

# missouri

## SOYBEAN FARMER

A man in a red t-shirt and a baseball cap is carrying a large white and blue bag of ADM feed. He is walking past a cow with yellow ear tags. The background is a blurred green field.

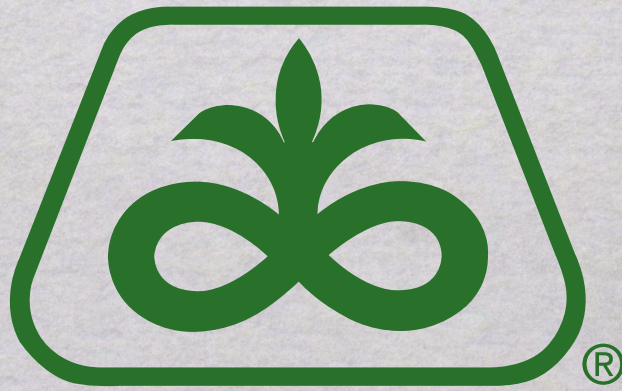
### moving the MARKETS

Crushing It  
p. 8

Emerging Exports  
p. 16

October 2023





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# missouri

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**8** *Missouri's crush industry has grown during the past few years. Learn more about how this industry is driving demand for Missouri soybeans.*



**12** *Created for the farmers, by the farmers. SOYLEIC soybeans are the premium value-added soybean for a non-GM, high-oleic option.*



**16** *As soybeans travel by rail and river to our Latin American neighbors to the south, industry leaders work tirelessly to cultivate markets and nurture buyer relationships to further drive demand for Missouri soybeans.*



### « Cover Shot

*The cover photo of the October issue was captured by Ryan Siegel. Pictured is Mark Lehenbauer, Missouri Soybean Merchandising Council vice chair from Palmyra, Missouri.*



### Missouri Soybean Association

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# From The Field

## *Notes from Missouri Soybeans' Leadership Team*



“They’s something kindo’ harty-like about the atmsufere,  
When the heat of summer’s over and the coolin’ fall is here.”

These lines from James Whitcomb Riley’s poem, "When the Frost is on the Punkin," come to my mind every harvest season.

By now, harvest is in full swing across the state of Missouri. Some in the southern end are most likely beginning to wrap up, while much of the north end has just gotten started.

Most definitely, farmers have and will find a variety of yields this fall. I know in the area I have the privilege to farm, some fields were hurt severely by the lack of rainfall and heat during the months of June and July. I have also found areas that are quite surprising when the grain begins to flow into the combine.

August and the rains it brought were a lifesaver for many later-planted crops and livestock producers who could harvest another good crop of hay on some fields. Many acres of soybeans benefited greatly and will now be a joy to get into with the combine. There is hopeful anticipation for many fields still left to harvest.

On the policy front, our legislative team is still working on your behalf in Jefferson City and Washington, D.C. Specifically, we had an excellent turnout of legislators at Delta Days in southeast Missouri. Additionally, we had a great opportunity to meet and mingle with policymakers at the recent Missouri State Fair. The conversations all led to real change during session. It’s part of the grassroots effort. They have to hear from the farmer first, and I hope you join me this year in making your needs loud and clear.

Riley’s poem encapsulates perfectly why I love this time of year with this line: “... the air’s so appetizin’; and the landscape through the haze, of a crisp and sunny morning of the airy autumn days.” And, my favorite part: “Is a pictur’ that no painter has the colorin’ to mock.”

Matt Wright - Missouri Soybean Association President



To my surprise, while attending the University of Missouri, I found agricultural economics to be one of the most interesting areas of study. It impressed me how every market environment could be so easily expressed in graphs and formulas.

As farmers, we are motivated to drive the demand side of the market. However, year after year as technology and our management improves, supply grows. If we look at that demand-supply graph, what happens if the supply line moves up without demand following accordingly? Our margins tighten, and we end up working harder or smarter for less.

MSMC takes this very seriously as evidenced by past successes. MSMC is working to drive innovation with projects such as soy carbon batteries, as well as growth in existing markets with expanded animal production facilities and new markets with Missouri’s own SOYLEIC soybeans.

Unfortunately, at the time I am writing this, there is news of two major meat processors ceasing production around the state. The resulting effects will no doubt negatively impact our farmers and communities for years. This move will make market access more difficult for many and reduce the basis for cutting already tight margins.

Of concern to me is a larger problem occurring around the country – the export of our food production to other countries. On a recent trade mission trip to Mexico, I witnessed firsthand the phenomenal growth in poultry, pork and dairy production. The consequences of this growth are twofold.

Although foreign livestock markets will consume our commodities, the value added to those commodities is lost on our rural communities. Equally, outsourcing a nation’s food supply is never a good idea for long-term survival, much less success.

It is unfortunate that our rural communities face these daunting challenges, but they don’t have to face them alone. MSMC is working with local community leaders, assisting with resources and industry connections to bring economic opportunity back to communities adversely affected.

As this hits your mailbox, soybeans will undoubtedly be rolling out of the fields around the state. I pray you have a safe, dry and profitable harvest.

Aaron Porter - Missouri Soybean Merchandising Council Chairman



# Letter from the Executive Director



**F**armers who wait for perfect weather never plant. If they watch every cloud, they never harvest. – Ecclesiastes 11:4

If this year has proven anything it is that the weather has devastating impacts on our family farms. This summer, I found myself folding my hands and bowing my head for our farmers daily, praying for rain to nourish their crops.

At Missouri Soybeans, we understand that your farm is a livelihood that leads to a legacy. That without it, there is no generational business. That is why we take such pride in the checkoff and the research it allows us to invest in and conduct.

With the checkoff, the stress that Mother Nature causes can be alleviated with our research investments. With drought-tolerant beans, irrigation systems, conservation practices and so much more, farmers can breathe a little easier knowing they may remain protected no matter what the weather throws at them.

Outside of research, the checkoff also devotes countless hours to strengthening the demand for the farmer's crop by building new marketplaces. In this issue, farmers can explore just a few of the market avenues that make for a healthy bottom line, including crush capacity, biodiesel, aquaculture and international exports. And that's just scratching the surface.

In the past two months alone, our staff hosted Soy Socials in each soybean district, staffed the booth and doughnut fryer during the Missouri State Fair, facilitated numerous field trips, participated in Delta Days in southeast Missouri, attended and hosted legislative farm tours, and executed the annual Bay Farm Research Facility Ag Innovation Field Day.

While it has been a busy time for Missouri Soybeans staff, we know the fall season is even busier for farmers. Yet, that change in the air offers a new beginning and a time to reflect upon that for which we are thankful. I am thankful to our farmers, my family, the Missouri Soybeans organization and its dedicated staff. I take pride in knowing they are doing their very best for the farmer.

We work for you. I know my staff comes in every morning understanding that we serve the farmer. That is why they were hired. They have a passion for it. They respect and understand the burdens that Missouri's soybean growers face.

So, lean on us and your checkoff. Hold us accountable and stay safe this harvest season.

God Bless,

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

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# SOYBEAN POLICY UPDATE



Now that fall is officially upon us, federal legislators have returned to the nation's capital after spending August in their home states. Missouri policymakers have gone back to their respective homes following the September veto session. All things seem to be relatively tranquil at first glance. However, beneath the surface, the anticipation and groundwork for the 2024 election cycle is well underway, and regulatory changes added to an air of unease amongst many agricultural entities.

## *State Legislation*

Statewide announcements and campaign preparations have begun to stir the political cauldron. While those within the halls of the Capitol would tell you that every year is an election year, we recognize that for most, the names that might appear on the upcoming ballot aren't even on the radar. However, in this edition of the *Missouri Soybean Farmer*, we hope to highlight a race that affects every Missourian and is well on its way, even as the primary election remains on the distant horizon.

## *2024 Gubernatorial Campaign*

At the Missouri State Fair in August, MSA endorsed gubernatorial candidate, Mike Kehoe, and unveiled a new initiative: the Farmers and Ranchers for Kehoe Coalition.

Kehoe, a first-generation cattle farmer and small business owner, resonates with this coalition on a profound level because he embodies the very essence of their experiences. His journey reflects a life built through hard work, determination and self-reliance. These shared morals will help him to better represent the farmers and ranchers he aims to serve.

Notably, Kehoe recognizes that the Governor's office is not an inherited privilege but rather an earned responsibility. In align-

ment with this principle, the coalition proudly stands beside him in his bid for the governorship.

Kehoe faces formidable competition in the 2024 race, with challengers including Secretary of State Jay Ashcroft and Sen. Bill Eigel. While these public servants are to be commended for their willingness to serve, MSA farmer-leaders are confident that Mike Kehoe is truly the right person for the job.

For those interested in joining the Farmers and Ranchers for Kehoe Coalition, further information is available at [mikekehoe.com/farmersandranchers](http://mikekehoe.com/farmersandranchers).

## *Legislators at Bay Farm*

On Sept. 11, MSA staff played host to legislators from every corner of the state at the Bay Farm Research Facility before the start of veto session. The group took part in an educational tour of the farm and engaged in conversation with our conservation and research teams. These conversations fostered invaluable insights into the significance of soybean research and public breeding programs. Bay Farm and our partnership with the University of Missouri is a unique asset for Missouri soybean farmers and has continued to show a true return on investment each year.

Throughout this experience, policymakers were able to gain a firsthand perspective on the state-of-the-art practices and technology propelling innovations in Missouri's soybean production through the guidance of our farmer-leaders.

## *Federal Legislation*

### *Waters of the United States*

The Environmental Protection Agency (EPA) has issued its final rule amending the 2023 definition of

***"These revisions are unfortunately window dressings and leave in place much of the rule's confusing and harmful foundations. This revision is a missed opportunity to address very real and impactful concerns."***

**-Daryl Cates, ASA President**



***"While these public servants are to be commended for their willingness to serve, MSA farmer-leaders are confident that Mike Kehoe is truly the right person for the job."***

**-Casey Wasser, Sr. Director of Policy**

Waters of the United States (WOTUS) in response to the Supreme Court's decision in *Sackett v. EPA*. Utilizing its authority under the Administrative Procedures Act, the EPA published the new rule without allowing public comment. The revised regulation, in comparison to the previous version, narrows its scope by eliminating the consideration of the significant nexus test and by providing clearer guidance that protected wetlands must maintain a continuous surface connection to navigable waterways.

However, many industry groups argue that the agency's revisions do not go far enough. Daryl Cates, president of the American Soybean Association (ASA), expressed his disappointment.

"These revisions are unfortunately window dressings and leave in place much of the rule's confusing and harmful foundations," Cates added. "This revision is a missed opportunity to address very real and impactful concerns."

### ***Sustainable Aviation Fuel Tax Credits***

The U.S. Treasury Department is expected to release guidance this month regarding Section 40B tax credits for sustainable aviation fuel (SAF), in accordance with provisions outlined in the Inflation Reduction Act. The Treasury is poised to determine the benchmark for assessing the carbon intensity of fuel types eligible for these tax credits. Biofuel industry stakeholders — including ASA and MSA, along with airline industry groups — have strongly advocated for the adoption of the Greenhouse gases, Regulated Emissions and Energy use in Technologies (GREET) model created by the Argonne National Laboratory rather than the alternative presented by the International Civil Aviation Organization (ICAO).

The biofuel sector is optimistic that the utilization of the GREET model will expand the range of agricultural feedstocks qualifying for the tax credit, which ranges from \$1.25 to \$1.75 per gallon. In the event that the ICAO model supplants the GREET model, soybean oil's viability as a feedstock for SAF may be significantly diminished.

### ***EPA's Herbicide Strategy Draft***

The EPA is also advancing a draft of a new herbicide strategy aimed at proactively mitigating the risks posed to endangered plants and animals, including pollinators, by imposing early restrictions on nearly all herbicides. These restrictions will be contingent upon a multifaceted formula, taking into account various factors such as farming location, crop types, herbicide usage proximity to listed species or their habitats, among others.

In essence, agricultural producers in Missouri are poised to experience widespread repercussions. The proposed strategy encompasses general label constraints applicable to virtually every herbicide user in the agricultural sector. Additionally, the EPA is introducing four specific Pesticide Use Limitation Areas (PULA) that will enforce supplementary compliance prerequisites.

MSA is actively collaborating with growers to prepare and submit comments regarding this proposed strategy, voicing their apprehensions about the adverse implications it may exert on soybean producers. Originally slated for a comment deadline of Sept. 22, an extension request has been granted, thereby extending the deadline to Oct. 22.

### ***Want to know more?***

MSA federal and state PAC contributors gain access to an exclusive newsletter for updates during the state legislative session on policy and regulatory movement in Jefferson City 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 our QR code for more details. ●





# CRUSHING IT CRUSHING IT CRUSHING IT CRUSHING IT

# BY

**Samantha  
Turner**

If someone were to look at Missouri soybeans by production capacity, the sector is "crushing" it. Today, Missouri has a crush capacity of more than 162 million bushels per year with operating facilities through ADM, AGP and Cargill. However, there is still a lot of room for market expansion.

In the next five years, the Show-Me State is expected to have increased crush growth. This market will expand more opportunities for soybean consumption. In Missouri, most soybeans are crushed allowing for additional places for farmers to sell their beans while providing more meal and oil for the U.S. and international markets. According to the American Soybean Association (ASA), there have been announcements for more than 20 plant expansions across the country, which would add more than 600 million bushels per year in practical crush capacity.



## Demand Drivers

“Many of the crush plant announcements are being driven by the growth in renewable diesel. Demand for soybean oil to produce renewable diesel has started to grow and is projected to continue on that path,” said Scott Gerlt, ASA chief economist. “To produce extra soybean oil, crush capacity in the U.S. also must grow. In fact, some of the announced renewable diesel plants have been paired with crush plant announcements through a joint venture.”

According to Gerlt, of the crush plant announcements, 14 are for new plants and 14 are for expansion of current plants, at least five of which have been completed.

However, announcements are not shovels in the ground. Expansion is based upon growing renewable diesel production, and as the biofuels industry grows, so will the crush plant buildout. State and federal policy, permits, financing and many other issues will determine what happens.

In May 2022, Cargill announced intentions to build a new soybean crush facility in Pemiscot County, Missouri. Missouri Soybeans worked closely with Cargill to develop the project, with the initial funding for feasibility and marketing studies and business plans coming from MASBDA. But in June 2023, Cargill announced the project would be put on hold due to shifting market dynamics. MSMC is working diligently to continue to develop the project through the checkoff.

One promising plant is anticipated to come online in 2024. Next year, a soybean crushing plant will open near Bartlett in southeast Kansas. Due to its geographic location, this crush facility will be impactful to those in western Missouri. The Bartlett plant will be capable of handling approximately 49 million bushels of soybeans annually to crush into soybean meal and refined soybean oil, feedstock used in producing renewable fuels, food products and animal feeds.

“This is an important milestone for our project, enabling infrastructure investment that accelerates the nation’s transition to a cleaner, greener and more sustainable

transportation system,” said Bob Knief, president of Bartlett Grain Co. “With strong demand for soybean products, we look forward to our crushing facility supporting farming families in the Midwest and playing a vital role in multiple supply chains including renewable diesel production.”

The Bartlett facility will process about 140,000 bushels of soybeans per day. The project also will support additional jobs and economic activity during construction.

With easy access to highways 160, 166, 169 and 400, the plant will create strong local demand for soybeans and provide a consistent and competitive source of soybean meal, hulls and oil for the feed, food and renewable fuel industries. This project also will encourage rail improvements benefiting southeast Kansas. Overall, the added soybean demand and additional soybean meal availability will benefit both soybean producers and livestock farmers in western Missouri.

## More in Missouri

The Missouri Soybean Merchandising Council (MSMC) envisions the state’s soybean industry becoming a net soybean importer. Net exports refer to Missouri’s supply (production and carry-in) minus soybean volumes used in-state and carry-out balances. Based on ProExporter’s projections, Missouri will have 107 mil-

**With strong demand for soybean products, we look forward to our crushing facility supporting farming families in the Midwest and playing a vital role in multiple supply chains including renewable diesel production.**

***Bob Knief***



lion bushels in net soybean exports in the 2022/23 crop year. Those exports will go to other states or international buyers.

Five soybean crushing facilities operate within Missouri. Three facilities operate on Missouri's western border, and two operate in east-central Missouri. The U.S. crushed 66.2 million tons of soybeans in 2020, according to USDA. Missouri crushed about 4.3 million tons, which represents about 7% of the U.S. total.

"Creating additional demand for a commodity is the ultimate win," said Scott Brown, Rural & Farm Finance Policy Analysis Center interim director. "Demand gives the farmer high prices, which is much better than the alternative of short supply giving higher prices."

To quantify the opportunity for Missouri soybeans to satisfy in-state feed demand, University of Missouri Extension agricultural economists estimated the soybean meal and hulls demanded by different animal species raised by operations of varying sizes. According to these estimates, raising chickens for meat production or egg production can greatly increase Missouri soy feed ingredient demand due to these diets' high soy inclusion rates and the number of animals needed for a complex or processing plant.

"With this increased growth, livestock producers that depend more heavily on meals will likely see better feed prices," said Brown. "Chicken or pork producers who may have struggled in recent years may now be beneficiaries of soy crush in the state."

As the hunger for meat and soy continues to grow, the opportunities for animal agriculture are increasing.

"I forecast that poultry and pork exports will become more competitive with meat from other countries," said Brown. "This is due to decline and more competitive soybean prices."

While the detrimental impact of the announcement of Tyson closing two major chicken processing facilities in southern Missouri in October cannot be understated,

there are still opportunities for growth and expansion. Missouri is poised to see more business entering state lines through upcoming partnerships.

## A Powerful Partnership

To expand even more opportunities in agriculture, Missouri Soybeans entered an agreement with Missouri Partnership through the agricultural alliance, Missouri Farmers Care.

"Missouri Partnership works proactively to increase the state's prosperity by attracting new capital investment and jobs," said Matt Amick, Missouri Soybeans director of biofuels and market development. "Since 2008, Missouri Partnership has led or supported projects across the state resulting in 217 wins, 32,900 new jobs and \$6.4 billion in capital investment."

Missouri Partnership is a public-private economic development organization focused on attracting new jobs and investment to the state and promoting Missouri's business strengths.

"Our team is focused on increasing the state's prosperity by attracting new companies to Missouri, and we have always put an emphasis on our thriving industries, including ag tech and food and beverage," said Subash Alias, CEO of Missouri Partnership. "Business attraction is extremely competitive, so we are thrilled to tap into the expertise of Missouri agricultural com-

**Our team is focused on increasing the state's prosperity by attracting new companies to Missouri, and we have always put an emphasis on our thriving industries, including ag tech and food and beverage.**

***Subash Alias***



*Photo courtesy of Clean Fuels Alliance America.*



modity groups as we work to bring more companies like American Foods Group to the state.”

Some recent successful projects that led to major investment from agricultural tech and food and beverage companies in Missouri include American Foods Group, a Chick-fil-A distribution center, Swift Prepared Foods and the USDA National Institute of Food and Agriculture (NIFA) and Economic Research Service (ERS).

“Missouri Farmers Care, through the investment of Missouri Soybeans and other commodity groups, will work directly with Missouri Partnership to recruit new companies to the state that increase commodity utilization,” said Amick. “This will be done through a multi-step process of marketing, business development and project management.”

The state has seen a blueprint for success with commodity groups and the Missouri Department of Agriculture working along-

side Missouri Partnership to recruit American Foods Group, a beef processing plant in eastern Missouri, which will provide more opportunities for marketing cows and finishing cattle in the state.

Seeing this success, Missouri Soybeans helped create an enhanced partnership to aggressively recruit and promote our state. Through the work of Missouri Partnership, ag and food-related companies will know Missouri has the resources they need and an ag industry that is aligned and will support the farmer and business opportunity.

“Missouri agriculture has been stepping up in a substantial way to drive our state's capacity to support the expansion and attraction of new agricultural processing to our state,” said Ashley McCarty, executive director for Missouri Farmers Care. “Knowing the benefits of additional agricultural production and processing to our farms, communities and state, our goal is clear — expand commodity utilization. Missouri offers abundant resources, strong agricultural

production, a business-friendly climate and healthy communities. Our state is open for business.”

Adding value to soybeans through dairy, poultry, beef, biofuels, aquaculture and more isn't a new concept, but Missouri has ground to gain on capturing more of the potential of the state's top crop. The goal of this partnership is to see more commodities processed, fed and utilized in Missouri.

MSMC is committed to producing and marketing solutions to maximize the Missouri soybean farmers' profitability. With expert staff and a dedicated board, Missouri Soybeans is driven to build demand for the state's No. 1 cash crop — soybeans.

*If farmers have further questions about Missouri's crush capacity, the Soybean Net Importer Study or Missouri Partnership, please reach out to Matt Amick, Missouri Soybeans director of biofuels and market development, at [mamick@mosoy.org](mailto:mamick@mosoy.org).*



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# GOING-TO-HIGH OPTIMIZING

**BY SAMANTHA  
TURNER**

*“Created by the farmer, for the farmer.” That is the motto of SOYLEIC soybeans, an offering from the Missouri Soybean Merchandising Council. MSMC truly operates this way—the farmer is top of mind with every investment, invention and innovation. When it comes to the progress of and demand for high oleic soybeans, every type of farmer in Missouri and beyond has market opportunities.*



“SOYLEIC soybeans are an excellent representation of Missouri soybean checkoff research at work,” said Aaron Porter, Missouri Soybean Merchandising Council chairman. “Without checkoff-funded research, yield and plant health would be diminished. The high-oleic trait gives farmers the option of growing beans for specific markets domestically and internationally, all while enhancing the quality of the bean.”

SOYLEIC soybeans had several first-of-their-kind breakthroughs in the past two years to expand product reach. In a span of just 24 months, the brand has increased internationally, contracted the first maturity group one license, successfully reached the dairy market, brought forth SOYLEIC+TECH, and more.

With continued breeding and advancements seen across soybean varieties, the creation of the branded name, SOYLEIC+TECH came to life. SOYLEIC+TECH is used when a variety developed contains one or more transgenes or genome edits, which may result in the variety being identified as a genetically modified organism (GMO). This portion of the SOYLEIC soybean portfolio will continue to be labeled in this manner to address any questions regarding an identity-preserved varieties’ genetic component differing from the first known SOYLEIC soybean event that is non-GM.

To continue the innovation, SOYLEIC soybeans entered a partnership with Perdue

**PERDUE PROVIDED AN OPPORTUNITY FOR ME TO PRODUCE SOYLEIC SOYBEANS ON MY FARM. AS LONG AS GROWING CONDITIONS REMAIN FAVORABLE, I’M GOING TO CAPTURE A PREMIUM PRICE FOR MY SOYLEIC SOYBEANS WITHOUT SACRIFICING YIELD AS COMPARED TO THE VARIETIES I HAVE GROWN IN THE PAST.**

## LEE JOHNSON, NC SOYBEAN PRODUCER

AgriBusiness to work in conjunction with their growers, grower organizations and agribusinesses to grow the SOYLEIC traits.

“Perdue is uniquely positioned to process and market high-oleic soybeans to our growers,” said Scott Raubenstine, Perdue vice president of agricultural services. “We are able to expand the reach of these value-added high-oleic soybeans to diversified producers throughout the East Coast.”

Through this powerful partnership, SOYLEIC soybeans can create a long-lasting relationship with soybean farmers through marketing premium opportunities; utilizing Perdue’s “closed loop” contracting approach; and developing an infrastructure that provides convenient, local processing and expanded crush for soybeans.

“Perdue AgriBusiness plans to invest in the crush and refining of high-oleic soybeans in the Southeast U.S. geographies,” said Raubenstine. “We will expand our Pantego,

North Carolina, crush facility and increase the refining capacities of our Bowersville, Georgia, plant to handle increased acreage of high-oleic soybeans supported by check-off dollars.”

This adds to MSMC’s previously established relationship with Perdue Agribusiness. Since 2021, Perdue AgriBusiness has partnered with MSMC to license several of its patented lines of high-oleic SOYLEIC soybeans, offering identity-preserved non-GMO growing opportunities.

“SOYLEIC soybeans serve as a great link across the row to achieve the balance of demand placed upon our retailers by the consumer,” said Bryan Stobaugh, Missouri Soybeans director of licensing. “Consumers want to know what’s in their food and where it came from. The identity-preserved systems that help SOYLEIC deliver performance and functionality also enable full traceability from farm to fork.”

In the 2022 growing season, Perdue AgriBusiness contracted with soybean farmers in Delaware, Maryland, North Carolina, South Carolina, Georgia and Virginia to grow almost 10,000 acres of SOYLEIC soybeans with the high-oleic trait.

“I have been marketing soybeans with Perdue Agribusiness for several years,” said Lee Johnson, a soybean farmer from Lowgap, North Carolina. “Perdue provided an opportunity for me to produce SOYLEIC soybeans on my farm. As long as growing conditions remain favorable, I’m going to capture a premium price for my SOYLEIC soybeans without sacrificing yield as compared to the varieties I have grown in the past.”





**THESE HIGH-OLEIC SOYBEANS WERE PART OF OUR STRATEGY TO ASSIST CROP PRODUCERS TO TRANSITION AND EXPAND ACRES THROUGH THIS VALUE-ADDED TRAIT.**

## **PETER GRUPPO, DIRECTOR OF U.S. DOMESTIC SPECIALTY GRAINS**

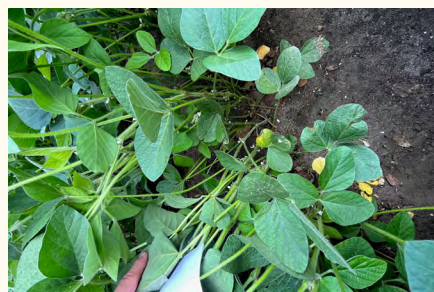
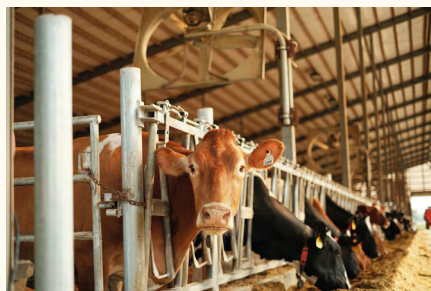
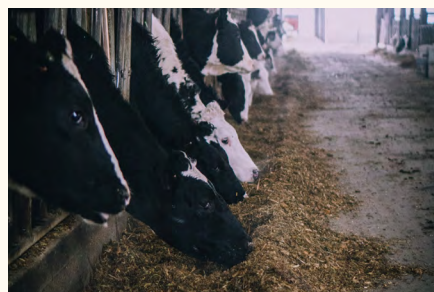
Johnson is one of many farmers recognizing the value of adopting this new offering. Farmers contracted to grow SOYLEIC high-oleic soybeans have the potential to earn up to a \$1.00 per bushel premium

“These high-oleic soybeans were part of our strategy to assist crop producers to transition and expand acres through this value-added trait,” said Peter Gruppo, Perdue agribusiness director of U.S. domestic specialty grains. “These high-oleic soybeans offer soybean growers the right combination of high yield and profit potential in a rapidly growing market.”

SOYLEIC soybeans are available for today’s soybean varieties and result in high-oleic oil and meal. The product of years of conventional soybean breeding, SOYLEIC has the functionality and performance that soybean oil is known for and a high-oleic fat profile that naturally eliminates trans fats.

This agreement will add to Missouri Soybeans states with SOYLEIC varieties, which now totals 20 states with SOYLEIC soybeans being commercially produced.

*The SOYLEIC trait is available to license from the Missouri Soybean Merchandising Council. Find out more at [soyleic.com](http://soyleic.com).*



*Plot photos courtesy of Perdue Agribusiness.*



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# EMERGING EXPORTS

**BY  
MADELYN  
WARREN**

*As soybeans travel by rail and river to our Latin American neighbors to the south, industry leaders work tirelessly to cultivate markets and nurture buyer relationships to further drive demand for Missouri soybeans.*





**K**nown for their vibrant culture and dynamic economies, our Latin American neighbors to the south are not only geographically diverse but also rich in agricultural opportunities for Missouri's No. 1 cash crop. By rail or river, soybeans make their way from the Show-Me State to central Mexico and all the way down to the southern tip of Chile. At each stage of the journey, industry leaders such as Ag Processing Inc. (AGP), the U.S. Soybean Export Council (USSEC) and state checkoff programs work tirelessly to cultivate markets and nurture buyer relationships, forging a trail of opportunity that spans continents.

This year, the Missouri Soybean Merchandising Council (MSMC) joined forces with four other qualified state soybean boards (QSSBs) in a strategic partnership with AGP for a comprehensive four-part initiative aimed at boosting soybean demand in the Midwest. This multifaceted project included trade missions designed to engage with key buyers in Mexico and Chile. Following these missions, farmers then hosted company representatives at their farms to explore the practices and reliability of U.S. soybean farmers.

## PUSHING PROTEIN

"International travel allows us to gain invaluable insight into markets while opening doors to new opportunities for soybean meal and other products," said MSMC chairman and farmer-leader Aaron Porter. "Through

the partnerships we have established and fostered during these missions, we've successfully positioned U.S. soy as a premium commodity, distinguished by its exceptional quality and the sustainable practices behind its production."

In February, Porter participated in the mission to Mexico, allowing him firsthand experience to see the tangible benefits that have resulted from similar visits.

"Latin America, and Mexico in particular, offers tremendous growth potential for Missouri's soybean industry," said Porter. "While the desire is to remain domestic, their interest in animal protein is fueling rapid expansion in meat production, further driving the need for a high-quality protein like soy."

Several decades ago, the soybean market primarily revolved around the demand for soybean meal. However, the same cannot be said today. Renewed interest for renewable fuels, coupled with soybean oil as a substitute for petroleum in various products, has completely reshaped the industry. Additionally, recent crush expansion announcements within the United States further underscores the need for locating new soy protein export opportunities while indicating future reductions in meal prices.

The solution to this challenge lies in Central and South America. In 2022 alone, this region contributed significantly, with meal exports surpassing \$2.8 billion.

Companies such as AGP have made substantial investments in expanding their infrastructure to bolster these markets, including expansions in the Pacific Northwest (PNW), while existing rail markets to Latin America remain key avenues to the area.

"This year, we have seen excellent upturns in our exports to Chile," said Alvaro Cordero, senior export trader for AGP. "In fact, we had an incredible breakthrough in that particular market as we've sent more than 150,000 tons of meal in the last year alone."

With more than two decades of experience, Cordero observes that their primary competition in the region doesn't typically come from fellow U.S. traders. Instead, it often stems from beans originating in Argentina or Brazil, which usually boast higher protein levels due to their country's proximity to the equator.

When asked what he views as our competitive advantage against the aforementioned countries, Cordero responded, "I think the key takeaway here is that Latin American buyers experience the high-quality and consistent products we can deliver from the U.S. It's been a stable and reliable process. Our South American partners are quite pleased, and this positive outcome is a result of not just our efforts but also the industry's collaborative work. That is why partnerships like the one we have with the Midwest QSSBs is so important."

**Latin America, and Mexico in particular, offers tremendous growth potential for Missouri's soybean industry.**

**Aaron Porter**

Crude protein content paired with price has traditionally been the driving factor when discussing purchase loads. However, higher protein-producing soybeans often contain a deficit in amino acid levels.

Scott Ritzman, president of Ritz Ag Consulting, Inc., expanded on this fact.

“Organizations like the Northern Soybean Marketing Group are conducting research to evaluate the nutritional values,” said Ritzman. “Lower crude protein content actually has higher amino acid profiles. So, while buyers may pay a premium for protein, they still need to supplement their blends with synthetic aminos like lysine and tryptophan. These additions will affect their overall bottom line.”

Ritzman previously served as the CEO of the Nebraska Soybean Board. Today, he provides essential context and insight to our farmer-leaders on trade missions. He also ensures that buyers are able to see AGP and other export companies’ investments into the infrastructure that transports soybeans from the farm to the elevator to the crushing plant and ultimately into the export market, whether it’s via rail to Mexico or shipping through the PNW or the Gulf region.

## SUSTAINABILITY AS A SOLUTION

While U.S. soy may face competition in terms of protein levels, the sustainability practices of our producers are second to none, providing an added layer of preferability for the commodity. Research indicates that more than 70% of consumers prioritize foods produced through environmentally responsible methods for the long-term

health of the planet. Naturally, markets and buyers are aligning with this trend.

“At the end of the day, a lot of trading is done based off relationships,” emphasized Ritzman. “When we bring buyers from the Americas, we allow them the opportunity to connect with the individuals behind the products they purchase. This allows them to learn about generational farming practices and hear stories on how our farm families have invested in the land for generations.” USSEC plays a pivotal role in managing these relationships and reinforcing the potential for the U.S. to contribute to a company’s sustainability objectives, even once the trade missions have ended.

“As we endeavor to foster relationships with Latin American buyers, it’s crucial to acknowledge that motivations extend beyond mere nutritional metrics,” said Carlos Salinas, the Americas regional director for USSEC. “These figures do hold immense significance. However, the narrative surrounding the sustainability and market investment of U.S. soy is equally compelling.”

In fact, the sustainable practices of our farmers are of such high value that they warrant an official label. Companies that pledge to source a minimum of 60% of their soybeans from the United States for the manufacturing of their products may now utilize USSEC’s ‘Sustainable U.S. Soy’

**When we bring buyers from the Americas, we allow them the opportunity to connect with the individuals behind the products they purchase. This allows them to learn about generational farming practices and hear stories on how our farm families have invested in the land for generations.**

**Scott Ritzman**

(S.U.S.S.) mark on their packaging. In countries such as Chile, where country-of-origin labeling requirements exist, the S.U.S.S. label may bring substantial value to their profit margins.

“The mark is one of several strategies employed by USSEC in pursuit of its three-pronged strategic plan: differentiate, elevate and attain,” explained Salinas. “Each of these objectives aligns with USSEC’s overarching mission, which is to ‘maximize the utilization, value and market access for U.S. soy worldwide.’”

USSEC also helps to transform the market by offering workforce training to mid-level professionals seeking career advancement through the implementation of the Soy Excellence Centers (SECs). The SEC tracks include poultry production, feed manufacturing, aquaculture production and swine production. Each curriculum’s standards lead to more efficient productivity for the soy value chain in the four established regional hubs, including the Americas.

In a world where global trade has become increasingly interconnected, the significance of private and public entities in protecting and promoting U.S. exports cannot be over emphasized. Whether it is implementing various programs or relationship-building initiatives, AGP, USSEC and QSSBs diligently work each year to ensure that U.S. soybeans are the preferred commodity for Latin American buyers. ●







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# ADVANCING AQUACULTURE

# AQUACULTURE

# ADVANCING AQUACULTURE

When it comes to demand, Missouri is swimming with opportunity. Some may be surprised to learn that Missouri has a sizeable aquaculture industry — to the tune of \$7.67 million in total sales, with trout and catfish accounting for two-thirds of these sales, according to the 2018 Census of Aquaculture.

This poses the question, "What opportunities can aquaculture hold for Missouri farmers?" A study conducted by University of Missouri Extension, the Missouri Soybean Merchandising Council, the Missouri Corn Merchandising Council and the Missouri Aquaculture Association hopes to answer that question.

The project, "Growing Missouri's Aquaculture Industry," includes a needs assessment of Missouri's aquaculture industry, an overview of industry trends and business tools to help operators understand the profitability of aquaculture enterprises in the state.

"With climate challenges and growing appetite for seafood, aquaculture production is an opportunity for Missouri, and we have the resources to support this growth," says Matt Amick, Missouri Soybeans director of

biofuels and market development. "Using this study as a blueprint for enhancing the aquaculture sector, our goal is to increase agricultural economic development, present opportunities to diversify farms and markets and build more demand for soybeans."

Findings from this study indicate that for Missouri farmers, aquaculture can offer a new revenue stream for those seeking to diversify their income. Business models developed by MU Extension can help individuals understand what possibilities may be more profitable than others based on desired markets, fish species produced and infrastructure type, including commonly used freshwater ponds and recirculating aquaculture systems.

"For aquaculture startups, opportunities are centralized around niche markets and achieving profitability on a small scale," said Ryan Milhollin, MU Extension agricultural economist and organizer of the study. "In addition to the business models, Extension has developed a free business planning guide to help interested operators understand key considerations associated with aquaculture business ventures."



Although high-protein soybean meal is a large component of aquaculture feed, Missouri's aquaculture industry would need expansion to support local feed milling opportunities.

"Feed mill contracting opportunities are a longer-term goal, if the state's aquaculture industry increases in scale," said Mallory Rahe, MU Extension state specialist. "In the meantime, Missouri soybean producers can support the state's aquaculture industry by eating local fish, fishing at public and private facilities, and exploring niche business or contracting opportunities as a way to diversify on-farm revenue."






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*See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at [unitedsoybean.org](http://unitedsoybean.org)*

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# MISSOURI AQUACULTURE FAST FACTS

**29** Private Aquaculture Operations in Missouri\*

**8** Fish Species Raised on Average\*

**39** Years is the Average Operation Age in MO\*

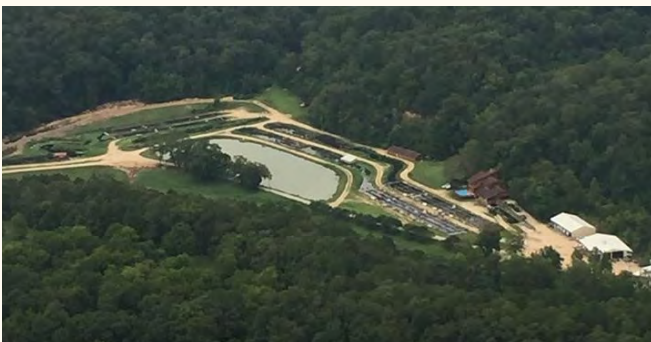
\*Indicates finding from "Growing Missouri's Aquaculture Industry" 2023 needs assessment.

**HIGH-PROTEIN SOYBEAN MEAL % IN FEED RATIONS**

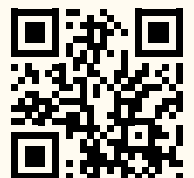
**35%** CATFISH

**25%** LARGEMOUTH BASS

**15%** TROUT

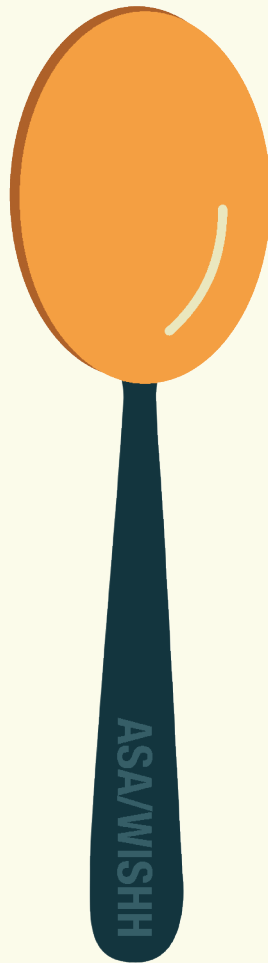


For more information about the Growing Aquaculture in Missouri study, scan the QR code. This effort was supported by a Value-Added Agriculture Grant from the Missouri Agricultural and Small Business Development Authority. 🍷





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*WISHH is a program of the American Soybean Association and is funded in part  
by the United Soybean Board and state soybean board checkoff programs.*

# RENEWABLE at retail

by madelyn warren

Over 30 years ago, in a stunning display of industrial leadership, Missouri soybean farmers, through their checkoff, invested in the research and viability of a cleaner burning fuel. Their investment transformed the soybean market and created a powerful asset: biodiesel.

Now, the journey toward a greener, more sustainable future is earmarked by extraordinary partnerships between public and private industry such as those with Missouri Soybeans, MFA Oil and Magellan Midstream Partners LP. These pioneers are working to propel the industry into a future where biodiesel is the preferred premium fuel and is readily available at every pump.

## Blending Sustainability into Infrastructure

Infrastructure continues to be a costly challenge facing the implementation of biodiesel at every level. Luckily, the Higher Blends Infrastructure Incentive Program (HBIIP) is a federal grant that funds the improvement and purchase of capital to ensure the environmentally safe availability of fuel. Terminals and retailers in Missouri may also apply for a similar state-level grant, funded by the Missouri Agricultural and Small Business Development Authority (MASBDA) and the Missouri Soybean Merchandising Council (MSMC).

“The investment of Missouri soybean farmers in the Biofuel Infrastructure Incentive Program reflects their commitment to expanding the distribution and use of biofuels,” said Matt Amick, director of market development for MSMC. “These funds paved the path for innovation and promote energy independence. Soybean oil is a vital feedstock for biodiesel production, making soybean farmers key stakeholders in the renewable energy transition.”



In 2020, Magellan was awarded both grants to add biodiesel blending capabilities in some of their facilities. The company currently offers biodiesel blends at its Kansas City and Springfield terminals.

“Updating existing systems to allow for biofuels is an incredibly large, complex and expensive project to take on,” said Garrison Haning, Magellan’s director of government and media affairs. “There are many elements that need to be accounted for including heat tracing your lines, heating your tanks and upgrading all of your loading systems across the rack.

“The grant program is a testament to government proactively offering those funds and private industry stepping in to make the product commercially available across the Midwest,” Haning said.

Magellan is proud to have been awarded the grants and to increase product availability. These improvements are part of the company’s commitment to working toward a greener future. By offering ethanol and biodiesel blending capabilities at its terminals, Magellan ensures a seamless distribution network for these renewable fuels.



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Materials supported by the United Soybean Board, soybean farmers and their checkoffs.





### Selling the Solution

As the infrastructure continues to be built out, companies must now split their attention between logistics and advocacy. As part of his role, Haning actively participates in conversations to share insights into the company's renewable energy initiatives. Additionally, Magellan publishes an annual Environmental, Social and Governance (ESG) report, highlighting its sustainability progress.

"This report serves as a valuable resource for investors, customers and the public to gain a deeper understanding of Magellan's commitment to environmental responsibility," said Haning. "As we look to the future and begin to discuss carbon intensity scores, the key is making sure that everything that we consider is commercially viable."

MFA Oil shares that same commitment.

Founded in 1929, the cooperative has always seamlessly blended its love for agriculture with its expertise in energy, serving as a vital link between Missouri's farmers and the fuels that power their world.

"Promoting renewable fuels like biodiesel is not just a choice," said James Greer, senior vice president of supply. "It's part of our DNA."

The cooperative has been championing biodiesel since the early days. Back in 1993, they claimed to be the first retailer selling

biodiesel in the region. Despite challenges and misconceptions facing the renewable fuel, MFA Oil's commitment remains unwavering.

In the early 2000s, the production of a substandard product left a black eye on the reputation of the biodiesel industry. However, the producers responsible for that subpar biodiesel are no longer in existence. Today, biodiesel is a premium and dependable fuel option, often outperforming petroleum-based diesel.

James works to highlight the importance of having one-on-one or community conversations to address any concerns and educate farmers about the reliability of the Missouri-made fuel.

"The need for further education about biodiesel remains a priority," emphasized Greer. "Many consumers are unaware that low level biodiesel blends, like B5, is a year-round policy throughout the Midwest. Policies like this dispel the misconception that biodiesel poses winter operability challenges."

MFA Oil also consistently partners with Missouri Soybeans to highlight the product in a more visible way. One of their notable initiatives was wrapping vehicles with biodiesel messaging and becoming one of the founding members of the Biodiesel Coalition of Missouri (BCM) to further boost the industry.

When asked why MFA Oil prioritizes leadership in the space, James replied, "We are

By collaborating with key partners like MFA Oil and Magellan and advocating for sustainable practices, soybean farmers are driving the industry toward a lower carbon future.

**Matt Amick**

an organization owned by farmers, and farmers should support their product. So that's why we do it."

Facing Challenges and Embracing Opportunities

Despite their dedication to advancing biodiesel, both MFA Oil and Magellan acknowledge challenges in the renewable energy landscape. These challenges often stem



from the intersection of politics and science. This is where Missouri Soybeans may step in.

"In addition to the initial research, MSMC continues to fund investments into the education about biodiesel," said Amick. "We work with technical schools across the state to ensure that current and future diesel mechanics understand the reliability of biodiesel."

The Missouri Soybean Association (MSA) diligently advocates on behalf of the industry as well. During the past year, MSA successfully

lobbied for tax credits for biodiesel producers and retailers, helping to make the product even more commercially viable at the pump.

"Looking ahead, the future of the biodiesel industry appears promising," said Amick. "The American and global energy landscapes are embracing a diverse mix of energy sources, with renewable fuels at the forefront. By collaborating with key partners like MFA Oil and Magellan and advocating for sustainable practices, soybean farmers are driving the industry toward a lower carbon future." ●



The need for further education about biodiesel remains a priority. Many consumers are unaware that low level biodiesel blends, like B5, is a year-round policy throughout the Midwest.

James Greer

# FOOD FOR FOOTBALL

## *Cheesy Bacon Ranch Dip*

### *Ingredients:*

1 (10.5-ounce) package silken tofu, drained  
1/2 cup sour cream  
1/2 cup mayonnaise  
1 envelope ranch dressing mix  
1/2 cup chopped green onions  
2 cups shredded cheddar  
1/2 cup chopped bacon

### *Directions:*

Combine tofu, sour cream, mayo and ranch seasoning in a blender or food processor, blend until smooth.

Transfer to a bowl and fold in green onions, cheese and bacon.

Serve with chips or vegetables. Or topping for baked potatoes!

## *Spinach Artichoke Dip*

### *Ingredients:*

1 (10.5-ounce) package silken tofu, drained  
1 (14-ounce) can artichoke hearts, drained and chopped  
1 (10-ounce) package frozen spinach, thawed and drained well  
1 (8-ounce) carton sour cream  
1 envelope onion soup mix  
3/4 cup grated parmesan cheese  
Cracker, bread and vegetable, for dipping

### *Directions:*

Put tofu in food processor or blender and blend until smooth.

Add artichoke hearts, spinach, sour cream, soup mix and cheese. Process until desired consistency is achieved.

If serving cold, let refrigerate for 4 hours. If serving hot, put refrigerated dip in ovenproof baking dish and cook at 350 for 30 minutes, or until heated through.





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# Missouri Edge of Field

Through the investment of the Missouri Soybean Merchandising Council (MSMC) and the Missouri Corn Merchandising Council (MCMC), the Edge of Field (EoF) Water Quality Research Program was a farmer-driven collaboration conducted from 2017 through 2022. The goals of this five-year research project were to quantify the effectiveness of on-farm practices, demonstrate the benefits of voluntary agricultural conservation and support water-quality efforts aimed at meeting state soil and water stewardship goals.

“The unique part of this program is that we are setting up water-quality monitoring stations at the edge of a farmer’s field,” said Kurt Boeckmann, Missouri Corn Merchandising Council (MCMC) director of environmental programs. “The monitoring stations are capturing runoff, and show the farmers that when they implement these practices, they have a reduction in soil loss, keeping the nutrients in the ground where they need them.”

When researching the annual runoff and loads leaving the grassed waterway and control plot, values leaving the grassed waterway were found to be significantly lower in all years. The research results from the EoF monitoring study demonstrate and confirm the ability of grassed waterways

to reduce runoff, decrease soil erosion and improve water quality.

“The data obtained from the program is beneficial to a farmer because it puts a number on it,” said Matt Lambert, owner of Uptown Farms in Laclede, Missouri. “It’s a return on investment. If farmers can see that they are saving those nutrients they are spending money on and returning them back to the fields, they are going to see the benefits.”

Comparing the annual runoff and loads leaving the cover crop and control plot, values leaving the cover crop were found to be significantly lower in most years, with average yearly reductions ranging from 12-25%. Overall, results demonstrated the consistent effectiveness of cover crops in reducing runoff, nitrogen, phosphorus and sediment.

Examining the annual runoff and loads leaving the treatment and control plots, values leaving the grassed waterway and cover crop combination were significantly lower in all years. The grassed waterway was effective at reducing nutrient loading compared to a terraced field with sheet and rill erosion.

“You can never control Mother Nature 100%,” said Tim Gottman, District 3 Missouri Soybean Merchandising Council (MSMC)

farmer-director. “However, you can put in practices that will eliminate some of that damage.”

If growers want to implement additional conservation practices, now is the time to utilize a variety of state and federal programs available. The results from the EoF monitoring study demonstrate and confirm the ability of conservation practices to reduce nutrient runoff, decrease soil erosion and improve water quality. With five years of data, there is still more to be learned. The results of this collaborative research – and future projects – can help give farmers the resources to make on-farm management decisions while improving productivity, profitability and water quality.

This comprehensive research program was made possible with the support of the following organizations: the Missouri Soybean Merchandising Council, the Missouri Corn Merchandising Council, the Missouri Fertilizer Control Board and the Missouri Department of Natural Resources.

*For the full report and additional data, please visit [mosoy.org](https://mosoy.org). To watch the video scan the QR code. ●*







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*WISHH is a program of the American Soybean Association and is funded in part by the United Soybean Board and state soybean board checkoff programs.*

# Finding Opportunities

***MSMC Board Member Tim Gottman shares memories from the farm and how he carries lessons from those before him.***

***Q: Tell us a little about yourself.***

***A:*** I'm a father of four children: Ashley, Abbie, Taylor and our late son, Toby. My wife, Lennie, and I are also grandparents to two grandkids, Ruby and Leo. I am a Marion County farmer born and raised, and I still raise my family on the farm here today.

***Q: Tell us about your farm.***

***A:*** I farm alongside my brother, Trent. Together we run a row-crop operation with soybeans, wheat, corn and cover crops.

***Q: What is your involvement in agriculture?***

***A:*** Through Missouri Soybeans, I serve as the Missouri Soybean Merchandising Council demand chair and hold a leadership role with the Soy Transportation Council. I am also an active Missouri Farm Bureau member, in addition to the American and Missouri soybean associations. I am also engaged in our local 4-H and support the country fair.

***Q: Should tractors be red or green?***

***A:*** Red – that's the only right answer.

***Q: What are you listening to while working?***

***A:*** Lots of talk radio and some Skillet.

***Q: What is your favorite planting or harvest snack?***

***A:*** Fried Spam Sandwich

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

***A:*** As a kid, I loved when my dad would drop me off in the field with my brother to sit and eat our lunch. I would take in the quiet and just listen to the tractors run.

***Q: Does your family implement any sustainable practices?***

***A:*** We do minimum till and cover crops, including rye in front of beans. We are also working on the Edge of Field study which researches nutrient runoff from a field that has cover crops and from a field without.

***Q: Who is your biggest influence?***

***A:*** I look a lot to my ancestors and how they did things. We think we are really busy today, but it doesn't compare to the work our great- and great-great-grandparents did daily.

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

***A:*** I think a lot about my daughter who is in high school and all of the opportunities for women in agriculture. I feel hopeful because the industry is so diverse in opportunity that young agriculturalists can find a spot that's right for them.

***Q: How do you take your coffee?***

***A:*** Black

***Q: Who is your favorite farm influencer to follow?***

***A:*** I don't have social media.







# *not just a...* **FARMER**



*from Madelyn Warren*

**WATCH  
NOW**





Overlooked by the vast majority of the world's population, found at the heart of the rural community, lies a profession that often goes unnoticed, underestimated and underappreciated — farming. While many, and even the producers themselves, might perceive farmers as simple cultivators of crops and tenders of livestock, they are much more. Farmers are the backbone of society, stewards of the environment, innovators and providers of tradition.

“During the past year, Missouri Soybeans embarked on a journey to capture the untold stories of soybean producers from every corner of the state,” said Samantha Turner, director of communications and marketing. “Yet, in our quest to amplify the voices of these hardworking individuals, we encountered a humble refrain time and time again. When we approached them, they would respond with a modest, ‘You don’t want to hear from me. I’m just a farmer.’”

Little did they know these simple, heartfelt tales were precisely what Missouri Soybeans sought to share. However, it had become clear a different story needed to be told first.

The genesis of this video emerged from those four, simple words: “I’m just a farmer.” Rather than turning the Missouri Soybeans communications team away from capturing their experiences, the very telling, yet humble statement became the catalyst for the Missouri Soybean Merchandising Council’s next video campaign.

“This video stands as a heartwarming reminder of the countless hours, the unwavering dedication and the profound impact our

farmers have on our lives,” said Gary Wheeler, Missouri Soybeans CEO and executive director. “It is a heartfelt thank you to their unspoken heroism and a testament to the boundless pride we feel for our producers who are more than just farmers.”

While Mark Lehenbauer, vice chair of the Merchandising Council, is prominently featured in the video, our deepest aspiration is that every farmer who watches is reminded that they too play roles that are equally vast and versatile. Mark’s presence serves as a representation of the countless dedicated farmers across our state, each with their own unique stories and contributions that collectively form the rich tapestry of Missouri’s agricultural heritage.

“We want every farmer to recognize their hard work and dedication are integral to the communities and thriving economy we cherish,” said Wheeler. “This video is a tribute not just to one, but to all. A celebration of the remarkable and diverse roles played by farmers.”

On Oct. 12, National Thank a Farmer Day, Missouri Soybeans is taking the opportunity to remind consumers and producers that farmers are more than stereotypes might suggest. They are environmental stewards, leaders, providers, listeners, cheerleaders, employers, role models, scientists, nutritionists, innovators, teachers, leaders and friends.

So no, they are not just farmers. To their communities, farmers are everything. ●







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