

2022

# MISSOURI

## SOYBEANS ANNUAL REPORT





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# LETTER FROM THE CEO

“**T**he farmer knows just what to do, for God has given him understanding.”  
(Isaiah 28:26)

There's a sincere beauty in being a farmer and being involved in production agriculture. As stewards, you — the farmer — are protecting and harvesting God's creation. With that cultivation of land comes a powerful responsibility.

As I reflect on the past year, I can't help but feel truly blessed for Missouri's stewards and the soybean farmers we serve. We have fought hard through policy issues, endured tough climates and prospered while maintaining the plentiful acres stretching across the Show-Me State.

Internally in FY22, Missouri Soybeans has made strategic staff changes ultimately to better serve the soybean farmer. Collectively, we created eight new positions, welcomed eight new members and promoted three soybean staff. I feel strongly about each of these decisions and am incredibly proud of the team we have serving you in Jefferson City. They are each subject matter experts in their own right and have brought new talents, insights and a reignited passion to Missouri Soybeans.

For the Missouri Soybean Merchandising Council (MSMC), we navigated a record checkoff nearing \$9 million. With that checkoff, we strategically invested in many prosperous projects. After years of hard work, some of our biggest wins include reaching 75,000 SOYLEIC soybean acres, laying the groundwork for a new Cargill crush facility in southeast Missouri, building a partnership with State Technical College and dredging the lower Mississippi River to strengthen infrastructure.

For Missouri Soybeans, our wins don't stop there. The Missouri Soybean Association (MSA) brought forth many victories as well. At the Missouri Capitol, we successfully put our major priorities on the Governor's desk. Missouri Soybeans secured more than \$3 million for Missouri Foundation Seed, \$4 million to assist with utility and rail buildout at the new Cargill facility in southeast Missouri and \$4 million for biofuel infrastructure.

Most importantly, HB1720 — the Omnibus Ag Bill — was finally passed. This bill contained more than 17 different priorities for agricultural groups. Initially, Gov. Mike Parson vetoed this bill with concerns over the sunset on Missouri Agricultural and Small Business Development Authority (MASBDA) tax credits and a few other value-added tax credits.

While we applauded the call to achieve better results on tax credit programs, the preferred outcome would have been to make HB1720 law, then call a special session. This would've ensured that the provision in HB1720 that were not tax credits would've become law immediately. However, we had to wait until special session to see those provisions pass.

We will dig deeper. We will establish stronger roots and push to pass policy efforts pertinent to the produce in this next fiscal year. Until then, I pray each of you remain healthy and continue to be strong stewards of the Show-Me State.

“The Lord will send a blessing on your barns and on everything you put your hand to. The Lord your God will bless you in the land.” (Deuteronomy 28:8)

God Bless,



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





# LETTER FROM THE PRESIDENT



“Farming looks mighty easy when your plow is a pencil and you're a thousand miles from the [soybean] field.” – Dwight D. Eisenhower

I often feel this sentiment when I am traveling to Washington, D.C., or even in Jefferson City. Our policymakers feel out of touch with producers across the heartland. In Missouri, we are fortunate enough to have several strong soybean supporters; however, our efforts and advocacy to reach legislative wins cannot be understated.

We were saddened this session by Gov. Parson's decision to initially veto HB 1720, but entering FY23, we were able to pull together and pass HB3 that encompasses a number of tax credits that will significantly strengthen the agricultural industry and rural Missouri.

Our soybean supporters also pulled through and achieved several wins for the Missouri Soybean Association (MSA) this fiscal year. In 2022, legislators had a historic \$48.7 billion budget to work with, and Missouri Soybeans had many priorities at the top of the list.

Under the state's healthy budget, Missouri Soybeans was able to secure \$4 million in funding to alleviate utility and rail construction costs in the competitive region along the Mississippi River. These funds were included to incentivize corporations to come to Missouri rather than other states. Shortly after the passage of the budget, Cargill unveiled plans to build a new soybean processing facility in Pemiscot County.

MSA also achieved funding for Missouri Foundation Seed (MFS). The more than \$3 million will be used to make much-needed improvements to MFS. MFS is a strong partner of Missouri Soybeans and is crucial in delivering new soybean traits and varieties to Missouri's soybean farmers. Located in Columbia, Missouri, and part of the University of Missouri system, MFS will quickly and efficiently expend these funds to make upgrades to its facilities and purchase equipment, speeding delivery of improvements in yield potential and pest resistance that will benefit Missouri's soybean producers..

Finally, a line item for the biofuel's infrastructure program was incorporated. The \$4 million will go to MASBDA grants that assist those who want to sell more biofuel blends.

MSA also purchased its first QualySense QSorter, which is only one of three in the nation. This seed trait sorter measures compositional and physical parameters in a non-destructive way, drastically reducing the need for other expensive laboratory analysis. Using the QSorter shortens the breeding cycle, increases efficiency and saves both time and money. Our farmer organization believes the QSorter will be a strong return on investment, expediting the process of seed from lab to field.

I thank each of you for allowing me to serve as the MSA president. I thank you for trusting in me to be your voice at the state and national levels, but I cannot do it alone. MSA is making its voice heard, but we need grassroots growers sharing their stories in order to move the needle. Join me this fiscal year in amplifying farmer voices and getting our policymakers back in touch with their rural roots.

Wishing you well,

A handwritten signature in black ink that reads "Matt Wright".

Missouri Soybean Association President



# LETTER FROM THE CHAIRMAN

**T**hank you. Thank you to my fellow board members and farmers for allowing me the privilege of serving as chair of the Missouri Soybean Merchandising Council (MSMC). This is a title and position I do not take lightly. I plan to lead with a thoughtful mindset as our board of passionate, farmer-leaders delegate dollars to improve the productiveness of growers across our plentiful state.

The mission of the checkoff is to promote and advance innovative research, production and marketing solutions to maximize Missouri soybean farmer profitability. Missouri ranks sixth in soybean production. With those bountiful yields comes a healthy checkoff budget. Under the guidance of my predecessor and in my chairmanship, we are leading a record-breaking checkoff of more than \$9 million.

With that funding, we have held our farmer-leaders responsible for strategically and safely investing those dollars to worthwhile projects that ultimately benefit producers at each corner of the state. One of our biggest projects, which has been a product of love for the past several years, is the newly announced Cargill crush facility in southeast Missouri. The new soybean processing facility will support growing domestic and global demand for oilseeds driven by food, feed and fuel markets. The facility will be the first of its kind for southeast Missouri with an annual production capacity of 62 million bushels of soybeans. To put that into perspective, that is roughly the total production of all soybean-producing counties in southeast Missouri.

Additionally, SOYLEIC soybeans reached nearly 75,000 acres in 2022. Starting at only 20,000 acres in 2020, the vast growth in two years shows the power in the portfolio. The sellback on SOYLEIC soybeans is stronger than ever. SOYLEIC soybeans have reached an international market, and as interest from public universities grows, the high-oleic beans are expected to extend beyond the 17 states already contracted.

Missouri Soybeans has also worked in conjunction with other soybean states as part of the Midwest Soybean Collaborative to deepen the channel of the Mississippi River to carry heavier vessels. Checkoff-funded research executed by the United Soybean Board and the Soy Transportation Coalition showed that dredging the river an additional five feet would save 13 cents per bushel of freight while increasing the load by 500,000 bushels per ocean vessel. Those savings would bring an additional \$461 million in revenue to U.S. soybean farmers.

To be candid, there is so much more the checkoff has to offer the farmers across Missouri. With each day, our staff in Jefferson City is strategizing on the best, most effective ways to aid growers like you and me.

Empowering Missouri soybean farmers through innovation. That is my job as chair and the job of the board. It's a collective effort and a collective passion. We hope you know that you have farmers just like you, working on your behalf to maximize your bottom line and make your family's legacy a sustainable, profitable operation for generations to come.

Thank you again,



Missouri Soybean Merchandising Council Chairman





# PROGRAM AREA BREAKDOWN

## Research

This area provides for collaborative work on pest and disease resistance, flood and drought tolerance, and soybean breeding, as well as other work at the Missouri Soybean Association's (MSA) Bay Farm Research Facility.

Projects include: breeding programs, fungicide research and SCN research.

## Producer Communications

This area includes the many ways checkoff funds are used to connect with soybean growers via radio, grower meetings, field days, educational tours, etc.

Projects include: environmental programs, the *Missouri Soybean Farmer* and producer outreach.

## Consumer Information

The Consumer Information area is the home for efforts to connect Missourians not living on a farm or ranch to the importance of soy and agriculture.

Projects include: CFSI, Ag Ed on the Move and the Missouri State Fair.

## Administration

This area includes the cost of overseeing and investing Missouri's soybean checkoff dollars, including management, personnel and facilitating elections and meetings of the MSMC board of directors.

Projects include: Administration salaries and board costs.

## Industry Information

Initiatives in this area include policy education, commodity support and working with industry partners to identify new management practices and uses for soybeans and soy products. This area encompasses business development and relationship-building programs as well.

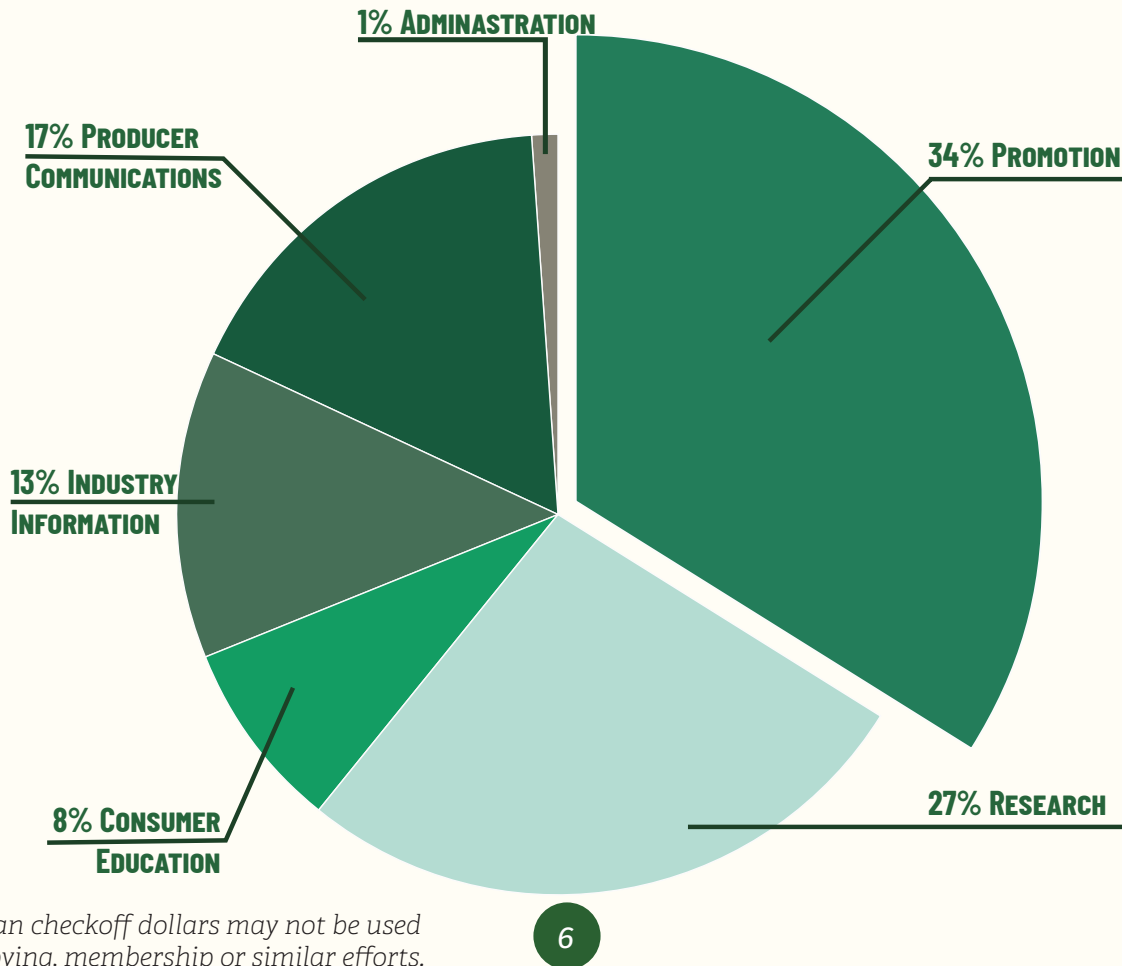
Projects include: Biodiesel partnerships and industry relationships

## Promotion

This section includes efforts to raise awareness within the market for Missouri soybeans and build demand for Missouri soybeans and soy products around the world.

Projects include: Licensing, market development and commercialization

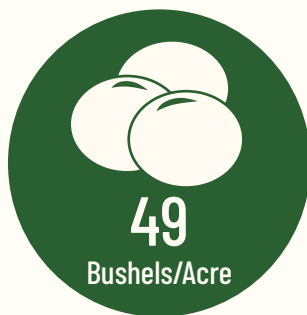
# CHECKOFF EXPENSES\*



\*Soybean checkoff dollars may not be used for lobbying, membership or similar efforts.



# 2021 SOYBEAN CROP UPDATE



## MSA EXPENSES

### Biodiesel Infrastructure

The MSA provides matching funds for biodiesel infrastructure grant funds. One of the most impactful ways to move larger blends of biodiesel in Missouri is providing financial incentives for terminals, distributors, and retailers to install biodiesel blending infrastructure.

### Bay Farm Research Facility

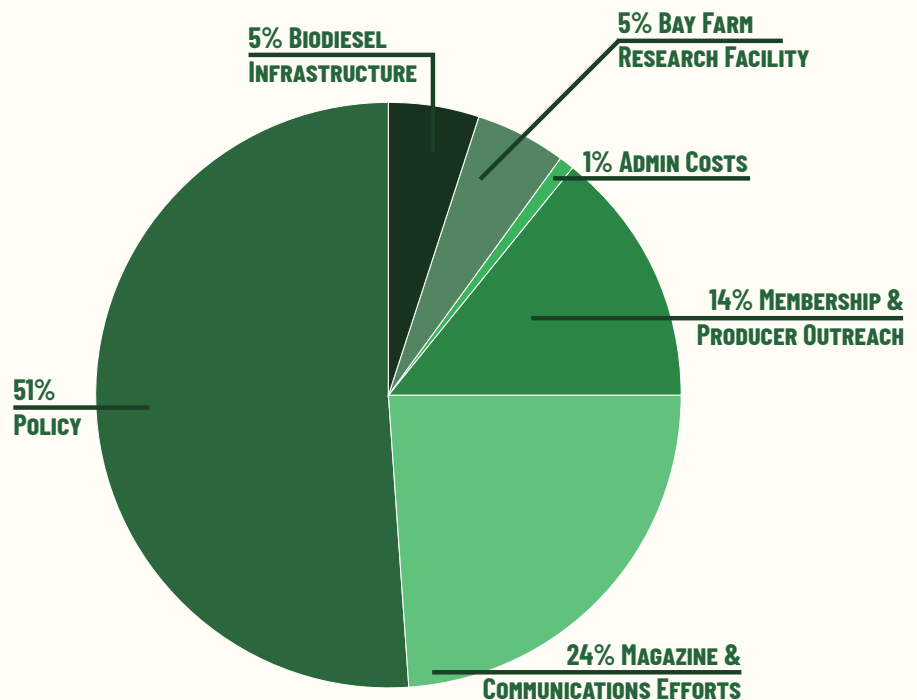
The Bay Farm Research Facility is a cornerstone in Missouri Soybeans' work to improve the bottom line for the state's soybean farmers. The nearly 300-acre farm supports and facilitates research, business and market development and educational programs. MSA is proud to be the only state soybean association to own and operate its own research facility.

### Membership & Producer Outreach

Members of MSA receive regular policy, regulatory and industry updates, as well as the opportunity to participate in special events and programs throughout the year. It's critical that Missouri's soybean producers are receiving the most up-to-date information regarding policy, regulations and political events impacting their operations. Grassroots advocacy is most impactful with an educated membership. That is one of the reasons we started the Policy Leaders Fellowship program. In partnership with Iowa soybean growers, the program offers leadership training, networking opportunities and hands-on work with policy, government and legislative processes.

### Magazine & Communications Efforts

To effectively engage with membership and producers, our communications programs through MSA have been enhanced during the past 18 months to fit the need of the



farmer. The communications department, through the *Missouri Soybean Farmer* magazine and a newly robust sponsorship program, returns more to MSA than the programs require in funding.

### Policy

MSA's policy efforts are at the core of why the association exists. To achieve the MSA Vision — Advancing and protecting the interests of Missouri soybean producers — we must be effective with lawmakers in Missouri and in Washington, D.C. We're proud of our recent wins and are strategically investing and planning to continue to lead Missouri soybean producers into the future through legislative advocacy, communications and outreach.



# MAXIMIZE YOUR MEMBERSHIP



Snag insider discounts on your next vehicle purchase with one of our participating partners.

Special program plan pricing can save you thousands of dollars from dealers such as Ford, GM and Chrysler.



Members of Missouri Soybean Association can save on Cabela's gift cards.

Take advantage of the 10% members-only discount at Cabela's by logging in at [soygrowers.com](http://soygrowers.com) to order your gift cards.



As a member of the Missouri Soybean Association, you receive \$100 off your registration for Commodity Classic.

Utilize your [soygrowers.com](http://soygrowers.com) login to learn more.



Save 15% on your purchase of Okabashi soy-based shoes.

The sustainably produced shoes are made in the USA. Visit [okabashi.com](http://okabashi.com) to see the products.



Take advantage of a 20% discount on Biosynthetic Technologies soy-based Passenger Car Motor Oil. The API-certified motor oil is available in 5W-20 and 5W-30.

Visit [motoroil.biosynthetic.com](http://motoroil.biosynthetic.com) for more information.



Join Missouri Soybean Association now for exclusive membership updates and newsletters!

View upcoming events at [mosoy.org/events](http://mosoy.org/events).

# PAC IN ACTION

**\$12,726**

Received for  
Federal PAC

**\$10,033**

Contributed from  
Federal PAC

**\$30,785**

Received for  
State PAC

**\$31,627**

Contributed from  
State PAC

## MoSoy PAC Donation

Being politically active is essential, and your contribution allows you to support lawmakers who have a say on issues that impact your businesses. This year, we have also launched an exclusive newsletter for MoSoy PAC supporters. In order to gain access to this newsletter, please support us with a generous gift of \$10 a month or \$100 annually.

Donate now at [mosoy.org/pac](http://mosoy.org/pac), scan the QR code or fill out the form and return with contribution.



## SUPPORT THE FUTURE OF SOYBEAN FARMING

Your contribution to the MoSoy PAC drives growth for biodiesel production and demand through common sense policy.

Name: \_\_\_\_\_ Occupation: \_\_\_\_\_

Email: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

PAYMENT ☐ Check ☐ Credit Card

CHOSEN PAC ☐ State ☐ Federal

If by Check: Please make check payable to MSA PAC

If by Credit Card: ☐ Mastercard ☐ Visa ☐ Discover ☐ American Express

Card No: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CSC: \_\_\_\_\_

Billing Zip: \_\_\_\_\_

Name as it Appears on Credit Card: \_\_\_\_\_

Questions? Contact Casey Wasser at [cwasser@mosoy.org](mailto:cwasser@mosoy.org) or (573) 635-3819 ext. 138.

Please include slip with your contribution.



# THE POWER OF POLICY



## **HB 1720 – The Omnibus Ag Bill**

While in FY22, Missouri agricultural groups were disappointed that agriculture tax-credit programs were only authorized for two years rather than the typical six-year term and supported the governor's call to fully extend these rural tax incentives. Thankfully, through an extensive special session, we were finally able to pass HB 3. The bill sponsored by Rep. Brad Pollitt (R-Sedalia), was the

top legislative priority for MSA during the governor's call for special session and contained all agriculture provisions originally passed by the General Assembly in HB 1720. The tax credits for biodiesel producers and fuel retailers will increase demand for Missouri-made fuel and drive down the cost of diesel fuel to consumers, adding to Missouri soybean growers' bottom line.

The bill contains multiple value-added tax incentive programs that will strengthen rural communities, expand meat processing capabilities, promote ethanol and biodiesel production, and support entrepreneurial agribusiness ventures. HB 1720 also streamlined anhydrous ammonia regulations and modified definitions to benefit the state's forestry industry—these important provisions were all addressed within HB 3 and special session.

Missouri Soybeans would be remiss to not state our appreciation to the legislators who supported the compromise package as passed in HB 1720. The Association worked with Gov. Parson and state legislators to fully extend agriculture and rural tax credits through the passing of HB 3 during special session.

## **Cargill Crush**

MSA successfully advocated for and received \$4 million for the southeast Missouri Cargill crush facility. To provide infrastructure to Missouri's largest soybean-producing region, Cargill unveiled plans to build a new soybean processing facility in Pemiscot County, near Hayti and Caruthersville, to support growing domestic and global demand for oilseeds driven by food, feed and fuel markets.

The location of the new facility will expand the \$94 billion economic impact of Missouri agriculture, accelerate economic development and enhance workforce opportunities in the Bootheel. The facility will be the first of its kind for southeast Missouri with an annual production capacity of 62 million bushels of soybeans. Cargill plans to break ground on the project early 2023 with plans to be operational in 2026.

## **Missouri Foundation Seed**

The Missouri Soybean Association (MSA) secured \$3.25 million through the state budget for important infrastructure improvements to Missouri Foundation Seed. MFS is a strong partner of Missouri Soybeans and is a key component in the process of delivering new soybean traits and varieties to Missouri's soybean farmers. Located in Columbia, Missouri, and part of the University of Missouri system, MFS will utilize these funds to make necessary upgrades to its seed cleaning and storage facilities as well investing in much needed field equipment upgrades. These investments will help ensure a reliable supply of affordable, high yielding and genetically diverse soybean varieties for Missouri's soybean producers.

## **Midwest Soybean Collaborative**

The Midwest Soybean Collaborative is a coalition of leading soybean-producing states committed to expanding agricultural solutions through innovative thinking and programming on issues identified as having the most significant impact on the success of soybean growers across the Midwest.

In FY22, the collaborative worked strategically with and for the biofuels industry, both finding practical solutions now and planning for the future. One clear place where the collaborative is investing is within the growing Low Carbon Fuel Standards (LCFS) on the West Coast and in Canada. California's LCFS is a huge driver for biofuels, but Midwest biodiesel is undervalued because it is penalized under regulations issued by the California Clean Air Resources Board (CARB) for Indirect Land Use Change (ILUC).

The Midwest Soybean Collaborative is strategizing with non-political, science-based institutions to research this issue and provide findings to support the removal of the ILUC penalty. By doing so now, as LCFS programs expand, the collaborative is positioning soybean-based biofuel to receive maximum benefit under such programs and thereby driving demand.



\$4 million for  
Cargill Crush Plant



\$3.25 million for  
Foundation Seed



Investment in the  
MSC to Support  
Soybean Policy



Passing of  
House Bill 3





# CREATING COMMERCIAL OPPORTUNITY



## SOYLEIC

In 2022, nearly 75,000 acres of SOYLEIC soybeans were planted across the U.S. in 17 states. From maturity group 1 to 4, we will have 49 locations of yield trials for SOYLEIC soybean varieties. In addition, the program has commercial acres from a maturity group 1 to 7. Nearly 20 varieties make up the list

of these commercial acres with eight new varieties that will be commercially available in 2023. All of this is being accomplished with 11 commercial licensees. Two of those 11 licensees have breeding rights, and two universities (University of Georgia and University of Illinois) are breeding new lines, too.

The demand for SOYLEIC soybeans is growing. Conversations surrounding SOYLEIC soybeans to discuss oil and meal for the United States Soybean Export Council (USSEC) are occurring at many conferences. Additionally, South American interest is increasing, and the program is looking to expand that portfolio. There is also new interest domestically with companies looking to expand markets with non-GM soybean oil, and SOYLEIC oil is the undisputed choice because of its added health benefits. To learn more, visit: [soyleic.com](http://soyleic.com).



## Soybean Varieties from Checkoff Breeding Programs

Missouri Foundation Seed (MFS) selected a new director, Jeff McHugh, to lead the organization. Under the guidance of new leadership, MFS plans to plant 191 acres of soybean plots, which comprise more than 20 varieties that range in maturity from 2.8 to 5.5.

There will be seven SOYLEIC soybean varieties planted as non-GMs and will have one new potential release from Dr. Chen's program that will be glyphosate tolerant combined with SOYLEIC.

Additionally, the organization has two new public releases SHOW ME SOY 4501C (S13-10592C, maturity 4.5) and SHOW ME SOY 5301C (aka S16-11651C, maturity 5.3). A new herbicide-tolerant variety did pass through the Seed Advisory Committee (SAC), a committee made up of leaders at the College of Ag, Food and Natural Resources (CAFNR), MU's Technology Advancement Office (TAO), Missouri Soybean Merchandising Council (MSMC) and Missouri Crop Improvement (MCIA). A glufosinate-tolerant line will be increasing during the next two years. The line contains the LL55 trait as a standalone in the first variety, but it is new to the arsenal.

## Commercialization of New Uses

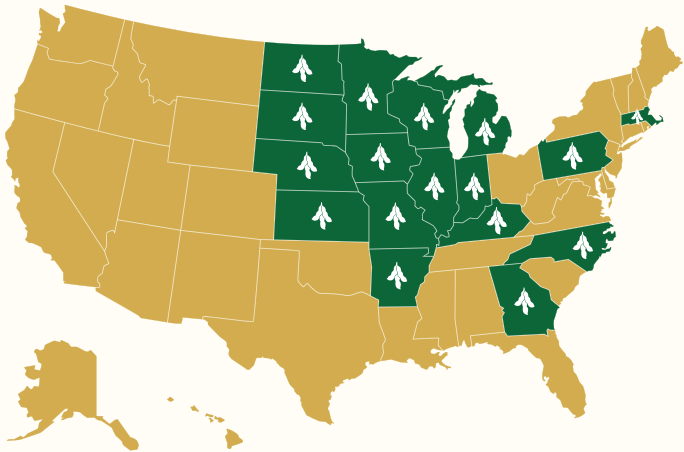
Embarking in the new area of focused commercialization for new use projects funded by the checkoff, a deep dive ensued into the program to find projects with the potential to patent or license.

Missouri Soybeans continued work with the licensee AYAS to commercialize the production of propylene glycol (PG) through a patented process funded by MSMC. The group based out of Alabama has been raising funds to create the plant, and Missouri Soybeans has been closely tuned into their work to ensure there are measurable outcomes. The uphill battle continues as more work must be done to secure the funds by the licensee to make it a success, but we see our licensee AYAS as the team to do it.

Many of our projects pertaining to new uses have come from Missouri S&T. This is great for us because we can forecast more on pending work and discovery. Not only do we fund academic research at institutions such as MS&T and Pittsburg State in Kansas, but we have a newly funded project for FY23 to establish a speed to action on testing of potential new uses.

MSMC has partnered with Airable Research Laboratory, a research portion of the Ohio Soybean checkoff, to investigate and determine paths forward for checkoff discoveries that can be used to replace commonly known ingredients in engineered products.





**CURRENT SOYLEIC® SOYBEAN ACRES FOR 2022**

Upcoming commercial varieties with University of Illinois, University of Minnesota and University of Missouri in 2023





# MAKING THE MARKET



## ***Net Importer Study Sets Roadmap for Soybean***

How much demand would need to be created to make Missouri a net importer of soybeans? The answer to this question was explored in a recent study finalized by University of Missouri Extension economists, which was commissioned by MSMC and funded by MASBDA. While the true answer is nearly doubling of in-state demand, the results of the study provide a roadmap for soybean demand in Missouri.



The study explored three areas: feed, food and industrial uses. Staff will be using this study for demand efforts in the future as we look to build more in state demand for soybeans, meal and oil. While Missouri will

consistently remain a strong exporter of soybeans due to our proximity to the Missouri and Mississippi River export markets and rail markets to Latin America, building more demand in-state will provide more opportunities for Missouri farmers and drive economic growth in the state. Whether it is growing the livestock sector, building biodiesel demand, capitalizing on opportunities for soy protein in the food space or creating new opportunities for soy for industrial uses, the future looks bright for soybean demand in Missouri.

Building on the efforts of this study, Cargill announced intentions to build a new 62-million-bushel crush facility in Pemiscot County. Staff worked for more than two years to determine potential locations for new crush facilities as well as recruit potential partners.

## ***Biodiesel Infrastructure Drives Demand***

There's no debating the benefits of biodiesel. It's cleaner, renewable and locally produced. It provides numerous benefits back to engines including added lubricity and

cetane. It's cost competitive for fleets, even saving fleets about 4% on a gallon of diesel by adding to and extending supply of the fuel. Whether you are a farmer, fuel supplier or fleet manager, having easy access to the fuel provides seamless integration.

During the past year, federal and state infrastructure programs have provided new opportunities for fleets and fuel suppliers to offer biodiesel. Eleven entities in Missouri received grants to improve biodiesel infrastructure and blending last year. These grants were awarded through the USDA's HBIIP (Higher Blends Infrastructure Incentive Program) and MASBDA's Biofuels Infrastructure Incentive Program (BIIP). The grant awardees ranged from terminals to fuel suppliers to public fleets and marine.

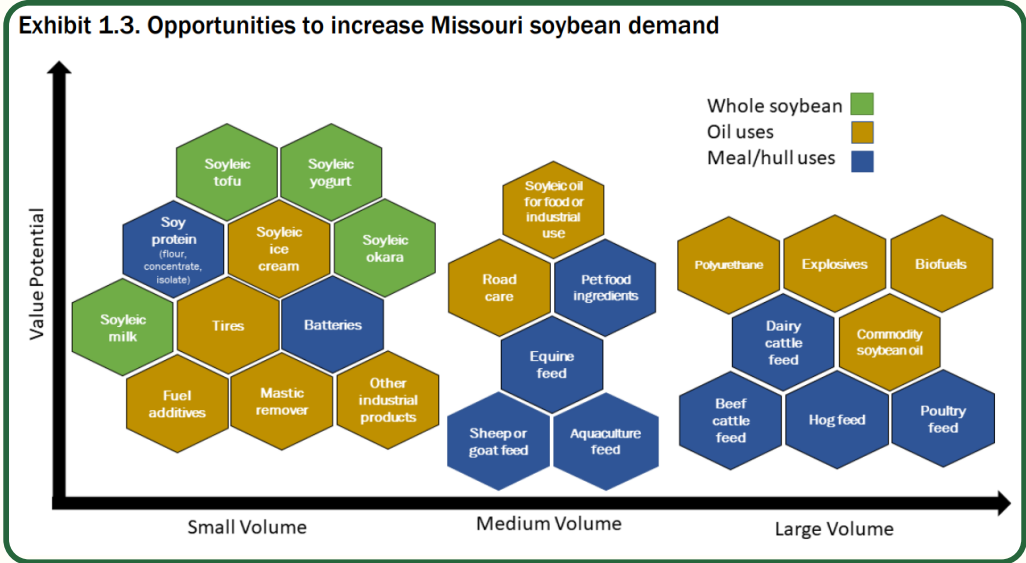
## ***Showcasing Industrial Uses for Soybeans***

Sustainability may seem like a buzzword, but to corporate America and policymakers, these initiatives to choose products made from sustainable materials present an opportunity. From batteries to tires, soybeans provide a cost-effective solution to these challenges in the form of industrial uses. Missouri Soybeans works to research, showcase and promote new uses for soybean meal and oil in industrial products.

In FY22, MSMC worked across a variety of sectors to put these products in action. In the summer of 2021, the soy-based asphalt sealant RePlay was applied at the Bay Farm, Delta Center and in conjunction with a pilot project with MODOT. The soy-based dust suppressant, BioBlend's EPIC-EL, was also applied at the Bay Farm and Delta Center. Later in the year, RoofMaxx, soy-based shingle treatment, was applied at A.L. Gustin Golf Course in Columbia. Finally, this spring, PoreShield, soy-based concrete durability enhancer, was applied at the Center for Soy Innovation.

The possibilities are endless with soy, and we continue to look at new opportunities to integrate soy protein and oil into industrial products. We urge farmers and stakeholders to utilize these products and share with friends and family. From Skechers shoes to Goodyear tires to motor oils, there are products for everyone. You can find soy-based industrial products at [SoyNewUses.com](http://SoyNewUses.com) or visit [MoSoy.org](http://MoSoy.org).





Retrieved from the 2022 Net Importer Study





# CREDIT TO CONSERVATION

## **Bay Farm Research Facility**

It has been a big year with many changes at Bay Farm. Greg Luce retired after a great career with Missouri Soybeans and the agricultural industry overall. Planning for

this retirement, Missouri Soybeans hired Eric Oseland as the director of research and agronomy. Missouri Soybeans also promoted Clayton Light to the director of conservation agriculture and farm operations and hired a new conservation programs manager, Brady Lichtenberg. The organization continued to grow its team in Columbia with the addition of Beth McCollum as the new research administrator. All four of these positions will be working to expand the efforts at the Bay Farm Research Facility moving forward.

Building the staff at Bay Farm is the start to developing with plans to expand the focus to include new agriculture technologies that can be demonstrated at the farm. The idea is to turn Bay Farm into a “smart farm” to test new technologies and demonstrated these technologies to Missouri farmers.

## **Missouri Carbon Pilot**

The Missouri carbon pilot is a two-year pilot that started in 2021 with final credits sold in the spring of 2023. Missouri Soybeans plans to report the findings from this pilot to Missouri farmers.

The final numbers for the 2021 pilot year are: 10 producers enrolled 74 fields that totaled 3,093 acres. The carbon and water quality credits were verified by Ecosystem Services Market Consortium (ESMC) staff and then these carbon credits got sold to General Mills. On average, the producers got paid \$8 per acre for carbon for the 2021 pilot year, and the water quality credits did not get sold yet.

The final numbers for the 2022 pilot include 17 producers who enrolled 134 fields that totaled 5,642 acres. The carbon credits generated from these acres are scheduled to be sold in the spring of 2023 and ESMC hopes to lock down a buyer for water quality credits as well.

The overall goal of this pilot was to gain knowledge of the carbon markets that could be shared with Missouri farmers to show if these markets will be a real opportunity or not. This pilot has also been a great way to ensure Missouri farmer's voice are heard at a national level when carbon platforms and markets are being developed.

## **Biodiversity Credit Pilot**

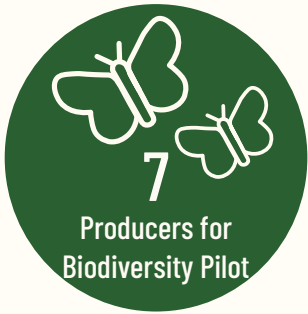
Missouri farmers have been given an opportunity to expand pollinator-friendly landscapes through a first-of-its-kind pilot project that quantifies and certifies biodiversity credits. This entirely voluntary program was launched in partnership with the Missouri Corn Merchandising Council (MCMC), Missouri Soybean Merchandising Council (MSMC), Missouri Department of Conservation, MFA Incorporated, Pheasants Forever/Quail Forever and ESMC. Farmers who chose to enroll had the low-risk opportunity to create or enhance pollinator habitat within existing or new field borders, buffers, waterways or on other non-productive agricultural grounds while generating biodiversity credits. Once quantified, verified and certified, these biodiversity credits can be made available or combined with agricultural carbon and water quality credits for purchase to interested buyers through ESMC's national ecosystem services market program.

The enrollment for 2022 includes six producers enrolled with a good mixture of established pollinator acres versus newly established acres. A key component in this pilot is to test out what these different pollinator acres will produce for biodiversity credits and then see what private companies are willing to spend to purchase these credits.

Interested in enrolling acres for the 2023 pilot year? Scan this QR code.









# RESEARCH IN REVIEW

## Research Update

The investment that Missouri soybean farmers make in research is large but necessary given the challenges many face growing soybeans across the state. Testing and validating new technologies, managing soybean nematodes and herbicide-resistant weeds, and developing elite, genetically diverse soybean lines hardly scratches the surface of the work these dollars do. The future of soybean production might look different without. Fortunately, the state of Missouri hosts some of the most talented researchers in

the country to carry out these important projects, and we will continue developing new collaborations and partnerships to achieve goals.

For additional project highlights funded through the soybean checkoff, visit [mosoy.org](http://mosoy.org) or the soybean research information network, [soybeanresearchinfo.com](http://soybeanresearchinfo.com), for additional research information from our partner Qualified State Soybean Boards (QSSBs) and the United Soybean Board (USB). As always, please contact me or a board member and tell us about challenges on your farm to make sure research dollars are working for you.



## Soybean Breeding

Andrew Scaboo & Pengyin Chen

The Northern Missouri Soybean Breeding Program is stationed at the Bay Farm Research Facility in Columbia, Missouri, and directed by Andrew Scaboo. The program focuses on maturity groups 3 through early 4. Crosses made in 2021 focused primarily on genetic yield potential, maturity, genetic diversity, high-oleic acid and low-linolenic acid traits, disease and nematode resistance, abiotic stress tolerance such as drought resistance and the development of value-added soybean varieties with improved seed oil, protein, amino acid, fatty acid, and carbohydrate and oligosaccharide composition. A 2020 agreement allowed for breeding with the Enlist E3 herbicide tolerance platform, and this will be integrated into 25% of the germplasm. Additionally, varieties with LibertyLink are continuing to be developed with a focus on high-oleic and low-linolenic materials.

The Delta Center Soybean Breeding Program is stationed at the Jake Fischer Delta Center in Portageville, Missouri, and was directed by the late Pengyin Chen who passed in August 2022. Chen was a world-renowned, respected soybean breeder and has served Missouri's soybean farmers for more nearly a decade. During his career as a soybean breeder, he developed nearly 60 soybean cultivars and received more than \$20.8 million in funding during his career. The Delta program focuses on maturity groups 4 through early 5. Soybean lines from the Delta Center program are evaluated across three locations and two distinct soil types as well as off-site locations in Missouri and Arkansas. The traits integrated in the soybean lines include RR1 and R2Y, LibertyLink, soybean cyst nematode and root knot nematode resistance, flood and drought tolerance, high seed protein and oil, modified carbohydrate and fatty acid compositions including high-oleic and low-linolenic, high steric, and food-grade soybean. The breeding program began

integrating Enlist E3 and Xtend platforms into its soybean varieties. In general, this is done by alternating greenhouse, field and winter nursery backcrossing and will take one more year for completion. To avoid injury from off-target dicamba movement, the Delta Center breeding program utilizes off-site yield testing at 12 locations across seven states. In all, the breeding program is evaluating 25,000 progeny rows for new line selection.

At the beginning of 2022, MSMC purchased a 2022 Almaco R1 Twin-Plot combine. This combine will be a great addition to the program and will allow for increased efficiency and faster harvest times. With wet fall conditions and heavy clay soils, it is critical to have a reliable four-wheel drive combine. This combine will last for dozens of years and will keep the program running smoothly during harvest.



## Thinking Beyond Herbicides

**Kevin Bradley and Mandy Bish**

Looking forward with herbicide resistance spreading and few novel herbicide modes of action in development, it will be important to look at weed-control options beyond herbicides. One example of this is the project executed by Kevin Bradley investigating the efficacy of The Weed Zapper. This machine contains a copper bar powered by a PTO-powered generator carried on back of a tractor that sends electric currents through the weeds it contacts.

Field experiments found that weed control was best as weeds grew taller and more of the weed protruded through the soybean canopy allowing for more contact of the copper bar. Broadleaf weeds such as ragweeds, waterhemp, horseweed and cocklebur were controlled more effectively by this implement than grass weeds.

In addition to visual weed control, this technology also can reduce viable seeds in weeds that do escape in soybean fields. Viable weed seed in common ragweed was reduced by 80% compared to a non-electrocuted plant and waterhemp seed viability was reduced by 59%.

Reports of Weed Zappers throughout the state of Missouri and across the Midwest are becoming more common, and it is possible if you are reading this that you know someone who uses one. Overall, results from these experiments indicate that electrocution as part of an integrated program could eliminate late-season herbicide-resistant weed escapes in soybean and reduce the number and viability of weed seeds that return to the soil seedbank.

## Foliar Fungicides in Soybean

**Mandy Bish, John Lory, Justin Calhoun, Ivan Cuvaca, Kent Shannon, Charles Ellis, & Rusty Lee**

Do foliar fungicide applications in soybean correspond to significant yield increases even when disease is absent? This project allows us to study that common question and others that pertain to fungicide applications in soybean. The research requires collaboration with farmers throughout the state. Farmers and MU Extension specialists work to identify soybean fields, and a portion of each selected field is divided into strips. Half of those strips are treated when soybean reach the R3 growth stage with a farmer-chosen fungicide program. The other strips are not treated. Data has been collected between 2018 and 2021 from 495 strips on 43 different fields.

Average yields in strips treated with fungicides were approximately 1.8 bushel per acre higher than yields in non-treated strips. Field strips are scouted for disease prior to applications and rated for the disease after applications. Those data and weather conditions are also included in analyses. Thus far, foliar disease pressure has been low except for Septoria Brown Spot, which is a common disease but typically not present at concerning levels. Frogeye leaf spot (FLS) is a foliar disease that was observed at three trial sites: two in northwest Missouri and one in the southwest. Thus far, fungicide-treated strips have had lower incidences and severity of FLS following applications than non-treated strips. The most common fungicide programs used in these studies consist of two modes of action: a demethylation inhibitor (DMI group 3) combined with a strobilurin (QoI group 11) fungicide. Trends in the data suggest a slight but positive relationship between precipitation during the week following application and yield differences between treated and non-treated strips.

Results from these studies were shared with farmers at scouting schools in northwest, northeast, southwest, and southeast Missouri during July and August 2022. Additionally, summarized data sets from each year are posted as reports on the MU Extension Strip Trial Website.

Future research includes continuing this on-farm project and more in-depth analyses of the different fungicide programs used and their effectiveness on FLS and other foliar diseases. Additionally, we continue working to increase access to trial data and awareness of the program.

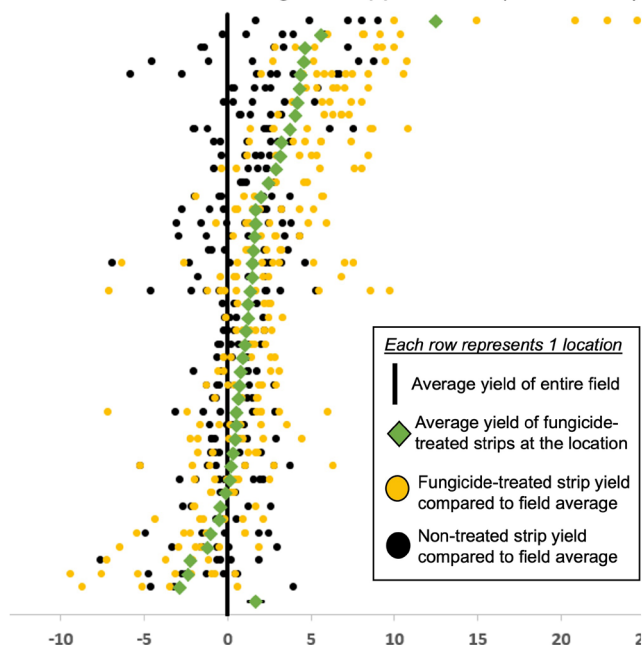




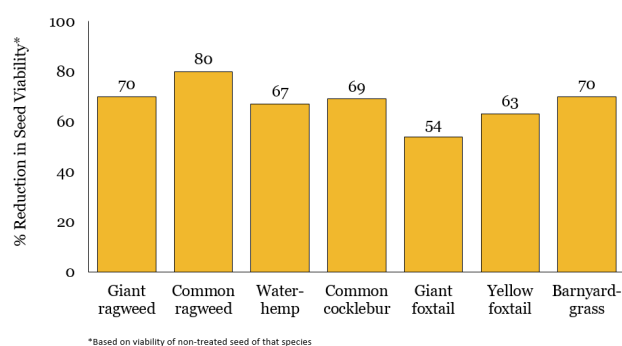
## Soybean Cyst Nematode Research

Funding from MSMC has enabled Missouri researchers to develop nationally recognized SCN research programs and discoveries. Most commercial soybean varieties grown in Missouri have one type, or source, of SCN resistance. However, SCN populations are increasingly able to overcome this type of resistance. During 2021, Andrew Scaboo's program evaluated more than 300 advanced soybean breeding lines and approximately 5,000 individual plants to better understand soybean variety resistance to SCN. Additionally, doctoral student Pawan Basnet's research project involved mapping SCN resistance genes for response to four different nematode populations. In this study, approximately 5,390 plants were evaluated. Basnet learned that the *rhg2* gene is required for resistance to the most commonly found SCN population (race 2) in Missouri. Previously, *rhg1-a* and *Rhg4* were focused on as the required genes to confer resistance to SCN, and these genes are sufficient for resistance to some SCN populations. Basnet was able to show an epistatic interaction between *rhg1-a* and *rhg2* loci that confers resistance to multiple virulent SCN populations. These results are significant and lay the foundation for the next generation of soybean resistance breeding and cultivar selection to combat SCN, the No. 1 pathogen of soybean.

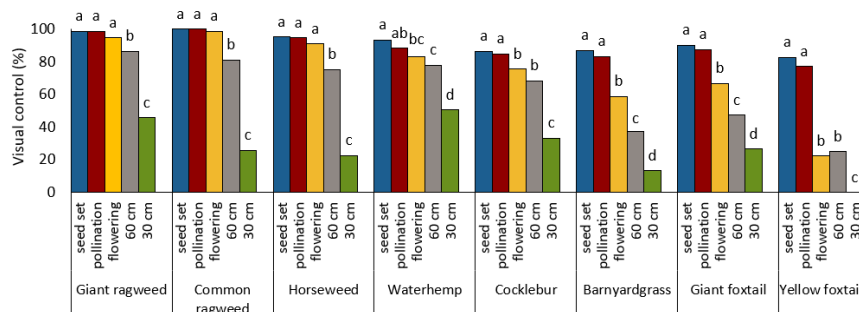
Yield Effects of R3 Fungicide Applications (2018-2021)



Influence of Electrocutation on Weed Seed Viability



Influence of Growth Stage at the Time of Electrocutation on Weed Control



## For More On MSMC Research

Year-round researchers are working to make sure your checkoff dollars are hard at work. For more information on what research is being done visit: [mosoy.org](http://mosoy.org) or scan the QR code!





CAPTURING SOY





# ENGAGEMENT 101



## Membership

The Missouri Soybean Association (MSA) has been fighting on behalf of our state's producers for more than 50 years, producing countless wins at the state and national levels. From federal trade issues to supporting biodiesel and animal agriculture markets, MSA continues to support policy work that protects the farmers' freedom to operate.

Because a member's checkoff dollars cannot be used for lobbying purposes under any circumstance, MSA relies on membership dues to keep critical policy work moving. Becoming a dues-paying Advocate or Lifetime Member provides additional benefits and opportunities. As an Advocate or Lifetime Member, you'll receive a 15% off discount code on any Okabashi purchase and 20% off purchases of Biosynthetic Technologies Motor Oil.

All members will continue to receive the exclusive monthly e-newsletter, highlighting policy updates, industry news, upcoming events and more. Dues-paying members will also have access to benefits provided by the American Soybean Association (ASA), including a Commodity Classic Discount, Cabela's gift card discount and additional discounts toward your purchase of Ford, Chrysler and GM vehicles.

To learn more about MSA membership or join today, visit [mosoy.org](http://mosoy.org) or contact our office at 573-635-3819.



## Outreach & Education

The Center for Soy Innovation (CFSI) continues to prove itself as the prime location for field trips, gathering space for community and industry partners and a worthwhile experience for producers and consumers alike. We've hosted 112 groups and 7 field trips, totaling 2,679 visitors in FY22. Missouri soybean farmers continue to reap the benefits of their investment in CFSI as it allows the expansion of partnerships, promotion of soy-based products and education of the story of soy.

With funding from the United Soybean Board (USB), CFSI received a superb wall mural depicting the lifecycle of soy – all the way from seed to the countless end uses.

Just like the many exhibits in CFSI, this piece appeals to a wide range of ages being visually appealing enough for a small child but detailed enough for the adult audience. We continue to add new pieces and applications to the Center, such as soy-based asphalt and concrete sealant, chainsaw oil, along with new engagement mediums for youth visiting the Center.

## Grower Services

In FY22, the field services team added a new event series during the summer, Soy Socials. Additionally, the team revamped how district meetings are held in efforts to be more informal and promote genuine conversations among the soy community.

Missouri Soybeans hosted several farmer engagement opportunities – including seven Winter District Meetings, six Soy Socials, two harvest lunches and one Sporting Clays Shoot, among others. Through these events, our team was able to visit nearly 750 soybean growers. While on the road, Missouri Soybeans stopped by producers' operations and other local industry partners. Interested in a farm visit? Please call the Missouri Soybeans' office.

## Policy Leaders Fellowship

Through the power of partnership, Missouri Soybeans and the Iowa Soybean Association worked to launch a comprehensive policy-focused leadership program: Policy Leaders Fellowship (PLF). The program kicked off in September 2021 at CFSI. Participants from both states gathered for fellowship, personal and professional development, and a deep look into the work both organizations do on the policy and policymaker education fronts.

The unique program offering allows participants to explore and better understand challenging U.S. agricultural policy/regulation and how it intersects with production agriculture and the value chain. Designed to empower farmer-to-farmer learning, the offering equips participants with the necessary knowledge and skillset to effectively advocate on behalf of agriculture and the soybean industry.

The inaugural Policy Leaders Fellowship for Missouri included Curtis Lewis (Nodaway), Nathan White (Ray), Brock Billings (Lafayette), Sarah Kliethermes (Cooper), Andrea Kientzy (Lincoln), and Ryan Wilson (New Madrid).

Interested in participating in PLF? Visit [mosoy.org/fellow](http://mosoy.org/fellow).





OUTREACH & EDUCATION







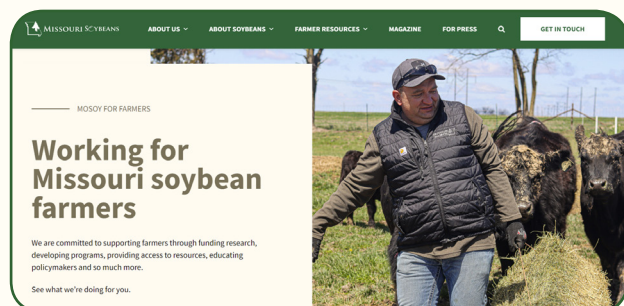
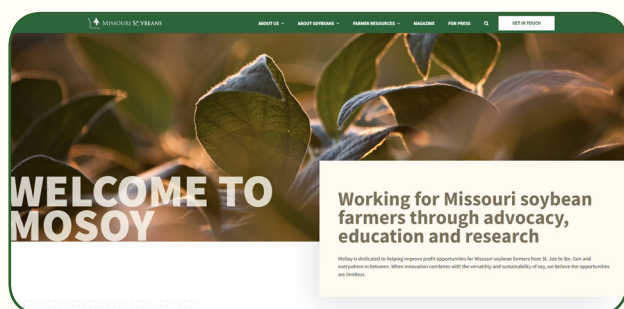
# CULTIVATING THE CONVERSATION

## More from MoSoy.org

Missouri Soybeans heard farmers loud and clear – they wanted more from mosoy.org. In July 2022, the premier site for Missouri's soybean farmers received an update.

The update to the near-decade-old website was redesigned with farmers in mind. After extensive discussions and farmer-focus groups, Missouri Soybeans and partner agency, CLUTCH, identified major themes to include in the new site: food, feed, fuel and fiber.

The goal is for the revamped site to serve as the definitive tool for learning the tactics and techniques modern soybean farmers use to produce higher yields for ever-expanding markets. The rollout brought with it new, exciting information about how soy abounds for varying audiences with more pages including farmer profiles, soy recipes, articles, research progress reports and much more. Visit mosoy.org today to get more from Missouri Soybeans.



## The Missouri Soybean Farmer Makeover

The Missouri Soybean Farmer wanted to put the farmer back in focus. In Feb. 2022, Missouri Soybeans rolled out the new look and feel of the bi-monthly publication. The statewide magazine, reaching nearly 37,000 homes across the Midwest, grew in size and quality. The Missouri Soybean Farmer added eight pages, ensuring there is room for the content Missouri soybean growers need and want. As the organization continues to grow, so will the magazine. Missouri Soybeans hopes this publication is something readers are proud to display on coffee tables, share with friends and dog-ear articles to reference in the future.



To receive a copy of the Missouri Soybean Farmer, contact [communications@mosoy.org](mailto:communications@mosoy.org) or the publication is always available online at [mosoy.org](http://mosoy.org).

## Sharing More About Soy

### Spill the Beans

In FY22, the communications team collaborated with Senior Director of Policy and Chief Operating Officer, Casey Wasser, and staff to launch Spill the Beans. This is a monthly eNewsletter focused on the Missouri Soybean Association's policy efforts at the state and federal levels. To receive the eNewsletter, please donate \$100 a year or \$10/month to the PAC.

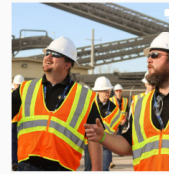
### Farm in Focus Webinar Series

To meet farmers where they're at, Missouri Soybeans launched a new lunch and learn style webinar series. The Farm in Focus series focuses on each of Missouri Soybeans' program areas including policy, biodiesel, conservation, agronomy, communications and more. The virtual listen-in meeting happens once a month and is available to all Missouri Soybeans members.

# SOCIAL BY THE NUMBERS



**4,000**  
Twitter  
Followers



**1,351**  
Instagram  
Followers

**2,921**  
Instagram  
Impressions

**151,078**  
Twitter  
Impressions

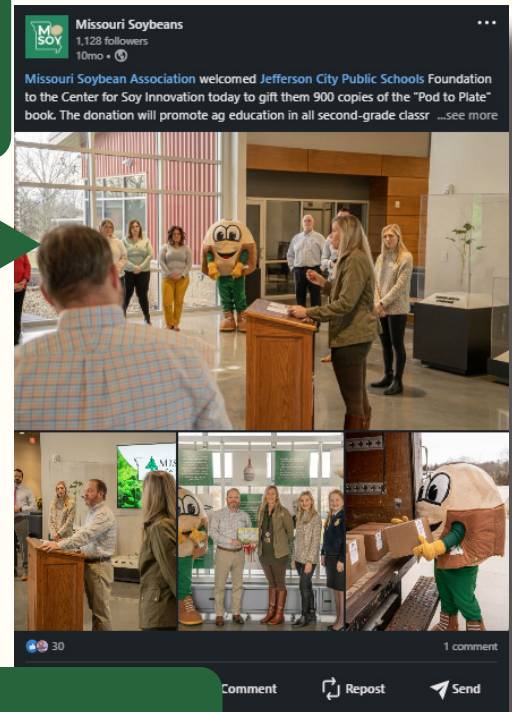


**937**  
LinkedIn  
Followers

**99,413**  
LinkedIn  
Impressions

**3,204**  
Facebook  
Followers

**95,867**  
Facebook  
Impressions



HELP US REACH MORE @MISSOURISOYBEAN ON ALL PLATFORMS!



# FOUNDATION FOR SOY



MATT MCCRATE, CHAIRMAN FOR THE FOUNDATION FOR SOY INNOVATION

The Foundation for Soy Innovation brings together soybean farmers, their partners in industry, and all along the soy value chain, working collaboratively toward a stronger future. Launched in 2018, the Foundation is working to build upon existing work by its partners.

In 2017, Missouri soybean farmers and stakeholders came together in a strategic planning process to set the path forward for their foundation. Through that process, they established the vision of:

“Strengthening the future for the soy value chain.”

The Foundation for Soy Innovation is further guided by a mission of:

“Building strategic partnerships and leveraging resources throughout the soy value chain to advance innovation and grow demand.”

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 is to pursue grants and develop scholarship programs for hands-on work to advance innovation and create demand for soy.

## FOUNDATION SCHOLARSHIPS

The Foundation for Soy Innovation bridges resource gaps for the next generation of problem-solvers working within the soy value chain. Applications for the 2022 scholarship are due Dec. 15.

The Foundation for Soy Innovation scholarship program is back, bringing opportunities for college-age students to further their education and interest in the soybean industry. The scholarships, made possible by contributions from Missouri’s farmers, support students and early-career faculty who are working along the soy value chain, from agronomic research to developing new soy-based products.

The foundation exists to advance the technology, ingenuity and partnerships integral to the future of soy at every stage in the process. From innovation in how farmers produce soy to elevating the ways we put soy to work and developing environmentally friendly soy-based products, there are great opportunities ahead.

Through this scholarship program and other efforts, the foundation and its partners support the academic and professional development of the next generation of leaders in the soybean sector. The foundation is led by farmer-leader and longtime seedsman Matt McCrate of Cape Girardeau.

“One of the primary initiatives of the foundation is to develop scholarship programs for hands-on experience to advance innovation and create demand for soy,” Matt McCrate, chairman of the foundation.

“Through the Foundation for Soy Innovation, we hope to engage stakeholders to build upon the work of Missouri’s soybean farmers in research, business development and marketing, and to educate and empower future generations working with soy.”

Last year, the foundation had the opportunity to present two students with scholarships, Eduardo Beche of the University of Missouri and Anthony Ribolzi of Missouri State University.

“We’re working to support those who need to be at the table to raise the bar on the work farmers are doing,” said McCrate. “Through this scholarship, we are investing in young students to discover new uses for soy and make Missouri a leader in soybean innovation.”

The foundation is pleased to offer \$1,000 scholarships for 2022 for individuals positioned to make an impact on the future of the value chain. Scholarships are intended for advanced undergraduate students, graduate students, early-career faculty and young professionals, and may be used for coursework, supplies, specialty training and/or participation in a professional conference. Applications are accepted now through Dec. 15, 2022.

To learn more about the Foundation for Soy Innovation, explore [soyfoundation.org](http://soyfoundation.org).

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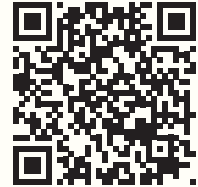


# INVEST IN YOUR BOTTOM LINE

The Missouri Soybean Association has been committed to the advancement of the soybean industry since 1966. Dedicated to improving the bottom line for soybean farmers and protecting their freedom to operate, the Missouri Soybean Association ensures farmers are heard at state, national and international levels.

While checkoff dollars are used solely for research and market promotion, your dues ensure the financial sustainability of Missouri soybean farmers by supporting and influencing legislative efforts.

MSA offers four levels of membership, ranging from farmer member to lifetime advocate members. Check out the details of membership below or scan the QR code for more information!



## Annual Advocate Member

**\$100**

### Benefits Include:

- 15% Discount to Okabashi Footwear
- 20% Discount to Biosynthetic Technologies motor oil
- 15% Discount to Cabela's
- Friends and Family discounts with Ford, Chevrolet and Chrysler vehicles
- Participation in MSA Events
- Regular Missouri policy updates
- Federal updates from the ASA

## 3-Year Advocate Member

**\$250**

### Benefits Include:

- 15% Discount to Okabashi Footwear
- 20% Discount to Biosynthetic Technologies motor oil
- 15% Discount to Cabela's
- Friends and Family discounts with Ford, Chevrolet and Chrysler vehicles
- Participation in MSA Events
- Regular Missouri policy updates
- Federal updates from the ASA
- \$50 discount on membership

## Lifetime Advocate Member

**\$1,500**

### Benefits Include:

- 15% Discount to Okabashi Footwear
- 20% Discount to Biosynthetic Technologies motor oil
- 15% Discount to Cabela's
- Friends and Family discounts with Ford, Chevrolet and Chrysler vehicles
- Participation in MSA Events
- Regular Missouri policy updates
- Federal updates from the ASA
- Lifetime Membership Sign

## Farmer Member

**FREE**

### Benefits Include:

- Participation in MSA Events
- Regular Missouri policy updates
- Federal updates from the ASA



**JOIN MSA  
NOW!**



"As the leading voice for soybean farmers in our state capital, the Missouri Soybean Association's work to positively affect change where policy decisions are made allows me to stay on the farm without worrying about legislation and politics adversely affecting my freedom to operate."

Ryan Wilson - Portageville, Mo.

"Membership in MSA allows me to tap into a statewide network of industry connections while advocating on behalf of soybean farmers at the state and federal levels. As a grassroots organization, I know that the issues I care about are top priorities for the Association and can trust MSA's staff and board to act in my best interest while truthfully sharing what is affecting my farm, my commodity and my livelihood."



Andrea Kientzy - Silex, Mo.



"The value of my membership goes much further than the retailer discounts. By participating in MSA programs like the Policy Leaders Fellowship, I've developed a clearer understanding of the legislative process while sharing my experiences with growers and policymakers. The relationships I've cultivated with MSA's staff are invaluable to my operation and provide excellent resources for any issue that I might come across."






Sarah Kliethermes - Bunceton, Mo.





# VISIT CFSI

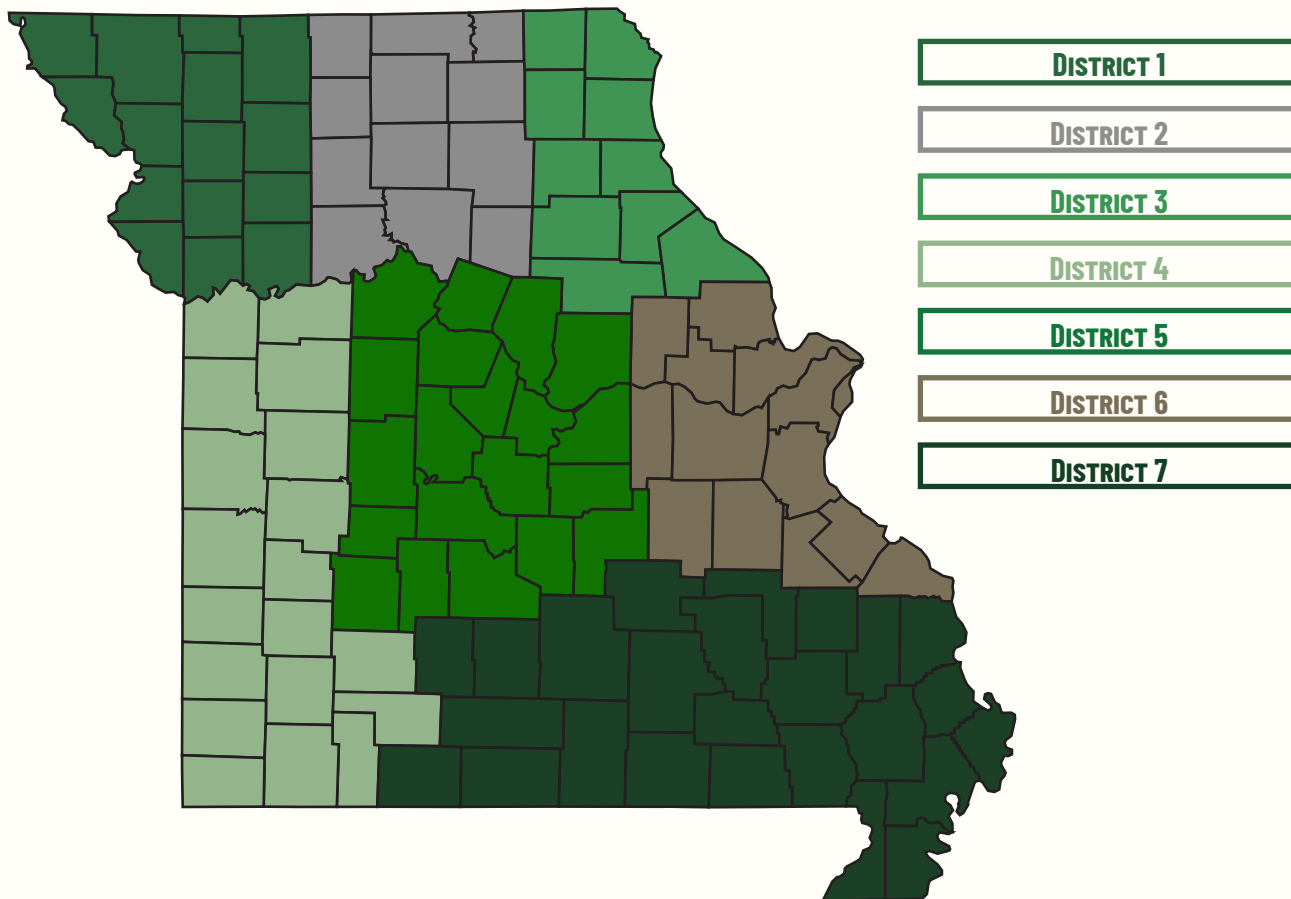
*The Center for Soy Innovation makes the latest and greatest from soybean farmers an experience for the whole family.*

-  Hands-On Educational Exhibits for All Ages
-  Sustainable & Soy-based Building Materials
-  Water Quality Management & Biodiesel Heating Technology
-  Bioretention Basin
-  50+ Species of Native Grasses and Flowers



**SCHEDULE  
YOUR VISIT**





## MISSOURI SOYBEAN MERCHANDISING COUNCIL

### Mission

*We are committed to promoting and advancing innovative research, production and marketing solutions to maximize Missouri soybean farmer profitability.*

### Vision

*Empowering Missouri soybean farmers through innovation.*

## MISSOURI SOYBEAN ASSOCIATION

### Mission

*Leading Missouri soybean producers into the future through legislative advocacy, communication and outreach.*

### Vision

*Advancing and protecting the interests of Missouri soybean producers.*



# G.H.O.A.T.



## CHAMPIONSHIP SOYBEAN SEASONS START WITH PREEMERGENCE CONTROL OF THE TOUGHEST WEEDS.

Win against tough broadleaf weeds and grasses with one of the most respected names in the game. Authority® Supreme herbicide from FMC combines a best-in-class Group 14 PPO herbicide, sulfentrazone, with the industry's longest-lasting Class 15 active, pyroxasulfone, for a low use rate and residual control that can't be beat. Authority Supreme herbicide complements a wide range of seed traits and has proven control against weeds that resist ALS, triazine, glyphosate and PPO herbicides.

Visit your FMC retailer or [AUTHORITYSUPREME.AG.FMC.COM](https://AUTHORITYSUPREME.AG.FMC.COM) to learn more about raising your game this season.

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Sciences Company