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SOYBEAN FARMER

PRIORITIZING POLICY

A Collective Cohort
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Kehoe
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June 2023

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« Cover Shot

The cover photo of the June issue was captured by Madelyn Warren. Pictured is Matt Wright, Missouri Soybean Association president of Emden, Missouri.



Missouri Soybean Association

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From The Field

Notes from Missouri Soybeans' Leadership Team



Most of us have heard the saying that a farmer wears many hats. For many communities, farmers are many things to many people. They are the seed salesmen, the little league coaches and the school board presidents. However, we can't be two people at once. Or better yet, we can't be in two places at once. That is why we need our friends and service-minded leaders in Jefferson City.

As a farmer, I rely heavily on the staff and support of the Missouri Soybean Association (MSA). During the spring legislative session, I am preparing equipment, working ground and trying to put a solid crop in the field. I am thinking about seed quality, inputs and an unpredictable forecast. The last thing I need is for someone not near my family farm to control my freedom to operate.

Sitting in my tractor I have a lot on my mind, but I also have time to reflect on those working to better my livelihood. As the MSA president, I do my best to be an active advocate and voice for agriculture. But I can't be in two places at once.

So, I tip my hat to the staff and lobbyists with MSA who have made this another successful session for me and the producers of Missouri. Each session, it's not about the number of bills passed, but the assurance that MSA is working diligently to progress Missouri agriculture and secure our right to farm.

I applaud my fellow board member and friend, Dane Diehl, for leading the beginning farmer legislation that will tremendously help future agriculturalists, including my four children.

I wear many hats, but my favorite is father. That's why I farm, and that's why I rely on MSA: to save my generational operation, so that I too can pass it down to future farmers.

Don't try to be in two places at once. Lean on MSA and lean on a fellow farmer to help you advocate for your needs.

Matt Wright - Missouri Soybean Association President



Everyone has a story to tell. Everywhere you look, whether it be on social media or at the coffee shop, there are stories of justification, condemnation or persuasion. In a lot of cases, those shared with the most fervor tend to be critical of how you and I make a living.

According to those with the loudest stories, we destroy the environment, poison the air and cause harm to those we are feeding. Sounds like a winning long-term business model, doesn't it? For the most part, farmers keep their heads down, keep doing what they do and mind their own business. But as producers, if we don't contribute to the conversation, we are allowing someone else to write our story.

Educating the public and policymakers with fact and reason is essential to cut through the noise and share our story of stewardship and responsibility for future generations. Fortunately, education is a key tenet of the Missouri Soybean Merchandising Council (MSMC) mission.

MSMC works to produce and showcase scientific, fact-based information about a business, and essentially a lifestyle, foreign to most people so that decisions made by those outside your operation have rationality behind them. However, education cannot be confused with lobbying. According to the Act & Order under which the Qualified State Soybean Boards (QSSB) were established, using checkoff funds for lobbying purposes is strictly forbidden.

That is where Missouri Soybean Association (MSA) steps in. MSA has the freedom to engage policymakers, share our story and help to shape policy outcomes that can have long-standing implications. I am constantly impressed by the work both MSA and its staff do in Jefferson City and beyond. Much of what they do is not publicly displayed, but rest assured, if it passes through our Capitol and has wording impactful to agriculture, MSA has its finger on it and an eye on the horizon to anticipate future issues confronting producers.

So, who do you want to write your story? As for me, I want to write my own story. Collectively, MSMC and MSA give us the vehicle to write that story and shape the future for ourselves.

Aaron Porter - Missouri Soybean Merchandising Council Chairman

Letter from the Executive Director



At the Missouri Soybean Association (MSA), policy is a pivotal piece of the organization. As the Association, we rely heavily on farmer-leaders to be the voice and articulate advocates to steer Missouri policy through lobbying efforts. After nearly 60 years of service, MSA remains a steadfast membership organization that supports soybean producers at the local, state and national levels.

Each legislative session, I'm continuously impressed with our farmer-led board, which champions Missouri's statewide soybean producers and serves as their liaison to audiences

who impact farming and agriculture. Farmers from each corner of the state are serving as spokespeople to showcase the facts to help lawmakers make informed decisions that promote the common good. With their help and hands-on approach, we came into this legislative session with a lot of momentum.

Last year, we saw a lot of soybean success. We received funding for Missouri Foundation Seed, increased biodiesel infrastructure and finally obtained an agreed-upon omnibus ag bill.

At the time of this letter, the legislative session is not yet complete, but I anticipate we are on the same trajectory of soybean success. Our MSA board member, fellow farmer friend and freshman Rep. Dane Diehl made huge strides for the agriculture industry by passing the beginning farmer legislation, HB1023. This legislation emphasizes the need for an income tax exemption for a landowner who sells, leases or shares with a beginning farmer or qualified family member.

During this session, we were also tackling gene therapy, foreign land ownership, Waters of the United State (WOTUS) and many other issues pertinent to agriculture. However, this work cannot be done alone.

Our accomplishments cannot be achieved without our brother organization's service and helpful hand, the Missouri Soybean Merchandising Council (MSMC). While producing policy is vital, policymaker education remains equally integral.

By law, through MSMC there are only certain areas where soybean checkoff dollars may be spent. However, under no circumstance can funds be used for lobbying purposes. But funds can be used to educate the public on why issues disrupting the Missouri farmer can be damaging to many livelihoods and legacies.

Through our concerted checkoff, our goal is to simply generate grassroots efforts that respect rural Missouri. We keep the farmer in mind and at the forefront. Because jointly, MSMC and MSA, we make a powerhouse organization that serves the farmer daily.

Soybean success. At the end of the day, that is the outcome we strive for. Success means freedom to operate, market opportunity, generational farming, infrastructure options, etc.

We hope you lean on Missouri Soybeans to serve you and lead you to soybean success.

God Bless,

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

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SOYBEAN POLICY UPDATE



Each year, as the seconds, minutes and hours left in the legislative session begin to tick down, time becomes the most valuable commodity for policymakers. After a relatively unproductive first half of session, its scarcity was felt even more starkly by those who frequent the halls of the Capitol. Only one bill had been sent to the governor's desk. Legislators still needed to pass a \$50 billion budget by May 5, as they were constitutionally obligated to do, and address a long list of meaningful legislation by May 12.

The last couple weeks of session were accompanied by the typical filibustering and threats of shutting it all down early by certain legislators. However, even then, both the House and Senate addressed each of the Missouri Soybean Association's (MSA) priorities this session. If time is the most precious commodity, this year the 102nd General Assembly certainly indicated just how greatly they value the Missouri soybean farmer.

State Legislation

This year's omnibus agriculture bill came in the form of SB 138, sponsored by Sen. Eslinger. Both chambers "truly agreed to and finally passed" the bill on May 10, sending it on to Gov. Parson's desk for his signature. This bill includes many of MSA's priorities including the

beginning farmer tax cut, a fix for biodiesel tax credits and a business income deduction for farmers.

Beginning Farmer Legislation

As previously stated, Rep. Dane Diehl (R-Butler) was successful in adding his beginning farmer legislation to this session's omnibus agriculture bill. This bill creates a tax cut for farmers who sell, rent or share crops on their land to qualified beginning farmers or family members. This was the product of months of meetings with stakeholders, including Bobby Medlin, CPA, to create a positive piece of legislation that would benefit as many Missouri farmers as possible.

To reduce the increasing average age of the farmer and address the unfair tax burden felt by selling farmers, the beginning farmer legislation will incentivize the sale of an operation to the next generation of Missouri farmers. With the passage of this legislation, selling farmers will have no state-tax liability on the first \$2 million in income received when selling to a beginning farmer or qualified family member. The deduction is phased out by 20% for every additional million in income received from the sale.

Business Income Deduction

In 2018, the Missouri General Assembly passed a tax cut that restructured how parts of the tax code were written. While doing so, it was recently uncovered that the business income deduction under Section 143.022, RSMo., no longer included Schedule F income that did not flow through on a Schedule E or C. While

most farmers income will be included under the Schedule C, we are aware of farmers who are missing out on this deduction due to what we see as a drafting error. We were proud to work with Rep. Mike McGirl (R-Potosi), who is a CPA, and make this important update to the tax code.

2023 Budget Wins

MSA advocated for a grant program in the amount of \$2 million for soybean research. We're hopeful MSA's Bay Farm Research Center will be a likely applicant and awardee for new technologies and research to put on display for Missouri's soybean producers. We were also successful in adding an additional \$3.25 million for the Missouri Foundation Seed program to make much-needed facility improvements.

With more than 3,000 non-budget bills filed during the 2023 Session of the Missouri General Assembly, only 43 made it to the finish line. Many controversial issues like transgender rights, sports betting and foreign land ownership were openly discussed by our legislators. As each session becomes more contentious, our publicly elected officials must speak on issues that would have previously been left in the gray. However, in order to affect real change, these and many others are the issues that must be addressed.

"To reduce the increasing average age of the farmer and address the unfair tax burden felt by selling farmers, the beginning farmer legislation will incentivize the sale of an operation to the next generation of Missouri farmers."

-Casey Wasser, Sr. Director of Policy

In addition to these two MSA budget priorities, the Missouri General Assembly appropriated \$2.8 billion to widen I-70 across Missouri. This is obviously a multi-year project that could span up to six or seven years according to Appropriations Chairman, Sen. Lincoln Hough. Making these improvements will take a massive burden off the funding mechanism of our highway system and free up funds for other much-needed improvements. Modern and efficient transportation infrastructure has been an important factor in businesses deciding whether or not to locate in Missouri. It's also a key factor in the efficiency of getting grain to market, which is why we were proud to support the appropriation.

As this issue of the *Missouri Soybean Farmer* goes to print, the bills are awaiting Gov. Parson's official signature. Whether or not he chooses to sign them into law or to veto them, I look forward to returning to the halls of the Capitol soon.

Federal Legislation

Limit, Save, Grow Act

During the last week of April, the House passed the Limit, Save, Grow Act by a vote of 217-215. The \$4.5 trillion Republican-crafted bill would increase the debt limit until March 2024 while cutting federal spending by tens

of billions of dollars. The original draft of the bill repealed the biofuel and clean energy tax incentives enacted in the Inflation Reduction Act (IRA). However, to garner additional Republican support, it was later amended to protect three biofuel and renewable fuels provisions. Rep. Mark Alford was a leading advocate for the inclusion of key biofuel tax credits that have a major impact on Missouri's agricultural economy. The IRA incentives for Sustainable Aviation Fuel (SAF) were also maintained for those projects where contracts have already been signed or concrete investments have been made. The bill is now in the Senate, where it faces major opposition from the Democratic majority.

2023 Farm Bill

In early May, the Senate Agriculture Subcommittee on Commodity Programs, Credit and Crop Insurance held the first of its two-part hearing on the farm safety net to hear perspectives from producers and industry stakeholders. Lawmakers heard from two panels – one with leaders of American Farm Bureau and National Farmers Union and a second with leaders representing 10 major commodity groups. American Soybean Association (ASA) Secretary Caleb Ragland advocated for protecting crop insurance, improving the Title 1 safety net for soybeans, and urged Congress for a voluntary update to base acres.

Additionally, ASA President Daryl Cates joined other leaders representing producers of U.S. commodity crops in the House Ag Committee hearing to testify about potential improvements to the farm safety net. During his testimony, Cates urged Congress to protect crop insurance from cuts and improve the safety net for soybeans, while also asking for a voluntary update to base acres for Agricultural Risk Coverage (ARC) and Price Loss Coverage (PLC). He highlighted the amount of U.S. soybeans being exported to China and noted the impact 2018 trade retaliations had on growers.

Want to know more?

MSA federal and state PAC contributors gain access to an exclusive newsletter for monthly updates on policy and regulatory movement in Jefferson City, Washington, D.C., and anywhere Missouri soybean farmers stand to be affected. The newsletter also provides more details on Missouri elections and the role MSA and you can play to impact the outcomes. Visit MoSoy.org or scan the QR Code for more details. ●



"If time is the most precious commodity, this year the 102nd General Assembly certainly indicated just how greatly they value the Missouri soybean farmer."

-Casey Wasser, Sr. Director of Policy



Casey Wasser serves as the Chief Operations Officer and Senior 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.

A Voice in D.C. Rep. Mark Alford



Mark Alford is a husband, father, former small business owner and former TV news anchor, and proudly represents Missouri's 4th District in Congress. Alford spent 25 years anchoring Kansas City's No. 1 morning news show prior to his time in Congress.

His time covering Missouri's top news stories connected him to thousands of Missouri families from all walks of life, providing insight into the issues most important to Missouri families and the struggles most common to them. It also offered the opportunity to hone his God-given talents as a professional communicator, enhancing his voice to inform, influence and inspire millions of people across Missouri.

Alford serves as a megaphone to each and every Missourian in the 4th District, magnifying their voices and their values in Washington, D.C.

After being sworn into the 118th Congress as a freshman member, Alford was selected to the House Armed Services Committee, House Agriculture Committee and House Small Business Committee.

Farmers and ranchers can often be forgotten by the political machine that is Washington, D.C. On the campaign trail, I promised to be the loudest advocate Missouri's producers have ever had. I came to this town to make sure those farmers and ranchers have a voice that cannot be ignored.

From livestock feed to soy protein to cooking oil and biodiesel, soybeans are a versatile crop providing numerous food, fiber and fuel uses in Missouri and across the globe. The 4th Congressional District is at the center of it all.

As the only voice for Missouri on the House Agriculture Committee, I have been blessed with the platform to create change and address the needs for our hardworking farmers, ranchers and agribusinesses.

Serving on the subcommittees for General Farm Commodities, Livestock, Dairy and Poultry, and on Conservation, Research and Biotechnology provides me with numerous opportunities to advocate for your interests and be your voice here in Washington.

This past month, I saw Washington at its finest. We introduced the Limit, Save, Grow Act – our debt ceiling legislation. Within the original bill text were provisions that eliminated key tax credits for biodiesel and ethanol producers, ultimately hurting the soybean and corn industries in Missouri.

I would not stand for it. So, several of my colleagues in the Iowa and Minnesota delegations and I rallied together to protect biodiesel, renewable diesel and sustainable aviation fuel tax credits in the package. We went head to head with Speaker McCarthy and ultimately saved existing tax credits.

The issues affecting our farmers and ranchers daily are the skyrocketing costs for necessary inputs such as feed, fuel and fertilizer. It's important to find ways to encourage and promote domestic production of these vital products to help alleviate the financial constraints on agricultural producers. Biofuels provide vital market access, and maintaining the tax credits already in place protects that access.

Right now, our producers are facing pressure from every angle of the supply chain: increasing input prices, restrictive government regulations, labor shortages, backups in processing capacity, record high inflation – the list goes on and on. I pledge to be the loudest, strongest and most conservative voice on agricultural issues.

Whether it is the Farm Bill or any other piece of legislation, my goals are simple: protect our farmers, keep our nation fed, be good stewards of God's creation, and most importantly, continuing my conversations with Missouri's boots on the ground, our farmers and ranchers, just as we did during our debt ceiling negotiations. We can never forget who the backbone of this nation is – the producers. These men and women work tirelessly to feed, fuel and clothe the world. The least we can do is advocate for you in Washington. ●




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KEEPING THE FUTURE OF SOYBEANS BRIGHT

From researching new uses for soybeans to identifying new markets for U.S. soy, the soy checkoff is working behind the scenes to create new opportunities and increase profits for soybean farmers. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.

See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at unitedsoybean.org

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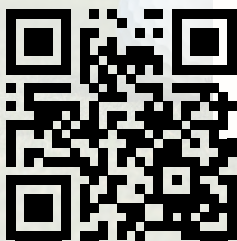
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Funding the Future Farmer

The Missouri Soybean Merchandising Council funds future soybean stewards with the first-ever Soy Innovation Challenge and mainstay fiber and oil crop proficiency.

by Samantha Turner

With education as a core tenant of the Missouri Soybean Merchandising Council's (MSMC) mission, thirteen farmer-directors unanimously voted on initiating the inaugural Soy Innovation Challenge.

The Soy Innovation Challenge aims to engage FFA members in creating valuable exhibits and ideas based on the soy value chain to display at Missouri Soybeans' Center for Soy Innovation in Jefferson City, Missouri.

"After a year of strategic planning and collaboration with Missouri FFA, we are proud to offer this unique opportunity to high school students interested in soybean production and showcase their creativity," said Baylee Asbury, director of outreach and education. "This first-of-its-kind contest provides a multitude of career readiness and educational benefits to the students and also helps grow our engagement at the Center for Soy Innovation."

The Soy Innovation Challenge is a two-part contest where chapters designed and developed an exhibit for the Center and submitted proposals for MSMC to consider. The top five chapters in the state traveled to the state's capital to present to a panel of judges including an MSMC board member, industry stakeholder, soybean staff and Missouri state representative.

This year's winner is the Savannah FFA Chapter. Savannah worked in conjunction with ATHCO LLC to design a six-piece interactive play panel display that will not only tell the story of soybean production but also navigate new uses of soybeans. These 3D panels will bring to life the journey of soybeans from field to research and development to processing. Each panel will provide an individual experience to help explain soybean production to elementary-aged students.

"This opportunity offered by the Missouri Soybean Merchandising Council for Missouri FFA chapters is phenomenal," said Teresa Briscoe, Missouri FFA executive secretary. "Not only are the awards generous, but the chance for FFA members to work as a team within their chapter to plan and present a design idea closely aligns with the philosophy of our program. Chapter members will not only be advocating for the No. 1 industry in Missouri but also using skills of marketing, communicating and planning that they have learned in the classroom."



Photo Courtesy of: Country Creations, Tisha Gregory

The top three chapters were awarded cash prizes up to \$10,000 at the Missouri FFA Convention to be implemented however they choose, depending on soy-related activities.

“Our student’s takeaway from this experience goes beyond a newfound appreciation for the soybean industry,” said Jessica Aeschliman, adviser and agricultural education instructor for Savannah. “For our chapter, this award will allow us to develop our school land lab. We look forward to installing another hydrant and installing an irrigation system that will eliminate another barrier to success for our students. Additionally, we will be updating parts of our greenhouse so that we can more effectively implement plant science labs.”

The interactive exhibit will be placed in the Center for Soy Innovation as late as the 2024 field trip season.

Missouri Soybeans is also proud to pour into the future of agriculture through sponsorships. One of the ways the organization supports the Missouri FFA Association is through the sponsorship of the Fiber and/or Oil Crop Production Proficiency.

“Interest in production agriculture is paramount,” said Gary Wheeler, CEO and executive director. “With fewer farmers returning to the family operation, it is crucial that programs like Missouri FFA showcase the invaluable opportunities agriculture provides and present career paths for students to be successful. At the end of the day, organizations like Missouri Soybeans cannot move forward without future farmer-leaders.”

Proficiency awards recognize FFA members who excel as agricultural entrepreneurs, employees or volunteers while gaining hands-on career experience. Fiber and/or Oil Crop Production is one of the 46 proficiency award areas recognized at the state level and was sponsored by MSMC.

This year’s winner was Aiden Plenge of the Clark County FFA Chapter. Plenge is a sophomore at Clark County R-I. His FFA advisers are Mark Lemmon and Dan Oilar.



“As a fourth-generation soybean farmer, doing what I love, it feels amazing to win this award,” said Plenge. “My work on our farm, working with the soil and seeds, doing what I’ve learned from my dad and grandpa is very rewarding. I plan to continue farming and work to expand my operation.”



Plenge’s Supervised Agricultural Experience (SAE) project consists of an entrepreneurial 120-acre row-crop operation. Through his SAE, Plenge learned how to improve soil health to increase crop yield.

Plenge plans to expand his SAE, having 450 acres reserved for the 2024 planting season. After graduating high school, Plenge plans to become a full-time farmer, the fourth generation in his family. He also plans to attend a two-year college to learn skills to benefit his farm.

SAE programs are planned practical activities conducted outside of regular class time that help students develop and apply agricultural knowledge and skills learned inside the classroom. These activities can include entrepreneurship, placement (paid or unpaid) or agriscience research.

“Proficiency awards exemplify a well-deserved acknowledgement of an FFA member’s hard work and dedication to career development and success,” said Briscoe. “With a vast career landscape, it is easy for students to be consumed by options. Proficiencies help students minimize that stress and explore different pathways to consider after high school.”

As an FFA member, Plenge competed in the National FFA Knowledge leadership development event on the national level. He has also attended Lead, Educate, Advance, Develop Conference for Chapter Officers (LEAD) and served as part of the Missouri FFA Convention Courtesy Corp.

The Missouri FFA has more than 26,000 members representing more than 350 chapters. Ranking as the largest leadership organization nationally, the National FFA Organization has nearly 850,000 members representing 8,995 chapters in all 50 states and Puerto Rico.

The FFA makes a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education. ●

As a fourth-generation soybean farmer, doing what I love, it feels amazing to win this award.

Aiden Plenge



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MEMBERSHIP MATTERS

BY SAMANTHA TURNER | AN INVESTMENT IN THE MISSOURI SOYBEAN ASSOCIATION IS AN INVESTMENT IN YOUR PROFITABILITY.



The Missouri Soybean Association (MSA) 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, MSA ensures farmers are heard at state, national and international levels.

After more than 50 years, the Association continues to be the voice for soybean farmers and all who are part of the soybean value chain.

“MSA is diligent about keeping farmers in mind and protecting their freedom to operate through legislative advocacy, public policy initiatives and education,” said Matt Wright, MSA president. “I am adamant that without the service of MSA and membership participation, the viability of our farm operations would diminish.”

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

MSA is a grassroots organization committed to updating members on policy, producing educational materials for soybean growers, representing members in the Capitol and protecting the bottom line of soybean growers.

“I can’t be in all places at once,” said Andrew Cummins, farmer-member from Santa Fe, Missouri. “I’m a farmer first, and I rely on the services of the Missouri Soybeans’ team to help my operation when I am running the day-to-day. For me, a membership pays off in the most meaningful ways with a farmer-leader network, friends of agriculture who will work on my behalf and educational opportunities to expand knowledge of the industry.”

Choosing to be part of MSA means joining a successful team that is making a difference for agriculture in Missouri, the U.S. and around the world. Whether it’s keeping watch on regulations affecting agriculture or supporting home-grown fuels and transportation projects, MSA is making a difference for the state’s soybean growers.

Membership levels vary and include:

- Farmer Member - Free
- One-Year Advocate Member - \$100
- 3-Year Advocate Member - \$250
- Lifetime Member - \$1,500

Members of MSA receive regular policy, regulatory and industry updates, as well as the opportunity to participate in social events and programs throughout the year. Association members can also benefit from discounts at retailers including Cabela’s and on vehicles from the Ford, Chevrolet and Chrysler families of brands.

In addition, all MSA members receive additional federal policy updates from the American Soybean Association.

To sign up or renew a membership, please visit mosoy.org, scan the QR code or reach out to Baylee Asbury at basbury@mosoy.org! ●



Main street to mainstream.

Biodiesel and renewable diesel support \$7.41 billion in economic activity for the U.S. farm sector, including \$1.36 billion in wages.[†]

Materials supported by United Soybean Board, soybean farmers and their checkoffs.
[†]LMC International, Economic Impact of Biodiesel on the United States Economy, Nov. 2022.



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THE RESURGENT MISSOURI RIVER

BY SHANE KINNE, COALITION TO PROTECT THE MISSOURI RIVER EXECUTIVE DIRECTOR

Times are exciting for the Missouri River, and that brings opportunities for Missouri's soybean farmers. This hasn't always been the case.

In the 90s as a young child, I remember crossing the old Lexington bridge once a year on our way to the Missouri State Fair. Even then, the bridge was in rough condition and a bit scary to cross with a livestock trailer. I wasn't aware at the time, but the bridge was somewhat of a symbol of the state of business and shipping on the river as well. Now, as you cross the river at Lexington, the new bridge completed in 2005 is also, in a way, a symbol of the resurgence and coming opportunity on the Missouri River.

To have a full understanding of where we are now, it is helpful to know where we started. Two specific actions from Congress developed the river we know today. After a historic flood, the Pick-Sloan Flood Control Act of 1944 authorized the construction of six reservoirs in the upper basin in the name of flood control. Soon after, the 1945 River and Harbors Act created the Bank Stabilization and Navigation Program (BSNP), which established structures along the river to create an authorized 9-foot-deep by 300-foot-wide self-scouring navigation channel from Sioux City, Iowa, to the mouth in St. Louis. Construction was fully completed in 1980.

The management complexity of the Missouri River is mostly unknown to the thousands of Missourians who cross it daily. Competing interests for water in the reservoirs, environmental issues, endangered species challenges and more make what seems to be a simple river

a bog of red tape and frustration for those involved in advocating for its use.

Due to the convergence of drought, economic recession and many of the previously mentioned issues, barge traffic and shipping on the river rapidly declined in the late 1990s and early 2000s. Unfortunately, that created a perception and mindset around the river that it wasn't reliable, and that mindset has persisted.

The good news for agriculture producers is that perception is simply no longer reality. The Coalition to Protect the Missouri River (CPMR) was formed in 2001 to begin tackling the many issues plaguing the Missouri River. Like-minded river users including agriculture interests like Missouri Soybeans, water supply users, navigators and more came together with one voice for the first time to have a positive impact on the management of the river. Since then, shipping has been gaining steam again on the river and currently in 2023, we have unmatched momentum and potential that should encourage every soybean farmer.

Thanks to investments and repairs to navigation structures in the Missouri River channel over the past several years, we are seeing an increased resiliency in the system. A large chunk of that investment is coming from the Bipartisan Infrastructure Law (BIL), which was passed in late 2021. This bill allocated \$249 million specifically to the Missouri River BSNP to improve and repair navigation control structures. These repairs, though only partially complete, are already having a significant impact on the reliability of the channel and shipping on the river.

Due to continued drought in the Upper Basin, 2022 was another low-runoff year with navigation support from the reservoirs running at minimum service for the entire season. Seasoned navigators and ports along the river share that the ongoing repairs on the river kept boats moving despite low water, when in previous dry years this likely would not have happened. This is great news in the name of a more resilient system, especially with much of that BIL investment yet to be completed on the river.

When it comes to moving products such as fertilizer into our region and commodities out, supply chain resiliency is of utmost importance. A more reliable river will continue to be a key component of that. Agriservices of Brunswick's commitment to the Missouri River is a key example.

In 2012, many rail cars were diverted to the Bakken basin due to the oil boom. This created a railcar shortage forcing many elevators to shut down during harvest. There were several occasions that year that Agriservices of Brunswick was the only elevator within a 100-mile radius that could accept soybeans. That was solely due to its ability to send soybeans straight onto barges on the Missouri River.

The Port of Blencoe owned by NEW Cooperative in Blencoe, Iowa, is another great example of this. The port is now in its third full year

THANKS TO INVESTMENTS AND REPAIRS TO NAVIGATION STRUCTURES IN THE MISSOURI RIVER CHANNEL OVER THE PAST SEVERAL YEARS, WE ARE SEEING AN INCREASED RESILIENCY IN THE SYSTEM.

of operation on the Missouri River north of Omaha. This is a significant success story and benefits farmers. Now, instead of trucking soybeans and fertilizer across the entire state of Iowa from the Mississippi River, some of the best soybean acres in the world have more efficient access to the global market via the Missouri River.

A study by the Soy Transportation Coalition showed that river access for farmers directly increased farmer profitability due to the impact on basis. Though this study mostly showed that to be true along the Mississippi River, as reliability on the Missouri River continues to increase, that will also become true up the Missouri River coasts of Missouri, Kansas, Iowa and Nebraska. This is why businesses like Agriservices of Brunswick and NEW Cooperative, along with federal investments, are important and have a real impact on Missouri's soybean farmers' bottom line.

That is not to say there are not ongoing challenges on the Missouri River. Endangered species issues related to the management of the pallid sturgeon continue to impact those who live and work along the river as new habitat projects are considered. That is why CPMR and Missouri Soybeans are actively engaged in these discussions and have successfully worked with Rep. Sam Graves to ensure that these projects do not impact navigation, levees and other users. We will continue to strongly advocate on this issue.

Bank stabilization has been a continual challenge on the Missouri River with many farmers losing acres due to erosion caused by changes in river structures. CPMR was able to successfully work with Rep. Blaine Luetkemeyer in the Water Resources Development Act (WRDA) of 2022 to include a pilot program for the Army Corps of Engineers (USACE) to begin finally addressing these areas of erosion.

In addition to those wins, we currently have a historic flood resiliency study and navigation resiliency study happening on the Missouri River. Those studies will give us the opportunity to build on our current momentum and provide congressional authority for new actions and projects to continue to increase shipping opportunities on the river as well as provide a more resilient system when it comes to flood risk reduction.

These are just a few examples of the exciting things happening on the river. If you're curious to hear more about the opportunities and challenges, please reach out. Given the current landscape of the river, Missouri soybean farmers should be hopeful and invigorated by the opportunity. CPMR thanks Missouri Soybeans for being a partner in the effort to keep the Missouri River open for business! ●



A COLLECTIVE COHORT

**BY SAMANTHA
TURNER**

Two powerhouse commodity organizations partner to present the Policy Leaders Fellowship

Legislation, leadership and lots of laughs – that’s the promise of Missouri and Iowa’s Policy Leaders Fellowship (PLF) program. Through a pivotal partnership, the Iowa and Missouri soybean associations joined forces to provide a collaborative, one-year experience for young soybean farmers who possess a desire to learn more about the legislative process, all while improving their core leadership and advocacy skills.

“The Missouri Soybean Association (MSA) is a farmer-led organization with strong grassroots support, and we’re very proud of that foundation,” said Matt Wright, MSA president. “Investing in the next generation of agricultural and policy leaders is key to

serving Missouri’s soybean farmers. Our impact grows as we work together, and this is a great step forward for ensuring soybeans are front and center in Missouri and the Midwest well into the future.”

With a unified understanding, MSA and the Iowa Soybean Association (ISA) recognized there are ample agricultural leadership opportunities for growers. However, the organizations saw a significant gap in the policy space and were encouraged to create something from scratch. In a 2020 meeting of the minds, leaders from each organization pieced together an accelerated program for advocacy-minded soybean producers.



“In an industry that seems to be under constant scrutiny, having people to effectively advocate on its behalf is critical,” said Baylee Asbury, Missouri Soybeans director of education and outreach. “PLF not only allows producers to take a deep dive into the policy process but also connect with leaders in the industry and have a better understanding of why the power of partnership is so important. Our partnership with ISA is what takes this program to the next level and offers an invaluable asset.”

PLF gives participants a deep understanding of the policies, laws and regulations that affect agriculture, the soybean industry and rural America. Weaving travel and social interaction into the program curriculum, participants become aware of the role advocacy and a unified voice play in the Capitol.

During the program, members travel anywhere from Jefferson City to Washington, D.C., and major farm shows in between. Major events include a kickoff orientation, MSA Annual Meeting, American Soybean Association (ASA) Hill visit fly-in and Commodity Classic.

With constant communication from soybean staff outside of travel, members are equipped with educational resources at their fingertips to enact real change at the grassroots and national levels.

“PLF was a great experience with some of the greatest people involved,” said

past participant Ryan Wilson. “Missouri Soybeans put together an immersive experience that provides opportunities I would not have otherwise had. During the program, I gained a better understanding of what MSA does in terms of enacting pivotal policy and how I could get more involved.”

The unique program allows participants to explore and better understand challenging U.S. agricultural 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 inside and outside of the Capitol.

Politics is not a spectator sport. A single ill-conceived bill or regulation can significantly impact a farmers' freedom to operate and their bottom line. Through a learn hard, play hard approach, PLF gives participants the opportunity to network with Midwestern farmers, Fortune 500 leaders, industry professionals and state and federal policymakers.

“With the challenges farmers have day to day, advocating at the local level sometimes doesn't always feel adequate,” said Rhonda Oesch, a current PLF member. “After almost a full year in the PLF program, I can think of no better way to advocate than with an agricultural support system like Missouri Soybeans. They help soybean farmers of course, but also Missouri agriculture as

After almost a full year in the PLF program, I can think of no better way to advocate than with an agricultural support system like Missouri Soybeans.

RHONDA OESCH

a whole. Being a part of something that is such an asset to the agriculture community is not only rewarding but eminently crucial.”

The future of American agriculture depends on sound public policy and the development of leaders who share an appreciation for the legislative and regulatory process.

“Building the next generation of agricultural leaders is one of the core purposes of the program,” said Asbury. “These soybean growers turned advocates are our future commodity board members, elected officials and industry spokespeople.”

PLF targets talented young men and women who are involved in production agriculture and have a vast interest in the lawmaking system.

Participants must be in good membership standing, and one member is selected from one of each of the seven grower districts in Missouri.



continued on page 20

FEATURE

This year's participants include:

- Joseph Lau – District 1, Buchanan Co.
- Rhonda Oesch – District 2, Livingston Co.
- Trevor Jaco – District 3, Lewis Co.
- Austin Moreland – District 4, Cass Co.
- Matt Moreland – District 4, Cass Co.
- Terrance LePage – District 5, Cole Co.

“This opportunity was so worth it for me, providing both personal and professional growth,” said Oesch. “PLF has been such an eye-opening experience where I got to be a better spokesperson and representative for not only my farm, also for others who can’t or don’t know how. I highly encourage more people to jump at this opportunity and enhance a skill set that strengthens them

individually and for the betterment of the industry.”

Interested in participating in the 2023-24 MSA Policy Leaders Fellowship program? Reach out to Baylee Asbury for more information or assistance, or check out mosoy.org for applications in June. ●



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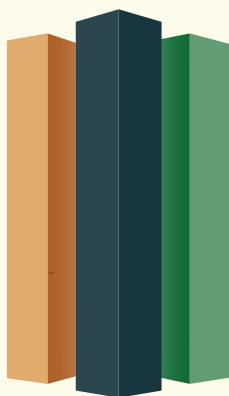




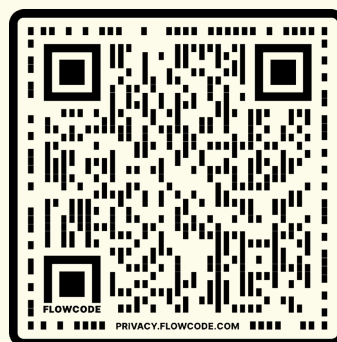
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Building A Resilient Supply Chain

By Mike Steenhoek,
Executive Director
Soy Transportation Coalition



Of all the indicators defining whether a supply chain is effective, predictability and reliability are supreme. They are even more important than the cost or speed of transportation. If a shipper does not have confidence that the supply chain will arrive, depart and deliver as expected, that supply chain is by definition dysfunctional. Unfortunately, the soybean industry and the broader economy have experienced a number of supply chain challenges that have diminished the predictability and reliability that are necessary for success.

This past spring has served as a reminder how the pendulum can dramatically swing regarding navigation on the inland waterway system. In the fall of 2022, the main topic of discussion was the historically low water levels on the Mississippi River and other navigable rivers. By contrast, this spring we have witnessed high water levels that have presented challenges for barge transportation – particularly along the Upper Mississippi.

In late 2022, much attention and concern were directed to the potential of a railroad strike or lockout due to the inability for railroads and labor unions to agree to a new five-year contract. The large question mark that was increasingly imposed on our nation's freight rail industry created significant anxiety that the products grown, produced and consumed in the country may not be able to make the journey between supply and demand. That was an unacceptable scenario for agriculture and the many industries that depend upon reliable rail service. We were pleased President Biden and Congress were responsive to the concerns of agriculture and others and took the necessary action to prevent this significant supply chain disruption from occurring.

Increasing attention has been devoted to the contract negotiations between the Pacific Maritime Association (PMA) and the International Longshore and Warehouse Union (ILWU) due to slowdowns and temporary work stoppages this spring at the ports of Los Angeles and Long Beach.

The past several years have served as a vivid reminder to agriculture and the broader economy that supply chains matter. The prices and availability of goods at grocery and retail stores and the profitability of so many industries are closely linked to the reliability, or lack thereof, of our multi-modal transportation system. This reliability has been negatively impacted by a variety of challenges, including the COVID pandemic, weather, domestic and global economic stress, political unrest, energy scarcity and cost, management and labor tension, and scarcity of workers. Americans used to take for granted that our transportation system would reliably connect supply with demand, but unfortunately, that often has not occurred during the past several years.

Historically, when transportation leaders and stakeholders have deliberated on supply chain priorities, focus was often devoted to increasing capacity, decreasing costs or enhancing speed. These priorities are still critical, but increasing energy and attention are now being devoted to promoting greater resilience to the supply chain. It is not sufficient to have a multi-modal transportation system that is economical and fast. It must also be able to withstand the challenges imposed by an increasingly unpredictable world.

When defining resiliency, most tend to focus on the ability or capacity to recover quickly from difficulties. As our nation's leaders

and stakeholders endeavor to build greater resiliency into our multi-modal transportation system, I think we would be well advised to expand our definition.

I believe a helpful analogy is from the sport of boxing. When considering what makes a resilient boxer, it is a function of three abilities:

- The ability to slip a punch
- The ability to absorb a punch
- The ability to recover from a punch

Slipping a punch involves the ability to avoid getting hit. It results from anticipating what kind of attacks will occur when they will occur, and how they will occur. If we want to promote an infrastructure that is able to slip the punches that may emerge, we must enhance our preparation, predictive analysis and forecasting; communication lines among impacted constituencies; and the promotion of innovative designs.

Even if a boxer is overall effective at avoiding getting hit, there will be times when the boxer will be punched. At that moment,

the question is whether the boxer can absorb the punch and resume the match or whether the boxer will no longer be able to proceed. This is the reason why boxers in training emphasize sit ups and other core-strengthening exercises. Our transportation system will be hit by any number of challenges. The question, therefore, is what are the sit-ups that are needed to ensure our infrastructure can absorb the punches that will indeed occur. Is our nation doing the preventative maintenance and enhancements to fortify our infrastructure? This also involves not “putting all your eggs in one basket” by promoting multiple supply chain options. The more diverse the supply chain, the better positioned agriculture, and the overall economy, will be.

Finally, there will be occasions in which even the most nimble and physically fit boxer will be hit and drop to the canvas. When that occurs, the question is how quickly the boxer can recover and rise from the canvas. If we want an infrastructure that can quickly rise from canvas, it is not only a function of deploying resources, but it is also a

function of having policies and procedures in place that allow those resources to be quickly deployed. After all, a well-equipped ambulance is not effective if it arrives an hour after the emergency call was issued.

The Soy Transportation Coalition, working with the Missouri Soybean Merchandising Council, will continue to promote greater resiliency in the agricultural supply chain. From promoting the deepening of the lower Mississippi River; to greater export capacity in the Pacific Northwest, to more reliable rail service, to greater capacity of trucking, to more cost-effective ways of replacing and repairing rural bridges, to utilizing soy-based asphalt and concrete sealants to preserve the life of roads, soybean farmers are focused on ensuring our supply chain can enable the industry to remain competitive and profitable in an increasingly unpredictable world. Having a resilient infrastructure is key to this, and much of this effort to achieve this must occur earlier. The best time to respond to a challenge is before the challenge, rather than after it. ●

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KEHOE

FROM THE MISSOURI SOYBEAN ASSOCIATION

Lt. Gov. Mike Kehoe is rooted in relationships. Whether it be valued meetings with soybean growers, casual conversations with cattle ranchers, sessions in the Capitol with state legislators or spending quality time with friends and family – Kehoe understands the sincere importance of connection.

Mike Kehoe currently serves as Missouri's 48th lieutenant governor. Prior to this position, he represented the Sixth Senatorial District as a state senator, and led Missouri as the Assistant Majority Leader and Majority Leader.

Kehoe and his wife, Claudia, have called mid-Missouri home for more than 30 years and are the proud parents of four children. A man of strong faith and family values, Kehoe stays grounded in his relationships throughout the state.

THE RETURN ON RELATIONSHIPS

Kehoe personally understands agriculture as a first-generation farmer, raising cattle on his farm in Phelps and Pulaski counties. His consistent support for the agricultural community and soybean stakeholders on key issues was noted by the Missouri Soybean Association's (MSA) board of directors in its decision to endorse Kehoe for governor in 2024.

"As a first-generation farmer, the agricultural industry has been wonderful to Claudia and me," said Kehoe. "We have built some incredible relationships, and our farm family has become as important to us as our own family. I appreciate the support agriculture has given me, and I'll always remember those who helped us on this journey."

As the youngest of six kids, raised by a single mother in St. Louis, Kehoe never thought he would end up owning and operating a farm. When Kehoe was just 15, he started working at Dave Sinclair Ford in St. Louis County. The owner of the dealership, Dave Sinclair, became a mentor to Kehoe and helped him learn not only about selling cars but also about the agriculture industry at his farm in Phelps County outside of St. James.

"When you worked for Dave, some days you washed cars, some days you fixed fence down at his farm," said Kehoe. "I got that taste of what it was like to be on a farm and in that rural setting, and I fell in love with the outdoors and agriculture."

In 1984 at the young age of 22, Kehoe bought his first 20-acre ranch, running horses and a dozen Charolais momma cows. Kehoe lovingly named the family operation C bar K Ranch in honor of his late sister, Carol.

"You are always building relationships in agriculture," said Kehoe. "At the sale barn, with your cattle buyers, with the feed suppliers, you build those relationships, and I think that relationship building becomes very important in policy discussions."

In conversation, Kehoe continuously reiterates agriculture bands together and consistently works to better the industry. Through bills and banter in the Capitol, agriculture never ceases to join forces for the betterment of the farmers' livelihood.

Kehoe elaborated, “I think that’s how you move public policy forward. You build relationships at all levels of government.”

Kehoe built strong rapport with Sinclair, and through his hard work and determination, he moved up in the automotive industry, eventually acquiring his own dealership in Jefferson City. He has received the Time Magazine Quality Dealer Award and Ford’s President Award and was inducted into the Automotive Hall of Fame. Today, Kehoe remains a small businessman at heart, never forgetting the lessons learned at Mike Kehoe Ford-Lincoln.

When asked what type of candidate agriculture needs, Kehoe stated he firmly believes there are two attributes Missourians need to look for in a future governor. First, the candidate should be business minded.

“I think people who have signed both sides of the check have a unique look on policy,” said Kehoe.

Secondly, Missouri needs someone who can communicate across party lines.

“Politicians need to understand you can disagree with somebody while still maintaining a relationship with them to move things forward,” said Kehoe. “Maybe it’s not the core issue you believe in, but there will be other issues that come along. If you don’t have good relationships in the legislature, it doesn’t work.”

STEWARD TO STATESMAN

Kehoe got his start in Missouri politics when he was appointed by Gov. Matt Blunt to serve on the Highway Commission from 2005 to 2010.

“I started to get very passionate about what our infrastructure system meant,” said Kehoe. “It’s very important to our agricultural community. Many people think infrastructure is our main interstate system, but our farm-to-market roads are the backbone of this state. Ensuring a robust infrastructure system for our economy and agricultural families is what drove me to pursue public policy.”

From 2011 to 2018, Kehoe advocated for agriculture and Missouri as a state senator. Through his leadership and strong relationships with both Republicans and Democrats, Kehoe was selected as Floor Leader.

“As Floor Leader, you don’t sponsor a lot of bills, but you have fingerprints on just about everything,” said Kehoe. “The three years I was Floor Leader, we were able to move a lot of legislation that helped electric co-ops and the agricultural community. I worked closely with the federal delegation to stop infringement into our family farms.”

To Kehoe, some of the biggest hurdles facing the agricultural industry include politics itself.

“I think we need to get government out of the farmers’ way,” said Kehoe. “Farmers are smart, and they are resilient. I think making sure that government is there when they need it, but not overly burdensome with regulations and things that make their jobs tougher.”

MORE FOR MISSOURI AG

The 2024 gubernatorial race is important for many Missourians. According to Kehoe, this cycle is about securing Missouri’s future.

“Missouri is headed in the right direction, but we need to make sure we have a governor who understands how important this momentum is,” said Kehoe. “The next governor must be an experienced leader who is prepared to govern on Day 1 and is ready to take advantage of the opportunities in front of Missourians. I think Claudia and I fit that bill, and we are ready to lead.”

Farmers across the state strongly believe Kehoe has the vision to expand agriculture’s reach in Missouri and that he will continue to build upon the Show-Me State’s No. 1 commodity – soybeans.

“It’s critical that we have a friend of agriculture in the Capitol, serving with as much passion to better the industry as we are through the Association,” said Matt Wright, MSA president. “Soybean producers are

faced with issues every day that heavily impact the way we operate on our family farms. Having Kehoe in office offers our growers relief from stifling state policy.”

As the growers’ voice on policy for more than 50 years, MSA takes pride in its candidate selection and support.

“It’s difficult for me to single out just one accomplishment for agriculture from Lt. Gov. Kehoe,” said Gary Wheeler, CEO and executive director of Missouri Soybeans. “You can tell agriculture remains important to the lieutenant governor. From helping pass ‘Right to Farm’ to presiding on the concentrated animal feeding operation bill, he supports the value of all sectors of agriculture, from row crops to livestock.”

His support of the agricultural community is proven through his chairmanship of various committees including the Show Me Missouri Food, Beverage and Forest Products Manufacturing Initiative Task Force.

“I’m proud to receive this important early endorsement for governor from the Missouri Soybean Association and stand with their hard-working farmers as we work to make Missouri’s agriculture industry the best it can be,” Kehoe said. “Soybean farmers and their industry’s extraordinary economic impact in Missouri as one of our top commodities cannot be understated. Their success is Missouri’s success, and we all have a critical role to play to ensure these hard-working producers have the tools they need to be successful.”

Missouri Soybeans is proud of its relationship with Kehoe and many other elected officials who make decisions on behalf of farmers every day. It’s with these strengthened relationships that Missouri Soybeans believes agriculture can progress and remain innovative for generations to come.

Join MSA and the soybean producers of Missouri in supporting Mike Kehoe, friend of agriculture, in the 2024 gubernatorial race.

To learn more about MSA’s Policy Efforts visit mosoy.org/msa. 🌾

by Bobby Medlin, CPA

This year's legislative session in Jefferson City was filled with discussion and debate on tax deductions and credits which affect Missouri's businesses and the economy in which they operate. The Missouri Soybean Association (MSA) fosters awareness of needed law changes through a network of legislators, professionals and industry thought leaders throughout the state. And, many of these proposed changes would directly impact the bottom line for Missouri farmers and their families.

One proposal, with a far-reaching perspective, is the proposed capital gains exclusion from income for farmers selling land to beginning farmers and for leasing land to beginning farmers. By making an exclusion from taxable income, this provision not only incentivizes retiring landowners to look for local individuals as the future of Missouri agriculture, but it also gives the beginning farmer an edge in becoming owners of Missouri farmland. Working through the math with representatives and accountants, the capital gains exclusion creates roughly a \$500 per acre tax savings for the seller, which is substantial enough to start the conversation of selling to a beginning farmer rather than to a highest bidder. A farmer can take advantage of this by selling land to a beginning farmer and paying no tax on the gain from the sale of the land.

Further, the definition of a beginning farmer needed to be broad enough to not inadvertently exclude young entrepreneurs who have had livestock or crops since an early age. Think tank-type discussions throughout the process helped make this proposal not only effective but also able to be utilized right away to make an impact on who owns Missouri farmland in the future.

Federal tax law favors those having capital gains by creating a lower tax rate on capital gains than on ordinary income. Missouri tax law has no lower rate on capital gains. Several other states in the Midwest have tax laws on their books that promote sales of farmland to younger farmers. Missouri had no such law.

Another example of forward thinking is working to get the Missouri Business Income Deduction available for farmers. In 2018, federal tax law implemented the Qualified Business Income Deduction where 20% of business income is excluded from being taxed. Missouri enacted a similar provision whereby a percentage of income is also excluded from Missouri taxation, starting at 5% and increasing over time, currently at 15% of income.

However, unlike the federal deduction, which is available to farm income, Missouri's version of the deduction is for businesses but is not for farmers. MSA worked with legislatures and with tax professionals at our firm to insert into the legislative process a correction to this slight against farmers. This is only asking for a level playing field for Missouri agriculture.

To have an effective policy for Missouri agriculture, it takes a concerted effort that starts with the farmer. Seeking to understand how matters such as Missouri taxation of agricultural profits works by being engaged with, asking questions of, and having strategic conversations with accountants, legislators, local farm groups and statewide associations helps shape the future of Missouri agriculture. ●

UTILIZE FARM INCOME AVERAGING.

Farm income averaging allows farm taxable income to be spread over four taxable years and is surprisingly an underutilized tax break for farmers. If your tax professional indicates an indifference to explaining how farm income averaging works, it should be a signal to you to press for an explanation from a professional who understands farming. You don't have to be a "farmer" to use farm income averaging, you only must have some farm income.

FULLY CAPTURE BASIS FROM ALL INHERITED ASSETS.

Almost all assets you inherit will carry a fair market value to you. In many cases, basis can be deducted or depreciated, saving you tens of thousands of tax dollars. In those times when farm assets transfer to the next generation due to a death in the family, get professional advice prior to filing any tax returns. The result could be a large cash savings to your operation through reduced income taxes.

UNDERSTAND FAMILY EMPLOYMENT.

In a family farming operation, properly employing family members working in the operation and providing benefits to the family employees can result in tax-free cash to the family. Many benefits exist from hiring family employees, including utilizing standard deductions available to children, providing tax-deductible medical insurance and medical benefits, retirement plan contribution deductions and an increased Qualified Business Income Deduction, in some cases.

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Sweet Tooth Sweet Tooth Sweet Tooth



Sweet Tooth

Miso Caramel Coconut Cheesecake

Ingredients

Crust:

1 $\frac{3}{4}$ cups graham cracker crumbs
 $\frac{1}{3}$ cup margarine
 $\frac{1}{4}$ cup granulated sugar

Filling:

1 (12.3 oz.) package drained silken tofu
 1 $\frac{1}{2}$ (8 oz.) package softened cream cheese
 1 cup granulated sugar
 2 tablespoons AP flour
 1 teaspoon vanilla extract
 3 eggs
 2 teaspoons white miso paste

Topping:

2 cups toasted coconut
 $\frac{1}{4}$ cup premade caramel
 2 teaspoons white miso paste

Directions:

Topping:

Toast 2 cups of coconut at 325 degrees for 10 minutes checking often. Set aside.

Warm $\frac{1}{4}$ cup of store-bought caramel in a saucepan with 2 teaspoons of white miso paste. Set aside.

Crust:

Combine crumbs, margarine and sugar into bowl; mix well.

Press into bottom of greased 10-inch springform pan.

Filling:

Combine tofu, cream cheese, sugar, flour, vanilla, eggs and miso into a food processor and blend until smooth.

Pour filling into springform pan and bake at 350 degrees for 50 minutes until center is set.

Let cool for 1 hour and then refrigerate.

Once fully cooled, top with caramel and coconut.

Miso Honey Roasted Plums

Ingredients

8-10 plums
 1 cup honey
 $\frac{1}{4}$ cup white miso
 $\frac{1}{2}$ teaspoon sesame oil
 Vanilla ice cream

Directions:

Preheat oven to 350 degrees.

Slice plums into quarters and remove pits.

Combine honey, miso and sesame oil.

Toss plums in honey mixture and place in a lined baking dish.

Bake for 20 minutes until tender.

Serve warm with a scoop of vanilla ice cream.

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The Race for RFS

By Paul Winters, Director of Public Affairs and Federal Communications, Clean Fuels Alliance America

Growing interest from state and federal policymakers on environmental issues has led to increased efforts to reduce the carbon footprint of various industries, including transportation. Low-carbon fuels such as biodiesel, renewable diesel and sustainable aviation fuel continue to be a preferred alternative to traditional fossil fuels, and lawmakers remain committed to prioritizing policies promoting their use.

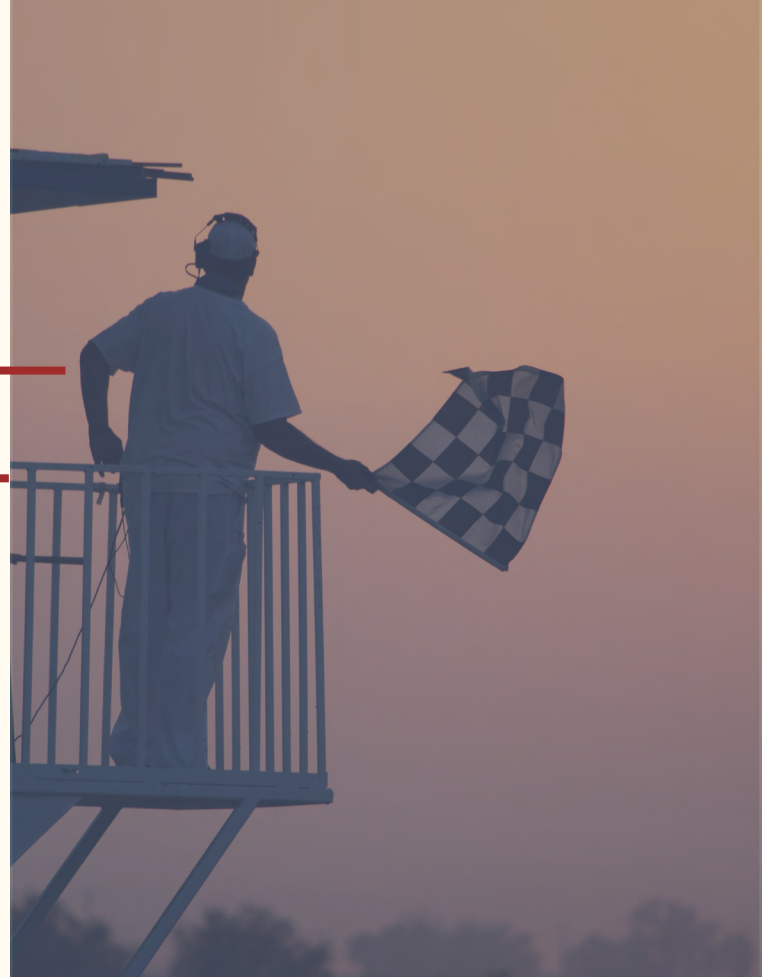
At the federal level, the Renewable Fuel Standard (RFS) has been a significant driver of growth in the biodiesel and renewable diesel fuel industry. The RFS sets annual volume targets for different types of renewable fuel including biodiesel and renewable diesel, which has had a positive impact on Missouri farmers.

As federal policymakers continue to debate the impact biodiesel, renewable diesel and sustainable aviation fuel play in issues of carbon reduction and energy independence, states are increasingly taking on leadership roles in developing and implementing comprehensive carbon policies. Nearly half of U.S. states have aggressive, economy-wide and/or sector-specific carbon policies, many of which are legally enforceable targets. These states represent more than 50% of the U.S. population and at least 40% of the on-road fuel market.

Most of this state activity has taken place on our coasts. California became the first state in the nation to adopt the California Low Carbon Fuel Standard (LCFS), which is viewed as the gold standard of environmental policy. The California LCFS utilizes a mix of state regulation and market-based methods directing obligated parties to choose how they will reduce emissions while providing consumers with clean energy options.

This program has provided a successful market for biodiesel and renewable diesel. Since 2017, biomass-based diesel has contributed nearly half of the carbon reductions in the program providing the biggest source of carbon reductions. In 2022, more than 1.5 billion gallons of biomass-based diesel was used, displacing nearly half of the entire diesel fuel pool in the state of California.

Other Western states including New Mexico and Colorado have shown interest in similar policy. This year, New Mexico nearly passed a Clean Fuel Standard that would have reduced the carbon intensity of fuels used in the state by at least 20% compared to 2018 levels by 2030 and 30% by 2040. Legislation was also introduced in New Mexico that would have provided a 50 cents per gallon income



and corporate tax credit for the blending of biodiesel. While these bills ultimately did not pass, they indicated a willingness to pursue policies benefiting our industry and creating new markets.

In Colorado, expected legislation will exempt biodiesel and renewable diesel from the state's excise tax for special fuels. Supported by Clean Fuels' member Chevron Renewable Energy Group, this program will mark a significant win for the industry while helping to grow demand for biodiesel and renewable diesel in Colorado's 635-million-gallon diesel market.

On the East Coast, New York, Massachusetts, Connecticut and Maryland have adopted aggressive carbon reduction mandates culminating in net-zero carbon emissions by 2050. While many of these carbon reduction efforts have focused on full electrification of the transportation and heating and cooling sectors, more states are discussing and adopting policies that encourage and, in some cases, mandate, low-carbon liquid fuels such as biodiesel, renewable diesel, Bioheat fuel and sustainable aviation fuel (SAF). New York, Connecticut and Rhode Island have adopted Bioheat fuel mandates that require increasing amounts of biodiesel to be blended with traditional heating oil.

Vermont is on the verge of adopting a Clean Heat Standard, a program similar to California's LCFS, requiring heating oil dealers and suppliers to purchase or sell credits depending on the carbon content of their heating fuel. Credits are generated when suppliers take measures to lower the carbon content of their fuel, which includes selling low-carbon fuels such as biodiesel and renewable diesel.



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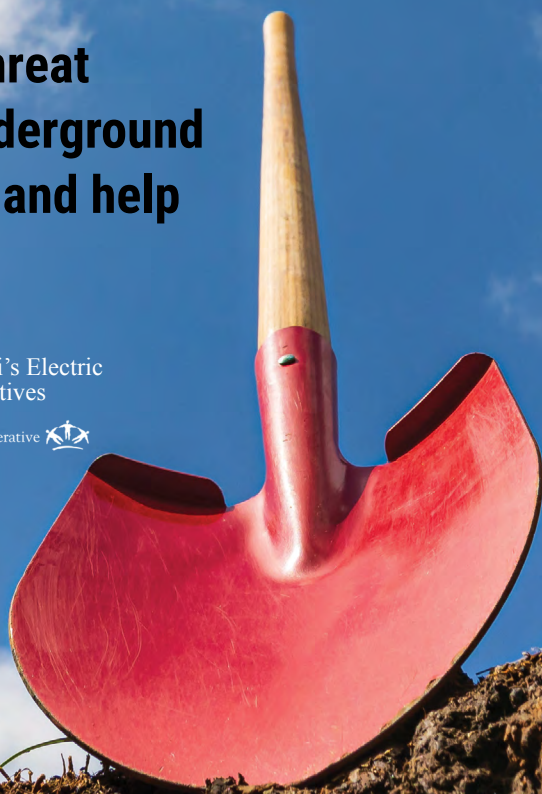
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FEATURE

Massachusetts, Maryland, New Jersey and Pennsylvania are looking at similar proposals for either the heating or transportation sector — or both. In New York, the largest consumer of diesel fuel for both heating and transportation in the Northeast, state officials are looking at a California-like cap-and-invest program that would lower the carbon output of all liquid fuels and all manufacturers who emit carbon.

In the Midwest, state policy supporting renewable fuels takes various forms with the most common being tax incentives used to promote the sale and/or production. These programs garner robust support from stakeholders that help build large coalitions advocating for passage of legislation. Last year, we saw significant victories in Illinois, Iowa and Missouri. Illinois successfully passed legislation exempting the state's sales tax for biodiesel blends using more than 19% biodiesel. Illinois is also the first Midwest state to incentivize the sale of renewable diesel. In May, Iowa Gov. Kim Reynolds signed into law the "Biofuels Access Bill", which doubled the Biodiesel Production Tax Credit and created a first-

of-its-kind incentive for the sale of B30+. Missouri also approved legislation creating new incentives for the sale and production of biodiesel.

In total, these three pieces of legislation will result in an additional 280 million gallons of biodiesel demand. These accomplishments were the result of the extraordinary effort by state soybean associations who advocated tirelessly to state lawmakers about the positive impact these policies will have for soybean farmers. These bills have also led states such as Nebraska, Indiana and Michigan to pursue biodiesel incentives.

Another successful Midwest biodiesel policy is the Minnesota B20 Standard. This law requires diesel fuel sold in the state to contain a B20 blend from April 15 through the end of September. From October through March, the standard reverts to B5. In the spring, there is a transition from B5 to B20 where the minimum blend level is B10 to provide fuel retailers time to build up inventory. This bill has resulted in a 120 million gallon biodiesel market in the state.

In other Midwest states, discussions surrounding a Low Carbon Fuel Standard have increased. These proposals, similar to the California LCFS, are designed to decrease the carbon intensity of transportation fuels and provide an increasing range of low-carbon and renewable alternatives (such as biodiesel and renewable diesel), which will reduce dependency on petroleum-based fuels. While these carbon programs have been successful due to the positive impact of biodiesel and renewable diesel, state soybean organizations should monitor these policy discussions to ensure they remain fuel and technology neutral and adequately account for positive farming practices.

Throughout these debates and discussions, Clean Fuels' state and federal teams continuously advocate for policies that will bring added value to our industry and to soybean farmers. We rely heavily on our relationships and the partnerships we have with state soybean members, producer members and other key industry stakeholders to advocate to policymakers about the economic and environmental impact of our fuels. ●



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Fifth Generation

MSA President, Matt Wright, shares his memories of farm, family and being the fifth generation.

Q: Tell us a little about yourself.

A: I am a fifth-generation farmer on both sides of my family tree. I live in western Marion County with my wife, Erin, and four kids, Levi, Nathan, Abigail and Elisabeth. I love watching my kids compete in sports and play music.

Q: Tell us about your farm.

A: I have a diversified row-crop and cattle farm. I raise soybeans, corn, cows and kids.

Q: What is your involvement in agriculture?

A: I have been riding in tractors since before I was born. It is all I have ever known. I vividly remember riding with both my parents in those 4430s and 4630s for hours. Those moments shaped who I am as a farmer and a dad. This is what drives me to do everything I can to protect and preserve both the land and this way of life for the next generation of farmers in my family.

Q: Should tractors be red or green?

A: I've grown up with mostly green, so I stick pretty close to John Deere.

Q: What are you listening to while working?

A: A variety; I don't stay with one thing very long.

Q: What is your favorite planting or harvest snack?

A: Beef jerky

Q: Tell us about your favorite memory on the farm.

A: The times I get to work with family, whether it be my parents or my kids. Those are the best memories.

Q: Does your family implement any sustainable practices?

A: We use no-till and minimum till extensively. I have also laid tile and built miles and miles of terraces to keep the soil where it belongs. Doing conservation work with the dozer is one of my favorite things to do.

Q: Who is your biggest influence?

A: Growing up, definitely my parents. I was blessed with wise, generous, hard-working parents who taught me the things I needed to be a good dad myself. Now, my wife, Erin, is the one who helps me be a better person every day.

Q: What would you tell your kids or other next-gens to encourage them to be involved in agriculture?

A: Agriculture is such a rewarding industry in so many ways. There are endless opportunities in ag to accommodate a person of just about any skill set.

Q: How do you take your coffee?

A: Sweeter than I should.

Q: Who is your favorite farm influencer to follow?

A: Investing and marketing Tweeters



MISSOURI SOYBEANS BRINGS ON THREE SUMMER INTERNS

BY SAMANTHA TURNER

Student interns from the University of Missouri join the Missouri Soybeans' staff for an educational internship experience.

The Missouri Soybean Association (MSA) and Missouri Soybean Merchandising Council (MSMC) welcome three interns for the summer of 2023: Jackson Bailey, Luke Hopper and Hannah Bocking. The students represent a range of work experience and agricultural backgrounds, all attending the University of Missouri-Columbia.

"At Missouri Soybeans, we value our summer internship program and enjoy hosting students for an immersive professional working experience," said Gary Wheeler, Missouri Soybeans CEO and executive director. "Our interns help us further serve the Missouri soybean farmer and achieve the mission and vision of our organization. Our goal is to provide students interested in the soybean sector with a robust, hands-on experience that encourages them to get involved in the industry in the future."

Jackson Bailey is serving as the 2023 summer policy and producer outreach intern. Raised in Willow Springs, Jackson gained a first-hand understanding of the importance of agriculture to the state of Missouri. Jackson is a senior at the University of Missouri-Columbia, double-majoring in constitutional democracy and political science with a minor in history. He is also a current member of Phi Alpha Delta Pre-Law Fraternity and the Federalist Society.

"My interest in the summer policy and producer outreach internship with Missouri Soybeans stems from my rural background and interest in how policy can advance the interests of Missouri farmers," said Jackson. "This summer, I hope to enrich my understanding of the industry, interact with Missouri's hard-working soybean farmers and learn from my colleagues' knowledge of the legislative process."

Luke Hopper is joining the Missouri Soybeans team as the research and agronomy intern. Luke is from Chillicothe, where he grew up on a cow-calf operation and helps run the family business, Hopper Electric. Luke is a junior studying agribusiness management. He is a member of Alpha Gamma Rho and is in the Agribusiness Club on campus.

"I have a desire to keep learning," said Luke. "This summer, I hope to expand my knowledge of the soybean industry and the agronomic practices that further the sector. This internship will help provide an immersive experience that will prepare me for my future career path."

Hannah Bocking is the communication and education intern for the 2023 internship experience. Hannah is a sophomore at the University of Missouri – Columbia, where she is pursuing her bachelor's degree in agricultural education, leadership and communication with a minor in agribusiness management. Hannah's collegiate activities include Agricultural Educational Society and Fighting Pretty Mizzou.

"I have always felt passionate about agriculture advocacy, which is why I was drawn to the communications and education internship program," said Hannah. "I believe you never learn anything new inside your comfort zone, and I knew this program would challenge me to try new things and meet new people."

The Missouri Soybean Association is a statewide membership organization working to increase the profitability of Missouri soybean farmers through advocacy and education efforts across the state.

The Missouri Soybean Merchandising Council is a statewide, farmer-led organization focused on improving opportunities for Missouri soybean farmers through a combination of research, outreach, education and market development efforts through the soybean checkoff. To learn more, explore mosoy.org.





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IT MAY ONLY BE JUNE, BUT ASA AIMS TO KEEP GRINCH AT BAY IN 2023 FARM BILL

BY WENDY BRANNEN, ASA SENIOR DIRECTOR OF MARKETING AND COMMUNICATIONS

According to the Congressional Research Service, “The farm bill is an omnibus, multiyear law that governs an array of agricultural and food programs. It provides an opportunity for policymakers to comprehensively and periodically address agricultural and food issues. In addition to developing and enacting farm legislation, Congress is involved in overseeing its implementation. The farm bill typically is renewed about every five years. Since the 1930s, Congress has enacted 18 farm bills.” (By the way, if it’s been a hot minute since those high school civics or college policy classes, an omnibus bill is simply a proposed law that covers several diverse or unrelated topics).

CRS did a nice job with its synopsis, but what goes unmentioned is the lengthy process leading up to reauthorization — and the incredible, concerted effort required of farm organizations (and importantly, the farmers they represent) to get each new farm bill across the finish line. ASA has been involved actively in this process since the inception of farm bills (1933, to be exact), strategically pushing soy’s needs. The pending farm bill is no exception: We began collecting information from growers way back in fall of 2021 so we could prepare our 2023 Farm Bill priorities document and publicly release it over a year ago, May 2022, with ASA leading the ag group pack in sharing soy’s needs here on Capitol Hill.

After what could be characterized fairly as countless hours of informational meetings and listening sessions with soy members (seriously, there was a whole lot of Zoom going on!), a comprehensive grower survey, drafting ASA’s priorities and reaching a consensus for approval, the real work began: Circulating those priorities on the Hill; seeking media on our farm bill concerns; arranging myriad meetings with key legislators for both ASA staff and farmer leaders; mobilizing like-minded agriculture and other groups to sign on to a farm bill budget letter led by ASA—and that garnered more than 400 signatures back in March; preparing ASA leaders to testify

multiple times before Congress on various components and titles of the farm bill — and assisting soy states with their own hearing preparations as needed; calling on ASA members to participate in grassroots farm bill feedback opportunities; additional coalition efforts; and much more. Again, the reauthorization process described by CRS is the duck above the water, with Congress, agriculture groups like ASA and other interested parties paddling frenetically (but purposefully) under the surface.

The winter issue of ASA’s quarterly magazine, *American Soybean*, was devoted to the farm bill and featured a clock on the cover, signifying the pressing farm bill reauthorization process and connecting each of the 12 hours of the clock’s face with one of the 12 farm bill titles. There is not one that does not affect soy in some way. From the farm safety net to conservation; spanning trade, energy and rural development; to the research and nutrition titles, soy has both great needs — and great opportunities.

Protecting crop insurance and improving the Title I farm safety net are certainly big needs — and both are major concerns per our grower survey and almost every conversation with a soy farmer this past year and a half. Crop insurance is, we would venture to say, the most effective and important component of the farm safety net for soybean farmers. It helps our growers manage risk and secure operating credit from their lenders each year. We certainly want this critical legislation package to uphold and protect it.

Crop insurance allows farmers to mitigate risks while their beans are in the ground; Title I enables a necessary layer of protection thereafter. If any crop can understand the significance of this need, it is soy. During the 2018 trade war with China, soybean shipments to that country — our No. 1 export market — came to an abrupt halt. Prices plummeted. And, yet, the safety net in the 2018 Farm Bill was not triggered: Imagine the Grinch sneaking down your chim-

ney and slinking off with everything from the “Roast Beast” down to the last can of “Who Hash” — but your burglar alarm never sounds. During this time when demand had dropped 30%, we appreciated that the administration stepped in with ad hoc, temporary support for farmers through its Market Facilitation Program, or MFP, payments. Yet the silence of that Title I “alarm” was astounding. We simply must have significant improvements to the current reference price and program elements of Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC).

We are also asking for a fix to the current disparity in recent soybean planted acres compared to base acres, on which ARC and PLC benefits are provided. In 2022, soybeans were planted nationally on 87.5 million acres. By comparison, soybean base totals 53.2 million acres. More than 30 million acres of soybeans were not protected by the soybean provisions of ARC and PLC in 2022. An option for farmers to voluntarily update program acres based on a more recent historical time-frame would provide soybean farmers — including beginning farmers — greater access to the soybean safety net.

For these great needs to be met, additional funding is required, and we are aware of the budget challenges this entails. We are doing our best, along with other ag groups, to keep communications open with those congressional committees — including the budget committee — that may be able to find

viable solutions. And, our leaders’ testimony before Congress this past month has included your personal stories of why these needs matter on your farms.

Not all is grim; we must remember that, though it is a daunting process with heavy consequence, the original intent of this farm bill “omnibus,” dating all the way back to the 1930s, was and is to consider agriculture’s needs. And there are significant opportunities! In the Nutrition title, we can see support of promoting soy as a food ingredient. In the Research title, we can see increased investments in research projects that enable soy innovations — at a time when soy innovations are ripe for the picking. Likewise, the Energy title can provide for healthy growth of bioenergy, including biobased fuels and biobased products. And, last but certainly not least, the Market Access Program (MAP) and Foreign Market Development (FMD) program, along with other provisions in the Trade title, can support continued successes for soy in new, existing and emerging markets.

We are hopeful many of these much-appreciated farm bill components — including MAP and FMD — will see a financial injection to modernize their great capacity for supporting soy in today’s economy. Our future, is not trite to say, depends on agriculture, so it is critical that Congress, in determining the bill that will in many ways be our guidepost for the next five years, gets it right. ●



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