

# MISSOURI

## Soybean Farmer

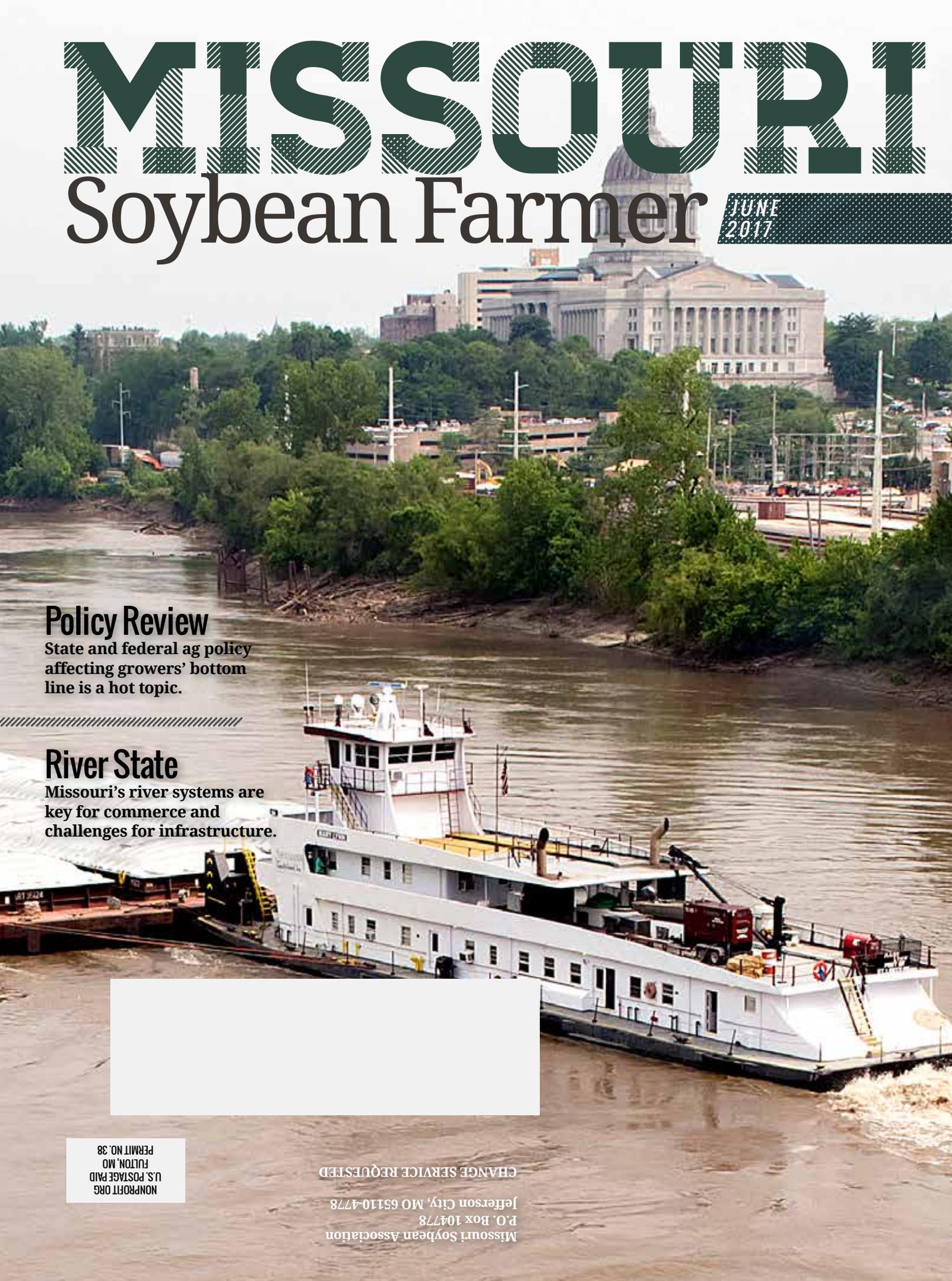
JUNE  
2017

### Policy Review

State and federal ag policy affecting growers' bottom line is a hot topic.

### River State

Missouri's river systems are key for commerce and challenges for infrastructure.



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# MISSOURI Soybean Farmer

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**6** Policy director Casey Wasser reviews Missouri's legislative session and looks at key federal issues coming up this summer.



**10** The Mississippi and Missouri rivers help midwestern farmers get crops to global markets, but crumbling infrastructure poses some big challenges.

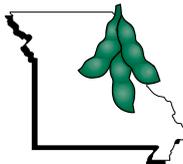
**24** Leadership in the soybean industry is a royal legacy for one family - meet the Heils and Duham.



## « Cover Shot

The MVE Mary Lynn passes by Jefferson City while pushing nine barges down the Missouri River in this shot from Jason Jenkins of Mill Creek Communications.





# 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, Bernard
- Matt McCrate, Cape Girardeau
- Tom Raffety, Wyatt
- Peter Rost Jr., New Madrid
- Ronnie Russell, Richmond
- Warren Stemme, Chesterfield
- Doug Thomas, Brashear
- Bruce Wilson, Mexico
- Matt Wright, Emden

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- 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:

- Neal Bredehoeft, Alma
- Todd Gibson, Norborne
- Meagan Kaiser, Bowling Green
- Lewis Rone, Portageville

## ASA Board Member:

- C. Brooks Hurst, Tarkio

**T**here's going to be a disaster and a great success story somewhere every year. Mother Nature tends to make sure of that – whether the weather brings too much water, not enough warmth, or a forecast so perfect you'd think we'd ordered it. I don't know about you, but I know what side of that I'd choose if given the option...



Both the disaster and the great success story test us. I don't have to tell you about the tough times – anyone who has been farming long has been there. In the good years though, it's our infrastructure that's tested: storage and transportation.

In Missouri, we're fortunate to have the option of river transportation. The Mississippi and Missouri rivers help farmers in our state, and throughout the Midwest, compete in the global marketplace. The infrastructure making that possible isn't evenly matched with our push for larger crops and a faster pace. Maintaining navigation, and our locks and dams is key to staying competitive. In the soybean value chain, like most other chains, losing a link can turn even the best crop year into a tough time.

This issue introduces some of the Missourians working alongside the Missouri Soybean Association in keeping the links in our river transportation chain not only intact, but also strong.

**Matt McCrate** - Missouri Soybean Association President

**T**he last couple months have seen some exciting news from the Missouri Soybean Merchandising Council, including a big step forward with our non-GMO high oleic soybean trait technology. In April, we announced the partnership with Schillinger Genetics to bring the added value of non-GMO high oleic from research plots and quantities, and scale it up for growers across Missouri, and in other states.

This is the kind of good news I really look forward to sharing with you here.

In some ways the non-GMO high oleic trait identified by Drs. Grover Shannon and Kristin Bilyeu seems to have grown up before our eyes. It started as one of tens of thousands of soybean crosses in the breeding program, and through years of research the trait has consistently risen to the top based on its potential to benefit soybean growers and gain market share in the food industry. The licensing agreement is a big milestone in the path to having this product of our checkoff research program directly benefit soybean growers' bottom line, and we are so proud to be bringing it to you.



Thank you for your continued support!

**John Kelley** - Missouri Soybean Merchandising Council Chairman



# Letter from the Executive Director

Missouri is well known as the “Show-Me” State. From athletic events like the Show Me State Games to our license plates, Missourians throughout the state wear it like a badge of honor.

For most of us, it reinforces that Missourians expect results.

Credit for the phrase most often goes to Congressman Willard Duncan Vandiver and his 1899 speech that included the line “I come from a state that raises corn and cotton and cockleburs and Democrats, and frothy eloquence neither convinces nor satisfies me. I am from Missouri. You have got to show me.”

More specifically, we expect results that speak for themselves.

In our work on behalf of soybean farmers, whether we’re reviewing research projects or evaluating ag policy, the baseline consideration is how it affects the bottom line for farmers – their profitability and their freedom to operate, now and for the long haul.

The technology and traits coming out of Missouri’s soybean breeding program, including the non-GMO high oleic featured in this issue, are a prime example of that commitment to results that speak for themselves. Our breeding team is evaluating more than 46,000 progeny rows and more than 4,500 unique lines this year. And our farmer-led Seed Committee doesn’t advance varieties that can’t go toe-to-toe with what’s already available in the marketplace.

Getting those varieties into the hands of soybean farmers, and having the people who invested their dollars into the checkoff see the benefit of those yields, disease resistance, flood or drought tolerance – those are the results that speak for themselves.

It’s no coincidence that it was a Missouri farmer who inspired our brand for those soybean varieties – Show Me Soy. The expectation for results over rhetoric goes well beyond that program.

We’ve heard a great deal in terms of ideas, plans and proposals from some of our federal agencies recently. In mid-May, the EPA extended the timeline for the new pesticide applicators rule – 12 month extension as they seek feedback from stakeholders



and prepare additional resources. The EPA and Army Corps of Engineers are also looking for feedback, inviting comments on the rewrite of the WOTUS rule. The EPA’s Office of Pesticide Programs is looking for ideas to streamline regulations, too.

At the USDA, Secretary Sonny Perdue has announced the agency’s first reorganization in more than two decades, including a new undersecretary for trade and a leadership change for the Natural Resources and

Conservation Service (NCRS).

It’s certainly too soon to speculate on the results of those efforts – evaluating on results means playing the long game. But rest assured that Missouri’s soybean organizations, the farmer leaders and the team in Jefferson City and Washington D.C. will be watching just as closely as farmers are scouting their fields. We can’t afford not to.

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

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**Show Me Soy branded beans are developed through Missouri’s checkoff-supported soybean breeding program.**



# Policy Update

*from Casey Wasser*

**T**he Missouri Soybean Association is the Missouri farmers' voice in both Jefferson City and Washington D.C.

## State Policy Update

It's hard to believe that the 2017 legislative session is already over. Four and a half months ago we found ourselves with a new governor ready to be sworn into the highest executive branch office in Missouri. Many didn't know what to expect, especially the agricultural community. Governor Greitens was faced with a budget shortfall of nearly \$500 million and a long list of key staff members yet to have been appointed or decided. For Missouri soybean growers, it was important to fully fund the remainder of the Missouri Qualified Biodiesel Producer Incentive Fund (Biodiesel Fund) and work with

Representative Don Rone to help prevent off-label use of herbicides. Outside of specific issues facing us as we began session, we were focused on our mission to improve the bottom line of soybean growers in Missouri.

Representative Rone brought the Missouri Department of Agriculture and the commodity groups together before session started. Meetings continued into session as he, and other pro-agriculture legislators, looked for ways to disincentive off-label use of herbicides while ensuring our farmers had access to the tools needed for their operations. Hearing from many farmers and the Department that would be enforcing the new law, Representative Rone passed a law (HB662) increasing fines for using a herbicide on a crop it was not labeled for use. It's also important to note that



*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.*



*Following the signing ceremony for HB662, Missouri Soybean Association's Casey Wasser, soybean farmer and board member Tom Raffety and CEO/executive director Gary Wheeler thanked Governor Greitens and Director Chinn for their support.*

the new administration, specifically Director Chris Chinn and the Governor's office, were helpful getting the bill passed and were engaged throughout the process. After the bill was signed by the Governor in Portageville, Missouri, we returned to the Capitol focused on obtaining appropriations for the biodiesel fund.



**Rep. Don Rone**

As mentioned in our last issue of the Missouri Soybean Farmer magazine, the Governor's proposed budget included an appropriation of \$1 million for the Missouri Qualified Biodiesel Producer Incentive Fund. As the House reworked the budget, they recommended paying off the debt with an appropriation of \$4.6 million. The House budget proposal was able to fully fund the K-12 foundation formula as well.

One of the reasons that House budget could support such efforts was HCB3, which amended the Missouri Property Tax Credit and opened up approximately \$50 million dollars for the Fiscal Year 2018 Budget. However, the bill was not passed by the time the Senate considered the budget and therefore they had to make some difficult choices.

Representative Craig Redmon, from Lewis County and Chairman of the Subcommittee on Appropriations, worked extremely hard during the days leading up to the Conference Committee on budget advocating for soybean growers and the biodiesel fund. With his effort and leadership, as well as others voicing support in the General Assembly, we're very pleased to announce that the Truly Agreed and Finally Passed budget includes full funding (\$4.6 million) for the biodiesel fund. Biodiesel has proven to be a successful, renewable, clean-burning fuel source—one that was first established in Missouri and

provides price support for Missouri soybeans. We look forward to working with Representative Redmon and others as we continue to find ways to increase supply and usage of biodiesel in Missouri.

Below is a recap of provisions important to agriculture that have been Truly Agreed and Finally Passed by the General Assembly and are awaiting the Governor's signature:

- Senate Bill 8 included a provision that made it legal for agricultural machinery and implements to be operated on state highways between the hours of sunset and sunrise for agricultural purposes provided such the agricultural machinery and implements are equipped with proper lighting. I know what most of you are thinking while reading this—when was it ever illegal. The way the law was worded prior to this legislation it was in fact illegal to operate at night, but it was very rarely enforced.
- House Concurrent Resolution 47 is a resolution that establishes the 21st Century Missouri Transportation System Task Force. The mission of this task force is to: evaluate the condition of our state transportation system, including roads and bridge; evaluate current transportation funding in Missouri; evaluate whether the current transportation funding in Missouri is sufficient to not only maintain the transportation system in its current state, but also to ensure that it serves the transportation needs of Missouri's citizens as we move forward in the 21st century; and



**Rep. Craig Redmon**

make recommendations regarding transportation funding. The task force shall report a summary of its activities and any recommendations for legislation to the General Assembly by January 1, 2018.

### Federal Policy Update

It's extremely important that our farming communities have proper representation in Washington, D.C., now more than ever. The new administration took early action withdrawing from the Trans-Pacific Partnership (TPP), President Trump is calling for tax reform and transportation funding, and lastly the 2018 Farm Bill is being prepared to lead agriculture over the next several years. All of these issues will directly impact your daily operations and lives.

One of the facts regarding trade that surprised me the most after joining the team in December of 2016 was the fact that approximately every other row of soybeans are exported out of the United States. When the Trans-Pacific Partnership was signed it indeed would have open up additional opportunities for Missouri soybeans to infiltrate markets not available prior to such agreement. Another important trade agreement is the North American Free Trade Agreement (NAFTA). This agreement has allowed Mexico to

*“The Truly Agreed and Finally Passed budget includes full funding (\$4.6 million) for the biodiesel fund.”*

-Casey Wasser

become a top importer (customer) of U.S. soybeans, second only to China. Originally President Trump indicated his intent was to withdraw from NAFTA, but recent reports are pointing to a trilateral renegotiation of NAFTA with Mexico

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and Canada. Pressure from agricultural groups have helped influence the change in direction, and we will continue to aid in the protection of your ability to sell beans all over the world.



**Secretary Perdue and Ronnie Russell**

On April 24, former Georgia Governor, Sonny Perdue was confirmed by the Senate to be the Secretary of Agriculture. Just four days after his confirmation Secretary Perdue attended a town hall meeting at the American Royal in Kansas City, Missouri.

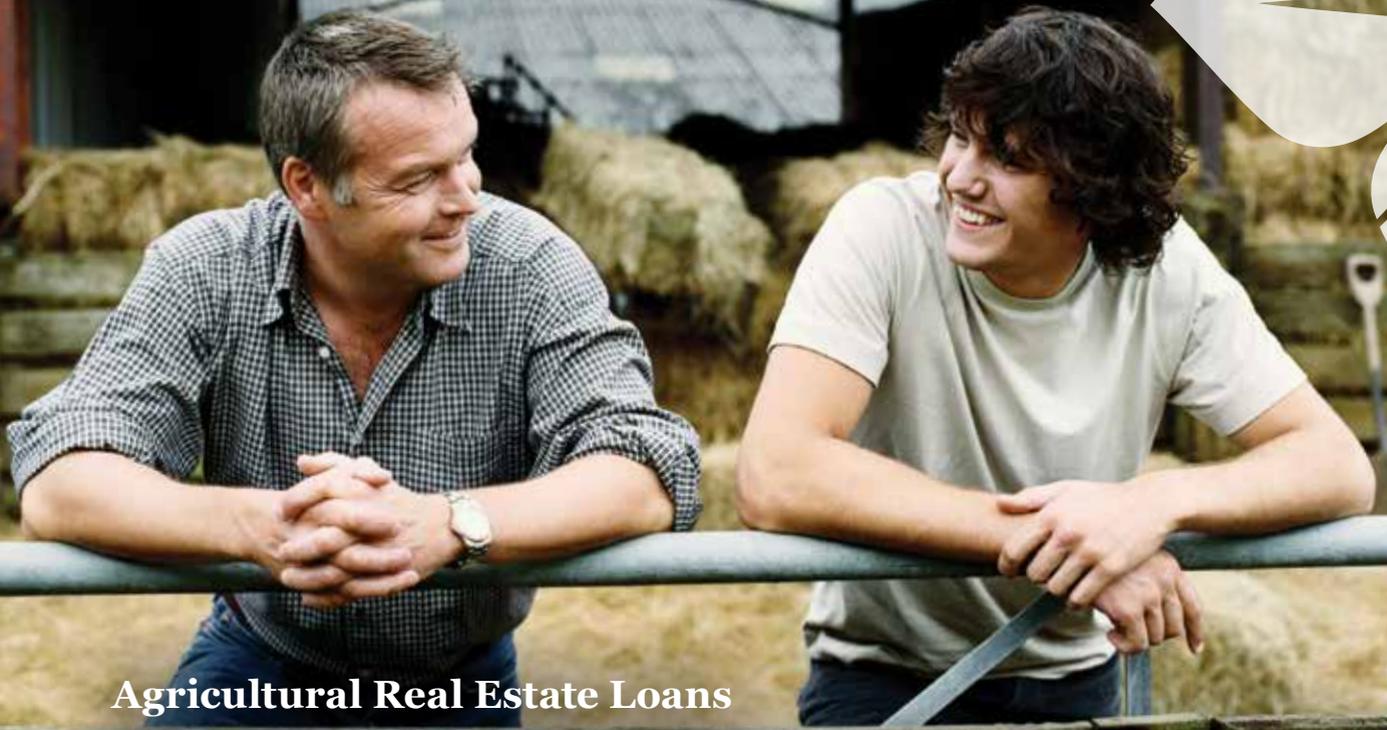
Several board members were in attendance at Secretary Perdue's event, including executive board member Ronnie Russell. Ronnie was able to attend an invite-only coffee session before the event started to visit directly with the new Secretary along with other leading agriculture professionals. During his comments, the Secretary reaffirmed his support for trade, specifically NAFTA, while noting the Trump administration planned to renegotiate the terms of the agreement to obtain the best outcome possible. Secretary Perdue plans to create the position of an Under Secretary for Trade and Foreign Agricultural Affairs at the USDA—another good sign for agricultural trade.

We will be headed to Washington, D.C. in June to meet with legislative leaders to discuss the importance of the biodiesel industry in the United States, and specifically Missouri.

We are pleased to announce that there has been legislation filed to extend the biodiesel tax credit and restructure it from a blender's credit to a producer's credit. The reform will ensure that imported biodiesel does not qualify for the tax credit, but instead direct investment towards domestically produced biodiesel. Senator Roy Blunt has signed on as an original co-sponsor for S. 944, and Representatives Smith, Wagner, Luetkemeyer and Graves have signed on as original co-sponsors to the House companion bill.

Have questions about this or other pending legislation affecting your bottom line? Contact Casey Wasser at [cwasser@mosoy.org](mailto:cwasser@mosoy.org) or (573) 635-3819 for more information. 

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# Beans by Boat

*Transportation is key to international competitiveness for Missouri soybeans.*

*By Jason Jenkins, Mill Creek Communications*

**H**ad a caravan of 540 semitrailers loaded with grain rolled through Jefferson City, it's a sure bet that it would have caught someone's attention. Same goes for a 135-car freight train measuring more than a mile long. There's no slipping through town at that size.

Yet on a Wednesday afternoon in May, the equivalent of 540 semis or 135 rail cars of grain did pass through Missouri's capital city. And no one seemed to notice.

Coming into view around a bend upstream, the Mary Lynn guided nine barges laden with grain down the Missouri River. The tow boat's twin screws churned the muddy water, her diesel engines manufacturing the power of 3,900 horses to push a tow nearly the length of two football fields. In just a matter of minutes, the boat was again a dot on the horizon, slowly going out of sight around the next bend down the river.

The journey a soybean takes from field to final destination varies across Missouri. However, whether it's truck, train or tow boat, transportation is a cost that all soybean producers bear. Maintaining multiple shipping modes keeps transportation costs low and Missouri farmers competitive.

"Our research has consistently shown that the reason why the American soybean farmer is the most economical year in and year out is not due to lower cost of production but instead lower cost of transportation," says Mike Steenhoek, executive director of the Soy Transportation Coalition. "Our friends in South America are usually able to produce a bushel of soybeans at a lower cost than we can, but the eventual cost to the overseas customer is lower for U.S. soybeans because we have a competitive advantage on transportation. We do a better job of developing and utilizing modes of transportation that are well-equipped

**The MVE Mary Lynn, owned by Steve Engemann of Missouri River Towing of Hermann, Mo., is a sign of commerce on our waterways as it pushes nine barges of grain down the Missouri River past Jefferson City in May.**

and designed to transport heavy bulk commodities long distances like rail and barge.”

Steenhoek says that in Missouri, there are two main destinations for soybean exports: either the Port of New Orleans or the Pacific Northwest. The path is typically determined by where an individual producer is located in the Show-Me State. In either case, it requires multiple steps.

“In the eastern part of the state, a high percentage of those soybeans will be trucked to the Mississippi River,” he explains. “From there, the beans are loaded onto a barge for a two-week journey to New Orleans, which accounts for 58 percent of our soybean exports.”

Once at an export terminal, the soybeans are loaded onto an ocean vessel to make the journey to its final destination. If it’s going to Asia, the ship will go through the Panama Canal.

“By the time it leaves New Orleans, it’ll be about a 30-day journey to, say, a customer in China, which accounts for one-quarter of the entire soybean crop,” Steenhoek says. “China is by far our No. 1 customer.”

For those living in western Missouri, producers often will deliver their crop to rail-loading facilities, and the beans will be conveyed onto 100- to 110-car train configurations.

“Then it’s a five- to six-day journey to the West Coast, usually near Portland or Seattle, where it’s offloaded to a ship that again heads to Asia,” Steenhoek adds. “About 25 percent of our exports leave from that region.”

He says that even if they’re not writing a check, it’s farmers who pay for the cost of freight.

“Yes, that first cost of getting the beans to the local elevator is an expense that comes right out of the farmer’s pocket-

book,” he explains. “But farmers do pay for subsequent deliveries indirectly in the form of the price they’re offered. As transportation costs go up at a barge or rail-loading facility, we’ve seen a strong relationship to farmers getting paid less per bushel of grain. Farmers are subject to all the costs, up to and including the toll associated with a vessel using the Panama Canal, which can easily be \$150,000.”

As soybean producers continually improve productivity and demand for U.S. soybeans grows, it will be necessary for transportation systems to keep pace. In a study conducted originally in 2012 and expanded in 2016, the Soy Transportation Coalition estimated that by 2023, railcar loadings of soybeans will increase by 20 percent and barge loadings by 32 percent nationwide. In Missouri, soybeans moved by rail are estimated to increase by nearly 93 percent by 2023. Beans moved by barge are expected to more than double.

“That’s why it’s important for us to have our finger on the pulse of the logistics chain,” Steenhoek says. “The challenge is to try to project what future demand will be. The time to address a choke point is before it occurs, not after. You don’t want to be in the business of attaching a garden hose to a fire hydrant.”

He says one transportation asset that offers opportunity but is currently underutilized in the Show-Me State is the Missouri River. Since the mid-1940s, the U.S. Army Corps of Engineers has maintained this navigation channel authorized to be 300 feet wide and 9 feet deep. Yet, finding a tow loaded with fertilizer, grain or other agricultural

goods on the “Big Muddy” is akin to finding a four-leaf clover or catching a falling star.

By far, the largest operator on the river is AGRIServices of Brunswick, a wholesale supplier and marketer of fertilizer and a full-service agriculture retailer, grain elevator and feed supplier located in north-central Missouri.

“The major reason we located here 40 years ago is because of the Missouri River,” says Bill Jackson, AGRIServices general manager. “We wanted the facility to have access to the three modes of transportation: the river, a major railroad and a good highway.”

On average, the Carroll County facility runs about 100 barges in and out every year. Jackson says it’s advantageous to



**An aerial shot of AgriServices of Brunswick barge loading operations, courtesy of ASB.**

his business to bring in a barge loaded with fertilizer, unload it, clean it and reload it with grain to ship out. “That doesn’t work 100 percent of the time, but that’s our goal,” he adds.

When AGRIServices began operations, three tow companies operated on the river, mostly working to move outbound grain. Today, there is one major player: Missouri River Towing of Hermann. The company operates two

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boats, the Mary Lynn and the Gerald F. Engemann.

“I tell everyone the Missouri River is the world’s highway. If you have a facility on the Missouri River, you’re connected to the world,” says Steve Engemann, president of Missouri River Towing. “You don’t have to get on a county road, an interstate, a toll road or go to a train terminal. As soon as you put freight on the Missouri River, you’re in the world market.”

Engemann entered the towing business in 2012 when there was no one else to provide service to his sand and gravel company. He says that in the past five years, he’s been adding new customers and docks along the length of the Lower Missouri River.

“Now that we’ve got solid service on the river, people are willing to invest money in their docks and starting using them again,” he says.

Jackson says the river can offer two advantages: the ability to move large volumes of freight and a competitive rate.

“Most of the time, barge freight is a little cheaper because of the volumes you can move, but not always. There are times we can get truck freight from here to St. Louis at a comparable rate to barges,” he says. “Sometimes rail freight is comparable, too. They decide they want to move some stuff, they start working on rates until they get one that will work.”

Engemann adds that in addition to a lower price, the river also can offer flexibility. “Sometimes on rail, you have to take an entire unit train of product,” he says, “whereas we can offer to bring in just one barge or also provide the quantity. With fertilizer, for example, we can have a lot of tonnage at a location very quickly.”

More barges on the river potentially means fewer trucks on congested interstate highways.

“Everyone is scratching their heads



**Bill Jackson, AgriServices of Brunswick**

about how we’re going to pay for infrastructure improvement, and water transportation can be a really good option to alleviate a lot of truck traffic,” says Dan Engemann, executive director of the Coalition to Protect the Missouri River. “It’s something we’d be really foolish to abandon. It’s never a good situation when farmers have fewer transportation options rather than more.”

Currently, the barge industry pays a 29-cent tax on every gallon of diesel fuel, and more funds also are being invested in the the country’s inland waterway system. In 2014, the Water Resources Reform and Development Act authorized \$12.3 billion over the next decade for upgrades to the nation’s lock and dams.

While no locks or dams exist on the Lower Missouri River, Steve Engemann says that in order to be competitive against other freight modes and to expand his operations farther up the river, the channel needs to be 9 feet deep consistently. He’d like to build a floating dock that he could move up and down the river to accommodate new business.

“The river, especially between Kansas City and St. Louis, need a little adjustment to keep the depth for solid barge transportation,” he says. “We have plenty of water. But if I’m operating

at 8.3 feet or 8.6 feet, that’s 100 tons less per barge, and that’s where your profit’s at. If you’re doing it for break-even, it’s not much fun.”

AGRIServices of Brunswick also plans to invest more in the river. In June, Jackson says the company plans to remodel its grain load-out, installing another grain dump. A new, higher-capacity system will cut load times.

“If we can load a barge twice as fast, we can get trucks unloaded twice as fast,” he says. “That’s important for farmers to get unloaded and back to their combines.”

Steenhoek says that the nation needs to return to an “investment mentality,” a willingness to allocate resources today in exchange for future values.

“We certainly need more resources directed at roads and bridges, locks and dams and ports,” he says. “We’ve got a real opportunity. The agriculture industry could provide sustained, competitive advantage for the U.S. economy, but it won’t occur unless we have a transportation system that’s equal to that task.

“Missouri soybeans can find their way to both the West Coast and the Gulf Coast, but you’ve got to make sure you’re taking care of this multi-modal system.” ■



# The River Guides

Missouri agriculture leaders work through a broad range of partnerships to address the challenges facing Missouri's river systems and river transportation. Get to know some of those partnering organizations a bit better here.

By Jason Jenkins, Mill Creek Communications

Whether the mode is road, river or rail, transportation issues abound across the United States. However, when the conversation specifically turns to navigation on the country's inland waterway system, these four organizations all work to shape and influence policies to the benefit of Missouri's soybean producers.

## Soy Transportation Coalition

When the majority of your customers live halfway around the world, a well-functioning system of roads, bridges, railroads and waterways is essential for maintaining profitability. U.S. soybean growers recognized this and created the Soy Transportation Coalition in 2007.

Comprised of 13 state soybean boards, the American Soybean Association and the United Soybean Board, the coalition



works to position industry stakeholders to benefit from a transportation system that delivers cost-effective, reliable and competitive service. The organizations represented by the coalition — including the Missouri Soybean Merchandising Council — encompass 85 percent of total U.S. soybean production.

“We’re a farmer-funded, farmer-led organization,” says Mike Steenhoek, the coalition’s executive director.

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“When transportation discussions are occurring, we want to make sure that soybean farmers have a seat at the table. We can’t just focus on growing more soybeans and expanding markets. We also have to focus on the linkage between supply and demand.”

While transportation is important to all commodity groups, soybean producers are unique in that they created an organization focused exclusively on these issues.

“We represent the No. 1 U.S. agricultural export,” Steenhoek adds. “More than 50 percent of our crop is ultimately exported, so if we don’t get delivery of soy exports right, our profitability suffers.”

The coalition works to ensure that efficiency of moving agricultural freight is addressed when issues of transportation infrastructure and capacity are debated. River transportation is key, and in 2014, the coalition played a meaningful role in shaping the Water Resources Reform and Development Act, which included changes to our inland water-

*“More than 50 percent of our crop is ultimately exported, so if we don’t get delivery of soy exports right, our profitability suffers.”*

-Mike Steenhoek

way system of locks and dams.

“You saw the soybean message embedded in that legislation,” Steenhoek says. “We’ve had real success in seeing greater prioritization of maintaining our locks and dams.”

Learn more about the coalition at [soy-transportation.org](http://soy-transportation.org).

### Upper Mississippi, Illinois and Missouri Rivers Association

Flood control is the top priority among policies for the Upper Mississippi, Illinois and Missouri Rivers Association (UMIMRA), which began in 1954 to

improve agricultural levees along the Mississippi River from the Quad Cities to St. Louis. Today, it’s the only grassroots organization that is dedicated to both rural and urban prosperity as well as environmental stewardship through wise development of river resources throughout the region.

Advocating that reliable flood control leads to a more reliable navigation channel, economic development and a better way of life for the communities along these rivers, UMIMRA works closely with local, state and federal legislators; the U.S. Army Corps of Engineers; and other agencies to influence policy and share member concerns.

The group’s vision is to ensure that the region has a comprehensive plan for floodplain management that considers economic, environmental and recreational opportunities.

While UMIMRA may have begun as a loose network of levee and drainage districts, today it has expanded to include hundreds of interests south of St. Louis on the Mississippi River and along the Illinois and Missouri rivers. The organization cooperates with other regional groups such as the Missouri Levee and Drainage District Association and the Illinois Valley Flood Control Association when dealing with a wide range of issues.



**Dan Engemann, executive director of the Coalition to Protect the Missouri River**

Agriculture certainly remains among UMIMRA’s top priorities. When legislation, studies or plans dealing with water resources are debated, the association clearly articulates that not only is agriculture the Midwest’s No.1 industry, farmland is an irreplaceable natural resource that must be protected. Toward that goal, UMIMRA supports investment in infrastructure,

funding for an implementable flood control plan as authorized in the Water Resources Development Act of 2016 and compensation to those who voluntarily take on water during flood events.

Learn about the association at [umimra.org](http://umimra.org).

### Coalition to Protect the Missouri River

Striking a balance between human interests on the river and the restoration of habitat for endangered and threatened wildlife species has been the goal of the Coalition to Protect the Missouri River since it was established in 2001. Comprised of agriculture, navigation, flood control and water supply interests, the coalition primarily focuses its efforts on the Lower Missouri River.

“We need to maintain the river for a variety of reasons,” says Executive Director Dan Engemann. “Our main mission is to protect the eight congressionally authorized purposes of the river, namely flood control and navigation. We don’t want to see significant changes from that.”

For many, the Missouri River isn’t something they think about until floodwaters compromise their daily commute, Engemann adds.

“A lot of people are disconnected from



it. They don't farm the river bottoms," he says. "They don't think levees and flood control are important until the river gets high."

A key issue on which the coalition has lent its voice recently is the Draft Missouri River Recovery Management Plan and Environmental Impact Statement (DEIS), a 6,000-page plan to determine how best to manage the river for recovery of the pallid sturgeon, piping plover and interior least tern. In April, Engemann submitted comments on six alternatives presented by the U.S. Army Corps of Engineers.

"There are plenty of reasons to be concerned with the DEIS alternatives. First and foremost, all but one of them have the potential to reduce flood control, which is problematic for our members," Engemann says. "This plan will essentially govern the river for the next 15 years, so it's important that we voice our concerns. We believe the river is functioning the way it should

now, serving a variety of users." Learn more about the coalition at [protectthemissouri.com](http://protectthemissouri.com).

*"A lot of people are disconnected from it. They don't farm the river bottoms. They don't think levees and flood control are important until the river gets high."*

-Dan Engemann

### Missouri River Recovery Implementation Committee

The Missouri River is the nation's longest, flowing 2,341 miles through seven states. Its basin encompasses more 529,000 square miles and drains one-sixth of the United States. Without question, the stakeholders whose lives and livelihoods are linked to this massive river system are nearly as diverse as landscape through which the "Big Muddy" flows.

Since 2008, the Missouri River Recovery Implementation Committee (MRRIC) has served as a basin-wide collabora-

tive forum where interested parties can come together and develop a shared vision and comprehensive plan for Missouri River recovery.

Affectionately known as "Mr. Ric," the committee is comprised of nearly 70 members from a wide array of local, state, tribal and federal interests throughout the basin. Nearly 30 seats on the committee are filled by stakeholders who represent 16

nongovernmental categories, including agriculture, flood control, hydropower, irrigation, navigation, recreation, water quality and water supply. The committee's purpose is threefold:

- Provide guidance to federal agencies on the existing Missouri River Recovery Program, including priorities for recovery work and implementing changes based on the results of adaptive management;
  - Provide guidance to federal agencies on a long-term study of the Missouri River and its tributaries to determine actions required to mitigate losses of aquatic and terrestrial habitat, recover federally listed species and restore the ecosystem to prevent further declines among other native species; and
  - Develop recommendations that recognize the social, economic and cultural interests of stakeholders; mitigate the impacts on those interests; and advance the multiple uses of the river.
- In 2016, MRRIC made several recommendations to the U.S. Army Corps of Engineers on topics ranging from population studies of the piping plover to the creation of nesting habitat for shorebirds to the continued surveillance of naturally produced pallid sturgeon.

Learn more about MRRIC at through the U.S. Army Corps of Engineers at <http://moriverrecovery.usace.army.mil/mrrp/f?p=136:3:0::NO::>





# Hungry for Knowledge

*Agriculture Education on the Move's impact reaches well beyond its students*

*By Jason Jenkins, Mill Creek Communications*

**M**organ Britnell, a junior at Truman State University in Kirksville, spent this past spring teaching 50 third-graders at Ray Miller Elementary about agriculture. Lessons included the many uses for soybeans, the lifecycle of a corn plant, differences in soil texture, byproducts of beef cattle and how milk, eggs and pork are produced.

When she took on this part-time job with the Agriculture Education on the Move (AEOTM) program, the agricultural science major didn't realize the most valuable lesson would be the one she learned about herself.

"When I got involved, I wasn't expecting it to shape my career goals, but it has turned out to be something that's influenced the way my

path is going," Britnell says. "My dream job would be working with Extension, doing youth program planning. I really love it."

The eagerness of the educators is an powerful side effect of AEOTM, which was created in 2011 by the Missouri Soybean Merchandising Council and is now overseen by Missouri Farmers Care (MFC), a coalition of 45 leading agricultural groups in the state.

The 10-week course at the center of AEOTM brings in guest educators to third-grade classrooms once a week. Each one-hour session is highly





interactive and includes lectures, worksheets and hands-on activities using curriculum materials provided by state commodity groups.

While the program's main mission is to help elementary school children understand agriculture, over time the impact has broadened to include their families, their teachers and their communities.

"I've been so surprised about how hungry educators are for information about food and agriculture," says Luella Gregory, AEOTM program director. "When we go into a classroom, the teachers learn right along with their students. Those students take those positive experiences with them, and the adults at home are learning, so it's really a full-circle effect. Even though our focus is third-graders, we're able to reach additional age groups on the consumer side."

That kind of impact is exactly what MSMC Vice Chairman Harold Gloe of Hermann hoped for when he supported the initial funding for the program back in 2011.

"Teachers are the influencers, and to make a difference, you've got to influence the influencers," Gloe says. "A lot of these kids will go back and talk to their parents, too, and hopefully they'll feel more comfortable using our products. We can come up with all kinds of things to increase production, but if we can't sell our product at a profit, then it doesn't do us any good. If consumers gain a better understanding of agriculture, in the process we can increase demand."

AEOTM instructor Melissa Wilson, who has extensive elementary education experience, has seen the positive reaction of teachers and administrators firsthand in her assigned classrooms at Willard East and Willard South elementary schools in Greene County near Springfield. She taught a total of 160 third-graders during the past school year.

"Since I am a certified teacher, the school's teachers could take a break while I'm there, but they usually stay in the room and get involved," Wilson says. "The teachers are just as excited to have me in the classroom as the kids are. They really enjoy seeing the students engaged."

#### **Making the grade**

Wilson believes the quality of the program is one reason AEOTM is so welcome in the classrooms. Teachers

report that attendance improves on "agriculture day," and the studies spill into other subjects in the regular curriculum. All lessons have a STEM component — science, technology, engineering and math — to comply with classroom objectives.

"From being an educator, I know that teachers are really, really busy and have so many things to cover, so I wanted to make sure it was a worthwhile program when I went into their class," Wilson says. "And it is. It aligns with state standards. Teachers can rely on a

lot of their science being covered, introduced or reviewed through the program."

Wilson, who grew up on a dairy farm, says she loves educating others about something that's been such a big part of her life.

"I can open new doors for them," she says. "So many people don't really understand where their food comes from. For example, I purposely take in eggs that are not clean, straight from our hens. The kids are amazed. They want to know why they're dirty. They didn't realize they came from inside the hen!"

Unlike Wilson, Britnell wasn't raised on a farm. Her knowledge

of agriculture came through showing horses and beef cattle in 4-H. She says her background gives her an advantage

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**Luella Gregory**



**Harold Gloe**

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in the AEOTM classroom.

“Because I didn’t grow up in a family that was heavily involved in agriculture, my whole education came from things I did on my own,” she says. “I think that helps make me more relatable to the kids. When they ask questions, nothing to me sounds like it’s something they should already know. They’re great questions, things I wouldn’t have known to ask at their age.”

More passionate young people such as Britnell are becoming the voice of AEOTM since Missouri Farmers Care took over administration of the program in 2015. Originally targeting urban areas with paid educators, AEOTM is now offered in rural counties that receive the MFC’s Agri-Ready Designation, a voluntary program to identify counties that proactively support the state’s agricultural industry. In Agri-Ready counties, the classes are typically taught by trained FFA and 4-H leaders who have knowledge and enthusiasm for agriculture.

*“When we go into a classroom, the teachers learn right along with their students. Those students take those positive experiences with them, and the adults at home are learning, so it’s really a full-circle effect.”*

-Luella Gregory

“We feel like it’s a good opportunity to use those great young people who are passionate and competent to deliver our message,” Gregory says. “They gain leadership, mentorship and public-speaking experience at the same time. It seems to be a win-win arrangement.”

With additional schools coming on board, AEOTM was in 200 classrooms this spring with an additional 200 signed up this summer. Even more schools will participate in the fall, Gregory says. In 2016, the program reached more than 4,000 students.

#### **Adding extracurriculars**

MFC also has made community outreach



**Elementary school students at Whittier Elementary in Kansas City participated in AEOTM activities during a special agriculture day event in May.**



a larger component of the program, taking part in events such as the St. Louis Earth Day Festival, Kansas City Ag Education Day and FarmScape at St. Louis Ballpark Village. These efforts impacted more than 38,000 students and adults in 2016.

In partnership with MSMC, the Missouri Department of Elementary and Secondary Education and FCS Financial, AEOTM also implemented the Career-Ready series across the state this past fall. Designed to provide guidance counselors and school administrators with professional development focused

on industry, and that’s really encouraging to the ag community.”

For Britnell, the first week of May was bittersweet as she said farewell to her third-graders at Ray Miller Elementary.

She ended her 10-week AEOTM session with a pizza party, teaching the young students how the crust is made from wheat and that the toppings come from livestock and vegetables produced by farmers in Missouri and beyond.

Hugs, drawings and thank-you notes weren’t all that she received at the end of the day. She also left with a sense of accomplishment.

“What stood out for me was that the kids retain the information so well,” Britnell says. “I heard, ‘I told my mom this,’ and ‘I told my grandmother that.’ Those kids remember what I say and are telling their parents that their food is safe and farmers are doing a good job. People want to know how farmers work and what farmers are doing, but there’s a lot of misinformation out there. I think presenting this quality information in a fun way is going to help create a generation of influential consumers.”



Gregory says AEOTM is continually seeking new schools and educators interested in volunteering. For more information or to get involved with AEOTM, visit [agmoves.com](http://agmoves.com).



# Growing MO High Oleic

*Missouri's Soybean Farmers Partner with Schillinger Genetics, Inc. on Non-GMO High Oleic*

**By Christine Tew**

Photos by Scott Biggerstaff,  
High 5 Communications

The Missouri Soybean Merchandising Council's efforts to grow farmers' return on their soy checkoff investments have taken another leap forward as the board of directors recently formalized a key partnership to bring Missouri's non-GMO high oleic soybean technology to growers. The agreement grants John Schillinger and Schillinger Genetics, Inc. (SGI) a license to commercialize not only the emerging high oleic soybean technology traits, but also to breed soybean varieties combining high oleic with low linolenic soybean oil traits. The agreement represents the first licenses granted to commercialize this technology.

"Bringing new soybean varieties and trait technologies to growers is at the heart of our research program," said John Kelley, a farmer from Faucett and chairman of the Missouri Soybean Merchandising Council. "Partnerships are key to bringing growers the best

return on their investments in the soy checkoff, and we're proud to be taking this step forward in helping farmers improve their bottom line by adding value to commodity soybeans."

The partnership agreement includes licenses for breeding soybean varieties with the high oleic technology, as well as to facilitate a seed increase program and sell the varieties scaled up through that increase program within the United States and Canada. The licenses are non-exclusive and non-sub licensable.

Farmers interested in purchasing soybean varieties from the program will be able to recognize those seed beans through patent numbers and logos. All packages of commercial seed developed through this license agreement will be marked with patent numbers 9,035,129 or 9,198,365, and the Missouri Soybean Merchandising Council's logo.

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# High Oleic SOYBEANS



## What is a High Oleic Soybean?

A high oleic soybean has oil that contains at least **70 percent oleic acid** - double the typical 30 to 40 percent oleic acid content. At high temperatures, the increased level of oleic acid makes the oil **more stable** than typical soybean oil, **and better for food uses like baking and frying.**

## Benefits of High Oleic Soybean Oil

### Health:

- High oleic soybean oil can be used at high temperatures in preparing foods **without hydrogenation** or producing harmful **trans fats**.
- High oleic soybean oil contains **less saturated fat** than other commonly used oils.



### Environment:

- High oleic soybean oil has an **extended fry-life**, lowering cost and waste.
- Soybeans are a **renewable energy source**, and a **nitrogen-fixing** legume grown across Missouri.

Today, one bushel of soybeans can be produced with 50 percent **less energy**, 50 percent **fewer emissions**, 40 percent **less water** and 35 percent **less land** than in 1980.

### Industry:

- High oleic soybean oil based motor oils have **better viscosity** and **lower volatility** than their synthetic counterparts, resulting in better performance in high temperature applications.
- Lubricants made with high oleic soybean oil offer **natural detergency**, leaving engines cleaner and reducing deposit on metal surfaces.



## Leading the Way

**Missouri leads the U.S.** in having the only high oleic soybean technology developed through **soybean breeding.**



The patents and applications for high oleic soybeans are owned by the Curators of the University of Missouri and the U.S Dept. of Agriculture; and are **exclusively licensed to the Missouri Soybean Merchandising Council.**

The development of the high oleic soybean variety is **currently being scaled through seed production** to be available to soybean farmers and licensing to other breeding programs.

## In the Marketplace

- High oleic soybean varieties produce oil with **increased functionality**, which has benefits for food and industrial uses.
- The United Soybean Board set a goal of planting 18 million acres of high oleic soybeans by 2023 - increasing the profit per bushel by 66 cents. This would result in an additional **\$3.8 billion.**



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“We believe strongly in the potential of high oleic soybean oil,” said John Schillinger, president and founder of SGI. “SGI is investing in development of high oleic soybean varieties for U.S. soybean producers, and our pipeline includes highly promising varieties of maturity groups 0 to V, and this partnership stands to expand that work.”

Test plots demonstrating the potential of these soybean varieties are in place for 2017 throughout the Midwest, and include trials in southeastern Missouri. Trial results will be available to Missouri soybean farmers after harvest. Seed from two high oleic varieties with maturity groups of III and IV is being produced for 2018 commercialization.

“Second and third year yield tests of high oleic experimental lines are being conducted in 2017 from North Dakota to Arkansas,” Schillinger said. “Small seed increases of purified seed and lines confirmed for high oleic (79-85%), low linolenic (1-2.5%) and saturates (8.5-10.5%) are also being completed in 2017. High oleic varieties from SGI research program will enter the U.S. market in 2019 for several maturities.”

Schillinger Genetics, Inc., an Iowa-based company, is a leader in breeding

**“Partnerships are key to bringing growers the best return on their investments in the soy check-off, and we’re proud to be taking this step forward in helping farmers improve their bottom line by adding value to commodity soybeans.”**

-John Kelley

soybean varieties for the food market. John Schillinger and his company have a strong focus on growing demand for non-GMO food products, and on the opportunities available to farmers by moving from a commodity marketing model to one built on added value within products.

High oleic technology is an advancement in the soybean market that gives soybean oil greater potential for uses like baking, frying and sautéing in both commercial and home kitchens. Low linolenic soybean oil, likewise offers improved stability.

Research is one of the top priority areas for the farmer leaders of the Missouri Soybean Merchandising Council when investing soybean checkoff dollars each year. Proceeds from the sale of soybean varieties developed through the research program are reinvested into soybean research, and when these varieties



**John Schillinger sharing his vision for non-GMO high oleic in soybean breeding and the marketplace ahead of the 2017 planting season.**

become available in the marketplace, growers will also likely benefit from a lower cost per unit as compared to similar seed options.

The Missouri Soybean Merchandising Council board of directors and staff continue exploring opportunities for additional soybean research and breeding partnerships, as well as additional license agreements. Those partnerships will be announced as they are finalized.

For information on licensing and/or commercialization of the high oleic traits, please contact Bryan Stobaugh, Missouri Soybean’s director of licensing, at [bstobaugh@mosoy.org](mailto:bstobaugh@mosoy.org) or (573) 635-3819. Stobaugh is overseeing the development of the contractual process as products are readied for release.

To learn more about the Missouri Soybean Merchandising Council and efforts to improve farmers’ bottom line through wise investment of the soy checkoff, explore [mosoy.org](http://mosoy.org).



**Gary Wheeler, John Kelley, Kristin Bilyeu and John Schillinger following the signing ceremony for the non-GMO high oleic trait technology. Bilyeu was part of the soybean breeding team that identified the trait.**

# HONOR WALL

*Good news from those working on behalf of Missouri soybean farmers*

## McCoughs Complete ASA/DYL Program

The American Soybean Association DuPont Young Leader Program is designed for growers interested in assuming a position of leadership in the agricultural industry. Chad and Monica McCough of Burlington Junction represented Missouri in the 33rd class of the program.

Participants complete two phases of instruction and hands-on practice, including leadership and marketing training, issues updates and discussion, and met with industry leaders during the Commodity Classic Conference.

Special congratulations are in order for Monica, who was selected to participate in the new Phase III – which consists of additional training, networking and personal development in Washington D.C. this summer.

“This year’s class is a remarkable group of young leaders,” said Steve Reno, DuPont Pioneer vice president, business director — U.S. & Canada. “This year’s class has focused significant energy into taking on the challenges facing our industry. I’m proud of our continued commitment to this program and impressed by the leadership skills being demonstrated already by these young leaders.”

Missouri soybean farmers interested in applying for the American Soybean Association DuPont Young Leader Program (ASA/DYL) should be innovative and interested in growing their existing skills for future leadership roles. Growers must be at least 21 years of age to participate, and should be members of the Missouri Soybean Association.

The program is an intense course designed to enhance leadership skills for the future benefit of the entire agricultural industry. The training is interactive and includes evening group meals and activities. Young Leaders and their spouses are expected to participate fully in all training aspects and evening activities. To learn more, explore [soygrowers.com/learn/young-leader-program](http://soygrowers.com/learn/young-leader-program).



**Ron Moore, ASA President (left) and Kevin Diehl, Director of Regulatory Strategy and Industry Affairs, DuPont Pioneer (right), with Chad and Monica McCough at the 2017 Commodity Classic.**



**The 33rd class of the American Soybean Association (ASA) DuPont Young Leaders**

*Do you know a Missouri soybean farmer, Missouri Soybean Association member or youth involved in soybean or biodiesel production who have gone above and beyond in leadership, or recently been honored by a partner in the agriculture industry? Let us know by emailing [ctew@mosoy.org](mailto:ctew@mosoy.org). They may be featured in an upcoming issue.*

# Growing for the Future: FFA Awards

**C**ole Paxton of Windsor, Missouri, won the Missouri FFA Fiber and/or Oil Crop Production Proficiency Award at the 89th Missouri FFA Convention.

Proficiency awards recognize FFA members who excel as agricultural entrepreneurs, employees or volunteers while gaining hands-on career experience. Fiber and/or Oil Crop Production is one of 48 proficiency award areas recognized at the state level and was sponsored by the Missouri Soybean Merchandising Council.

Paxton, a senior at Windsor High School, is the son of Brad and Angela Paxton. He is a member of the Windsor FFA Chapter and his FFA advisor is Laura Cooley.

Paxton's supervised agricultural experience program, an integral part of students' FFA experience, comprises working on his family's diversified row crop farm. His responsibilities include monitoring the germination and growth of crops, operating and repairing farm machinery, plowing fields, running grain carts, maintaining weed control on plants as well as researching and implementing fertilization plans.

Paxton's FFA activities include attending the LEAD (Learn, Educate, Advance, Develop) Conference and state and national FFA convention as well as exhibiting at the Missouri State Fair. He has competed in the grasslands evaluation contest, the rituals contest and the livestock judging career development event, the rituals contest, grasslands evaluation contest.

In addition to FFA, Paxton plays varsity basketball, football and baseball. Paxton is a member of the National Honor Society and an honor roll recipient.

After graduation, Paxton plans to pursue a degree in agriculture business while

continuing to work on the family farm.

Clayton Robinson of Center, Missouri, received the second place Missouri FFA Fiber and/or Oil Crop Production Proficiency Award at the 89th Missouri FFA Convention.

Robinson, a graduate of Mark Twain High School, is the son of John and Lori Robinson. He is a member of the Mark Twain FFA Chapter. His advisors are Joe Dameron and Sarah Ray.

Robinson's supervised agricultural experience program comprises a partnership with his father growing soybeans on the family farm. His responsibilities include transporting equipment, analyzing soil conditions, planting and harvesting crops, preparing seed beds, implementing a pest management plan and overseeing other employees.

As a FFA member, Robinson attended Washington Leadership Conference, Area Officer Institute, state and national FFA convention, HYPE (Helping Youth Prepare for Excellence) Academy, LEAD Conference and the MU Trap Academy. He also participated in the agronomy, poultry evaluation and extemporaneous speaking career development events.

In addition to FFA, Robinson was involved with 4-H, National Honor Society and Young Farmers. At the University of Missouri, he is involved with agribusiness club and Alpha Gamma Rho. He was recently named



*Cole Paxton*



*Clayton Robinson (center)*

one of Omnicron Delta Kappa's Distinguished 14 Freshman.

Robinson is currently pursuing a bachelor's degree from the University of Missouri. Robinson plans to enter a career in agriculture sales and management.

The Missouri FFA has 26,057 members representing 342 chapters. The national organization has more than 649,000 members representing 7,589 chapters in all 50 states, Puerto Rico and the U.S. Virgin Islands.



# Bean Kings

*David and Kyle Durham carry on a noble family legacy of agricultural leadership*

*By Jason Jenkins, Mill Creek Communications*

**D**avid Durham and his son, Kyle, aren't just soybean farmers — they're soybean royalty.

Their noble lineage began with David's father-in-law, the late Don Heil, who was the inaugural "King Soybean" at the Norborne Soybean Festival he helped organize in 1982. The title was earned, not bestowed. Don worked tirelessly throughout his life to promote agriculture, specifically the soybean industry. He was a founding member

of the Missouri Soybean Association in 1966 and played an integral role in establishing both the state and national soybean checkoffs. He volunteered his time to serve on the American Soybean Association, United Soybean Board and Missouri Soybean Merchandising Council during their formative years.

"I tell people I'm third-generation lots of things," Kyle says. "Carroll County farmer, director for the Missouri Soybean Merchandising Council, county



*David Durham and Kyle Durham with their 1966 Chevrolet on their family farm. The truck was “top of the fleet,” David says, when they brought it home to replace a 1952 model. In the 1980s, the truck was replaced by a 10-wheeler and then by a tractor trailer in 2000. The 1966 only sees light duty now, says Kyle, but is an important piece of their family history.*

David says. “Don and I farmed together for more than 20 years — up until ‘95 when he passed away. Well, I farmed. He went to meetings, and I was happy with that!”

compressed, any advantage you can get makes a whale of a difference,” Kyle says.

The Durhams believe their farm’s

*“Agriculture - every part of it - has gotten bigger.”*

-David Durham

Kyle, 38, followed in his parents’ footsteps at Mizzou but originally had no intentions of returning to the farm full time. He was working at a Kansas City public relations firm in September 2003 when he came home to help his dad with harvest. He never left.

founder would have embraced these technological advances. A farming pioneer himself, Don was an early adopter of land grading to improve surface drainage and water management of northern Missouri farmland.

Together, the father-son duo now farm some 2,500 acres of soybeans and corn in the Missouri River bottoms of Carroll and Ray counties.

“Agriculture — every part of it — has gotten bigger,” David says. “Don was always progressive in expanding acreage to make it economically viable for his family. A single guy operating on the farm today can’t physically work hard enough to manage the acres it takes to support a family. You need a two-person type of operation.”



*Don Heil*

To keep their operation efficient and profitable, technology has a prominent place on what David and Kyle still refer to as the Don Heil farm. Most of their acreage is grid-sampled and fertilized with variable-rate applications, and this spring, they planted with precision seeding rates based on soil type and historical yield data.

“I think he would’ve loved all this,” Kyle says. “He was a gadget guy and really enjoyed technology and learning new skills and techniques. I don’t know how many thousands of acres they put to grade in the 1960s when it was largely unheard of. He enjoyed taking on any challenge you could throw at him.”



“When you’re farming more and more acres and that planting window gets

Farm Bureau president and yes, King Soybean. Dad got crowned three or four years after Grandpa, and then me. That was another one of Grandpa’s things here locally. He even worked to get Norborne known as the ‘Soybean Capital of the World.’”

“It’s kind of a self-proclaimed title,” David laughs.

David began farming with his father-in-law in 1974 after graduating from the University of Missouri with an animal sciences degree and marrying Don’s middle daughter, Karen, also a Mizzou grad.

“I couldn’t have found a better spot to farm or a better family to do it with,”

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While improving their farm through technology honors Don's legacy, so does the Durhams' commitment to service in the soybean industry. Like his father-in-law, David served on the Missouri Soybean Association and Missouri Soybean Merchandising Council (MSMC) as well as the United Soybean Board.

"If you're going to push innovation to make farming better — not only in soybeans but other crops as well — you need to get involved in it," David says. "I've always believed in checkoffs. They have the ability to change things."

Kyle is currently MSMC's District 2 director and serves on the research committee. He says his father and grandfather inspired him to also take an active role in the industry.

"My family has obviously made a living in agriculture over the years, so I think it's important to give back," Kyle says. "You can't expect someone else to do it. I'm giving back by helping to oversee how my checkoff dollars and the dollars of the Missouri soybean farmer are being spent and ensure a tangible return to growers."

The Durhams also have been instrumental in building the biofuel industry in Missouri. David helped establish Show-Me Ethanol, a dry-mill production facility in Carrollton, and has served as chairman of the board for the past 12 years. He is also among a group of farmers who helped launch biodiesel production facilities in Kansas City and Mexico. David also currently serves as president of the board of directors of Paseo Biofuels, LLC in Kansas City.

"We had two main goals: make biodiesel and get part of that return to investors,

## Norborne Farmer's Presentation Opens Door To Sale Of Soybeans In South America

By Lee Meador

An American Soybean Association memorandum dated June 30 praises Don Heil, Norborne farmer, for his presentation to an attempt to open the way for marketing soybeans in Colombia. Bogota was one of several stops made by Heil and Gil Harrison on behalf of the attempt to open soybean markets in Latin America.

In the memo, written by Harry Hill, president of the American Soybean Association, he noted, "I think it is advisable to add some comments to what could become a real success story."

The memo that explains, "For legs you will recall that during the second half of last year, the Colombian government prohibited the importation of soybeans, a fact



Don Heil

that was confirmed to me during my visit there (Bogota) in September 19 and reported in my trip report."

"Bob Fuchs recommended strongly that ASA return soon with a high level group of directors to negotiate the removal of the soybean import prohibition. Permission was given to me to make a return trip during November with an ASA soybean grower/director, Don Heil of Norborne, Missouri, who is currently serving as assistant treasurer of the American Soybean Development Foundation."

Heil is a former president of the Missouri Soybean Merchandising Council and is still on the board. He also was the first president of the Missouri Soybean Improvement Association. "November 19 Bob Fuchs set up an appointment for us at the official Colombian importers of

raw materials, and Don and I met with Mr. Felipe Laesera, the buying manager, for two hours. "Don did an excellent job of presenting the case for the purchase of U.S. soybeans versus palm oil and fish meal. He also explained how he as a farmer uses palm oil and fish meal. He also explained how he as a farmer uses the Chicago Board of Trade options to protect his income. His honest and sincere evaluation of the soybean market made such an impression on Mr. Laesera that he promised to send someone to the CBOT and to recommend removal of restrictions on soybean imports....The import has been lifted. "If you couple these visits of ASA associates with our ongoing

market development activities the help of the agency, it is again the good news reports during calendar year were 2,800 metric tons of soybeans compared to 10 of 160,000 metric tons for the calendar year 1997. The total message to it indicated soybeans have the largest U.S. agricultural in Colombia this year. domestic shortage of protein has favored this outcome, noted that the 160,000 metric tons estimated likely will be from the United States. Heil was the speaker at Richmond PFA parent-meeting this spring and made American trip as the main talk.

**Don Heil was key in growing demand for soy, including in important markets across the globe.**

and keep the soybean-crushing industry in Missouri," David says. "I think we accomplished both goals. I don't think that industry is leaving our state now."

The Durhams also advocate for agriculture to the nonfarming public, hosting farm tours and serving on producer panels at conferences. Kyle was in the 15th class of Agricultural Leadership of Tomorrow (ALOT), which his grandfather co-founded in 1983 and served on its advisory board. The intensive, two-year leadership training program includes 10 in-state sessions, a week-long seminar in Washington, D.C., and a two-week international experience to a country that impacts Missouri agriculture.

"Lots of folks don't think they have time for it, but you need to make time for it," Kyle says. "Just as we think of people who don't have an ag connection, we don't always know what goes on with



**Kyle and Courtney Durham, with their sons Simeon and Elijah**

the other side either. We can't expect someone to walk in our shoes if we're not willing to walk in theirs."

Twenty-two years after Don's death, his agricultural accomplishments still are being recognized. On April 5, the Missouri Soybean Hall of Fame inducted him as its first member, a crowning jewel in a remarkable career that continues today with David and Kyle.

"The family is proud that Don was recognized in the Hall of Fame," David says. "He was a goer and a doer, not only in soybeans but agriculture in general, from local to state to national and international levels. He was always



*"It's our family and our heritage, and even if they don't come back and farm, we want them to have an understanding of what's going on. If I can send some knowledge of agriculture with them, then that's a good thing."*

-Kyle Durham

# Mr. Soybean, Hall of Famer

The Missouri Soybean Hall of Fame inducted its first member in April of this year, a Norborne farmer known as “Mr. Soybean.”

The late Donald W. Heil, a lifelong farmer in the Missouri River bottoms of Carroll County, earned honors as an international promoter of soybean, said Bill Wiebold, University of Missouri Extension soybean specialist.

Wiebold, director of the Missouri Soybean Center, announced Heil’s induction April 5 at the second annual U.S. Soybean Symposium on the MU campus. He said Heil became a valued mentor and friend when Wiebold joined the MU faculty.

Heil, who died in 1995, helped to establish the Missouri Soybean Association and the first Missouri and national soybean checkoffs to fund soybean research and use. Heil served on the Missouri Soybean Merchandising Council during its first 12 years.

He served as president of the American Soybean Development Foundation, which helped allocate soybean checkoff dollars for research, promotion and international market expansion. He was a founding member of the United Soybean Board, an officer of the American Soybean Association and representative on the National Soy Diesel Development Board, which later became the National Biodiesel Board.

In 1982, he and others organized the Norborne Soybean Festival and promoted Norborne as the “Soybean Capital of the World.” He was the festival’s first “King Soybean.”



*Don Heil’s Family at the Hall of Fame Ceremony*

Heil was on the state MU Extension Council and a supporter of extension and FFA programs. He helped develop the Agricultural Leaders of Tomorrow (ALOT) program and served on its advisory board.

Heil began farming in 1946 after attending MU and serving as a navigator in the Army Air Corps. He was an early adopter of land grading to improve surface drainage and water management of northern Missouri farmland.

“His spirit and passion continue today in those he mentored and inspired,” Wiebold said. “Don was a humble family man and farmer who helped shape the soybean industry as we know it today. But to him, it was always about helping his fellow farmers.”

*—Linda Geist, University of Missouri Extension News Service*



*Kyle Durham and David Durham*

willing to step up and do his part.”

Kyle and his wife, Courtney, have two sons, Simeon, 9, and Elijah, 5, so there’s hope that the family’s agricultural aristocracy will continue. But Kyle says even if the boys choose other careers, their farming heritage will serve them well.

“Right now, they both want to be astronauts, but we try to get them out on the farm as much as possible,” Kyle says. “It’s our family and our heritage, and even if they don’t come back and farm, we want them to have an understanding of what’s going on. If I can send some knowledge of agriculture with them, then that’s a good thing.”

*Do you know a Missouri soybean farmer or farm family going above and beyond to make a difference on the farm and in their community?*

*Let us know by emailing [ctew@mosoy.org](mailto:ctew@mosoy.org). They may be featured in an upcoming issue.*



# Producer Survey Results

*Farmers invest in the soybean checkoff, and the farmer leaders of the United Soybean Board and Missouri Soybean Merchandising Council take the responsibility of investing those dollars to benefit the bottom line for soybean farmers very seriously. Survey results show that wise investments are important, as is communicating the results of that work back to the growers.*

**By Christine Tew**

Special thanks to Ladonna Lee and the United Soybean Board for assistance with the report summary.

Each year, the United Soybean Board surveys farmers throughout the U.S. The questions are designed to explore growers' perspectives on programs and initiatives supported through the soybean checkoff and the checkoff overall. The survey also looks at growers' feelings about the future of the soybean industry.

The annual Survey of Producer Attitudes provides data to drive decisions on soybean checkoff investments for the farmer leaders of the United Soybean Board, as well as for checkoff investments at the state level. Among those results is a key indicator of the success of priority programs at the state and national levels – the percentage of growers supportive of the checkoff.

The 2017 survey results showed 71 percent of the growers who participated support the soybean checkoff program.

Comparing those numbers to the

responses when growers were asked how familiar they are with the soybean checkoff, 81 percent were supportive of the checkoff. Of growers somewhat familiar with the checkoff, 79 percent were supportive.

This magazine, the weekly Spotlight on Soybeans radio programs and events hosted by the Missouri Soybean Merchandising Council are common ways growers can become more familiar with soy checkoff programs in Missouri.

Awareness of checkoff-funded programs is high, with 75 percent of growers saying they were familiar. Among those, 12 percent of the respondents said they were very familiar with the national soybean checkoff program.

Growers also shared specific ways they see the soybean checkoff program benefiting their operations – with 66 percent saying they believe checkoff programs have helped increase the value

of soybean meal produced in the U.S. Survey responses also included feedback from soybean farmers recognizing checkoff-supported efforts to develop new industrial uses for soybean meal, and to help end users better understand the value of U.S. soy.

In Missouri, research is the top priority for farmers' dollars invested in the soybean checkoff, with the farmer leaders of the Missouri Soybean Merchandising Council considering projects focused on agronomic, breeding and technology each year. Projects showing likelihood to impact the bottom line for Missouri soybean farmers are a top priority in that review process.

### Soybean Industry

Beyond support for the soybean checkoff, the survey explores growers' feelings about the future for soybean production. Each year, the survey asks growers to speculate on the future of the soybean industry – whether it will get better, get worse or stay about the same.

In the 2017 survey, 37 percent of growers said the soybean industry would get better over the next three years, and 47 percent expected it to stay the same. Only eight percent of growers expect the situation to get worse; nine percent said they were unsure.

### Individual Operations

The survey also asked growers to think about the future with respect to their

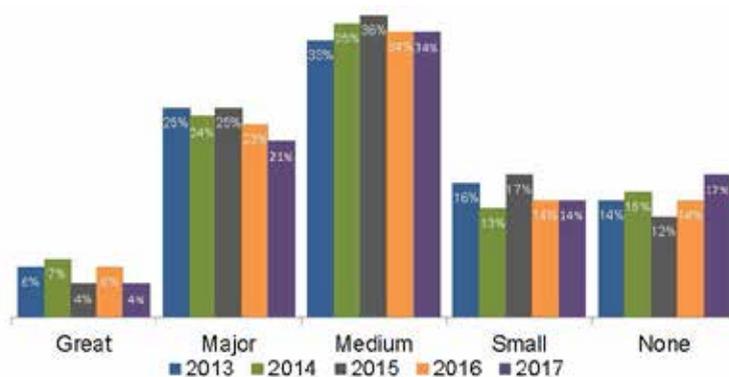
own operations. The level of optimism was similar to that for the soybean industry as a whole, with 37 percent of growers expecting their operations to get better over the next three years, and 48 percent expecting things to stay about the same. Only seven percent thought their situation would get worse.

### Background Information

Of all the respondents, 90 percent are growing soybeans this year. Ten percent had grown soybeans within the past two years.

Growers participating in the survey ranged in age, with more than half aged 45-64. Acreage also ranged widely, with roughly one fourth of participants having less than 250 acres, 250-500, 500-1,000 and more than 1,000 acres.

How much of a positive impact would you say the Soybean Checkoff Program has on your bottom line profitability?



The 2017 survey took place February 22 through March 12, 2017.

Participants were contacted via telephone, with 1002 farmers taking the time to complete the questionnaire. Those calls were distributed across soybean-producing states and weighted to reflect the population of soybean producers based on 2012 USDA Ag Census data. The margin of error for the results is +/- 3.

To learn more about the ways Missouri's farmer leaders invest soybean checkoff dollars through the Missouri Soybean Merchandising Council, visit [mosoy.org](http://mosoy.org).

Information on national-level soybean checkoff programs can be found online at [unitedsoybean.org](http://unitedsoybean.org).



Hear the latest on Missouri's soybean checkoff research and programs through the weekly Spotlight on Soybeans.



## Upcoming Events & Activities

- 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 14** *Show Me Soy School - Bay Farm Research Facility, Columbia*
- July 15** *Missouri DNR Pesticide Collection Event - Chillicothe*
- October 14** *Missouri DNR Pesticide Collection Event - Lockwood*



Entry forms are now available for the Missouri Soybean Association's annual soybean yield contest - look for this image on [mosoy.org](http://mosoy.org) to download your form(s). Growers have until September 1 to enter this annual contest.

## Want More?

Visit us at [mosoy.org](http://mosoy.org) to learn more!

"Like" us on Facebook and follow us on Twitter and Instagram.

## Notice

A group of individuals from Moberly is seeking investors in a non-GMO soybean processing facility. The group, led by farmer John Beckley of Clarence, Mo., has begun the process of raising equity to re-tool an existing "crush" facility in Moberly. The group is called MoberlyNaturalCrush (MNC).

The group has received contingent allocation of a \$1.5 million tax credit for farmer-producer-investors from the Missouri Agricultural and Small Business Development Authority. In total, MNC is attempting to raise \$4 million. Depending on the percentage of equity raised through farmer-producers, Beckley expects that 40-to-50 percent of each investment will be paid back immediately in the form of the tax credit.

Meetings have been scheduled for potential investors to learn more about the opportunity. Upcoming meetings include:

- 7 p.m., Tuesday, May 23, at Hometown Restaurant and Lounge, 103 West Chestnut, Clarence, MO
- 7 p.m., Wednesday, May 24, at the proposed MoberlyNaturalCrush facility, 609 West Fowler Road, Moberly, MO  
(in the rear buildings by the meal bin and grain bin)
- 7 p.m., Thursday, May 25, at Hometown Restaurant and Lounge, 103 West Chestnut, Clarence, MO

For more information regarding the investment opportunity, please contact Pat Conners at 314-809-9499, or email [pconners75@gmail.com](mailto:pconners75@gmail.com).



# Show Me Soy School

*All Missouri soybean farmers are invited to the summer field day July 14 at the Bay Farm Research Facility in Boone County*

*By Greg Luce and Christine Tew*

**T**he Missouri Soybean Association's Bay Farm Research Facility is set to host a new event for soybean farmers this summer: Show Me Soy School. The event, made possible through the soybean checkoff, will offer breakout sessions on soybean breeding and production practices, as well as exploring new technology for soybean growers.

Show Me Soy School will be held Friday, July 14 at the research facility on Rangeline Road outside Columbia, Missouri. Headlining the day will be soybean yield world record holder Randy Dowdy of Brooks County, Georgia. Dowdy claimed the title from Missouri's Kip Cullers with a whopping 171 bu/a yield on soybean, and will share his experience with attendees.

In addition to Dowdy's discussion on high yielding soybean, breakout session topics planned for the day include:

- MU Soybean Breeding Program – discuss the focus of the MU breeding program including conventional soybean and progress made using the Missouri high oleic trait.
- Herbicide Injury – update on new app being developed to provide growers information on degree of injury related to herbicide crop response symptoms, as well as research on dicamba movement.
- Research Characterizing Soybean Phenotype (physical differences) – learn how that is beneficial for physiological improvements, soybean breeding and improved varieties.
- Research Efforts for Control of SCN – much work has been done in Missouri and continues to be researched to help producers and industry effectively manage soybean cyst nematode.
- Cover Crop Management Trials – discuss the latest research funded by MSMC involving examination of cover crop benefits and managing cover crops effectively in soybean rotations.

Lunch will be included for attendees of the day-long event, courtesy of the Missouri Soybean Merchandising Council and soybean checkoff. Registration information and the full agenda will be available online at [mosoy.org](http://mosoy.org) in June. For more information now, contact Greg Luce at [gluce@mosoy.org](mailto:gluce@mosoy.org) or call (573) 635-3819. ■



***Randy Dowdy with his family at a BASF event recognizing his outstanding, record-breaking soybean yield.***

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