

MISSOURI

Soybean Farmer

OCTOBER
2016

Special Policy Section

What you need to know about Missouri's gubernatorial candidates ahead of Election Day.

Cover Crops

If you're planning these plantings to follow #Harvest16, take a minute to ensure you know what you're getting into.

Mutually Beneficial

Take a look at the numbers on policies that benefit the bottom line for both livestock and row-crop producers.

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I will take action with careful herbicide management and use multiple herbicide sites of action, because every action counts.

I will take action because it's my bottom line. It's not about this year or the next. It's about the long term.

I will take action. This time. For all time.

Now is the time to take action against herbicide-resistant weeds. Visit www.TakeActionOnWeeds.com to learn how you can prevent herbicide-resistant weeds from spreading.



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8 Hear from two of Missouri's gubernatorial candidates in this special policy section.



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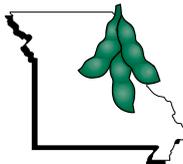
20 Cover crops are a hot topic, especially in discussions on soil health and sustainability. Here's what to think about before you grow cover.



« Cover Shot

Soybean harvest is under way in Missouri and across the Midwest. This shot comes courtesy of the United Soybean Board and soybean checkoff.





From The Field

Notes from Missouri Soybeans' leadership team

MSA Board Members:

Neal Bredehoeft, Alma
 Kelly Forck, Jefferson City
 Renee Fordyce, Bethany
 John Hunter, Dexter
 C. Brooks Hurst, Tarkio
 John Kleiboeker, Stotts City
 Andrew Lance, Barnard
 Matt McCrate, Cape Girardeau
 Tom Raffety, Wyatt
 E.L. Reed, Chillicothe
 Peter Rost Jr., New Madrid
 Ronnie Russell, Richmond
 Greg Sharpe, Ewing
 Warren Stemme, Chesterfield
 Doug Thomas, Brashear
 Matt Wright, Emden

MSMC Board Members:

Robert Alpers, Prairie Home
 Cecil DeMott, Rock Port
 Kyle Durham, Norborne
 Harold Gloe, Hermann
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 Patrick Hobbs, Dudley
 John Kelley, Faucett
 Mark Lehenbauer, Palmyra
 Bob Littleton, Dalton
 David Lueck, Alma
 Baughn Merideth, Caruthersville
 Aaron Porter, Dexter
 Lewis Rone, Portageville

USB Board Members:

Richard Fordyce, Bethany
 Todd Gibson, Norborne
 Lewis Rone, Portageville

ASA Board Members:

C. Brooks Hurst, Tarkio
 E.L. Reed, Chillicothe



We're in the thick of it now - harvest that is. I'll start by wishing you all a safe and bountiful harvest to put a bow on this year. There's an election coming up too, but that's a topic for later.

Talking about the crops and looking ahead, everything I'm reading says that corn acres are going down and soybean acres are headed upward. I'd say that's right, at least for 2017. We can dig ourselves a pretty big hole that way, knowing that both history and economics say that if we keep pushing our supply of soybeans up, we're putting similar downward pressure on prices. There's nothing exciting about single-digit soybean prices as far as I'm concerned.

Taking actions that support soybean prices becomes even more important with those predictions set for 2017. Nows the time to step up our game on biodiesel, which we know provides a 15 percent price support for commodity beans. We also have an opportunity later this fall to choose leadership that supports our priorities in Jefferson City and Washington D.C. Get to know those candidates now, and make sure they know what's ahead for you and your farm before they're voting on key policy issues.

Matt McCrate - Missouri Soybean Association President



We all want to make the most of our investments, from our farm ground and equipment to our time and energy. That pretty well goes without saying.

That includes our soybean checkoff investments. I honored to have this place on your board of directors, and this fall, and as you plan for 2017, I want to encourage you to take a deeper look at the resources coming out of your soybean checkoff.

In putting the checkoff investments toward research, education and promotion, we prioritize addressing issues directly affecting the bottom line for Missouri soybean farmers. That means putting biodiesel, sustainability and soybean variety research at the top of the list. We're also making sure that issues tied to transportation costs, soybean pests and diseases, and regulatory challenges - including dicamba - are at the forefront.

Whether you're looking for the latest on new soybean varieties, a contact for low-cost soil testing or want to weigh in on a regulatory issue, please don't hesitate to reach out to any of your Merchandising Council board members or the staff in Jefferson City. We're here to serve, and honored to do it.

John Kelley - Missouri Soybean Merchandising Council Chairman



Letter from the Executive Director



Gary Wheeler (left), with Missouri Soybean Association directors Renee Fordyce, Matt McCrate and Tom Raffety, present an honorary lifetime membership to Jason Bean and Trent Haggard on behalf of the Fisher Delta Research Center during the September field day. The Center has been and continues to be an outstanding partner for the Association and a hub for soybean checkoff research. Bean serves on the Center's advisory board and is a retired Missouri Soybean board director and Haggard is the Center's superintendent.

Whether harvest brings to mind stress and long days, celebrating your blessings, or some of both, there's no doubt we're in crunch time getting 2016's crop out of the field. While there are plenty of things outside our control, from commodity prices to the weather, harvest is when the year's decisions get measured in bushels.

Making those decisions means relying on the best information and resources available at any given time. And there's no shortage of tests, research, inputs, speculation and advice to sift through looking for that which fits your operation and sets you up best for the future.

Establishing that solid foundation has been a recurring theme this year as the Missouri Soybean Association celebrates its 50th anniversary. In talking with so many of the folks who helped build this organization, putting and keeping things on good footings for the future was right up there with the mission of improving the bottom line for soybean farmers.

There's something to be said for that - recognizing that cutting corners might put you ahead in the immediate future, but it's not a winning strategy for the long game. And it can be frustratingly easy to derail years of hard work with unintended consequences. In this issue, we dig into some hot topics that don't come with shortcuts, including what it takes to get started with cover crops and regulations for off-label herbicide use, in addition to Missouri's gubernatorial election.

At harvest time, we may measure the year in bushels, but one year of overstuffed bins doesn't necessarily make for a family farm that will stand the test of time - even if that year has record-high prices. Thank you for keeping your eye on the long game with us.

There's a bright future ahead of soybeans and all of Missouri agriculture, and I wish you all a safe, plentiful harvest - this year and for many years to come.

God Bless!

Gary Wheeler

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



Looking Back: Kenlon Johannes

As the Missouri Soybean Association celebrates 50 years of service to Missouri soybean farmers this year, we're talking to the people who helped move the organization forward.

In 1991, the Missouri Soybean Association was celebrating its silver anniversary – 25 years. At that time USDA reports had soybean prices estimated at \$4.75 to \$6.25 per bushel, with the average farm price at \$5.75 – six cents above the average the year prior. Soybean oil was selling for about ten cents per pound.

The board of directors was led by president David Madison of Caruthersville, with the Association under the guidance of executive director Kenlon Johannes. Jim Hughes of Auxvasse, Larry Strobel of Bell City and Gary Riedel represented Missouri at the national level, with Centralia farmer Gary Riedel leading the American Soybean Association.

Operations for the Missouri Soybean Association were based in a small office suite on Ellis Blvd. in Jefferson City, with a staff of six.

Missouri was high in soybean production, and the opportunities ahead were fascinating, says former executive director Kenlon Johannes. “We worked a lot on the promotion of soybean oil” and broadening the organization’s relationships statewide.

Hired by Missouri Soybean farmers

in 1988, Johannes had previously been the executive director for Wisconsin’s state-level soybean board.

Soybean Diplomacy

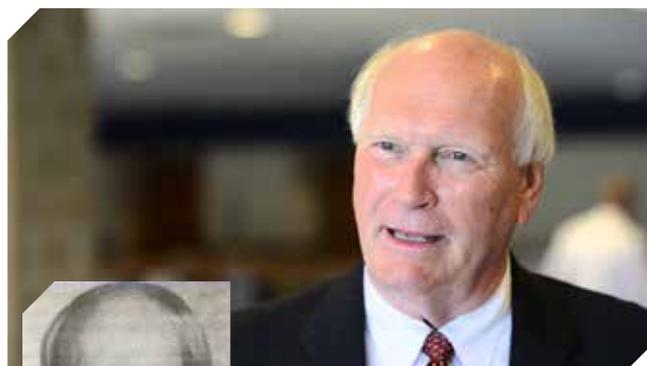
Johannes also has the distinction of being the driving force behind soy doughnuts in Missouri.

Soy doughnuts, tiny soy-flour based confections fried in soybean oil and dusted with sugar, helped fulfill both oil promotion and relationship building goals.

“The doughnuts were one of our early big promotional programs,” says Johannes. “We took them to the State Fair, county events, and provided them to Farm Bureau offices too.”

The doughnuts were also a hit at the University of Missouri’s Fisher Delta Research Center Field Day in 1991, Johannes recalls. “We served more than 3,000 doughnuts that morning.”

During those events, staff members and volunteers prepared the batter and oil, and often served the sugared doughnuts as fast as they could be fried in an



Kenlon Johannes speaking during a 2016 EPA hearing in Kansas City, courtesy of the National Biodiesel Board (above), and in the announcement of his being hired to lead the Missouri Soybean Association and Merchandising Council in 1988 (left).

attempt to keep up with long lines.

Those lines gave staff members and farmer leaders ample opportunity to visit with those people about the work of the Association, and the newly formed soybean checkoff program.

The doughnut fryer has since been retired, but long-time members and Missouri Soybean Association volunteers revisit the memories periodically – especially around State Fair time.

It was under Johannes' leadership that Missouri Soybean invested in outreach by hiring a field services director, as well. Tom Verry filled that role, visiting with producers and industry partners and encouraging growers to join the Association as members.

The staff also hosted a breakfast with then director of agriculture Tim Kelly and organized Missouri Soybean Day in Columbia, and held district meetings throughout the state to spread the word about new opportunities and accomplishments tied to soybeans in Missouri.

Before it was "Old Brownie," Johannes purchased the two-tone brown Ford F-250 pickup truck as a promotional vehicle to tout the market opportunities for soybean oil and the benefits of soy-based biodiesel.

He and Tom Verry drove the truck to grower meetings, and to points beyond Missouri – including one memorable drive from Jefferson City to Washington D.C. for an American Soybean Association meeting in 1992.

"We had a tank of B100 in the back to show it off," Johannes said.

The nearly 2,000-mile round trip outlasted the comforts afforded by the pickup truck.

Creature comforts aside, however, "Old Brownie" served Missouri soybean farmers through more than two decades of promotional events. The truck now serves a new generation as a teaching tool in the biodiesel program at Rockwood Summit High School in Fenton, Missouri.

Betting on Oil

In the early 1990s, Missouri soybean growers were leading the way in biodiesel research, partnering with agricultural engineering faculty member Leon Schumacher at the University of Missouri on developing the processes for the fuel.

Through the Missouri Soybean Merchandising Council and the soybean



Earl Stole, Missouri Soybean Association board director, Kenlon Joahannes, and Bill Ayres, then vice-president with Interchem Industries, watch as a Lambert International Airport maintenance worker fills a tractor tank with a SoyDiesel blend in early 1992. The SoyDiesel, now known as biodiesel, was blended to be 20 percent of the fuel used.

checkoff, the early promotional efforts generated enough support to take biodiesel beyond the research stage.

Johannes ultimately left the Missouri Soybean Association and Merchandising Council to serve as the first executive director for the National SoyDiesel Development Board. Formed in 1992, the new organization was, like the Missouri Soybean Association, based in Jefferson City.

"There were only a few of us involved at the beginning, but things moved fast," said Johannes, looking back at the history of biodiesel with the United Soybean board in 2013. "The first five years were the fast-growth years, when the industry really started to take off."

Before the end of 1993, that small group successfully laid the policy, research and development foundation to support biodiesel. The National SoyDiesel Development Board grew to become

the National Biodiesel Board, now the only national-level association based in Jefferson City.

That early work paid off in the time between the Missouri Soybean Association's silver and gold anniversaries. In the last 25 years, biodiesel production has created such demand for soybean oil that growers now see a 15 percent price support for soybeans through that product alone.

Today, Johannes, a native of Leigh, Nebraska, serves as the CEO and administrator for the Kansas Soybean Association and Kansas Soybean Commission.

In 2009, he was honored with the National Biodiesel Board's Pioneer Award for his service to the industry.

He continues to serve as a mentor to others working on behalf of soybean farmers, including in Missouri. ■

Gubernatorial Candidates

Q+A with Koster & Greitens

With Missouri's gubernatorial election on the horizon, the Missouri Soybean Association is focusing on ensuring our members and soybean farmers statewide have the opportunity to hear from the candidates.

You may have noticed this special section in the last several issues of this magazine. This is the third of the three-part series in which your Missouri Soybean Association staff interviewed candidates in Missouri's gubernatorial race. In this issue of Missouri Soybean Farmer magazine, candidates were asked to look forward - specifically on making the most of soybean checkoff research investments and their vision for how to best support soybean growers.

Want to take a look back at previous sections of this special feature, including questions on soybean demand and transportation? Everything published in those previous issues of *Missouri Soybean Farmer* is also posted online at mosoy.org.

This is the final segment of the Missouri Soybean Association's Question + Answer session with those contending to be Missouri's next Governor.



Eric Greitens



Chris Koster

Improving soybean production through research is a top priority for our industry and we work closely with the University of Missouri system to conduct such research. How will you help the University of Missouri system to improve its deliverability of research and practical information into the hands of farmers?

Eric Greitens

The crisis at the University of Missouri has embarrassed all of us, and our entire state has suffered. The University of Missouri is the flagship institution for the state of Missouri, and it should function to serve the needs of our state. We need to ensure that the university holds true to its land grant mission and continues to support the ag school, extension, and the cutting edge research that takes place there every day. The biotech research going on at MU has the potential to further advances in crop and animal genetics, which will keep Missouri farmers and ranchers at the cutting edge of agricultural technology. As a conservative outsider, I'll ensure that the University gets back to basics, concentrating less on "safe spaces" and more on delivering important agricultural research to Missouri's farmers.

Chris Koster

I've spent many hours at the University's research centers, including Hundley Whaley, Greenly, and the Fisher Delta Research Center. The work of the research centers and extension are a critical value add to the state's flagship institution of higher education provides to our state's top industry. I have confidence that CAFNR, under the leadership of Tom Payne, will continue to make important contributions to Missouri agriculture. I know the value of CAFNR research, which is why I sent proceeds from Missouri's share of the National Tobacco Settlement to CAFNR. My hope is the additional state support will lead to further breakthroughs.

Continued on page 10.

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.

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YOUR PERSPECTIVE IS WORTH GROWING

The soy checkoff is looking for farmers from diverse backgrounds to get involved in the United Soybean Board or Missouri Soybean Merchandising Council. There are a variety of opportunities to serve, and your talent and input can make a difference.

Help to lead the U.S. soybean industry into the future. Contact the Missouri Soybean Merchandising Council at www.MOsoy.org and get involved today, or visit www.UnitedSoybean.org/GetInvolved.



Continued from page 8.

What positive changes for agriculture can soybean farmers expect from your administration?

Eric Greitens

As governor, I will prioritize port and highway infrastructure improvements, in order to create greater farm-to-market access for Missouri's farmers and ranchers. Better roads and ports will lead to more jobs and increased trade for Missouri's agribusinesses. We will fight the GMO bans that go further than federal levels, we will oppose unnecessary regulations such as mandatory labeling, and we will fully support Missouri agribusinesses. You can count on me to listen and respond to your concerns. You can count on me to lead and to show up. And you can count on me to fight every day for our farmers and ranchers. I will be a governor who will have your back every step of the way in this fight.

Chris Koster

If I have the opportunity to represent the people of Missouri as Governor, my hope would be that farmers across Missouri will look back on my time in office and say it represented a great advancement for Missouri agriculture. I will work with the department of agriculture and economic development to expand domestic and international markets for Missouri's crop, cattle, and hog producers. I will fight to bring new value added opportunities for agricultural families across our state. I have a strong respect for the work Richard Fordyce is doing at the Department of Agriculture and look forward to working with him to build on that success. I will ensure the Department of Economic Development and the Department of Agriculture work together to implement greater integration in strategic planning and marketing of Missouri's agricultural products. Over the next decade, emerging international markets will provide tremendous opportunities for Missouri farmers. Our state government must be a partner in taking full advantage.

Is there anything else you'd like to share with soybean farmers about your candidacy and vision for agriculture in our state?

Eric Greitens

I'm a Navy SEAL who's never run for office. I come from a world where effective leaders listen to those on the frontlines. I come from a world where results matter and excuses are unacceptable. I'm not a career politician and I'm not a bureaucrat. I will fight for our farmers and ranchers because the world is counting on Missouri's agricultural leadership. It's time for a conservative outsider to shake up the "business as usual" mentality in Jefferson City, and I would be honored to have your support.

Chris Koster

One of the most significant remaining barriers to rural economic development is the lack of access to rural broadband. In an era when Missouri farmers need to reach international food markets, global connectivity is vitally important. Kids who grow up in rural Missouri should have the same resources as those who grow up in Kansas City and St. Louis. Our rural electric cooperatives are poised to deliver High speed internet to their customers, in the same way they brought electric power to rural Missouri. I am committed to clearing away the hurdles that are preventing wired broadband from reaching every corner of our state. This is perhaps one of the most significant ways we can jump start a new era of rural economic development.



Attorney General Chris Koster (right) following a tour of the Mid-America Biofuels biodiesel plant in Mexico, Mo. during October 2015. Pictured with Koster are Missouri Soybean Association past-president Tom Raffety of Wyatt, Mo. and plant manager Cliff Smith.



Eric Greitens (right) following a tour of the Paseo Biofuels biodiesel plant in Kansas City, Mo. during February 2016. Pictured with Greitens are plant staff, Missouri Soybean Association director of policy Dan Engemann, as well as soybean farmers and board directors Kyle Durham and David Durham.



CANDIDATE POSITIONS THAT COINCIDE WITH MSA POLICY POSITIONS

MSA POLICY POSITIONS

TRANSPORTATION: The Missouri Soybean Association supports a long term funding solution to address our transportation infrastructure needs.

BIODIESEL: The Missouri Soybean Association supports growing our biodiesel industry by increasing consumption.

ANIMAL AGRICULTURE: The Missouri Soybean Association supports increasing feed demand through expansion of our animal agriculture sector. We believe in a fair and equitable regulatory environment for livestock producers.

RESEARCH: The Missouri Soybean Association supports improving soybean production through research conducted at Missouri's land-grant institutions.

CANDIDATES		TRANSPORTATION	BIODIESEL	ANIMAL AGRICULTURE	RESEARCH
	GREITENS	✓	✓	☑	☑
	KOSTER	☑	☑	☑	☑



AGREE



SOMEWHAT
AGREE



DISAGREE



MISSOURI
SOYBEANS

The Missouri Soybean Association board of directors voted to endorse Attorney General Chris Koster in Missouri's gubernatorial race in August 2016.



Soybean Policy Update

While late summer and early fall are often quieter times on the policy front as lawmakers are predominantly working in their districts, Missouri has recently seen significant activity on both state and federal issues.

State Policy Update

The House Agriculture, Conservation and Natural Resources Appropriations Committee, chaired by Rep. Craig Redmon (R-Canton) has met monthly over the summer to discuss emerging issues and funding needs in advance of next year's legislative session.

Of primary interest to soybean growers and the biodiesel industry is \$1.9 million in deferred payments under the Missouri Qualified Biodiesel Producer Incentive Fund. This is part of \$115.5 million in funding restricted by

Governor Nixon in reaction to a current state revenue shortfall.

According to an August compliance advisory issued by the EPA, the Missouri Department of Agriculture has received 117 complaints of crop industry from alleged misuse of herbicides containing dicamba. The EPA has stated that 42,000 acres of crops have been affected. In response, the House Select Committee on Agriculture held a field hearing at the Fischer Delta Research Center in Portageville August 31. Speaker Todd Richardson joined several members of the Committee to discuss strengthening penalties for misuse. The Missouri Soybean Association's executive director and CEO Gary Wheeler was in attendance and testified in support. After the hearing, Committee members conducted a tour of some of the damaged crops. Your Association is in

close communication with Rep. Don Rone (R-Portageville) who is serving as lead on this issue. We welcome your input so we can be sure your concerns are adequately addressed before legislation is pre-filed in December.

The General Assembly met for its annual veto override session on September 14. Three Missouri Soybean Association (MSA) priority bills that received vetoes by the Governor were overridden: House Bills 1414 (agriculture data privacy protections) and 1713

Dan Engemann 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.



(changing composition of Clean Water Commission) as well as Senate Bill 641 (exempting agriculture disaster payments from state income tax). MSA appreciates the continued support for the soybean industry from members of the House and Senate.

Federal Policy Update

For the second consecutive year, MSA provided growers with an opportunity to interact with members of the Missouri Congressional delegation over the August recess at events we call “Shop Talks.” We appreciate the growers that came and joined us to talk soybean issues with Congressman Jason Smith in New Madrid, Congressman Blaine Luetkemeyer in Williamsburg and with Congressman Sam Graves in Chillicothe. The Shop Talk series will be capped off October 6 with a tour and dinner discussion at MSA’s Bay Farm Research Facility in Columbia.

The FAA’s drone rule, issued earlier this summer, took effect August 29. It seeks to provide further clarity to operators.

The rule specifies that drones must fly within an operator’s line of sight, must operate in the daylight and away from other aircraft. Drones must also fly less than 400 feet off the ground. As of August 29, more than 3,300 prospective drone fliers have signed up with the FAA to take certification tests and more than 20,000 commercial operators have registered their drones with the agency.

Also on the regulatory front, MSA is awaiting final EPA approval of new dicamba formulations for pre -and post-planting applications. MSA has sent two letters to EPA encouraging approval of new dicamba chemistry to give growers another valuable tool to control weed pressure.

Congress has returned to our nation’s capital to continue its work to keep the government funded past September 30, which marks the end of the federal fiscal year. Since no appropriations bills have achieved final passage, Congress is set to pass a Continuing Resolution or “CR” to prevent a government shutdown. Sources indicate the CR will likely authorize spending until approximately December 9, although certain elements of the House GOP caucus would like the CR to extend to next spring to avoid major decisions on government spending from occurring during the lame duck period after the November elections. If Congress passes a spending bill that expires in early December, Speaker Ryan’s preference is to pass several “minibus” bills which group two or three agency bills together as opposed to an omnibus bill that groups together all 12 spending bills.

Speaking of the elections, much of Congress’ remaining agenda for this year hinges on what happens on November 8. The outcome of who wins the presidency and who controls the Senate will determine Congress’ appetite to pass soybean priorities like the Trans-Pacific Partnership (TPP) a tax extenders package to reauthorize the biodiesel tax credit and to pass a new Water Resources Development Act (WRDA) bill.

The TPP has not been formally presented to Congress by President

Obama, primarily due to negative presidential politics on both sides of the aisle. Speaker Ryan has indicated that TPP does not currently have the votes to pass and Senate Majority Leader Mitch McConnell has said it will not be brought up this year. Nonetheless, MSA continues to push our Congressional delegation to support TPP if and when it is brought before them. MSA recently signed on to a Congressional letter of support for TPP signed by all of Missouri’s agriculture commodity groups. The letter points out that under the TPP, Missouri’s agricultural exports are estimated to increase \$105 million per year and Missouri agricultural cash receipts are estimated to increase by \$168 million per year.

Legislation to extend and reform the biodiesel tax credit has now been introduced in the House and the Senate. HR 5240 has the support of Congressman Jason Smith as an original cosponsor. In addition, Congressman Blaine Luetkemeyer has added his support as a cosponsor as well. In the Senate, companion legislation S. 3188 has the support of Sen. Blunt who signed as a cosponsor. Both of these bills will not have the traction to pass on their own this Congress and will have to be grouped with other tax bills in a tax extenders legislative package, of which the future looks murky for the remainder of this year.

WRDA is a bit of a bright spot currently as the Senate is preparing to pass the bill reauthorizing spending to maintain and improve our waterways infrastructure. The House may take the bill up in the month of September as well, with increasing chances that a new WRDA bill could become law during the lame duck Congress. As is the case with all of these priorities for the soybean industry, it will be up to us to keep the pressure on our members of Congress to continue to push for final passage before year’s end.

Thanks for your help in advocating for soybean legislative priorities. Please share your thoughts, concerns and questions with me anytime at dengemann@mosoy.org or (573) 635-3819. ■

Welcome

Missouri's Newest Soybean Breeder

Dr. Chen



Missouri's soybean breeding program is second to none among public universities and state checkoff programs, and the team is committed to ensuring producers continue to benefit from new varieties for the long haul.

By Logan Jackson

Photos courtesy of the University of Missouri College of Agriculture, Food and Natural Resources

The Fisher Delta Research Center soybean breeding team has gained national recognition for developing improved soybean varieties. The group releases four to six new varieties into the market every year as a result of their work, much of which is made possible through investments by the Missouri Soybean Merchandising Council and soybean checkoff dollars.

Pengyin Chen, formerly a soybean breeding and genetics professor at the University of Arkansas, has joined the team, accepting the MU Division of Plant Sciences David M. Haggard Endowed Professorship of Soybean Breeding. Chen will replace Grover Shannon professor, emeritus in the Division of Plant Sciences, as the head of the program, although Shannon will stay on in a part-time role to help with the transition.

"What you've got in Pengyin is a man with outstanding credentials," Shannon said. "He's well-known worldwide. He's an excellent mentor and trainer of students. He's farmer-friendly and enjoys working with all farmers. He knows what he's doing. His track record speaks for itself.

"He's going to be excellent. I don't think people even understand how good of a job he's going to do. I'm excited."

Chen officially joined the University of Missouri College of Agriculture, Food and Natural Resources Fisher Delta Research Center Sept. 1. He hit the ground running, meeting with growers and industry while walking fields during the Center's annual field day.

"I feel so fortunate to have this opportunity," Chen said. "Grover has one of the top programs in the nation, with great support all around. I told the farmers in the Missouri Bootheel that I'm excited to help them. I'm very receptive to any input that they have."

"We're extremely fortunate and proud to have attracted someone of Pengyin's caliber to join our division and our College," added Jim English, director of the Division of Plant Sciences. "I'm confident that in short order, he will become an important player in the continuing success and growth of MU's soybean breeding program."

A Strong Relationship

Shannon and Chen have collaborated on several projects since Chen joined the University of Arkansas in 2001. Their relationship goes back much further than that, however.

Continued on page 16.

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The duo met in the late 1980s, as Chen was finishing his doctoral degree at Virginia Tech.

“Our relationship goes back a long time ago, when I was first getting into the soybean business,” Chen said. “We met during the annual soybean breeders’ tour. He turned out to be a great mentor.”

“Over the years, he kept encouraging me to learn as much as I could and strengthen my technical skillset. He was a big supporter of my career every step along the way.”

A lot of Shannon and Chen’s work together has focused on high oleic soybeans. Mizzou has two patents dealing with high oleic soybeans and works closely with the Missouri Soybean Merchandising Council and soybean checkoff to ensure the benefits of their research are realized by farmers.

Shannon has been working with soybeans for 40 years. He received his Ph.D. in genetics and plant breeding from Purdue University in the early 1970s after receiving his undergraduate degree from Mississippi State University. He began his career at the Fisher Delta Research Center in 1974. After stops at other locations, Shannon has been back at Fisher Delta for the past 20 years.

Chen also has a great relationship with another Mizzou soybean breeder – Andrew Scaboo. Scaboo earned his doctoral degree in plant breeding and genetics from the University of Arkansas, studying under Chen, and now leads Missouri’s Northern Soybean Breeding Program, based at the Missouri Soybean Association’s Bay Farm Research Facility in Columbia.

“Pengyin really cares about his students,” Scaboo said. “He has a long history in the public and private sector of education and training. He’s also strong in variety development. A lot of his soybeans are being grown by farmers across the country.”

Chen’s main soybean research at the University of Arkansas focused on



Dr. Grover Shannon (left) and Dr. Andrew Scaboo (right) share soybean research results with producers and local high school agriculture students at the Fisher Delta Research Center Field Day. The two men currently lead Missouri’s southern and northern soybean breeding programs, respectively. Their work directly benefits Missouri soybean farmers through new varieties tailored to growing conditions across the state. Both have worked with Dr. Chen earlier in their careers and are excited for the opportunities ahead.

conventional variety development with high yield, pest resistance and stress tolerance. Chen’s primary focus is to improve the quality of soybeans.

Chen also has done research on developing soybean germplasm for future breeding purposes.

“He’s developed a lot of good soybeans,” Shannon said. “He’s worked with a lot of different soybeans, including ones that are drought tolerant, high protein and some that have improved digestibility for livestock and poultry.”

Along with his research, Chen trains students and is heavily involved with seed companies to promote and market new soybean varieties.

The University of Missouri has one of the largest soybean breeding programs in the nation, as far as public universities go, working with state and national soybean organizations on research and education efforts through the soybean checkoff, as well as other partners to fuel that growth.

Shannon has played a huge role in that – and he’s happy to see where Chen takes the program.

“He’ll come in and take MU to new places,” Shannon said. “I’m looking forward to helping Pengyin in the next year or so. I think the next few years are going to be wonderful. He’s going to bring a new perspective to what we’re doing.”

Chen added that he’s excited to take the reins of the program, and he’s equally thrilled to continue the learning process while working with someone he admires.

“I’m an old kid on a new block,” Chen said. “I think I have enough gas left in the tank for another good run. I’m extremely excited. This is a new chapter of my professional career.”

“Pengyin is being humble when he says he may have another run in him,” said Trent Haggard, director of the Fisher Delta Research Center. “He keeps a very busy schedule, is very organized, professional, detail oriented and has high energy. We are very excited about the interactions we have had with him already. Pengyin will inherit a powerful team that Grover put together. This talented team has worked together for years and has also known Pengyin for years.”

Seeing Green



Missouri is known for having a very diverse agriculture industry, and producer and banker John Kleiboeker sees firsthand the important relationship between row-crop and livestock production.

By Adam Buckallew

John Kleiboeker is well acquainted with the important role animal agriculture plays in rural America. He grew up on his family's farm in Stotts City, Missouri, and continues to run a commercial cow-calf and Red Angus/SimAngus seedstock operation with his wife and children.

In addition to his job on the farm, Kleiboeker is an agricultural lender with Arvest Bank, where he works with many family farmers who are involved with livestock and poultry production.

"I've seen the economic impact animal agriculture generates as both a producer and a banker," Kleiboeker says. "It gives families a chance to live on the farm and work there full-time while making good money. That money is then spread through the local economy."

The economic impact Kleiboeker describes was recently documented in a report the Missouri Soybean Merchandising Council (MSMC) commissioned from

the University of Missouri's Commercial Agriculture Program.

The report, *Economic Contributions of Animal Agriculture in Missouri*, details how beef, dairy, poultry/egg, swine and other animal production and processing in Missouri provide more than 150,000 jobs, pay \$6.2 billion in labor income and generate \$11.7 billion in value-added products for the state's economy.

"This is the first time we've aggregated all of the economic contributions of the various Missouri animal agriculture producers and processing facilities within the state," says Ryan Milhollin, an agricultural economist for University of Missouri Extension and one of the authors of the report. "In the past we've usually focused on specific industries, but with this report we're able to show the impact of the industry as a whole."

The report was compiled by analyzing the economic contributions of Missouri animal agriculture and processing

industries at both the state and county level and funded by the soybean checkoff. Using 2014 data, the researchers captured the economic effects produced from direct, induced and indirect contributions to summarize the value animal agriculture and its related businesses generate in each of the state's 114 counties.

“When you value-add to soybeans and animal agriculture products, it’s good for the entire value chain from farmers, truckers, livestock producers, processors and input suppliers to consumers,” Milhollin says. “A vibrant animal agriculture industry is beneficial for the state’s row croppers as it creates substantial demand for their products. Likewise, a healthy crop market within the state gives animal agriculture producers easy access to large quantities of quality feedstuffs. Missouri agriculture is at its best when farmers, ranchers and livestock producers work together.”

Supporting Animal Ag Benefits Soybeans and Communities

Livestock and poultry producers dominate the market for soybean meal. Animal agriculture consumes 98 percent of the meal produced in Missouri - the

equivalent of 3.3 million tons annually. That’s why the MSMC has been working for years to educate soybean farmers about the important connection they share with livestock producers. The report MSMC funded helps to paint

“The money stays in the community and it gets turned over several times between individuals and local businesses.”

-Robert Alpers

a broader picture of the overall impact animal agriculture has within the state beyond the farm gate.

“Money from local livestock and poultry production and processing flows through rural communities,” says Robert Alpers, a director on the MSMC board. “Farmers are conservative by nature, but we usually try to do as much business locally as we can. That money stays in the community and it gets turned over several times between individuals and local businesses.”

In addition to the jobs and income animal agriculture provides, it also

makes significant contributions in the form of taxes. According to the report, Missouri animal agriculture production and processing account for \$698.7 million in local/state taxes and \$1.4 billion in federal taxes. That money helps to fund local infrastructure.

“The tax revenue from animal agriculture is helping to pay for road improvements, schools, ambulatory districts and other municipal facilities that benefit entire communities,” Kleiboeker says. “We’re fortunate to live in a state with the capacity to support robust crop and animal agriculture production. It’s a nice blend that benefits us all.”

Complementary Relationship

The Alpers family raises more than 400 commercial cattle, about 25 Simmental cattle they use for breeding, and roughly 3,000 acres of row crops in Prairie Home, Missouri. Alpers says the diversification of his family’s farm is typical of others in the area.

“Most of the farmers around here are raising a combination of crops and livestock or poultry,” Alpers says. “There’s a complementary relationship between animal agriculture and crop production. Each plays a role in adding value to the farm and contributing to our profitability.”

Alpers says the data demonstrating animal agriculture’s financial impact in Missouri is encouraging and validates the significant value livestock production and processing bring to local economies.

“This report makes it obvious animal agriculture is a vital part of the economies of rural Missouri and its associated businesses and processing facilities amplify its value,” Alpers says.

The benefits of animal agriculture are apparent to Alpers every time he sells his soybeans.

“There’s no doubt it has improved the basis,” Alpers says. “Demand from local livestock and poultry producers adds value to our soybeans.”



Nathan Alpers oversees the day-to-day livestock operations on his family farm. He works with his father and uncle daily, and sees diversification as a way to keep the farm financially stable. He recognizes the important relationship between row crop and livestock production for their operation and for all of agriculture.



Three generations of the Alpers family, Nathan Alpers, his daughter Paige, and his father Robert Alpers with some of their cattle herd. The Alpers family raises more than 400 commercial cattle, roughly two dozen Simmental cattle they use for breeding, and roughly 3,000 acres of row crops in Prairie Home, Missouri.

Likewise, Alpers says animal agriculture producers have benefitted from the rise of Missouri's biodiesel industry.

"It wasn't too long ago that soybean oil was looked at as almost a waste product," Alpers says. "That put a lot of the value of the soybean on the meal. Now that biodiesel has increased the demand for soybean oil, the value of the soybean has been balanced more evenly."

As Missouri's biodiesel production has grown, so too has its soybean crushing capacity to meet the new demand for the oil. The additional soybean meal produced in Missouri has been a boon to the animal agriculture industry.

According to the United Soybean Board, soybean meal prices declined at least \$21 per ton during the five years preceding 2015 due to increases in soybean crushing to meet the demands of the biodiesel industry. On a statewide basis, this resulted in approximately

\$20.9 million in savings for Missouri animal ag producers in 2013 due to the lower soybean meal prices.

Nationally, that savings number is estimated to be \$4.8 billion, while also providing a 15 percent price support for soybeans because of soybean oil demand created by biodiesel.

Speaking Up for Animal Ag

When Kleiboeker saw the number of jobs and the amount of income animal agriculture accounted for in Lawrence County, where he and his family farm, he was impressed.

"I knew we were a top cow/calf county in the state, but the totals surprised me," Kleiboeker says. "We all know that we're contributing to the economy, but sometimes it can be hard to quantify."

Seeing the impact animal agriculture has in his county, Kleiboeker cringes when he starts to think about the counties considering passing ordinances

designed to limit livestock and poultry production.

"The people in my county understand the value animal agriculture brings to the table, but not everyone is so lucky," Kleiboeker says. "I genuinely fear those counties passing health ordinances may be cutting off their nose to spite their face, and consequently, crippling their communities."

He intends to use the economic figures in the report when speaking with elected officials.

"This is ammunition we can work with when we are trying to educate people about the value animal agriculture brings to our local communities and the state," Kleiboeker says. "The data offers so much validity to the messages we've been preaching about animal agriculture's economic contributions."

To read the full report, visit mosoy.org.



Soybeans coming up through thick cover in a central-Missouri field.

Post Harvest Planning Cover Crops

In the heartland, fall is no longer just harvest season. For many, planting cover crops will be an integral part of the overall #Harvest16 game plan. Will it be for you?

By Darrick Steen

The United Soybean Board contributed to this article.

Despite falling commodity prices and challenges surrounding farm profitability, the growing use of cover crops is maintaining, if not gaining, momentum in Missouri. Cover crops are no longer just a conservation practice, but an integral part of the crop management system, specifically targeting the soil health management element. This continued momentum also fuels considerable discussion: Why are farmers investing in cover crops? Do the benefits outweigh the costs? What are the main benefits farmers seek from those plantings?

Straight From the Farmer's Mouth
Johnny Hunter, a Stoddard County

farmer and Missouri Soybean Association district seven director, says he has observed five reasons more farmers should consider adding cover crops to their farming operation. Those five include:



Darrick Steen

1. Improved Profitability

"The fields we've cover cropped have healthier soil profiles and more consistent yield," Hunter says. "They're less volatile and we don't see wild fluctuations in production. That consistency results in better yields and higher profits."

2. Reduced Inputs

“We lean on our cover crops to scavenge nutrients and fix nitrogen for our cash crops. Last year, our cover created 74 pounds of nitrogen per acre, or the equivalent of \$28 per acre according to our soil nitrate testing. The more nitrogen we can produce through cover cropping, the less we have to purchase.”

3. Savings on Herbicides

Cover crops provide natural weed suppression that allows Hunter to forgo some of the herbicide applications he has to make in his non-cover-cropped fields.

“I see the cover crops almost like a residual herbicide,” Hunter says. “I let my cover grow big and tall so that it forms a blanket of biomass that keeps weeds from emerging. We also plant cereal rye that has allelopathic properties that reduce pigweed populations. The cereal rye has helped us dramatically reduce pigweed in our fields.”

4. Enhanced Water Infiltration

Hunter uses moisture monitors buried 4 inches, 8 inches and 12 inches deep in his fields to help determine when his crops need irrigation. He’s found his cover-cropped fields do a much better job of absorbing rainfall than his fields without cover.

“A half-inch rain usually only shows activity at the 4-inch level in our fields where we haven’t planted cover crops. We’ll see water reaching all the way down to our deepest sensors in our fields with cover. The tiny fibrous roots of the cover crops really help water find its way deeper into the soil and greatly increases the soil’s water-holding capacity.”

The enhanced moisture retention of the soils in his fields with cover allows Hunter to reduce his irrigation costs.

5. Erosion Control and Runoff Prevention

“Cover crops protect our soils from blowing and washing away with their living roots that help to hold the soil in

place. The cover also shields the dirt from direct contact with rain droplets, preventing soil particles from detaching from the soil, where they are more susceptible to erosion.”

Think Outside the Box, But Do Your Homework First

Incorporating cover crops into a farm’s overall crop management strategy will provide a multitude of benefits, but it’s not a ‘one and done’ or a ‘plant and walk away’ type of practice. For a successful cover crop experience, some up front planning and goal setting should be part of the overall strategy to help ensure you meet your priority objectives. Cover crops require a generous investment of time and money as well as management effort, all of which coincides with the hectic harvest and planting season. It can all become a bit overwhelming. Therefore, it’s important to think strategically about cover crops and how they best fit into a given farming operation to ensure that the benefits received justify the time and investment.

One thing heard repeatedly from farmers is that the successful transition to using cover crops involves a learning curve and thinking outside the box. Every farm operation is different, and first-time cover-croppers should start small and learn first-hand what works (and perhaps more importantly what doesn’t work) on one’s own farm. Priority number one should always be getting the cash crop successfully planted. Starting small will minimize planting risks and maximize successful long-term implementation.

Determine up front your key objectives for using cover crops. This is important not only to help you measure results afterwards, but also will guide certain decisions you will need to make on the front end. Certain objectives will influence your decisions. For example, selecting the right cover crop species (or mix of species), the right seeding rate, planting method and timing as well as termination method and timing, all play a significant role in meeting different objectives.

One might think that cover crop stands



In May, soybeans were planted into as much as seven feet of cereal rye cover in this central Missouri field. In June, the soybeans can be clearly seen coming through the mulch provided by that cover crop. In August, those same soybeans were benefiting from reduced weed pressure and increased soil moisture.

should always look thick and lush, however researchers have found the best cover crop for your fields may not be as pretty as a picture. “The photos you often see are of the best stands, which has contributed to the impression that cover crop stands should be thick,” says Joel Gruver, Western Illinois University soil science associate professor. “A thick stand increases cost, increases risk of interference with the subsequent crop and is not necessary



Cover crops provide a slate of benefits, including increasing soil moisture and organic matter and reducing erosion, but the decision to add cover crops isn't that simple. Growers must also consider the additional inputs, from seed and fuel to their time, associated with growing what amounts to another crop each year.

to achieve significant conservation benefits.”

The optimum stand depends on what you want to accomplish. Lyons explains that cereal rye for weed control may require a bushel or more per acre, but simply working to improve soil health may require one-half to two-thirds of that. And if cover crop forage will be grazed or is in an erosion-prone area, consider planting a higher rate than in a less-intensive management situation.

New Farmer Survey Data Tells an Encouraging Story

Despite the sagging farm economy and the added investment of cover crops, on-farm data shows continued growth of acres being devoted to cover crops. Clearly farmers are seeing this investment as a worthwhile effort.

Understanding the perceived benefits of cover crops has been a major focus of the Conservation Technology Information Center's (CTIC) Cover Crop Survey project since its inception. The fourth annual 2016 CTIC Cover Crop Survey collected data from 2,020 farmers from across the US. These surveys have charted a steady rise in cover crop acres and use since 2010, and projected plantings in the summer/fall of 2016 were expected to continue the trend, despite a bearish agricultural economy.

The survey also showed that of all the possible benefits gained from cover crops, the top three by far according to farmers were, in order of score, “Increases overall soil health” (1,219 positive answers; 86%); “Reduces soil erosion” (1,174; 83%); and “Increases soil organic matter” (1,163; 82%).

Farmers also reported modest yield gains in both corn (1.9%) and soybeans (2.8%) following the use of cover crops, and while a majority saw no loss in profit or lacked the data to tell, about one-third found profit increase from cover crops, while only 5.7 percent had a reduction in profit.

Cereal rye was reported to boost soybean yields on a majority of farms, and 82 percent indicated that cereal rye as a cover helped reduce weed problems.

Notably, 26 percent specifically indicated cereal rye improved control of troublesome herbicide-resistant weeds.

Asked whether cover crops reduced yield variability during extreme weather

events, two-thirds of the respondents agreed to seeing that benefit. Cereal rye was the most popular single species of cover crop, but mixes of two or more species were also popular and growing.

“ I see the cover crops almost like a residual herbicide. I let my cover grow big and tall so that it forms a blanket of biomass that keeps weeds from emerging. ”

-Johnny Hunter

Next Steps

Cover crops are a priority area for the Missouri Soybean Association and Missouri Soybean Merchandising Council. In addition to implementing cover crops on the Association's Bay Farm Research Facility in Boone County, the Merchandising Council is working with growers statewide on a strip trial program and other efforts to increase the understanding of both the challenges and benefits brought by implementing cover crops.

Learn more online at mosoy.org. ■

Membership Matters

Are you a member of the Missouri Soybean Association? If not, why? Membership in the Missouri Soybean Association (MSA) is a smart financial decision. Not only does your membership provide for policy work on issues directly affecting your bottom line, membership also comes with a package of discounts and other benefits that far exceeds a year's dues. If you're already a member, are you making the most of your benefits package?

Taking advantage of any one of the membership benefits can put you ahead for the year. Benefits include discounts on registration for Commodity Classic and 10 percent off on purchases of Cabela's gift cards, as well as discounts on new vehicles through the GM Supplier Discount Program, Chrysler Affiliate Rewards Program and Ford Partner Recognition Program. All members also receive subscriptions to American Soybean Magazine and Missouri Soybean Farmer and the children and grandchildren of members are eligible for special college scholarships too, including the \$5,000 Secure Optimal Yield (SOY) Scholarship. Students can apply for the scholarship now through November 21, 2016.

Lifetime members of the Missouri Soybean Association, like David and Jennifer Wright, of Emden (at right), also receive a full color, personalized and weather resistant metal sign perfect for the home or shop.

Want to learn more or upgrade your membership? Visit mosoy.org or call (573) 635-3819.



Lifetime members David and Jennifer Wright of Emden

A Renewable Fuel that Positively Impacts Animal Ag



As biodiesel production **INCREASES**



Biodiesel production provides an often overlooked benefit to poultry and livestock farmers – savings on soybean meal to feed their animals. Animal producers look for the best feeds at the best prices, and biodiesel helps keep the cost of high-quality soybean meal competitive in the marketplace.

As biodiesel demand rises, so does the demand for soybean oil. The added demand increases soybean crush volume, which puts more soybean meal on the market. With more meal supply comes lower prices.

"The more soybeans we produce, the more meal we have available," says Ronnie Russell, a Missouri soybean farmer from Richmond. "That's another way we can support our number one customers in the animal ag industry."

Tom Raffety is a soybean farmer from Wyatt, Missouri.

He understands the benefits of higher demand for biodiesel and the impact it has on animal agriculture.

"More domestic use of our oil leads to a greater and more readily available supply of soybean meal. The more we use and create, the cheaper and more accessible the soybean meal becomes," says Raffety.

To learn more about how animal producers can benefit from biodiesel in their engines as well as on their bottom line, visit www.biodieselworksforyou.com.

The price of soybean **MEAL DECREASES**



\$4.8 BILLION
Saved nationally by poultry and livestock farmers over 5 years*

HERE'S HOW:



As demand for soybean oil increases U.S. crush



The supply of soybean meal increases



Which lowers soybean meal costs

BIODIESEL ★ WORKS

*SOURCE: Based on soybean meal and oil prices, 2004-2009. Informa Economics (2015). Impact of the U.S. Biodiesel Industry on the U.S. Soybean Complex and Livestock Sector. ©2016 United Soybean Board



HONOR WALL

Good news from those working on behalf of Missouri soybean farmers

Wolf Goes International with Checkoff Program

Tipton, Missouri soybean farmer Russell Wolf participated in the United Soybean Board's See for Yourself program this year, exploring the soybean value chain in Missouri and the US, as well as internationally.

Wolf was one of 10 farmers selected through an application and interview process. While many of them knew little of the checkoff's role prior to the program, the farmer-participants dove right in to better understand the checkoff and the uses of soybeans around the world. Participants spent time in St. Louis before visiting Costa Rica and Panama.

While in Costa Rica, participants heard from INOLASA, the sole soybean-crushing plant in Central America. The checkoff, through the United States Soybean Export Council (USSEC), partnered with INOLASA to increase U.S. soybean consumption in Costa Rica, taking it from 33 percent of its imports in 2014 to 100 percent in 2015. In Panama, the farmers discussed infrastructure and transportation challenges while touring the newly-expanded Panama Canal.

"As a soybean farmer from mid-Missouri, a lot of our soybeans do go down river to the barges and then they come right through the Panama Canal and the amount of time, basically, to get to the end-user is so much shorter and it's so economical to do it this way," Wolf said. "What surprises me the most about the soybeans coming through the Canal is the time that it saves for the soybeans to actually go through and the amount of soybeans that go through the Canal, thirty to forty percent of all our export soybeans come right through this Canal."

Sponsored by the United Soybean Board's Audit and Evaluation (A&E) Committee, the See for Yourself program connected farmers with their checkoff investment, providing transparency into the soy checkoff and allowing farmers to find out more about the many end uses for US soy.

"The farmers on this program really got their eyes opened to what the soy checkoff does for them as a farmer and marketer of soybeans," said Keith Tapp, Kentucky soybean farmer and A&E Committee chair. "In all of our locations, I think the participants saw a wide range of activities demonstrating how the checkoff works for them and all US soybean farmers."

To learn more about the United Soybean Board and opportunities to be involved, visit unitedsoybean.org.



Russell Wolf



The See for Yourself group following a tour of the newly expanded Panama Canal. Behind the group, a ship turns into the channel to begin moving through the Canal lock process.

Todd Gibson to Serve on USSEC Board of Directors

The US Soybean Export Council (USSEC) works on behalf of soybean growers internationally under the mission to build a preference for US soybeans and soybean products, advocate for the use of soy in feed, aquaculture and human consumption, and promote the benefits of soy use through education.

Those efforts are led by the USSEC Board of Directors, which now includes Missouri soybean farmer Todd Gibson. Gibson was appointed to the board in August. Gibson, of Norborne, Missouri, currently serves on the board of directors for the United Soybean Board. He previously served Missouri soybean farmers on the state board of directors.

USSEC's Board is comprised of directors assembled from two classes of USSEC membership—the Founders and Domestic Industry Classes. Gibson represents the Founders. The Founders Class of Board Members are appointed by USSEC's founding members, the United Soybean Board (USB) and the American Soybean Association (ASA).

Learn more online at ussec.org.



Todd Gibson



Reed Named to WISHH Leadership

American Soybean Association (ASA) President Richard Wilkins has confirmed 15 soybean growers from 11 states to serve as ASA's World Initiative for Soy in Human Health (WISHH) Program Committee in 2016-2017. Officers are: Chairman Daryl Cates (Ill.), Vice Chair Levi Huffman (Ind); Treasurer Stan Born (Ill); and Secretary E.L. Reed (MO).

New WISHH Committee members include: Tim Bardole (Iowa); Roberta Simpson-Dolbeare (Ill.); Kurt Maurath (Kan); and Dawn Scheier (S.D.). Returning members include the officer team as well as: Ryan Cahoon (N.C.); George Goblish (Minn.); Jeff Lynn (Ill); Steve Reinhard (Ohio); Jim Wilson (Mich.) and Art Wosick (N.D.). Keith Kemp (Ohio) serves as an ex-officio member along with U.S. Soybean Export Committee (USSEC) Manager Marypat Corbett.

"We commend these soybean growers who lead WISHH's important work that builds long-term international markets for U.S. soy by leveraging U.S. farmer investments with U.S. Department of Agriculture and other programs," said ASA President Richard Wilkins. "WISHH has a winning strategy that benefits both U.S. soybean growers and WISHH's developing country partners who make their nations more food secure by adding U.S. soy protein to their livestock feed rations and diverse human foods."

In addition to his service with WISHH, Reed currently represents District Two on the Missouri Soybean Association Board of Directors and represents Missouri on the American Soybean Association Board of Directors. A resident of Chillicothe, Missouri, Reed is a life-long farmer and agribusinessman, and is passionate about ensuring the bright future for the soybean industry.

According to U.S. Department of Agriculture (USDA) and



The WISHH program committee members, including Missouri's E.L. Reed (fifth from left).

other economic analysis, developing countries dominate world demand growth for agricultural products and will account for 92 percent of the total increase in world oilseed and meat imports 2013-2022. WISHH and the USSEC pave complementary trade routes that grow U.S. soy markets. Among many examples, in recent years WISHH helped create an aquaculture market that is contributing to demand for soy-based feed in Pakistan. Due to demand for soy protein taking off in Pakistan, WISHH will continue to transition market development programs in that country to USSEC after October 1, 2016.

WISHH is a trade-development organization. Since U.S. soybean farmers founded WISHH in 2000, it has worked in 24 countries to develop long-term markets for U.S. soybean farmers while fueling economic growth and value chain development. The WISHH program is managed from ASA's world headquarters in St. Louis. For more information, visit wishh.org.

They Started at Soybean

In addition to investing soybean checkoff dollars in research, promotion and consumer education related to soybeans, the Missouri Soybean Merchandising Council also invests in the future of agriculture in Missouri with a variety of internship opportunities.

By **Brittney McBride**

Growing up in rural Missouri, Austin Smith knew his future would be in the agriculture industry. Smith earned an agricultural education degree in 2014 and an agricultural economics degree in 2016 from the University of Missouri-Columbia. During the summer of 2015, Smith came on board as a communications intern for the Missouri Soybean Association and Merchandising Council.

Although Smith grew up on a produce farm, growing watermelon and cantaloupe in southeast Missouri, he became familiar with corn, wheat and soybeans throughout his grandfather's farming operation and involvement in the National FFA Organization.

Smith graduated from East Prairie High School in 2010. After graduation, he served as a Missouri FFA officer during the 2010-2011 school year.

Although he was a communications intern, he focused on several economic and business projects during his time with Missouri Soybean. His projects varied from developing a business plan for possible food truck promotions to writing articles for the Missouri Soybean Farmer and compiling talking points and industry information for fact sheets.

Following his communications internship, Smith worked at the Bay Farm Research Facility as a research assistant. During this position, Smith was involved with research and development for high oleic soybeans.

"There is a place for everyone in the agricultural industry, especially at Missouri Soybean," Smith said. "From communications to politics, everyone is intertwined and works together, while



Austin Smith

doing their own separate jobs." Smith recalls the office environment of Missouri Soybean to be an easy place to work, filled with wonderful employees. He brags on his internship because it felt more like a career, with tasks he considered beneficial, rather than busy work that would soon be forgotten.

Throughout many of Smith's involvements, he has some words of advice for those hoping to land a job or internship position.

"Make sure you get out and get involved," Smith said. "Find your place within the industry and soak up as much information as you can."

Currently, Smith resides in central Louisiana as a Bunge employee. He started this summer at an elevator in Jonesville, La., and spends each day focusing around the marketing sector of the elevator.

"I am constantly calling farmers in the area to discuss their operations and the market," Smith said. "Having the ability to pick up the phone or meet someone in person on a farm visit is key to building a connection with your customers." Utilizing the skills he acquired during his internship with Missouri Soybeans, he hopes to grow within Bunge to hold a trading or marketing position.

After hearing about the Missouri Soybean internship from a previous intern, Shelby Davis set a goal to take advantage of that opportunity herself. She applied and received the field services internship position during the summer of 2012.

During her internship with Missouri Soybean, Davis created a database to show where biodiesel can be purchased in Missouri. She also worked to build relationships with growers and consumers, and wrote articles for this magazine.

That range of responsibilities fit her well. When Davis walked into the Missouri Soybean office for the first time, she was not sure whether she was more interested in pursuing a career in sales or public policy.

She credits the internship experience and the relationships she developed for helping her make some important decisions.

When Davis wrapped up her internship with the Missouri Soybean Association and Merchandising Council, she knew her career path would be in sales. She thanks this internship, and the people she met, for cutting a path for her future career.

“The board members I got to work with specifically were a great group of people and I really enjoyed it,” Davis said.

Davis grew up on a row crop and cattle operation in Monroe City, Missouri. After graduation from Monroe City High School, Davis attended the University of Missouri to study agricultural



Shelby Davis

economics. She graduated with her bachelor of science degree in 2014.

After Davis graduated from the University of Missouri, she started her career with Syngenta in Kansas before moving home to northeastern Missouri to work in agronomy sales for MFA Incorporated. Her role takes her to several MFA, Inc. locations, including Kirksville, Lancaster and LaPlata, and gives her an opportunity to continue the networking and relationship building she enjoys so much across the region and the agriculture industry. ■

Continuing Education

The sixteenth class of Missouri's Agricultural Leadership of Tomorrow program recently graduated; selection of class XVII is happening now.

Missouri's Agricultural Leadership of Tomorrow (ALOT) program is well known throughout the state, and well beyond. The group's sixteenth class graduated in August after visiting producers, elected officials and industry throughout Missouri, in Washington D.C. and while spending two weeks in Vietnam.

The group included former Missouri Soybean interns and lifetime members Mike Sharpe and JP Dunn, as well as lifetime member Bradley Moll and members Ben Anderson, Adam Dohrman, Kelly Marshall, Chad McCullough, Jay Sloniker and Christine Tew.

Individuals interested in participating in the seventeenth ALOT class have until September 30 to complete the application. Learn more online at <http://www.missourialot.org/>.

ALOT
Agricultural Leadership of Tomorrow
Making a global impact . . . One Missourian at a time



Missouri Soybean Association members in ALOT class XVI pose in a research center soybean field while in Vietnam.



Don't Wait to Consider Your Estate Plan

Estate planning can be an uncomfortable topic, but it can also provide peace of mind and certainty during very uncertain times for a family farm.

By Connie Haden, The Law Firm of Haden & Haden

I recently sat by the hospital bed of a 70-year-old farmer in the late stages of terminal cancer to discuss his estate plan. He owned a large and successful farming operation, and had two children. One child had farmed with his father all his life and one child had moved to a career in the city. The man's wife was living in a nursing home and suffering with dementia.

The farmer had thought for many years about what to do with his estate but had never made a plan because he couldn't quite figure out how to both treat his children fairly and continue to provide for his wife. Unfortunately, in this situation, his options were limited because his time was short and because his wife was no longer competent to sign estate planning documents.

He was stuck.

Unfortunately, this situation is not unusual. Farmers will wait for years to work on their succession plan in the false hope that someday they will formulate the perfect plan. But too often that day never comes. That's why we urge the farmers and ranchers we work with to develop and implement a succession plan as soon as possible.

Estate planning is more critical for agricultural operations now than ever before because the tax stakes are higher and the family arrangements involved in operating a farm have become more complicated. Good planning can ensure that your loved ones are able to keep more of your assets away from the tax man, and also help avoid infighting and wasted resources for your family after you're gone.

But there are, of course, always excuses, and here are the five most common excuses we hear for avoiding estate planning:

1. It's too expensive!

While there is some expense in setting up an estate plan, the price of having a plan done right almost always outweighs the cost and trouble for your loved ones if you have no plan or an outdated plan. Estate taxes and probate procedures can take a huge bite out of your assets, and both can be significantly reduced or even avoided with a good plan.

2. It's troublesome and time consuming!

Setting up an estate plan does take some time and thought, but your loved ones will come out ahead on time and

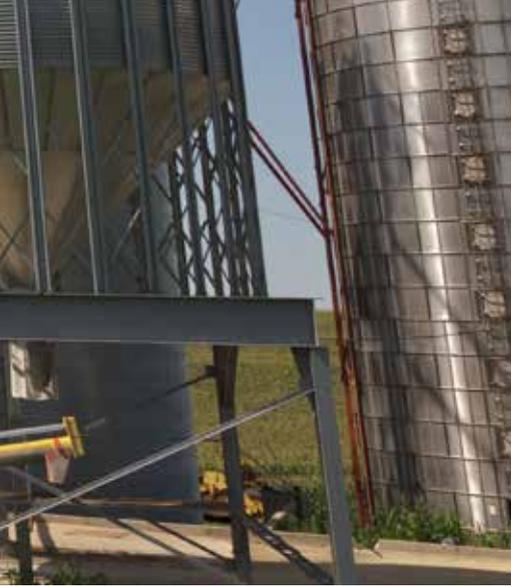


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headaches with careful attention to the future. And planning for tomorrow can have immediate benefits today, as you may get a fresh perspective and new understanding of your finances and operations. It is not unusual for good estate planning to lead to better overall business planning and higher profits.

3. I don't want to cause a fight in the family!

The short term discomfort for your family that may come with estate planning pales in comparison to the fights that break out in families when a loved one dies with no plan or an inadequate plan. When someone dies without a plan, it often results in protracted litigation. Litigation is



Explaining Estate Planning

By
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expensive and time consuming – and your kids are still fighting. Conversely, the certainty that comes from early notice of your intentions can lead to better planning for other family members, and fewer hurt feelings.

4. I already have a will!

Estate plans should be reviewed and updated periodically to ensure that they still conform to your wishes and reflect your current operations. If you own your land, you are likely significantly wealthier than you were 10 years ago, and that means your tax exposure has changed. In addition, having a simple will does not avoid the costly and time consuming process of moving property through the probate court upon your death.

5. I don't want to talk about dying!

Like everything else in your farm or business, avoiding or putting off a task because it is unpleasant does not make things easier. We all know that death is inevitable, but it is also our nature to ignore or avoid that reality. For your family's sake, you should prepare yourself to plan for the one certainty with which every farm and ranch must contend.

Good estate planning doesn't have to be prohibitively expensive or painful. In this time of uncertainty, now is the time to get an estate plan in place. ■

Estate planning means several things. At its core, it means that you have thought out and planned for who will run your farming operations after you die or are incapacitated due to illness. Do you have a legal structure in place that will allow another person to enter into new contracts or pay bills? Using an LLC or corporation as a business entity has many advantages from an asset protection standpoint. This same structure is also useful to designate a person to continue to operate your business in your absence. Perhaps you have several officers appointed along with you or a procedure for appointing a new manager of your LLC. Make sure you don't merely create the business entity with the State of Missouri. A proper business plan includes by-laws or an operating agreement, which sets out how successor officers, directors and managers are selected. You want your business to be able to operate seamlessly even if the people operating it change.

Estate planning also means that you have a plan for who will inherit your farming operations upon your death. Do you own your business individually, jointly, or in a trust? A trust is a common and straight forward way to maintain control of your property, including your business, during your life and transfer your property to the persons you choose upon your death. If you have a corporation or an LLC, your shares or membership interest will be owned by your trust. Do you want your children to "keep" the farm or divide it up for sale? Do you want only one of your children to inherit or be in control of the farm? Your trust is the place to make these decisions.

The lack of a proper legal structure or trust can prove devastating to your business if you die or become ill. If no one can legally act for you when you are ill, it may be necessary for a court

to appoint a conservator to manage your business. This essentially makes the court a business partner. If you die without a trust, it may be necessary for a probate estate to be opened in order for the appointment of a personal representative to manage your business. This conservator or personal representative may not be the person you would have chosen.

More importantly, you have lost the opportunity to express your wishes as to who will control and own your business and other property. Conflicts can arise between your spouse and children about whether to continue to own the business or how to operate it. Bills may not get paid; contracts may not be fulfilled. This is particularly true when only one of several children participates in the business. Non-participating children may resent the sibling who wants to continue to operate the business and force him or her to buy them out or attempt to force a sale of the business entirely. Estate planning gives you the chance to avoid these conflicts.

Estate planning also means that you have designated a person to make your personal health care decisions in the event you are incapacitated. It is more and more common for people to have "living wills." But a living will has a very limited purpose. It is your affirmative statement of the types of medical procedures you do or do not want in the event you are in a terminal condition or near death. It does not allow your spouse or your child to make the myriad of medical decisions that need to be made if you are seriously ill and unconscious, but expected to recover, or if you have dementia or other memory illness, such as Alzheimer's disease. A medical (or health care) power of attorney is necessary to designate the person you want to make your health care decisions for you. ■



New Leadership for MSMC

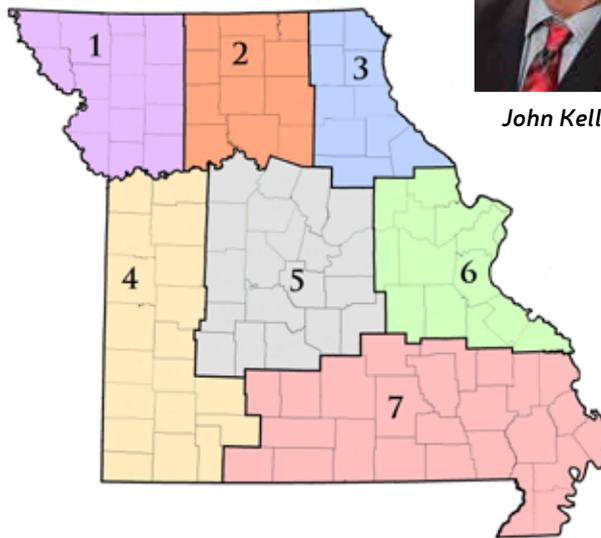
The Missouri Soybean Merchandising Council gained new leadership and new farmer leaders this summer.

The Missouri Soybean Merchandising Council has new leadership following the board of director's summer meeting in Jefferson City. Buchanan County soybean farmer John Kelley, of Faucett, was selected by a group of his peers to lead the Missouri Soybean Merchandising Council.

"It is an honor to be trusted with the responsibility of leading our state's soybean checkoff efforts as the Missouri Soybean Merchandising Council chairman," Kelley said. "I look forward to continuing our work to improve the bottom line for soybean farmers, including ensuring Missouri farmers have access to the most up-to-date research information and developing new market opportunities for our soybeans."

Kelley's leadership team for the Missouri Soybean Merchandising Council includes newly elected vice-chairman Harold Gloe, a soybean farmer from Hermann, Mo., and secretary/treasurer Robert Alpers of Prairie Home, Mo. The outgoing chairman, David Lueck of Alma, Mo., will continue to serve on the 13-member board of directors in a term ending in 2017. Soybean farmer Will Spargo of Neelyville, Mo. served as the chairman of the nominating committee.

Kelley's election took place during



Missouri is divided into seven soybean districts

the Missouri Soybean Merchandising Council's summer meetings, where board members also reviewed ongoing research and education efforts, and collaborated with leadership from the Missouri Soybean Association on joint efforts to grow opportunities for Missouri's soybean farmers.

Kelley will serve a one-year term as the Council's chairman, leading Missouri's



John Kelley



Aaron Porter



Mark Lehenbauer

soybean checkoff efforts on behalf of farmers statewide. He is eligible to be re-elected to a second year as chairman during the board of directors summer 2017 meeting. Prior to being named chairman, Kelley served two years as the Council's vice-chairman and represented the soybean farmers of District 1 on the board of directors.

In addition to his farm and service to



Upcoming Events & Activities

September 28 *CAFNR Career Fair - Columbia*

October 6 *Soybean Shop Talk - Columbia*

November 3-6 *Agriculture Future of America Leaders Conference - Kansas City*

November 5 *Missouri ALOT Annual Meeting - Columbia*

November 9-11 *National Association of Farm Broadcasting Convention - Kansas City*

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December 2-3 *Missouri Livestock Symposium - Kirksville*

December 4-6 *Missouri Farm Bureau Annual Meeting*

December 14-16 *Missouri Governor's Conference on Agriculture - Osage Beach*

January 6-8 *Missouri Cattlemens Convention - Osage Beach*

the Missouri Soybean Merchandising Council, Kelley volunteers on his county Farm Bureau board and enjoys spending time with his wife, children and grandchildren. He is also a veteran of the Air National Guard.

The Missouri Soybean Merchandising Council also gained two new directors at the summer meeting as Stoddard County soybean farmer Aaron Porter and Marion County soybean farmer Mark Lehenbauer began their duties. Both were elected to serve by their peers in districts seven and three, respectively, this spring.

Porter was elected to a three-year term, during which he'll provide guidance and oversight for research, promotion and education efforts through Missouri's soybean checkoff. He joins soybean farmers Pat Hobbs of Dudley, Baughn Merideth of Caruthersville and Lewis Rone of Portageville in representing the seventh district on the Merchandising

Council board of directors. District Seven reaches from Cape Girardeau County to Dunklin and Pemiscot counties, and westward to Webster, Douglas and Taney counties. Porter replaces Will Spargo of Neelyville on the board; Spargo retired due to term limits.

In addition to his responsibilities on his Stoddard County farm and on the Merchandising Council board of directors, Porter currently serves as vice president on the Stoddard County Farm Bureau board of directors and volunteers with the Missouri Baptist Disaster Relief team. He also previously served on the University of Missouri College of Agriculture, Food and Natural Resources alumni board of directors.

Lehenbauer, likewise elected to a three-year term, joins soybean farmer Tim Gottman of Monroe City in representing the third district on the Merchandising Council board of directors. District Three reaches from Scotland and Clark

counties to Audrain and Pike counties. Lehenbauer replaces Jim Underhill of Palmyra on the board; Underhill retired due to term limits.

In addition to his service on the Merchandising Council board of directors, Lehenbauer farms with his family on their fourth generation family farm. They have a diversified operation that includes corn, soybeans, wheat and cattle. Lehenbauer is a graduate of Missouri's Agricultural Leadership of Tomorrow program, as well as a graduate of the University of Missouri.

The Missouri Soybean Merchandising Council is a statewide, farmer-led organization working to improve opportunities for Missouri soybean farmers with a combination of research, outreach, education and market development efforts through the soybean checkoff. Learn more about the soybean checkoff and programs in Missouri online at mosoy.org.

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