soybean Association and Merchandising Council. He represents Missouri soybean farmers on policy issues at the state and federal levels.

The 2017 Legislative Session started very quickly with passage of right-to-work legislation and advancement of ethics reform measures. Governor Greitens acted swiftly signing right-to-work citing it would send the message that Missouri is open for business and the law will help create Missouri jobs. While the majority of the focus has been on labor and ethics reform, the Missouri Soybean Association (MSA) has been working diligently with the House and Senate to position ideal legislation on a path to the Governor. In order to be successful and effective advocates on your behalf,

we are constantly educating lawmakers on the importance of our industry as well as publicly testifying on legislation promoting ideas that positively impact your operations. Several pieces of legislation that MSA has been actively working on include the following:

- HB175, sponsored by Representative Bill Reiboldt, prohibit political subdivisions from adopting any ordinance or regulation relating to the labeling, cultivation, or other use of fertilizers or soil conditioners. This legislation ensures that any such regulation would be done through the

state legislature and not through a localized patchwork of different rules. In addition, this legislation ensures that Missouri soybean checkoff dollars will be utilized in Missouri and controlled by Missouri farmers if the federal checkoff program were to no longer be in place.

- HB662, sponsored by Representative Don Rone, establishes a new and increased penalty, assessable by the Missouri Department of Agriculture (MDA), which can be assessed when a herbicide is applied to a crop for which the herbicide is not labeled

for use, and the herbicide drifts or comes into contact with a neighboring field or piece of personal property and results in damage to such field or personal property.



Rep. Don Rone

This legislation also alleviates the need for taxpayers to pick up the bill for MDA investigations by requiring the violator to pay for the investigatory costs when in fact the MDA determines a violation of the new law has occurred. In an effort to have these new provisions effective prior to planting season, this legislation includes an emergency clause which makes it effective upon the Governor's signature. The House passed this bill on Thursday, February 23, and is now ready for the Senate to consider.

- SB364, sponsored by Senator Brian Munzlinger, prohibits the State Tax Commission from raising agricultural land productive values by more than two percent every two years, or eight percent in a ten year period. Additionally, if a county is declared by the United States Department of Agriculture to have been affected by a natural disaster in the preceding two years, the Commission is prohibited from increasing the agriculture land productive value in such county. The Senate Ways and Means Committee approved this legislation February 21.

- SB368, sponsored by Senator Caleb Rowden, aims to protect financial information submitted to the Department of Natural Resources (DNR) by preventing such information from public disclosure. This is similar to HB1414 passed last year, except HB1414 only applied when the information was obtained by DNR in connection with a producer's voluntary participation in a program.

While a lot of what we see are ideas aimed at helping the Missouri farmer, not every bill filed or regulation handed down by our government is in your best interest, as all of you know, that's when it's extremely important your voices are heard. MSA will continue to be a part of the process and engage with legislators and interested parties in order to produce the best legislative outcome. Important updates will be included in the next edition of this magazine.

As Missouri's budget begins to take shape we are always diligent on how your tax dollars are being spent.

“The State has a balance of approximately \$4.6 million in deferred payments still due under the [Missouri Qualified Biodiesel Producer Incentive Fund] program.”

-Casey Wasser

Missouri's Qualified Biodiesel Producer Incentive Program has been a consistent topic in the state policy update for several years. Even though we were successful in securing approximately \$9 million in appropriations for the

...continued on next page.

Missouri Soybean Association Growers at the Capitol



The Missouri Soybean Association's Annual Meeting was a time for growers to come together in Jefferson City. In addition to recognizing Missouri Soybean Yield Contest winners and hearing policy updates from the Missouri departments of Agriculture and Natural Resources, and from the National Biodiesel Board, soybean farmers visited their Representatives and Senators in conjunction with the meeting.

Top priorities for the day were discussing the need for repayment of the Missouri Qualified Biodiesel Producer Incentive Fund and opportunities ahead through soybean research, including high oleic soybean oil and the added value that trait stands to bring Missouri farmers and agribusinesses.

Growers in attendance also gathered for a group photo on the iconic Capitol steps, and visited Yani's Coffee Zone – a local business partnering with the Missouri Soybean Association and Missouri Soybean Merchandising Council to promote biodiesel use.

...continued from previous page.

fiscal year 2017 budget, in January the Governor withheld \$3.8 million due to declining revenues. At this time, the state has a balance of approximate \$4.6 million in deferred payments still due under the program.

This program, among other things, helped position Missouri as the second largest biodiesel production state in the country! Not only is this naturally grown fuel clean burning and sustainable, biodiesel provides a 15% price support for your soybeans. Although Governor Greitens' Fiscal Year 2018 budget makes \$572 million in cuts, the budget includes just over \$1 million for the biodiesel fund. MSA has received a lot of support from the General Assembly and are confident, at a minimum, the Governor's recommendations will remain in the budget which must be completed by May 5.

Not in the budget at this time is a solution to what many believe is an underfunded, under maintained transportation infrastructure system in Missouri. We've seen a fuel tax increase the last few years get debated in the Missouri General Assembly, but those proposals never made it to the Governor or to the ballot box. With new freshmen Senators taking office after last year's election, new ideas have surfaced. SB457, sponsored by Senate Bill Eigel from St. Charles County, will dedicate two percent of sales and use tax revenues to the state road fund and eight percent to the Interstate 70 Improvement Fund established under the bill. These new provisions will not be in effect in any fiscal year in which less than \$300 million, in addition to the funds allocated by SB457, are spent in improving and maintaining I-70. We always welcome new ideas and efforts to address our infrastructure needs.

As we continue to work on issues that range from needless disclosure of private information to protecting growers from burdensome agriculture



The Missouri Soybean Association's annual Legislative Reception was well attended and an outstanding opportunity for soybean farmers to connect with their Representatives, Senators and statewide leaders. From left to right, Gary Wheeler, executive director/CEO for Missouri Soybean Association and Missouri Soybean Merchandising Council, Representative Bill Reiboldt, Representative Craig Redmon, Representative Jay Houghton, and Missouri Soybean Association president Matt McCrate.

productive land value increases, we cannot express how important it is for us to continue to educate lawmakers on the importance of Missouri's number one, \$88 billion industry—agriculture. MSA would like to thank all the growers of this state that take time to visit with their Representative and Senator advocating on behalf of the soybean industry, as well as those that help create a successful Missouri Soybean PAC program. Electing the right individuals its key to the success of the industry, and the PAC is a great tool for you to assist in that effort.

Federal Policy Update

As the new administration takes shape in Washington we've already seen strong, but sometimes concerning action initiated by means of an executive order. Executive orders requiring two regulations be repealed for every one regulation issued as well as a call for the Environmental Protection Agency to revise and rescind overly burdensome requirements under the Clean Water Act are welcomed by all of agriculture. To the contrary, withdraw from the Trans-

Pacific Partnership (TPP) threatens our ability to export agriculture commodities if not quickly and properly replaced.

Trade is one of the most important factors when it comes to expanding the market for soybeans and related products. In 2015, the value of soybean exports from Missouri totaled over \$1 billion. When we analyze the impact of trade in relation to the profits of our growers, it's important to remember that other agriculture exports increase demand for Missouri soybeans as well. As reported by the World Perspectives, Inc., pork exports likely generated more than \$672 million for soybean growers in 2016. To further this effort, MSA has been working with other states ramping up support for HR525, Cuba Agricultural Exports Act, of which Congressman Jason Smith and Congresswoman Vicky Hartzler have signed on as cosponsors. This Act would allow U.S. agriculture exporters to extend credit to Cuba when selling agricultural commodities and create opportunities for bilateral trade negotiations with Cuba. Unfortunately,

with the current framework in place, we will continue to provide advantage to our foreign competitors and stifle a potential market opportunity for U.S. agriculture.

President Trump has stated that he will renegotiate with each nation involved in TPP (Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, and Vietnam), but we have yet to see action on his proposed bilateral trade negotiations. We are anticipating that such progress, specifically to agricultural interest, could be aided by confirmation of Department of Agriculture Secretary nomination, former Governor of Georgia, Sonny Perdue. The Senate Agriculture Committee officially received Perdue's nomination paperwork March 10, 2017. The Senate is expected to confirm Perdue without much debate.

Republicans in Congress recently released their proposal to repeal and replace Obamacare. The proposed replacement Act is called the

American Health Care Act. The Act will grab a lot of the attention in the short term, but we are also cognizant of the current spending bill which is set to expire on April 28. Congress is expected to pass a funding bill that funds the federal government through September 2017—the end of the Federal Fiscal Year. On March 9, 2017, the House of Representatives passed a \$578 billion, FY17 Department of Defense (DOD) appropriation bill. Due to the short deadline before the continuing resolution (current funding bill) ends, it's likely the DOD bill will be amended to fund government through the rest of the fiscal year.

The 2018 Farm Bill is currently being drafted as Congress continues to hold hearings to receive input on the successes and failures of the previous

bill. The Chairman of the House Agriculture Committee, Congressman K. Michael Conaway (TX), submitted a letter to the Chairman of the House Committee on Budget expressing the important of proper funding for Farm Bill priorities. The 2018 Farm Bill will have an unmeasurable amount of importance on the success of farming operations across Missouri. As we focus in on certain aspects of the Farm Bill, it's imperative that Missourians have access to risk management programs like crop insurance, as well as conservation and sustainable agriculture programs, to continue to farm and feed the world.

Budget proposals will be impacted by potential Republican tax reform legislation that will influence the amount of tax dollars available for appropriation. As part

“As part of a comprehensive tax reform measure, we are supportive of and working with the National Biodiesel Board to reform the biodiesel tax incentive into a domestic production credit.”

-Casey Wasser

of a comprehensive tax reform measure, we are supportive of and working with the National Biodiesel Board (NBB) to reform the biodiesel tax incentive into a domestic production credit.

According to NBB, in 2016, importers accounted for nearly one third of the U.S. market. It's important to prioritize the production that happens within our borders and provide support to American-manufactured biodiesel. During D.C Hill visits in late March



**Congressman
Blaine Luetkemeyer**

MSA carried this message to our U.S. Representatives and Senators expressing the importance of the Renewable Fuel Standard and the need to extend the biodiesel tax credit while reforming it to focus on domestic production.

Congressman Luetkemeyer successfully passed H.R. 5, The Providing Accountability Through Transparency Act, in January. This Act requires government agencies to provide a short, plain language summary for every proposed regulation and make it publicly available online. This allows the public to have access and understanding of the regulations that will affect them. U.S. Senator James Lankford (OK), has now filed the same Act in S. 577, increasing the likelihood that the Congressman's provision will become law. We will continue to watch

for and support this legislation that gives greater opportunity for a full analysis of regulatory reform that impacts your operation.

As we continue to advocate for Missouri soybean growers at the state and federal level we enjoy and need to hear from you. It's important that we know what works for you under the current Farm Bill and what doesn't. We want to know what other laws or regulations create undue burden on your operations, and which ones need to stay in place. Our mission is clear—increase the profitability of Missouri soybean farmers through legislative advocacy, public policy and education efforts across the state. I look forward to working with our great team as we continue the mission and wish all of you a successful planting cycle.

Have questions about these bills or other pending legislation affecting your bottom line? Contact Casey Wasser at cwasser@mosoy.org or (573) 635-3819 for more information. ■

HONOR WALL

Good news from those working on behalf of Missouri soybean farmers

Hunter Named Soil Conservationist of the Year

The Conservation Federation of Missouri named Johnny Hunter of Dexter the Soil Conservationist of the Year during their annual meeting in March. Hunter, a soybean, corn and cattle producer in southeastern Missouri farming roughly 6,000 acres, was nominated for the award by the Missouri Soybean Association and Missouri Soybean Merchandising Council.

In addition to his work on the farm, Hunter is a national-level advocate for sustainability and teaches his fellow producers about environmentally-friendly practices at the regional level. He also leads by example, implementing cover crops, reduced tillage practices, rotation and diversification on his farmland. He is a founding member and past-president of the Delta Soil Health Alliance, an advocate for soil health and sustainability improvements on the Missouri Soybean Association board of directors and previously on the Cotton Producers of Missouri board. Hunter also shares what he and his fellow growers in Missouri are doing on sustainability and soil health initiatives at national events like the Ag Media Summit and the Mid-South Farm & Gin Show, and is a key member of the team behind the Delta Soil Health Alliance's Cover Crop Road Show and soil health symposium. He has been featured as a leader on cover crops by the United Soybean Board and served as a spokesperson on sustainability efforts during the 2016 Ag Media Summit. In December 2016, he received the Missouri Department of Agriculture's highest award for environmental stewardship.



Johnny Hunter II

ASA Honors Missourian Joe Jobe

The American Soybean Association (ASA) recognized Joe Jobe, from Jefferson City, Mo., with its Special Meritorious Service Award at its annual awards banquet during the 2017 Commodity Classic in San Antonio, Texas.

The Special Meritorious Service Award honors individuals who served the soybean industry above and beyond the ordinary. Jobe, president of Rock House Advisors, is a recognized leader in the areas of energy, agriculture and environment. For nearly 20 years he's worked in these areas, helping to shape and advance the industries.

Much of his work was with the National Biodiesel Board (NBB), including 17 years as the organization's Chief Executive Officer. During his time there, Jobe grew NBB into a world-class organization that helped build the biodiesel industry into a continuously growing and competitive market.

Jobe has testified multiple times before Congress and given speeches in 10 countries. He's appeared on national television and radio programs and been interviewed by major newspapers across the country, including the Wall Street Journal, USA Today, New York Times and Washington Post.

"I'm so honored and grateful to my friends in the soybean industry," Jobe said. "ASA has always been a tremendous partner to the biodiesel industry and to me, and a highly effective advocate on behalf of the soybean farmers they serve. As a farm boy myself, I'm proud to have worked in an area that benefits farmers. And I'm grateful that I have the opportunity to continue to work in an area where agriculture, energy and sustainability intersect. None of the successes that ASA is honoring me for would have happened without the hard work and commitment of ASA and America's soybean farmers. Thank you."



ASA President Ron Moore (left) presenting Joe Jobe (right) with the Special Meritorious Service Award.

Biodiesel Leadership - NBB Update

Donnell Rehagen of Jefferson City has stepped fully into the role of chief executive of the National Biodiesel Board (NBB). Rehagen was named CEO in late 2016. He was previously named interim CEO in June 2016 after serving 12 years as NBB's chief operating officer (COO).

As COO, Rehagen managed the implementation and execution of NBB's budget and the day-to-day responsibility of managing the organization's program managers, staff and contractors. Rehagen has also led the annual National Biodiesel Conference & Expo, NBB's signature event that attracts thousands of enthusiasts to learn more about biodiesel and for industry professionals to network with their peers.

Prior to joining NBB in 2004, Rehagen was the fleet administrator for the Missouri Department of Transportation where he was responsible for all aspects of the department's \$400 million fleet including implementation of their biodiesel (B20) use program.

Rehagen is the fourth chief executive to lead NBB.

"It's that kind of stability in our leadership and our commitment to providing our membership the tools to be successful that has helped make biodiesel a 2 billion-gallon-per-year industry," says immediate past NBB Chairman Ron Marr.

In addition to Rehagen as the new CEO, NBB has a new COO. In February, Doug Whitehead, also of Jefferson City, was named Chief Operating Officer.

Whitehead joins the executive team after 10 years in various roles with the organization, most recently as the Director of Operations and Membership. As Director of Operations and Membership, Whitehead managed the planning, implementation, administration, and reporting of all contracts for funding and subcontracting. He was also responsible for recruiting new members to the organization and served as the main point of contact for current members.

"I'm extremely excited to serve the biodiesel industry in my new executive role with NBB," said Whitehead. "We have a tremendous team that is committed to growing the market for America's advanced biofuel. It will be critical to continue to face our challenges head on to maintain our more than 2-billion-gallon market share."

For more about the National Biodiesel Board, visit nbb.org.



Donnell Rehagen



Doug Whitehead

Tina Windham Clark - Above and Beyond

The University of Missouri College of Agriculture, Food and Natural Resources (CAFNR) has many outstanding people, including those at the research farms and centers. Among those, Tina Windham Clark stands out.

Clark, office support assistant for the Fisher Delta Research Center, is key in keeping operations smooth on a daily basis. She also helps coordinate the annual Fisher Delta Research Center Field Day and other special events throughout the year. She's often the friendly voice answering calls and greeting visiting growers and researchers.

The Above and Beyond Award is given to one outstanding staff member chosen by the CAFNR Staff Council each quarter from a pool of nominees. Clark was recognized with the last award for 2016 and surprised with the news by CAFNR staff. Some of her friends and co-workers were able to join in the celebration by video chat (shown at right).





Going to Bat for Missouri Soy

Northwest Missouri grower's leadership has produced wins for the industry.

By Jason Jenkins, Mill Creek Communications

Photography by Scott Biggerstaff, High 5 Communications

As a lifelong Kansas City Royals fan and current season ticket holder, John Kelley of Faucett, Mo., is well aware of the power of the curveball. It's a pitch that begins on one trajectory but ends up heading somewhere entirely different.

Life has thrown its own share of curveballs at Kelley, none bigger than when he and his wife, Judy, were expecting their second child. On that day, not even Royals pitching great Bret Saberhagen could have delivered a bigger surprise to the couple — yet they knocked it out of the park.

“We went in thinking it was going to be

one big boy and it turned out to be two girls,” the 64-year-old recalls. “Their hearts beat at the same rhythm, so the doctors never knew they were both there. Until they were born, we didn't know we were going to have twins.”

A career in agriculture certainly has prepared Kelley for handling the curveballs of life. The second-generation Buchanan County producer can't recall a time when farming wasn't what he wanted to do. He's devoted his time to the industry to ensure that tomorrow's producers find markets for their crop and opportunities for their children.

Living on the farm where John was born



John Kelley on his northwestern Missouri farm.

you learn structure in life and teaches you about leadership while you're at it."

Those leadership skills have served Kelley well. He became active with the Buchanan County Farm Bureau, volunteering his time on the state soybean commodity committee, where he would eventually serve as chairman. That led to a seat on the Missouri

and licensed exclusively by MSMC, this advancement will no doubt add even more value for producers. Currently, the checkoff delivers an estimated \$5.20 for every \$1 invested, Kelley says.

"I'm very proud of that. It speaks for itself," he says. "It all works hand in hand to help Missouri farmers first and then farmers everywhere."

“When everyone is on the same page to reach our goals with honesty and transparency, the mission can be accomplished in a timely, effective manner.”

-John Kelley

Soybean Merchandising Council (MSMC), where he's currently serving his first year as chairman.

"I've really enjoyed my time on the board, and I feel very good about what we've done so far," Kelley says. "Working with a great board and staff certainly helps make leadership a much easier task. When everyone is on the same page to reach our goals with honesty and transparency, the mission can be accomplished in a timely, effective manner."

Investing Missouri's soybean checkoff dollars wisely always has been top priority, and supporting research will continue to be a focus, Kelley says. During his time on the MSMC Board, the Northern Missouri Soybean Breeding Program has been resurrected, and "a lot of good new releases are going to come out of that. We have a good breeder, Andrew Scaboo, in that role," he adds.

Conventional high-oleic soybeans — developed through the work of Grover Shannon at the University of Missouri Delta Research Center and Kristin Bilyeu with USDA-ARS — will soon be on the market. Supported by checkoff funding

Working to increase demand for soybeans is a task that will remain at the forefront for the industry, Kelley says. He believes education and promotion should be key functions of the Merchandising Council, supporting both the continued growth of the domestic biodiesel industry and the development of overseas markets.

"I think Missouri farmers are very smart. I think they're up for the challenge," he says. "I think we're in good shape."

As his time on the MSMC board nears its conclusion, Kelley may now find himself with more time to fish, camp or enjoy a Royals game with Judy and their five grandchildren: Ethan, Owen, Lauryn, Kylie and Isabella. He says that serving has left him with a feeling of accomplishment.

"It's knowing that you've helped all your neighbors in the industry, not just yourself," he says. "At one time, soybeans were just that 'other crop' people planted instead of corn or wheat. To know you're helping to bring this industry forward and making it viable and profitable for years down the road, that's rewarding." ■

and raised, the Kelleys raised three girls — Samantha and the twins, Sarah and Shanin — while managing a 1,500-acre row-crop operation devoted to corn and soybeans. It's changed greatly from the days when his father worked the land with teams of mules.

"That was back before I was born," he says, adding the family also raised both hogs and cattle at different times over the years. "Luckily, I was too late for farming with horses and mules. Not sure I'd be farming if I'd had to do like that. I started off with small tractors."

Kelley worked alongside his father, Lawrence, on the family farm through his childhood. After graduating high school and spending a brief time at Missouri Western State University, he joined the Missouri Air National Guard. Kelley served for eight years before the demands of the farm required his full-time presence.

"I really enjoyed it," he says. "It helps



Selling Soy

MSA President Matt McCrate's work revolves around new opportunities for soybean farmers

By Jason Jenkins, Mill Creek Communications

Matt McCrate was destined to be in soybeans.

In fact, when he was a young boy, McCrate literally was in soybeans, riding down Main Street during the annual National Soybean Festival in his hometown of Portageville, Mo.

"I was probably in first or second grade, and they put me in a little chair on top of the first wagonload of beans that were brought in for the season to my dad's grain elevator," McCrate recalls. "I thought I was big stuff. So, see? I was meant to be in the soybean association. I just didn't realize it at that tender age."

Elected to his second term as Missouri Soybean Association president in January, McCrate brings a multifaceted perspective to the board — as a soybean farmer, plant breeder and seed salesman. His life's work has been devoted to agriculture, starting with

childhood chores on his family farm and grain business.

"My grandfather was from Ohio, and there wasn't enough farm ground up there that he could afford, so he jumped a train and ended up in Portageville," McCrate says. "He bought a local business, Portageville Milling Co. They made corn meal and feed and sold coal and seed. I worked there as a kid, and it was a good experience. It taught me a good work ethic."

As soon as he was legally old enough to hold a part-time job, he took that work ethic to the University of Missouri Fisher Delta Research Center.

"I ended up in the soybean-breeding department, working for Dr. Grover Shannon my junior and senior years of high school and until I got out of college," says McCrate, who earned a business degree from Southeast Missouri State University. "Every summer I was

out there. Every spring break I was out there, making enough money to get through college.”

With four older brothers to run the family farm, McCrate focused his career on the breeding and marketing side of the agricultural industry. His first full-time job after college was as an assistant soybean plant breeder for AgriPro, now owned by Syngenta. Even though he had no academic background in plant breeding, McCrate says his work at the Fisher Delta Research Center under Shannon helped him land the position.

“I knew how to get a crew of teenagers out in the middle of a field and cross-pollinating soybeans,” McCrate says. “I did that for three years, traveling from Louisiana to the Bootheel. From there I went into seed sales for another company, Coker Pedigreed Seed Co., out of South Carolina. It was basically a privately funded land-grant university. A lot of the varieties to this day came out of those breeding programs.”

After five years with Coker, McCrate moved on to Hart Seed in Stuttgart, Ark., where he also got involved with soybean associations for the first time. Hart was eventually bought by Monsanto, and McCrate says he was on the forefront of the biotech industry by helping to sell some of the first Roundup Ready soybeans in Arkansas.

“That was a huge experience,” adds McCrate, who now works as a seed representative for Stratton Seed Co., and lives in Cape Girardeau with his wife, Alice. “You get these cataclysmic shifts in agriculture, and Roundup Ready crops is one of the biggest. It created huge opportunities. It’s just like now with resistant weeds. Everybody’s wanting to look at new technology, and we’re seeing another shift in the industry.”

No matter the technology, “it all starts with the seed,” McCrate says. That’s why he staunchly supports the research sponsored by the Missouri Soybean



Merchandising Council. He’s particularly proud of the soon-to-be-released, conventional high-oleic soybean that he believes will be a game-changer for Missouri farmers.

“There is value in having soybean breeders,” McCrate says. “Many farmers don’t realize that a lot of the seed genetics they’re getting, whether from a private company or public university, was developed here with their checkoff dollars. The association’s job is to figure out a way to make Missouri soybean farmers more profitable. This non-GMO, high-oleic bean will allow us to gain back market share. That’s the thing I’m going to be most proud of from my time on the board.”

Acknowledging the current economic challenges farmers are facing, McCrate says he feels it’s more important than

ever to have a voice in the industry. His 10 years on the MSA board is coming to an end in 2017, and he encourages others to step up and participate in leading Missouri’s soybean industry into the future.

“Instead of complaining at the coffee shop about how we’re not making enough money on crops, we’ve got to do something about it,” he says. “We’ve got to put on our thinking caps. No one’s going to do it for us. No one’s going to watch out for us other than ourselves.”

Do you know a Missouri soybean farmer who is going above and beyond to make a difference on the farm and in their community? Let us know by emailing ctew@mosoy.org. They may be featured in an upcoming issue.



Upcoming Events & Activities

- April 5** *Missouri Soybean Center Symposium - Columbia*
- June 3** *Missouri DNR Pesticide Collection Event - St. Peters*
- June 22** *Missouri Soybean Association Sporting Clays Tournament - Bogard*
- June 24** *Missouri DNR Pesticide Collection Event - Sikeston*
- July 12** *Missouri Soybean Association Golf Tournament - Richmond*
- July 15** *Missouri DNR Pesticide Collection Event - Chillicothe*
- October 14** *Missouri DNR Pesticide Collection Event - Lockwood*



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Missouri Soybean Association Election Results

Matt McCrate of Cape Girardeau was re-elected to represent district 7 and elected to a second term as president of the Association.

By Christine Tew

The Missouri Soybean Association is farmer-led in its mission to improve the bottom line for soybean growers through policy and advocacy, and that leadership shows clearly in the board of directors. The farmer leaders of the board are elected by their peers, fellow members of the Missouri Soybean Association, and serve as volunteers.

District representatives to the Missouri Soybean Association board of directors are elected during each district's winter meeting. During the 2017 winter soybean meetings, elections were due to be held in districts 1, 2, 3, 4 and 7, as directors finished their three-year terms.

In district 1, two seats were up for election. Directors Ronnie Russell of Richmond and Renee Fordyce of Bethany were re-elected to the board of directors. In district 2, one seat was up for election, and director Doug Thomas of Brashear was re-elected to the board of directors.

The election for one director in district three was held in Hannibal. Bruce Wilson of Mexico was newly elected to the board of directors to represent district 3 during that meeting. In district 4, John Kleiboeker of Stotts City was re-elected. In district 7, two seats were up for election, and current directors Matt McCrate of Cape Girardeau and

Tom Raffety of Wyatt were re-elected to serve.

At the statewide level, the district representatives bring forward the slate of officers forming the executive board within the board of directors.

Soybean farmer Matt McCrate of Cape Girardeau has been elected to a second one-year term as the organization's president. McCrate's leadership team includes vice-president C. Brooks Hurst, a soybean farmer from Tarkio, Mo., secretary Ronnie Russell of Richmond, Mo. and treasurer Matt Wright of Emden, Mo.

McCrate currently farms in a family partnership, Five Brothers Farms, LLC, and works as a seed representative for Stratton Seed Company. He is also licensed as a Certified Crop Adviser (CCA).

In addition to those responsibilities, McCrate is active in his community, having been recognized as a Master Gardener through the University of Missouri's Extension program and as a member of the Knights of Columbus. He and his wife, Alice, reside in Cape Girardeau, Mo., and have three children.

Previously, he served on the Arkansas Seed Dealers Association board of directors, and as the Industry At-Large



Matt McCrate

Representative to the Arkansas Soybean Association board of directors. Most recently, he represented Missouri on the board of directors for the American Soybean Association.

To learn more about how the Missouri Soybean Association works to increase the profitability of Missouri soybean farmers through advocacy and education efforts across the state, and join the Association, visit mosoy.org.

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