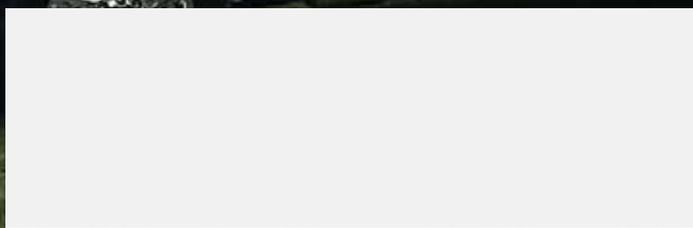


# MISSOURI

## Soybean Farmer

JUNE  
2018



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# MISSOURI Soybean Farmer

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**9** “Voluntary conservation works, and it benefits everyone,” said Ryan Britt in this article on current programs and opportunities for Missouri farmers.

**18** The Little River Drainage District maintains 300 miles of levees and 1,000 miles of ditches in its work to keep the Bootheel a leader in ag production.

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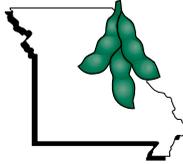
## « Cover Shot

Full payoff of the State’s debt to the Missouri Qualified Biodiesel Producer Incentive Fund came in May. The Missouri Soybean Association was on hand for the announcement, made by the Governor, legislators and farmers

Missouri Soybean Farmer is published six times annually by the Missouri Soybean Association and is an excellent opportunity to reach row crop farmers. Contact Dave Larson at (515) 440-2810 or [dave@larsonentllc.com](mailto:dave@larsonentllc.com) for advertising information.

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# From The Field

Notes from Missouri Soybeans' leadership team

## MSA Board Members:

- Cody Brock, Norborne
- Dan Brunjes, Labadi
- Dane Diehl, Butler
- Kelly Forck, Jefferson City
- Renee Fordyce, Bethany
- John Hunter, Dexter
- C. Brooks Hurst, Tarkio
- Andrew Lance, Bernard
- Matt McCrate, Cape Girardeau
- Tom Raffety, Wyatt
- Garrett Riekhof, Higginsville
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- Ronnie Russell, Richmond
- Doug Thomas, Brashear
- Bruce Wilson, Mexico
- Matt Wright, Emden

## MSMC Board Members:

- Robert Alpers, Prairie Home
- Cecil DeMott, Rock Port
- Kyle Durham, Norborne
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- Tim Gottman, Monroe City
- Patrick Hobbs, Dudley
- John Kelley, Faucett
- Mark Lehenbauer, Palmyra
- Bob Littleton, Dalton
- Tim Lichte, Lexington
- 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 Members:

- C. Brooks Hurst, Tarkio
- Ronnie Russell, Richmond



This spring was a pretty good one for soybean farmers in the Capitol. While most of us were getting rolling or in the field, rather than walking the halls in Jefferson City, our Association folks were tracking legislation, meeting with the Senators, Representatives and statewide leaders and their staffs, and ensuring our policy priorities stayed top of mind.



The results of that work this session – and by extension the return on the investment of our membership dollars – couldn't be clearer. We saw more than \$4 million coming back to our farmer-owned biodiesel plants with the payoff of the (eight years overdue) Missouri Qualified Biodiesel Producer Incentive Fund debt. Beyond that, we saw Senate Bill 782, exempting stormwater runoff from farm fields from permit requirements under Missouri law and arbitrary enforcement actions by the Missouri Department of Natural Resources. This one's an important protection for our long-term freedom to operate here in Missouri.

Looking back on this session, in addition to celebrating that debt payoff and blocking the weight of those additional regulations, I'd like to say, Thank You to all who made the time to call, write and visit with our elected officials this session, and to those who joined us in making this possible through your membership in the Missouri Soybean Association. This is work our checkoff dollars can't do, and I'm dang glad we're getting it done.

**C. Brooks Hurst** - Missouri Soybean Association President

The last couple months haven't been a great time to be reading the news when it comes to soybean demand and futures. Depending on your source, it's been anywhere from 'wait and see' to 'the sky is falling' in the soybean market with everything from domestic biofuel volumes to relationships with China in the news in unfavorable ways. Even the eternal optimists have been finding things to worry about.

While the sky is probably not actually falling, this highlights how important the promotion and education components of our checkoff investments are in ensuring we have markets for all we produce. That work is a big part of what has driven growth in markets for our crop over the past several decades. Biodiesel was a big step forward in adding a market for soybean oil, and by extension, adding value to our soybean crop. Investing in sending our farmers to China, and other areas of the Asian market, to promote soy, has been key in growing demand for U.S. soy in that region as well.



That investment in our future hasn't slowed, and I don't look for it to stop any time soon. We continue to focus on our opportunities, and on addressing challenges before they become big problems – just as we have for decades.

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

---

# Letter from the Executive Director

The past two months have seen some big steps forward for soybean in Missouri. We've come through a tough legislative season with some key policy wins and great examples of the importance of partnership. We've weathered Mother Nature's whims throughout planting season, too. And with all that going on, we've also kept our eyes toward the future – immediate and longer-term.

None of that happened by accident.

Prayer, Patience, Planning and Perseverance have gotten us to this point.

Those things go a long way toward carrying us through trying times. They help us stay focused on the challenge at hand, to not allow worry to throw us off course or distract us from the necessary steps to accomplish our goals.

Some of the goals we set have become wins in the past few weeks:

- Missouri Qualified Biodiesel Producer Incentive Fund Debt Payoff
- Stopping a Potentially Burdensome Permitting Proposal at the State Level
- Foundation for Soy Innovation Launch
- Standing up the Biodiesel Coalition of Missouri

Repayment of the biodiesel fund certainly involved all four - prayer, patience, planning and perseverance over the eight years it took to go from being in arrears to repayment.

We're working to meet the mission and vision for your soybean organizations – the Missouri Soybean Association and the Missouri Soybean Merchandising Council, and now the Foundation for Soy Innovation and Biodiesel Coalition of Missouri.

With the Biodiesel Coalition of Missouri, we're bringing together the producers, processors, distributors and marketers to address the key challenges – including availability – bottlenecking biodiesel use across Missouri. Likewise, with the Foundation for Soy Innovation, we're tackling the gap between what your respective checkoff and advocacy dollars can do to bring innovation and new opportunities from concept to implementation.

We're mindful of our role to serve the soybean industry in Missouri, domestically and around the world, and we, your soybean boards and staff, put it as the highest priority to continue to deliver for our members, our soybean growers and our many partners.



A handwritten signature in black ink, appearing to read "Gary Wheeler".

**Gary Wheeler**  
Executive Director / CEO  
Missouri Soybean Association  
Missouri Soybean Merchandising Council  
Foundation for Soy Innovation



# Soybean Policy Update

*from Casey Wasser*

Missouri's legislative session has officially come to an end. It was truly a special session for soybean producers and all farmers. We successfully passed several pieces of legislation and received full payoff of the Missouri Qualified Biodiesel Producer Incentive Fund—it was a long time coming!

The Missouri Soybean Association's (MSA) main legislative priority this year, a Missouri Clean Water Law exemption for agricultural stormwater, passed with two weeks left in session! Senator Dave Schatz and Representative John Wiemann were great sponsors for this legislation and worked extremely hard on behalf of Missouri farmers to get this provision to the Governor's desk.

SB782, sponsored by Senator Mike Cunningham and now headed to the Governor, included this legislative priority. SB782 includes language that explicitly exempts stormwater runoff from farm fields (i.e. agricultural stormwater and irrigation return flows) from permit requirements under Missouri's clean water law. This is an extremely important provision for Missouri farmers, as it will prevent future government red tape and preserve grower's freedom to operate by eliminating needless government regulation and overreach. If SB782 is signed by the Governor, this protection will be codified into law and not subject to policy preferences, environmental activist pressure and/or discretion from any single administration.

In addition to permit exemptions, the bill further protects farmers from unnecessary and arbitrary regulatory compliance and enforcement actions by the Missouri Department of Natural Resources (DNR).



*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.*



**Missouri soybean farmer leaders ahead of the press conference announcing full payoff of the debt owed in the Missouri Qualified Biodiesel Producer Incentive Fund.**

To accomplish this, the bill included a provision that clarifies that common agricultural stormwater runoff (including both agricultural stormwater and irrigation return flows) will not be cited as “unlawful water pollution” by the Missouri DNR under Missouri’s clean water law unless it can be proven that the stormwater runoff has been “harmful, detrimental, or injurious” to certain things such as public health, animals or fish. This was also a very important clarification, as currently Missouri’s clean water law deems nearly any amount of any type of runoff that enters a Missouri water as unlawful pollution, a situation that presents farmers with an enormous amount of legal liability and a scenario that, if played out and enforced upon by DNR, could result in a farmer being forced to farm a certain way and assessed fines.

Another legislative victory for Missouri farmers is SB627, sponsored by Senator Munzlinger. This bill protects your freedom of choice when it comes to planting your crops and how you

maintain and grow those crops. This new law will prohibit political subdivisions from adopting or enforcing ordinances, rules, or regulations relating to the labeling, cultivation, or use of seeds or fertilizers. This is an important provision to ensure cities or counties cannot prohibit planting of GMO seeds, for example, or application of certain fertilizers.

Another huge win for soybean producers was final payoff of the Missouri Qualified Biodiesel Producer Incentive Fund. Governor Eric Greitens announced his final payment at a press conference Thursday, May 17, 2018. This final payment will total about \$4.1 million and will be distributed to the biodiesel plants throughout Missouri.

Many Capitol natives would’ve

considered proposed tax cuts dead as session was winding down the last two days, but the House and Senate came together to pass SB884 in the closing hours.

SB884 includes several provisions including Missouri’s participation in the Streamlined Sales and Use Tax Agreement, corporate tax rate cut from 6.25 percent to 4 percent, and changes to the rules aimed at determining taxable income for businesses operating in more than just Missouri. As the General Assembly passes a tax cut that would take pressure away from small businesses and corporations, they also allow voters to decide on a fuel tax increase. Senator Dave Schatz added a fuel tax increase to HB1440 as it passed through the Senate one day before session ended. The legislation would increase the fuel tax by 2.5 cents annually for four years, totaling a 10-cent increase by July 1, 2022.

The General Assembly arguably had the most productive session they have had in a decade while also dealing with the allegations against Governor

*“The General Assembly arguably had the most productive session they have had in a decade.”*

-Casey Wasser

Eric Greitens. The House Investigative Committee, who are responsible for investigating the allegations and issuing reports based on their findings, will continue their work during a special

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session called by the House. During the 30-day special session, Congress will continue to work and ultimately make recommendations to the House regarding the next steps to be taken concerning the allegations against Governor Greitens.

### Federal Policy Update

The 2018 Farm Bill has been a main Congressional focus for the past several months. The House Agriculture Committee released a conservative Farm Bill with cuts to administrative functions within the crop insurance title and merging of conservation programs. One of the main priorities for the Republican majority was to reform the Supplement Nutrition Assistance Program by adding work requirements for working age and able-bodied adults.

The bill was attached by Freedom Caucus, demanding immigration reform before they'd vote for a Farm Bill. In addition, a host of groups were demanding cuts to crop insurance programs, putting pressure on the ultra-fiscal conservatives. To support the proposed crop insurance programs of the farm bill, MSA joined over 300 other state and federal associations requesting no changes to Title XI (crop insurance) of the farm bill.

On Friday, May 18, Congress voted to defeat the proposed Farm Bill, the Republican Freedom caucus voting against the measure, but the Speaker called for a reconsideration of the vote which was procedurally left open in an attempt the whip the needed votes to get to the magic number of 218 yes votes. For Missouri, all our Republican Representatives voted yes, Representative Emanuel Cleaver voted no and Lacy Clay did not vote. At this time, there is no date certain as to when the reconsideration vote will occur.

Through the President's administration, we continue to see efforts to revamp the Renewable Fuel Standard. President Trump hosted his seventh meeting

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in the White House this year to have negotiations on the Renewable Fuel Standard. Reports from the most recent meetings indicate the EPA may allow the sales of 15 percent ethanol fuel, while allowing exported ethanol to earn Renewable Identification Numbers. No formal documents have been released as to exactly what will be released by the EPA, and as we know, the devils in the details.

MSA has continued to monitor the Section 301 proposed tariffs. In April, Missouri Soybean Association board members flew to Washington, D.C. to advocate for a resolution before the harmful tariffs went into effect. The American Soybean Association has submitted comments encouraging the

President to seek alternative measures to address the intellectual property disputes with China.

Good news came out of the White House this past week stating they do not plan to impose the tariffs on China as previously scheduled. The White House reports that they are working on a framework with China to address the President's concerns. In addition to the Chinese tariffs, previous reports stating NAFTA renegotiations needed to be completed in May have been trumped by more recent reports from Treasury Secretary Steven Mnuchin saying the President is more interested in striking a good deal with Canada and Mexico than rushing for a Congressional vote this year. ■



# Soil Stewardship

By Jason Jenkins, Mill Creek Communications

**T**he clock on the dash of Ryan Britt's pickup reads only 11:30 a.m., but it's time for lunch.

"Can't be late on rib day," Britt said with a laugh as he pulled into the restaurant parking lot already teeming with other four-wheel drives. "And to be honest, it'll be nice not to eat lunch in the tractor today."

Due to an unseasonably cool spring, planting on the Britt farm — like many across the Show-Me State this year — was delayed. That meant long days for Britt as he tried to catch up. He finished planting corn earlier in the week, but now on this Friday in early May, two days of rain offered a respite from the frenetic pace.



Ryan Britt

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Soybean planting wouldn't have to wait long, however, thanks to the soil and water conservation practices the Britts have established on many of the roughly 4,000 row-crop acres they manage.

"That's one of our fields that'll have beans," he said, pointing to a parcel covered in emerald-green cereal rye. "Between the terraces and the cover crops, it's just night and day difference in the quality of the water coming out of those tiles versus a field that's not terraced and conventionally tilled."

The Britts are among the tens of thousands of Missouri farmers who have participated in the Missouri Soil and Water Conservation Program (SWCP). Managed through the Missouri Department of Natural Resources, the voluntary program offers cost-share and technical assistance to farmers and agricultural landowners who are interested in protecting their lands and water quality.



***The Britt family has taken advantage of the Soil and Water Conservation Program to adopt a number of practices on their farm, including the installation of alternative watering systems for their cattle. Keeping cows out of streams and ponds protects water quality in the adjacent Thomas Hill Reservoir and lessens potential soil erosion..***

### **Funding the Future**

While soil and water conservation efforts had been in place for decades, Missouri's voters chose to substantially invest in their future in 1984 by passing a one-tenth sales tax to support both soil and water conservation and Missouri State Parks. The tax has been renewed on multiple occasions, most recently in 2016, when the measure passed in all 114 counties for the first time. A resounding 80 percent of Missourians voted in support of taxing themselves for yet another decade.

"Since the passage of the sales tax, Missouri has prevented more than 184 million tons of soil erosion on more than 5 million acres," said Colleen Meredith, SWCP director. "We've helped to fund more than 242,000 projects across the state during that time."

Today, a Soil and Water Districts Commission comprised of six farmers appointed by the governor oversees the program and its activities. It is administered through the Department of Natural Resources, which is staffed to assist the Commission and serve as liaison to the 114 Soil and Water Conservation Districts (SWCD), one for each county. Each district is led by an elected board of volunteers who decide locally how cost-share funds are allocated.

"It's just amazing what Missouri has to offer," Meredith said. "Since I started with the program, we've gone from offering assistance with 17 conservation practices to today offering 50 different practices. And we have about \$40 million each year for landowners, which is unbelievable."

Meredith said those 50 practices fall into one of seven categories: Sheet, Rill and Gully Erosion; Irrigation Management; Nutrient and Pest Management; Woodland Erosion; Animal Waste Management; Grazing Management; and Sensitive Areas. Producers who have completed a conservation plan may apply for cost-share funding, and the program typically pays 75 percent of the minimum cost to complete the practice.

The remaining 25 percent is paid by the landowner.

Oftentimes, soil and water funds will be matched against federal funds or others to complete projects. Meredith says partnerships with other agencies and groups — such as the USDA Natural Resources Conservation Service, Missouri Department of Conservation, University of Missouri, the Nature Conservancy and the Missouri Soybean Association — help to strengthen efforts.

"Our district staff folks are typically located in USDA offices, so they'll work with NRCS staff on technical assistance for projects," Meredith explained. "We've also found creative ways to work with MDC to provide extra incentives."

Brent Vandeloecht, MDC's agricultural liaison, agreed.

"What we're able to do a lot of times is piggyback our cost-share on soil and water projects to make them more wildlife friendly," he said. "For example, if someone is fencing off a creek to keep their cattle out, there's typically a buffer strip of grass. Rather than planting that to fescue, we can convert that to a native grass, so not only is it now providing good water quality, it's also making good wildlife habitat."

Across the state, MDC employs 48 private land conservationists who also work in tandem with NRCS and SWCD staff to help landowners meet conservation objectives. Vandeloecht said other states simply don't have the funding available to provide the same level of service.

"The soil and water program is a fantastic tool for anyone who owns land and is managing a farm operation, whether it's row crop or livestock production," he said. "The farmers of Missouri are the best stewards of the land. They have a conservation ethic. They want to take care of the land, and these programs are one way they can do that."

Meredith echoed the sentiment. "I have to give a lot of credit to the landowners,"



*Ryan readies the Britt's planter for seeding soybeans. An unseasonably cool spring had delayed planting on the family's north-central Missouri farm. Only corn had been seeded by early May.*

she said. "This is a voluntary program, so they don't have to do these things, but they really care about their soil and about their water. We could never do the work we do without them."

#### **Conservation Generation**

At 39 years old, Ryan Britt is a fifth-generation farmer who has lived most of his life with a well-funded Soil and Water Conservation Program. He said his father and grandfather instilled in

"Growing up, I learned pretty quick that we need to make the most of what we have. There's a lot of ground we've had that was farmed at one point, but now we have it in grass because it makes more sense. Once that dirt is gone, you can't get it back."

Over the years, the Britts have worked with the local SWCD to build ponds and terraces. The farm now employs a no-till management system, and like many

adopted rotational grazing using alternative watering systems to reduce erosion and protect the water quality of Thomas Hill Reservoir, which sits adjacent to the farm.

As a father of three, Britt said he's motivated not just to maintain their operation's soil and water quality, but to take it beyond and actually improve the soil's health.

"Just taking care of the land is a driving force for many, but for me, I also have the driving force of my children and giving them the same opportunity to farm that I've had — or better," he said. "We've done a lot of things in agriculture that were successful for a long time, but we're also seeing some consequences of those things."

"Adopting these conservation practices will allow us to keep farming the way we want to farm. Voluntary conservation works, and it benefits everyone." ■

*“We have about \$40 million each year for landowners, which is unbelievable.”*

-Colleen Meredith

him the lesson that you leave things better when you're done than when you started.

"That's not different than most farmers," said Britt, who currently serves as president of the Missouri Association of Soil and Water Conservation Districts.

others, they've begun incorporating cover crops where it makes sense, another practice for which cost-share is offered.

In addition to the row-crop operation, the Britts also manage a cow-calf herd with more than 500 cows. They've



# Feeding China's Appetite for Soy

*Missouri soybean farmers have worked to develop the Chinese market for soy, seeing it grow into a key destination for exports and a driver for soy demand. The long-term partnerships and investments behind that growth are top of mind as uncertainty blankets future opportunities.*

By Jen Del Carmen, USSEC

**N**ow more than ever, China is on the minds of U.S. soybean producers.

This spring, the Chinese Ministry of Commerce announced a proposed 25 percent tariff on U.S. soybean imports. While this announcement has been of concern to farmers in Missouri and in every soy-producing state, the U.S. Soy industry has continued to work hard to maintain access to this important market.

The partnership between the two countries is a long one. U.S. Soy has a

36-year track record of actively investing and partnering in programs that support China's goals of achieving sustainable food security and food safety.

Norborne farmer Todd Gibson serves as a director for the United Soybean Board (USB) and the U.S. Soybean Export Council (USSEC). USSEC is often referred to as the international marketing arm for the U.S. Soy industry, helping to build a preference for U.S. soybeans and soybean products through a global network of international offices and strong support in the U.S.



*Norborne farmer Todd Gibson fills his planter as he prepares to plant soybean that may wind up in China as animal feed for the country's large swine and poultry industries. "As a U.S. grower, I am continuing to raise quality, reliable soybeans in a sustainable manner for our customers around the world," Gibson said.*

percent of its annual soybean crop with 62 percent of whole soybean exports heading to China. This is approximately 50 percent of total soy export (beans, meal, and oil). The U.S. market share of China's soybean imports has been between 35 and 40 percent over the last few years.

The country's gross domestic product (GDP) is \$12.26 trillion with per capita income of \$9100, marking an 8 percent growth in the last two years. In 2015, the Chinese government declared the official growth rate at 6.5 percent, although this is widely disputed. What is undeniable, however, is that the Chinese economy is still growing, albeit at a slower rate of growth or a "new normal."

#### **Supply and Demand**

China's soybean consumption per annum is 92 metric million tons (MMT) with projected 2017 imports at 83 MMT.

All imported soybeans are crushed to produce soybean meal for the country's massive feed industry. Increases in soybean imports are driven by increases in demand for soybean meal from feed industry. The country is also the world's second largest importer of crude vegetable oils.

China is the fourth largest producer of soybeans in the world, and it is increasing its own soybean production. Currently, the country produces slightly more than 13 MMT of entirely non-GMO soybeans. Of those beans, more than 90 percent go for soy food production. China's goal is to increase soybean production to 18 to 20 MMT by 2020, which could reduce growth in its volume of imports. Still, the country's future soybean import growth is projected to continue to increase.

Chinese purchasing is seasonal. The country buys most of its soybeans from

the U.S. in the late summer and fall, and then switches to South American beans in the spring months.

China's huge, modern crush industry has the capacity to crush 150 MMT of soybeans annually. Currently, the country is utilizing only 60 percent of its crush capacity, 70 percent of which is domestically owned.

Weak crush margins do not curtail Chinese production or imports.

The feed industry is growing and consolidating with an expected growth of 5 percent annually over the next twenty years. Animal production is rapidly moving to concentrated animal feeding operations. Poultry feed demand is under immense pressure from food safety scandals and the country's pork industry profitability is returning after a large culling of the herd, which meant reduced feed production in 2016.

Soy food consumption is also growing. Chinese consumption of soy foods has increased 100 percent over the last 20 years.

#### **Trends**

As China rapidly urbanizes, 55 percent of its population now lives in cities and towns. This shift continues to increase animal protein consumption. Chinese meat consumption is currently 59 kilograms per household, while U.S. meat consumption is 85 kilograms.

This leaves plenty of room for growth of animal feed and soybean meal consumption, says Paul Burke, U.S. Soybean Export Council (USSEC) Regional Director – North Asia. "Urbanization is a big factor in China's need for soybeans. We see the Chinese population, about 300 million people, moving from the countryside into the city. They're going to increase their

*...continued on next page.*

"USSEC wants to be sure that our soybean farmers know that USSEC and the U.S. Soy industry is continuing to work on their behalf to build demand and expand market access for U.S. Soy products in China," Gibson said.

#### **An Enormous Market**

Home to a whopping 1.3 billion soy consumers, China is the largest importer of U.S. soybeans. The country currently purchases approximately one in every three rows of the soybeans grown in the U.S., valued at more than \$14 billion.

In 2016/17, the U.S. exported roughly 60

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incomes and improve their diets, their demand for animal protein and vegetable oil,” said Burke.

“That’s like moving the population of the United States from a lower-income livelihood to a middle class livelihood. Imagine if 300 million people in the U.S. were to increase their animal protein and vegetable oil consumption by 30 percent. That’s the upside potential and we’re going to see that in the next ten years.”

All imported soybeans are crushed to produce soybean meal for the country’s feed industry, which drives the demand for soybean imports. Because China’s crush industry is only operating at about 60 percent capacity, there’s still a lot of room for growth.

“We estimate an increase in soybean imports of 3 to 5 MMT per year for the next decade in China,” said Burke.

#### **Transportation**

The U.S. Soy industry’s superior infrastructure and connectivity get Missouri soybeans to China consistently and dependably.

“The reason the U.S. soybean industry is so competitive on the international marketplace is not due to a lower cost of production. It rather is due to a lower cost of transportation,” said Mike Steenhoek, executive director of the Soy Transportation Coalition.

“The U.S. has a long history of being able to transport significant volumes of soybeans long distances in a cost effective and reliable manner,” Steenhoek continues.

“Our multi-modal system of roads and bridges, freight railroads, the inland waterway system, and ports allow farmers located in the interior part of the country to connect with distant markets and, as a result, be among the most international of entrepreneurs.

“The historic, current, and future profitability of the U.S. soybean farmer

remains a function of growing supply and robust demand, but we also need to have connectivity between supply and demand. Our transportation system provides that connectivity.”

#### **Market Access**

Market access maximizing the U.S. Soy Advantage and minimizing potential trade barriers to China has long been a focal point for USSEC. Market access refers to both proactive and reactive engagement ensuring markets are open, and includes relationship management, crisis management, and policy advocacy.

The recent proposed tariffs are not the only market access issues that the U.S. Soy industry has worked on. Other concerns in China have included biotech approvals and foreign matter. Late last year, the U.S. cooperatively worked with China on a foreign matter agreement. The agreement between the U.S. Department of Agriculture’s (USDA) Plant Protection and Quarantine (APHIS) and China’s General Administration

of Quality Supervision, Inspection and Quarantine (AQSIQ) went into effect on January 1 and was the result of Chinese demands about certain quality aspects,

**“ We estimate an increase in soybean imports of 3 to 5 MMT per year for the next decade in China. ”**

particularly weed seed content, of their U.S. soybean imports. The Chinese agreed to a systems approach involving the entire U.S. Soy supply chain from farm to exporter. The new policy will identify all soybean shipments that contain over 1 percent foreign material. USSEC believes this will improve the quality of U.S. Soy exports over time and is optimistic that this agreement will help the U.S. to continue to be viewed as a reliable and responsive supplier for customers both in China and in other markets.

Biotechnology is a matter in which the U.S. Soy industry has been engaged in for quite some time. Delays in biotech trait approvals affect what Missouri farmers can grow in their fields.



*Gibson, planting the 2018 crop on his farm near Norborne, Missouri.*

...continued on page 16.



WE ARE U.S. SOYBEAN FARMERS



## SUSTAINABILITY NEVER GOES OUT OF SEASON

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### COVER CROPS

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**Customers prefer U.S. soy because it's sustainable.** But demands for sustainability continue rising.

Adopting a common practice like planting a cover crop to slow runoff and increase soil organic matter is another step forward in improving your sustainable footprint. Show your commitment to sustainability with a free truck magnet available at [unitedsoybean.org/sustainability](http://unitedsoybean.org/sustainability)



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In 2017, a peer-reviewed white paper “The Potential Economic Impacts of Delayed Biotech Innovation in Soybeans,” detailed the benefits of GMO crops for countries that accept them while also documenting the economic impact of delays in regulatory approval, showing that a three-year postponement in global approval of biotech-enhanced soybean traits any time in the next 10 years would cost farmers and consumers a total of nearly \$19 billion, compared with typical approval timelines.

The current GMO approval process in China lacks transparency, and its scientific foundation is often questioned - creating challenges. For some time, new U.S. - specific events have been approved only through U.S. government intervention.

USSEC has taken steps in developing initiatives to help boost the Chinese market for U.S. Soy in response to the bogged-down approval process.

While the Chinese government endorses biotechnology, certain segments oppose biotech and see it as a U.S. plot to destabilize China. This issue has become very politicized in China, and the government is grappling with the problem. Chinese citizens are often mistrustful of the government when it comes to food safety.

USSEC has introduced a three-prong approach to help ease some of these issues. The organization has engaged the Chinese industry to talk with their government about potential supply problems if the approval process doesn't move expeditiously; has worked to build consumer confidence and combat misleading media reports about biotech through programs such as U.S. Farm



*In September 2017, U.S. Soy grower leaders visited China to take part in an anniversary gala celebrating 35 years of partnership between the U.S. Soy industry and China.*

Moms to China, which helps to create a dialogue about food and families; and has engaged with the International Soybean Growers Alliance (ISGA) to work with like-minded countries.

In April, a U.S. delegation that included grower leaders and USSEC staff participated in an International Soybean Growers Alliance (ISGA) mission trip to China to discuss the benefits of biotechnology.

ISGA, formed in 2006, brings together farmers and industry representatives from the United States and five other countries that supply over 95 percent of the world's soybean production. The alliance helps to consolidate the voices of soybean producers in opposing market restrictions, excessive tariffs, and scientifically unsound non-tariff barriers regarding environmental,



health, chemical residues, or biotechnology approvals. The alliance has visited China on several occasions to connect with Chinese stakeholders. Food security is a critical question facing today's world, and this one-on-one engagement between soybean farmers and consumers helps to balance fear and misinformation with objective, evidence-based analysis. ■



WE ARE U.S. SOYBEAN FARMERS



# SUSTAINABILITY NEVER GOES OUT OF SEASON

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## REDUCED TILLAGE

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**Customers prefer U.S. soy because it's sustainable.** But demands for sustainability continue rising. Adopting a common practice like reducing tillage to control erosion and increase organic matter is another step forward in improving your sustainable footprint. Show your commitment to sustainability with a free truck magnet available at [unitedsoybean.org/sustainability](http://unitedsoybean.org/sustainability)





# Making the Bootheel

*The Little River Drainage District played an incredible role in making Missouri's southeastern-most counties the agricultural powerhouse we know them as today.*

**By Jamie Johansen and Kelly Marshall, Honey Creek Media**

Photos courtesy of The Little River Drainage District.

**K**ansas City is known as the city of fountains and St. Louis boasts the beauty of the arch, but one of Missouri's most amazing feats is the wonder of man-made farmland.

Travel south - and then keep going. You'll find the state's Bootheel, a place likely unrecognizable to citizens of a hundred years ago.

The land from Cape Girardeau to the Arkansas border was once swampland—just water and trees, said W. Dustin Boatwright, executive vice president and chief engineer of The Little River Drainage District. Today, the seven southeastern-most counties that make

up the Bootheel have some of the most productive land in the state.

“In any given year, a third of the agriculture production in the state comes from this small area in Missouri,” Boatwright said.

Several of Missouri's top soybean-producing counties are within the region.

## **Making Farmland**

The story begins with the Swamp Act of 1850— a mandate from the federal government to the states to make swampland productive in exchange for ownership of the acres. Missouri sold



Learn more about The Little River Drainage District online at [theLRDD.org](http://theLRDD.org).

the next phase of developing the region-infrastructure. The timber landowners brought in the railroad investors and operators.

The business model worked, for a while. Then, timber ran out and taxes were comparatively high on what was otherwise unprofitable ground. The government mandate to create productive land was still in place and the United States Congress would take control of the land if it wasn't made to fulfill some useful purpose. A new approach was needed.

"It's interesting because actually it was a group of timber landowners around the turn of the century that came up with this idea of 'Hey, let's come in and drain this swampland and either make it more productive for timber production or turn it into agricultural land,'" Boatwright said.

Some organization was necessary to allow the people to work together, developing and implementing the plan to drain the swampy region.

In 1907, organization came in the form of The Little River Drainage District. The District created a cohesive body to make decisions which would benefit the multiple landowners. It was set up so three commissioners (appointed by the courts) determined the percentage each landowner must pay for a project based on an assessed benefit on each 40 acre tract. The Board of Supervisors, selected in an election where each acre gets one vote, oversees the policies and functions of the District.

That structure allowed such a massive undertaking to begin taking shape.

Construction on what was dubbed the "Plan for Drainage" lasted from roughly 1914 to 1928. It consisted of approximately 300 miles of levees, 1,000 miles of ditches and six detention basins.

"There are two things that we claim," said E.B. Gee Jr., former president of The Little River Drainage District board who served on the board for more than thirty years. "We claim to be the largest drainage district in the world and no one has ever disputed that claim, and we also claim to have excavated more dirt than in the original building of the Panama Canal. Those are two outstanding claims. I think everybody in the Bootheel of Missouri should be proud of those accomplishments and the service that is rendered by The Little River Drainage District."

The transition was not instantaneous. As World War II turned the nation's focus overseas, Southeast Missouri began to produce crops especially useful for the times, says Dr. Sam M. Hunter, the current president of the District board.

Hunter's father was among those involved. He began clearing land and growing crops near Sikeston in 1940.

"[The war effort] needed everything they could grow; cotton, grain, anything useful for the war movement. Southeast Missouri did their part," he said.

By 1957, all five of the board members were predominantly involved in agriculture.

"You'd be surprised at how many diverse crops we grow in Southeast Missouri," Hunter said. "The world wants it, and we supply that want."



W. Dustin Boatwright

the land to counties and counties sold it to private landowners.

From 1850 to around 1900, the acres that make up the Bootheel were valued for their bottomland hardwood timber; only 5 percent of the land could be farmed. During that fifty-year time frame, timber companies harvested the trees. In the process of doing that, they also provided a service that would be important in

## Want More?

Check out the online edition at [mosoy.org](http://mosoy.org) to hear this story firsthand.

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### Deeply Interconnected

In addition to growing crops, the Little River Drainage District has also grown family legacies.

“[The Little River Drainage District is] very generational- a lot of history with my family and we’re very proud of the system that’s been put together over the years,” said Boatwright, whose father and grandfather worked on the ditches and levees before him. In 1953, his grandfather took a job as a dragline operator and later became a foreman; his father did the same.

Boatwright grew up planning to follow in their footsteps.

“I wanted to be a foreman,” he said. “I wanted to work on the ground; I wanted to be out every day, have my hands dirty. I wanted to do the same type of work I grew up around those guys doing. They, on the other hand, had different plans for me. Early on in life they really pushed me to spend a lot of time with the 5th Chief Engineer, Larry D. Dowdy.”

Boatwright credits his role as the District’s 6th Chief Engineer to the encouragement of Dowdy, although he never doubted that The Little River Drainage District was where he would come home to.

E.B. Gee Jr. came from a legacy as well.

“I succeeded my father on the Little River board. It’s something we have always been interested in as a family... because of the drainage Little River provided us farmers in the Bootheel, we could produce cotton, corn, soybeans and, in later years, rice.”

Gee even goes so far as to call himself a “Little River Brat” because he grew up following his father to board meetings. He recalls an early memory of taking a boat trip down a drainage ditch (Ditch No. 1) that went into Arkansas. “[We] found many brush piles that were stopping the drainage down there. We took pictures and talked to the Corps of Engineers about it and they put it in



*The floodways at Hornersville, Missouri, as seen from above.*

their program to eliminate those debris piles which were blocking the water from flowing through the Big Lake channels.”

Hunter’s father also served on the board, putting in 37 years before asking his son to run in his place.

“To me, that was the greatest thing in the world to be on the board of Little River. I’d been going to all of their annual meeting since 1976, mostly because of him, but I learned an awful lot too, so it was natural that I would take his place.”

Hunter is preparing his own handoff by encouraging his two children to attend annual meetings and asking them to think about serving the people of The Little River Drainage District.

“I think I’m getting some positive feedback,” Hunter said. “Hopefully in

the next 6, 8, 10 years one of them will come to me and say, ‘Dad, we’d like to serve on the board.’”

Preparing for the future is something The Little River Drainage District has handled well in the past and is something they are intentional about for the next generation. Early on, the Board of Supervisors faced changes in its relationship with the federal government. A devastating flood in 1927 led to the 1928 Flood Control Act, which was the birth of the Mississippi River and Tributaries Project (MR&T). The MR&T project created a partnership between the drainage districts (local people), the United States Congress and the Mississippi River Commission. Enter here the U.S. Army Corps of Engineers as the President of the Mississippi River Commission is also the Commanding General for the Mississippi Valley Division Corps.

## Isham Randolph

**Isham Randolph was one of the main consulting engineers for the creation of The Little River Drainage District. Two other well-known projects Isham Randolph worked on prior to The Little River Drainage District were, the Chicago Sanitary and Ship Canal (which ran the Chicago River backwards), and the original construction of the Panama Canal.**

**Construction of the Little River Drainage District saw the movement of 66 million cubic yards of material.**

“[In] our role with the Corps, we are partners,” Boatwright explained. “On a daily basis, on a weekly basis we have contact with them. There are times where we have disagreements like you would have with any partnership; you’re not going to agree all the time, but ultimately we work together for the goal of providing the people and property of the Mississippi Valley flood control (drainage) and navigation benefits for the benefit of our nation and to feed the rest of the world- Protection of 16.8 million acres of land from Cape Girardeau down to the Gulf.”

The Little River Drainage District has also seen the formation of the Mississippi Valley Flood Control Association. This grassroots organization unites districts throughout the Mississippi Valley and beyond, to offer a broader multi-state voice when dealing with the U.S. Army Corps of Engineers and other federal agencies. Their main challenge today is to educate citizens and decision-makers about the importance of flood control and navigation.

It’s a constant education process, said Boatwright.

“If we go back to the 1927 flood, our country lost one-third of the GDP just in that year. The devastating flood destroyed 45,000 businesses, displaced 750,000 people, killed 500 people, and destroyed 2500 miles of roadways and 3500 miles of railways.”

Today’s decisions need to include that kind of knowledge, as well as a focus on environmental and property rights concerns.

“We all have to work together,” Boatwright said.

The District must also adapt to agriculture policy changes with each Farm Bill that addresses Wetland Reserve Properties (WRP) or the Conservation Reserve Program (CRP). Boatwright said some people are surprised to learn The Little River

Drainage District has adapted to these kinds of changes by finding common ground with the Missouri Department of Conservation, the Soil and Water Conservation District and the Natural Resource Conservation Service.

It’s hard to argue with the results of their partnerships though. A working relationship with the Missouri Department of Conservation has turned out to have great advantages.

“We have very different end goals,” Boatwright said. “Our main prerogative is flood control and drainage and, of course, MDC’s goal is managing or conserving the wildlife and the habitat within the state.”

Projects like planting native and warm season grasses on channels allow both groups to meet their goals. The grasses provide erosion control and cost less to maintain.

“We all have constraints we have to work within,” said Boatwright, “but we are going to work together to come out with something that, in the end, is going to be beneficial to all involved.”

It will take everything the District has

learned about adapting and changing to overcome their newest challenge. Mother Nature is battering the channels in the form of high-intensity, short-duration rainfall events.

“In recorded history, we are seeing that more right now, than any time in the past. How are we going to adapt, how are we going to maintain the system that we have to accommodate that change, those are the questions we must ask and act upon,” said Boatwright. ■



*Channel excavation maintenance*

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# HONOR WALL

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

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## Wiebold Wins UM Award for Service

**W**illiam (Bill) Wiebold, professor of plant sciences at the University of Missouri, was recently honored with a System-wide President's Award for Service.

University of Missouri System President Mun Choi - accompanied by UM System Senior Associate Vice President for Academic Affairs Steve Graham - surprised Wiebold with the award during a regularly scheduled Intercampus Faculty Council TelePresence meeting.

The award recognizes faculty who show exemplary and extensive service to the university that is above and beyond the normal service expectation, such as mentoring other faculty in the areas of teaching, research, scholarship, outreach and economic development.

Wiebold has been on the faculty at Mizzou since 1990 and currently serves as the Missouri state soybean extension specialist. His applied research program involves cropping systems that enhance productivity, increase stability and protect the environment. Wiebold also is the director of the Missouri Soybean Center.



*Bill Wiebold (left)*

*The University of Missouri System contributed to this piece.*

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## Fordyce New FSA Administrator

**C**ongratulations to our good friend Richard Fordyce on behalf of Missouri's entire soybean family.

U.S. Secretary of Agriculture Sonny Perdue recently announced the appointment of Richard Fordyce to serve as Administrator of the U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA). In his role, Fordyce will provide leadership for FSA and its mission to support agricultural production across America through a network of over 2,100 county and 50 state offices.

"As a fourth-generation farmer, Richard brings firsthand knowledge and experience to this role," Secretary Sonny Perdue said. "I am confident that he will continue to help USDA become the most efficient, effective customer focused agency in the federal government as he leads this customer-focused mission area."

Fordyce previously served as Missouri's State Executive Director for FSA, and was the Missouri Director of Agriculture from 2013 to 2017. He also previously served on state and national-level soybean boards, as well as in many other leadership roles for Missouri agriculture. He is a lifetime member of the Missouri Soybean Association.

# Missouri Soybean Merchandising Council Election Results

Missouri's annual election of farmer leaders to oversee soybean checkoff investments affirmed soybean growers' support for the Missouri Soybean Merchandising Council board of directors. Three current farmer-leaders were elected to additional three-year terms, and a previous state and national leader will reprise his role representing southeastern Missouri growers.

"We appreciate Missouri soybean farmers' participation and service, and Missouri Department of Agriculture staff ensuring a smooth and transparent process in our annual elections," said Missouri Soybean Merchandising Council chairman John Kelley of Faucett. "We're truly a farmer-led organization and take our responsibilities to ensure Missouri farmers have access to the most up-to-date research information and continue to benefit from new market opportunities for their soybean very seriously."

Current directors Cecil DeMott of Rock Port (Dist. 1), Kyle Durham of Norborne (Dist. 2) and Tim Gottman of Monroe City (Dist. 3) were re-elected to the Missouri Soybean Merchandising Council board.

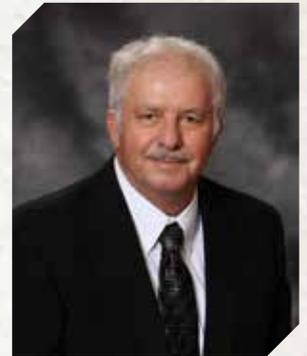
Jason Bean of Holcomb was elected to represent southeastern Missouri's District 7 on the Missouri Soybean Merchandising Council board of directors. He replaces Pat Hobbs of Dudley, who has represented District 7 on the Missouri Soybean Merchandising Council board since 2006 and will retire from the board seat this summer.

Bean was selected by a vote of soybean farmers in the region, via mail-in ballot in an election overseen by the Missouri Department of Agriculture.

Bean previously served on the Missouri Soybean Merchandising Council board of directors 1996-2008 and represented his fellow Missouri soybean producers on the United Soybean Board 2002-2011.

Committee assignments for Missouri Soybean Merchandising Council will be determined during the summer board meeting, currently being planned for the last week of July. Newly and re-elected board members will begin their roles during that meeting.

The Missouri Soybean Merchandising Council is a statewide, farmer-led organization working to improve opportunities for Missouri soybean farmers through a combination of research, outreach, education and market development efforts supported by the soy checkoff. ■



*Cecil DeMott*



*Pat Hobbs*



*Kyle Durham*



*Jason Bean*



*Tim Gottman*



# The Next Generation of Farmer Leaders

*While many lament that the average age of farmers continues to creep upward, the next generation of soybean farmer leaders is tackling tough issues with a fresh perspective - ensuring their freedom to operate remains intact well into the future.*

**By Samantha Turner**

Photos by Samantha Turner, and courtesy of the American Soybean Association and the Delgman family

“It is easy to be consumed by the operation, and miss the opportunity to learn about the industry through influential agricultural organizations,” said Curtis Delgman, a soybean grower from Bowling Green. “If you’re always behind the wheel of your tractor, you aren’t going to know what the industry is fighting for.”

As a young, beginning farmer Delgman knows how difficult it can be to get involved and stay in touch with what is happening in agriculture.

“We work long hours, and we want to spend time with our families, but we also have to stay on top of current events – specifically looking at America’s bean crop and the best ways to market it,” said Delgman.

Delgman fears the agricultural industry won’t continue to grow future farmer leaders.

**The Delgman family farms near Bowling Green.  
Curtis Delgman is a first-generation farmer.**

“An operation isn’t truly sustainable unless there are generations to continue to grow the family’s legacy. I understood the legacy of my family’s operation and knew the importance of agriculture on a local and global scale,” said Delgman. “If I didn’t work in production agriculture, I would be just another statistic of demise.”

The agricultural industry is experiencing a substantial shift. Across the country farmers are retiring, with hopes to pass down their livelihoods filled with years of stewardship and passion. The U.S. Department of Agriculture estimates over 90 million acres, 10 percent of all farmland, will change hands nationwide by the end of next year.

Delgman is a first generation farmer currently working on his family’s row crop and livestock operation, Peno Creek Farms and Cattle. He farms alongside his father-in-law, wife and three children. They recently decided to diversify and implement an agri-tourism component by adding a pumpkin patch and petting zoo to their farm.

Next generation producers are now assuming full-time management and landowner roles on their family farms, and are confronting the barriers presented by the modern agricultural industry. For these young farmers, trying to establish themselves in the ever-changing agricultural environment, they are discovering there are many obstacles to overcome. Fortunately, we have driven Missouri farmers who are stepping up to the challenge and starting their own family farms.

As a young agriculturalist, Delgman is actively involved in Pike County Young Farmers and Ranchers, Pike-Lincoln County Cattlemen’s Association, Missouri Soybean Association and was selected to be in the current Agricultural Leaders of Tomorrow (ALOT) class.

**Demanding Startup Costs**

Farmers in America are getting older, and in many ways it is harder for coming generations to fill their boots. High start up costs and lack of available land can make entering in to farming an overwhelming task. As a first generation farmer, Delgman understands the risks and commitments of agricultural life.

“To come into the industry as a new, beginning farmer, it is very costly to make mistakes,” said Delgman. “You don’t have a lot of margin to play with. You could be one and done, and it could cost you everything.”

“I am cognizant of my investments,” shared Delgman. “I’m not growing my operation until I feel I am maximizing each acre. Every acre has to have 100% potential.”

Dane Diehl, a fifth generation farmer from Butler, Missouri, also has his reservations about agricultural margins.

“I see the younger generation deterring from production agriculture simply

because of the crop margins,” Diehl said. “In recent years, the commodity markets have been risky. Crop margins in the future may continue to be slim, and we will have to be innovative to maximize production.”

Diehl farms alongside his dad and brothers, and primarily manages the family’s row crop operation of corn, alfalfa and soybean. The Diehl operation also includes cow-calf pairs.

In recent years, the cost of production agriculture have surged. Inputs - seed, chemical, fertilizer and equipment - have continued to increase in price. Markets have not reflected these growing input costs, putting young farmers in a difficult situation. Growers, like Diehl, live and breathe these hardships each day, and work tirelessly to ensure their operation ‘pencils out in the black.’

“I believe as young farmers we are being progressive and not backing down to the challenges every day farming brings,” said Garrett Riekhof, a fifth-generation farmer, currently managing the Riekhof



**Dane Diehl (standing) was among the American Soybean Association DuPont Young Leaders, sharpening his advocacy skills alongside farmers from other soybean-producing states.**

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family's century farm. "My goal is to provide a viable operation for the future."

To fluctuations in the market, these next generation farmers work diligently to prepare for adversity to strike.

"People often bid against adversity," said Diehl. "I knew it would be tough starting out."

In 2017, Diehl was selected for the DuPont Young Leaders program, which was developed to identify aspiring advocates within the agricultural sector. Diehl recently joined the Missouri Soybean Association board of directors, in addition to his participation in Bates County Farm Bureau and their Young Farmers and Ranchers organization. Diehl also volunteers with the Butler FFA Chapter, assisting with students' Supervised Agricultural Experience projects and Career Development Events.

"I think it is essential that farmers know how their checkoff dollars are being spent," explained Diehl. "I stay active in the agricultural community, because I want to ensure farmers' checkoff contributions are being invested in projects that will continue to grow demand for our Missouri Soybean farmers."

### **Adopting Modern Agricultural Technologies**

Growing up on a multigenerational farm, Diehl learned from his grandfather that diversification was key. He also understands the importance of adapting to change.

"Agricultural technology is growing, and becoming more innovative," said Diehl. "I don't see a plateau any time soon."

Delgman echoes that sentiment,

"Being a farmer today isn't just knowing how to drive a tractor or plant a seed, you have to be cutting edge," he said.

Garrett Riekhof has followed his father's



*Garrett Riekhof has made digital technology a part of daily life on the farm.*

leadership through the implementation of agricultural technology. Starting out, he never envisioned the pace at which technology would be adopted.

Riekhof shared that he feels the pressures to continue to add these new technologies on his farm, and fights to keep up with the latest tools that benefit farmers.

"Farming is an experiment," Riekhof said. "We have to continue to do something different so it doesn't get stagnant."

Riekhof also conducts intensive research through test plots in his fields. He said he believes the crux of his challenge is discovering how to get the same or more bushels while using less land and inputs.

"We have to identify what we don't need and make sacrifices," he said. "Often, the path to profitability is to spend more, and it makes my head spin. You can't always save your way to prosperity."

### **Combatting Consumer Misconceptions**

Diehl is concerned about the consumer opposition to modern agricultural technologies. Farmers today are all working toward the common goal of producing more while utilizing less of our land's precious natural resources. Embracing technology is needed to improve efficiency, preserve those natural resources, feed a rapidly growing population and provide an environmentally sustainable operation for future agriculturalists.

"There is going to continue to be resistance, and, as a beginning farmer I will have to rise to that task," said Diehl. "We must be proactive, instead of reactive."

Even with the infinite benefits these technologies provide, many consumers are still uncomfortable with the modern food system. Diehl is worried agriculturalists are not building trusting relationships with consumers.

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# Some invest in acreage, he's investing in heritage.



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“Everyone criticizes the farmer,” said Diehl. “Public perception is a prominent issue, and I often think about if we are approaching communication with consumers the right way.”

Consumers are flooded with conflicting information daily, and they are now craving transparency from our farmers. As a result, farmers like Diehl are being asked to engage in a dialogue with consumers. Diehl understands his responsibility to consumers and hopes that in the near future he can help the public understand that farmers sincerely want to provide Americans with a safe, abundant and affordable food supply.

“Our generation has to make sure agriculture survives and stays sustainable for future generations,” explained Diehl. “It is a tall task, but I

think it is our time to combat this issue.”

The Riekhof family farm includes Garrett, his wife, Cara, and their three children, working together to raise white corn, soybean and beef cattle. Garrett made production agriculture his livelihood shortly after his college graduation, when his father decided to retire and relinquish his day-to-day tasks on the farm.

He and his family are now starting their seventh growing season as an independent operation.

Giving back through volunteerism is deeply ingrained in the Riekhof family work of giving back to agriculture as well.

Riekhof currently serves on the Missouri Soybean Association board of directors,

Lafayette County Board of Zoning Adjustment, Congressman Cleaver’s Agricultural Advisory Committee, and the American Farm Bureau Federation’s Issue Advocacy and Technology Committee. He is president of Lafayette County Farm Bureau, and previously sat on the Missouri Farm Bureau Young Farmers and Ranchers board alongside his wife. He was also a member of ALOT Class XV.

“It is critical for agriculturalists to be immersed in the industry to stay abreast of emerging issues, locally and nationally, that can impact their operations and communities,” Riekhof said. “I enjoy being apart of the solution, advocating for existing and evolving commodity demands that will aid in providing an abundant food supply for the future.” ■



# Look Up and Live!

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# Foundation for Soy Innovation

## Bringing Soy Full Circle

*Cultivating partnership among all involved with soy is leading priority for farmers' new foundation.*

**M**issouri's soybean farmers have a long-term view, investing in innovation and research, partnerships supporting soybean production and markets, as well as in the future uses of soy. In that, Missouri farmers are taking another step forward with the Foundation for Soy Innovation.

"We often talk about there being a bright future for soy, from its uses in livestock nutrition to building products and biodiesel, especially in Missouri," said Matt McCrate, chair of the Foundation and past president of the Missouri Soybean Association. "Through the Foundation for Soy Innovation, we're bringing together those who need to be at the table to really raise the bar on the work farmers have been doing, and to ensure that we're taking full advantage of the opportunities ahead."



**Matt McCrate**

Capturing the value of future opportunities will come through two channels, partnership and scholarship. Key priorities for the Foundation are to engage stakeholders to build upon the work of Missouri's soybean farmers in research, business development and marketing, and to educate and empower current and future generations working with soy. One of the primary initiatives of the Foundation will be to pursue grants and develop scholarship programs for hands-on work to advance innovation and create demand for soy.

"The Foundation for Soy Innovation will enhance the work soybean farmers are doing through their Merchandising Council and the soy checkoff, as well as their advocacy efforts through the Missouri Soybean Association," said Gary Wheeler, who serves executive director for the farmer-led organizations. "This is an incredible opportunity to bring the entire soybean value chain, from producers and researchers to consumers, full-circle around shared values and opportunities."

Last year, Missouri soybean farmers and stakeholders came together in a strategic planning process for their foundation. Through that process, they established a vision of "Strengthening the future for the soy value chain" for the organization, and a mission of, "Building strategic partnerships and leveraging resources throughout the soy value chain to advance innovation and grow demand."

The Foundation for Soy Innovation is led by Matt McCrate, a farmer from Cape Girardeau. Peter Rost Jr., a farmer from New Madrid, serves as vice-chairman, and Robert Alpers, a farmer from Prairie Home, serves as the secretary/treasurer. Gary Wheeler serves as the Coalition's executive director, and Sarah Ezell will lead fundraising efforts for the group as its director of development.

To learn more about the Foundation for Soy Innovation, its founders and the opportunities ahead, visit [mosoy.org/foundation](http://mosoy.org/foundation).



## Upcoming Events & Activities

- June 8** *Missouri Soybean Association Golf Tournament - Marshall*
- June 14** *Missouri Soybean Association Sporting Clays Tournament - Bogard*
- June 23** *Pesticide Collection - Perryville*
- June 29** *Missouri Soybean Association Sporting Clays Tournament - Old Monroe*
- July 13** *Missouri Soybean Association Golf Tournament - Richmond*
- July 21** *Pesticide Collection - Nevada*
- July 31** *Show Me Soy School - Columbia*
- August 3** *Missouri Soybean Association Golf Tournament - Dexter*
- August 9-19** *Missouri State Fair - Sedalia*
- September 8** *Pesticide Collection - Jefferson City*



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# BIODIESEL

## Coalition of Missouri

In the early 1990s, Missouri soybean farmers funded research into making renewable fuel from soybean oil. Initially called soy diesel, and now, biodiesel, the fuel has significantly lower emissions than petroleum-based diesel, is safer to store and transport, and contributes to energy independence. This week, some of those same farmers are launching a new partnership – the Biodiesel Coalition of Missouri – alongside processors, distributors and retailers to ensure a sustainable and stable commercial biodiesel industry for the Show-Me State.

“Biodiesel started out as an idea – an opportunity to add value to soybean oil and help the farm economy,” said Warren Stemme, a soybean farmer from Chesterfield who is among the founders of the Coalition. “Farmers invested in the technology, and then in biodiesel processing plants. Now we see biodiesel has grown into an important market, bringing both environmental and economic benefits. We’re committed to ensuring Missouri enjoys these benefits for the long haul.”

Over the past three decades, Missouri soybean farmers have invested in the research and partnerships to transform biodiesel from an idea into a more than 200 million gallon success story. Today, biodiesel supports more than 2,500 Missouri jobs directly. Accounting for jobs created and supported indirectly by the biodiesel grows that jobs number to roughly 6,400. Biodiesel can be used in existing diesel engines without modification and is covered by all major engine manufacturers’ warranties.

While Missouri ranks second nationally for biodiesel production, the state has only a few dozen retail locations offering biodiesel for sale. The Coalition partners will work to increase the availability of clean, renewable biodiesel across Missouri through promotion and training initiatives for distributors and retailers, as well as diesel vehicle drivers, community leaders and other interested Missourians.

“MFA Oil started marketing biodiesel in 1993 and statewide in 2000 and we had to learn the business on our own,” said James Greer, vice president of supply & government affairs with MFA Oil Company. “This coalition brings together producers, marketers, and industry organizations to work together for the benefit of the biodiesel industry.”

The Missouri Biodiesel Coalition is led by Warren Stemme, a farmer and chair of the Biofuels, LLC board of directors. Greer, of MFA Oil Company in Columbia, serves as vice-chairman. Gary Wheeler of the Missouri Soybean Association and Missouri Soybean Merchandising Council and Cliff Smith of Mid-America Biofuels serve as the secretary and treasurer, respectively. Tony Stafford serves as the Coalition’s executive director.

Founding members of the Coalition include producers and processors, as well as fuel distributors. ADM, Cargill, Paseo Biofuels, Biofuels LLC, Mid-America Biofuels, National Biodiesel Board, Missouri Soybean Association and Missouri Soybean Merchandising Council representatives have come together to establish this new partnership.

Biodiesel, made from soybean oil, has lower emissions compared to petroleum-based diesel, including 86 percent fewer lifecycle greenhouse gases, 47 percent less particulate matter and a 67 percent reduction in hydrocarbon emissions. It is recognized as the only EPA-designated Advanced Biofuel in commercial-scale production, is less toxic than table salt and biodegrades as fast as sugar. Biodiesel also offers superior lubricity, reducing engine wear.

To learn more about the Missouri Biodiesel Coalition, its founders and the opportunities ahead, visit [missouribiodiesel.org](http://missouribiodiesel.org). Get the latest updates by following @MissouriBiodiesel on Facebook and @MoBiodiesel on Twitter.



573-635-3819 | [missouribiodiesel.org](http://missouribiodiesel.org)

**Chairman, Warren Stemme** – Biofuels | **Vice-Chairman, James Greer** – MFA Oil | **Secretary, Gary Wheeler** – Missouri Soybean  
**Treasurer, Cliff Smith** – Mid-America Biofuels | **Executive Director, Tony Stafford** – Missouri Soybean Merchandising Council

Partially funded by Missouri soybean farmers and their checkoff.



# Missouri Farmers Care



*My grandpa has been farming since he was a little boy. I love to help him in the field, and he loves to teach me. I'm going to be a farmer too.*

*- Paige, age 5*



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On the field, it takes a lot to grow into a legend. It's hard work, dedication and the determination to do the best you can. That's the baseball way. It's the same way in the field – a farmer's field. Every season, Missouri farm families bring hard work, dedication and determination to grow the food we enjoy. It's a responsibility taken seriously for this generation and the next.