

Straight Rows



Volume 22, Issue 2 | Winter 2017

Kansas Soybean Expo '18 will address industry's hot topics

Lineup includes trade, renewable fuels, dicamba, stem borer

Kansas soybean farmers and their industry partners will gather Jan. 10, 2018, in Topeka for the Kansas Soybean Expo. The Kansas Soybean Association (KSA) organizes the annual event, with checkoff funding from the Kansas Soybean Commission (KSC), to coincide with the Topeka Farm Show.

The free event returns to the Capitol Plaza Hotel's Maner Conference Center at the Kansas Expocentre. Registration and exhibits open at 8:30 a.m., with the program scheduled from 9 a.m. to 3:45 p.m. A reception with KSA and KSC leaders will follow.

The welcome will come from KSA President Lucas Heinen, Everest, and KSC Chairman Kurt Maurath, Oakley. The opening session will offer checkoff-partner updates from Jennifer Geck Ott, director of allied industry relations for the USA Poultry and Egg Export Council, and Kevin Roepke, regional director for the Americas at the U.S. Soybean Export Council.

Promising a keynote address that will be entertaining, inspirational and relatable, Roger Radley is a farm-boy-turned-comedian. He was born and raised in Wisconsin and put law school on the back burner to return to the farm during a critical family-health crisis. During that time, he realized he was not suited to be a lawyer.

Radley later quit a regular job as a vocational counselor to pursue comedy full-time, and he beat out 400 other U.S. comedians at a competition in Atlantic City, New Jersey. He has appeared with Johnny Cash, Tammy Wynette, Willie Nelson, Marty Stuart, Pam Tillis, Barbara Mandrell, Loretta Lynn and others. He stays close to his rural roots by canoeing, camping, fishing and gardening.



Left: Farm-boy-turned-comedian Roger Radley will offer the morning's keynote.
Right: Donnell Rehagen, CEO of the National Biodiesel Board, will speak at lunch.



John Jenkinson, markets editor-anchor for RFD-TV and Rural Radio on Sirius XM, will be master of ceremonies at the luncheon. Donnell Rehagen, CEO of the National Biodiesel Board, will be the featured speaker there. KSA and KSC then will present awards and recognitions, including the DuPont Young Leaders. Next, Heinen will preside over the Association's Annual Meeting, which will include the approval of policy resolutions and director elections.

Following lunch, KSA will announce the Kansas Soybean Yield and Value Contests winners. The next three updates will come from K-State Research and Extension. Ignacio Ciampitti, Ph.D., crop-production specialist, will lead "Increasing Yields Through Improved Management." Dallas Peterson, Ph.D., weed-science specialist, will offer "The Dicamba Conundrum." Mike Smith, Ph.D., and Brian McCornack, Ph.D., from the Department of Entomology will co-present "An Integrated Approach to Managing *Dectes* Stem Borer in Kansas."

A complete, detailed agenda and the preregistration form (also see page 9) are available at <http://KansasSoybeans.org/expo> on the web or by calling 877-KS-SOYBEAN (877-577-6923). Those who preregister by Jan. 3, 2018, will have guaranteed seats at the luncheon and be eligible for the early-bird prize drawing. 🍀

Notice of Annual Meeting

Kansas Soybean Association

Notice is hereby given that the regular Annual Meeting of the members of the Kansas Soybean Association will be at **11:30 a.m. Wednesday, Jan. 10, 2018**, at Heritage Hall, 1 Expocentre Drive, Topeka.

Agenda

- ◆ Call to order
- ◆ Consideration of the 2017 Annual Meeting minutes
- ◆ Officer reports
- ◆ Election of directors for districts 4 and 5 and the third director-at-large (<http://KansasSoybeans.org/directors>)
- ◆ Approval of 2018 policy resolutions (<http://KansasSoybeans.org/policy>)
- ◆ Such other business as may come before the meeting
- ◆ Adjournment

Only current Association members may vote at the Annual Meeting.





Your input, strategic planning provide the Association's 'GPS'

Heading into Kansas Soybean Expo 2018 and the Kansas Soybean Association (KSA) Annual Meeting, both Jan. 10 in Topeka, I think it's appropriate to reflect on the Association's mission statement: "to serve as the voice and advocate for soybean-farmer-members."

A mission statement is a brief expression of an organization's purpose. It answers the question "Why do we exist?" As you just read, KSA exists because of *you and me* – the soybean farmers of Kansas.

That's why it is so important for you to

join your Board of Directors at Expo and the Annual Meeting. Especially when it comes to electing directors and approving the guiding policy statements for next year, we can't put all the responsibility on a few members. If those processes are to succeed at providing a "voice" for us soybean farmers, they must incorporate as many views as possible.

Sharing your input doesn't end with the post-Expo reception. We on the Board need to hear from you throughout the year to help us anticipate and respond to change. Your perspectives give us the context we require to make decisions about the Association's future, so do not hesitate to contact your district or county director whenever you have a question, comment, suggestion or request.

After the Board elects its 2018 officers, it will schedule a strategic planning retreat with the Kansas Soybean Commission (KSC) in January or February. That meeting will center on the two groups' goals and priorities. Organizational goals express desired outcomes and focus on specific programs or operations. They answer the question "What do we want to accomplish?"

Here are your Association's goals.

- ◆ Maintain the effectiveness and integrity of KSC and the soybean-check-

off program.

- ◆ Serve the needs of farmers to enhance their profit potential and success.
- ◆ Expand public awareness of the soybean markets.
- ◆ Be the voice and advocate of the Kansas soybean industry.
- ◆ Develop soybean and agriculture leaders.
- ◆ Expand corporate relations with industry partners.
- ◆ Increase membership, benefits and services.
- ◆ Maintain an organization capable of advancing its mission and goals.

With set goals, we're able to identify the strategies to achieve them. Then we farmer-leaders can work with the staff to make decisions about prioritizing, scaling back or stepping up certain activities.

Again, your input helps illuminate our Association's strengths and weaknesses, identify opportunities, and detect problems. Then our strategic planning can determine where we are, where we want to go and how to get there – providing guidance lines for our industry's growth and renewal. 📍

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2017 Board of Directors

District 1.....	Lucas Heinen, Everest
District 2.....	Brice Bunck, Topeka
District 3.....	Gail Kueser, Garnett
District 4.....	Kregg Rennie, Columbus
District 5.....	Gary Robbins, Emmett
District 6.....	[vacant]
District 7.....	Grant Webber, Sublette
At-large.....	Andy Winsor, Grantville
	Dwight Meyer, Hiawatha
	Teresa Brandenburg, Osborne
Atchison County.....	Scott Gigstad, Everest
Brown County.....	Greg Strube, Horton
Cherokee County.....	Roger Draeger, Galena
Doniphan County.....	Josh Falk, Robinson
Labette County.....	Marvin Wahl, Oswego
K-State Research & Extension.....	Doug Shoup, Ph.D., Parsons
K-State Agronomy.....	Gary Pierzynski, Ph.D., Manhattan
Kansas Soybean Processors.....	Jerry Murphy, Emporia
Kansas Soybean Commission.....	Kurt Maurath, Oakley
American Soybean Association.....	Charles Atkinson, Great Bend
DuPont Young Leaders.....	Matthew Atkinson, Columbus
	Brett Neibling, Highland
	Brandon Geiger, Denton

2017 Executive Committee

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The next Commodity Classic is Tuesday, Wednesday and Thursday, Feb. 27–March 1, 2018. Regardless of what you grow or how many acres you farm, Commodity Classic is where you can raise expectations for your farm.

Commodity Classic is the one "can't miss" farm event of the year. Created by farmers for farmers, Commodity Classic is farmer-led and farmer-focused. So you know every present-

continued on page 6

The purpose of policy resolutions is to assist the Kansas Soybean Association (KSA) Board of Directors and staff in representing soybean farmers' interests on various issues in Topeka and Washington, D.C. Please review the resolutions posted at <http://KansasSoybeans.org/policy> on the web to acquaint yourself with KSA's existing positions. The Annual Meeting – Jan. 10, 2018, in Topeka – includes the official approval of those policies.

Policy changes and additions come from the members. A resolution can modify or delete an existing policy or add a new policy. Staff can assist as necessary in helping members draft proposed resolutions. Please submit any proposals to the Kansas Soybean office **by Jan. 1, 2018.**

Thank you, corporate partners

Corporate partners and advertisers are extremely important to the overall effort of the Kansas Soybean Association. They provide the Association with financial support and are links to the allied industries that provide soybean farmers with inputs and capital to manage our enterprises. KSA also relies on corporate partners to keep us up-to-date with the latest breakthroughs in production technologies, and we all work together to create and implement environmental and trade policies that benefit the soybean industry.



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Crop insurance in Kansas

As of the 2012 Census of Agriculture, Kansas had 46 million acres in more than 61,000 farms, contributing \$18 billion to the state's economy. Individuals, partners or families owned 97 percent of those farms.

- ◆ Insurance covered more than 19 million acres of Kansas cropland in 2016.
- ◆ Crop insurance protected more than \$4 billion in ag liability in Kansas in 2016.
- ◆ There are 14 licensed crop insurance companies in Kansas. They provide good-paying jobs in rural America and ensure top-notch service to Kansas farmers.
- ◆ In 2016, Kansas farmers received more than \$77 million in indemnities for losses they incurred above and beyond their deductibles, which average 25 percent of the crop's value. Kansas farmers paid about \$241 million for that coverage.

Involvement adds up for accountant-farmer

My lifelong involvement in agriculture started with hogs, cattle and fieldwork at a young age. My first farming project, having my own livestock, began when I was 12. I started farming rented land when I was a junior in high school.

I went to college, majoring in accounting, then to graduate school, receiving a Master of Business Administration degree. I passed the certified public accountant (CPA) exam and worked as a CPA for two years in Topeka before returning to the farm, working with my father and younger brother.

My brother and I continue to farm together. We fed cattle until 2013 and still raise soybeans and corn on family-owned farms. Our great-grandparents all lived near Powhattan, and we have farmed land that was owned by three of our four grandparents' families.

I joined the Kansas Soybean Association Board of Directors in 2007 as Brown County's director. I currently serve as a director-at-large and first vice president and chair the policy committee. I joined the Board to gain a better understanding of the policymaking process for agriculture.

I felt I could contribute my thoughts and ideas to stand up for soybean farmers and agriculture.

I also have enjoyed all the great leaders from Kansas and other soybean states who I have met and count as friends. KSA serves as an advocate and a voice for Kansas soybean farmers. We directors as a group work to ensure a positive future for agriculture.

I served on the Hiawatha school board for 12 years and have been church treasurer for the past 14 years. I continue to renew my CPA license and belong to the state and national CPA organizations. I also have been a Farm Bureau, Kansas Livestock Association and Kansas Corn Growers Association member.

My wife, Sue, and I were married while I still was in college. She has been by my side, assisting me with the farming. We have three grown daughters and four grandchildren, who live in Highland; Overland Park; and Ames, Iowa. We enjoy visiting our children and grandchildren and attending their activities. We attend Kansas State University football games together. 🌱



Dwight, Sue and their grandkids



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	P40A47x	NEW 40	All Competitors	116	57%	\$19	2.1
	P40T84x	40	All Competitors	100	72%	\$5	0.6
	P42A52x	NEW 42	All Competitors	119	53%	\$21	2.3
	P45A23x	NEW 45	All Competitors	65	60%	\$9	1.0
	P46A93x	NEW 46	All Competitors	56	61%	\$17	1.9
	P46T30x	46	All Competitors	46	72%	\$14	1.6
	P47T44x	47	All Competitors	34	53%	\$11	1.2
	P48A60x	NEW 48	All Competitors	36	92%	\$42	4.7
	P48T27x	48	All Competitors	27	44%	\$8	0.9
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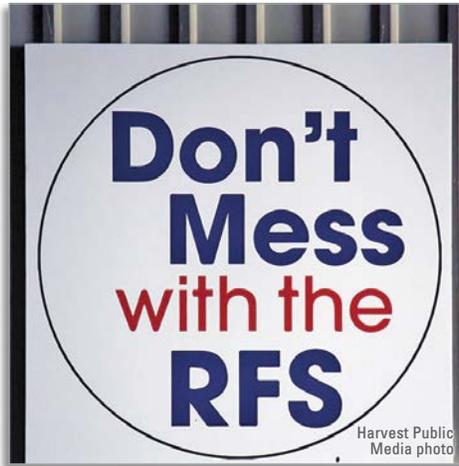
Processor opposes proposal to reduce biodiesel requirements

Ag Processing Inc. (AGP), a cooperative, announced Oct. 5 that it opposed the Environmental Protection Agency (EPA) plan, published Sept. 26, to reduce the Renewable Fuel Standard (RFS) biodiesel requirement. It would have dropped the 2018 volume by up to 315 million gallons and the 2019 volume by more than 1 billion gallons from current levels.

“We believe the RFS is one of the most important pro-growth policies affecting agriculture, as it boosts farm income, creates rural jobs and generates new demand for our commodities,” said Keith Spackler, AGP’s CEO. “We opposed this proposal and believed it would have had a negative impact on the U.S. biodiesel industry and rural communities throughout the country.”

AGP contacted policymakers and encouraged its member-owners to oppose the plan.

Some supporters of the EPA proposal mistakenly believed the U.S. biodiesel industry lacked the production capacity to provide 2.1 billion gallons to the market, said Cal Meyer, AGP’s chief operating officer.



Protecting the RFS is a priority for soybean and corn farmers, as this sign at a rally in Iowa illustrates.

“The U.S. biodiesel industry, by EPA’s own numbers, has a domestic annual capacity in excess of 4.2 billion gallons. The proposed reductions were unnecessary,” he stated. “Reducing the biodiesel requirements would have lowered the price of soybeans, jeopardized many of the jobs associated

with biodiesel production, and negatively impacted the domestic soybean-processing and livestock industries.”

Facing aggressive advocacy for growth in the volume, EPA restored the biodiesel requirement to 2.1 billion gallons Nov. 30.

Soybeans represent about 55 percent of the biodiesel industry’s feedstock. On a national basis, U.S. soybean oil used in biodiesel production accounts for more than 5.7 billion pounds. That represents the oil produced from processing more than 475 million bushels of soybeans, or 25 percent of annual U.S. crush.

AGP (<http://agp.com>) is a leading agribusiness, with primary operations as a soybean processor and refiner. It produces and markets soybean meal, refined soybean oil and biodiesel. The AGP business also includes numerous U.S. grain elevators.

It is owned by 148 local and regional cooperatives, representing more than 250,000 farmers across the United States. Created in 1983, AGP has its corporate headquarters in Omaha, Nebraska. 🌱

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Experience

.....continued from page 2

tation, every educational session, every experience is designed to help you get the answers, information, ideas and inspiration you are needing.

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Soybean farmers welcome ARC-CO Improvement Act

Federal legislation introduced in October by Sens. Heidi Heitkamp of North Dakota and Joni Ernst of Iowa supports and strengthens the county Agricultural Risk Coverage (ARC-CO) program.

“ARC-CO is of great importance to soybean farmers, who enrolled more than 90 percent of soybean acres in that program,” said Kansas Soybean Association (KSA) First Vice President Dwight Meyer, Hiawatha. “Finding the best way to provide support against declines in farm revenue is a policy priority for our state and national soybean associations.”

The American Soybean Association was one of nine agricultural groups that collaborated on a letter to Heitkamp and Ernst, applauding the ARC-CO Improvement Act and highlighting its three provisions to benefit farmers.

The proposed legislation directs the Agriculture Department to use more widely available data from its Risk Management Agency as the first choice in yield calculations, calculates safety-net payments based on the county where a farm physically is located, and provides Farm Service Agency state committees the discretion to adjust yield-data estimates to help reduce variations in yields and payments between neighboring counties.

Current KSA policy supports providing farm payments based on historical production data and reinforcing ASA's farm-program policy positions. 🌱

The members of Emerging Leaders Academy Class 4 take their places on the map in the Statehouse visitor center. They are (from left) Mike Froebe, Mound Valley; Bradley McVey, Fredonia; Jason Unruh, Peabody; Brandon Kerwin, Delia; Austin Heiniger, Fairview; Matt McRrell, Robinson; Crystal Albers, Denton; and Brad Holder, Denton.



Board conducts November meeting

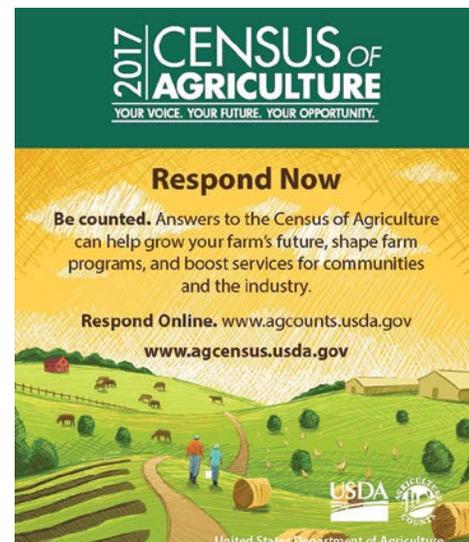
The following are highlights from the Kansas Soybean Association Board of Directors meeting convened Nov. 17 in Topeka.

- ◆ Received updates from American Soybean Association (ASA) staff about federal policy issues and from ASA Director Charles Atkinson, Great Bend, about other national level activities.
- ◆ Discussed the Great Plains and Midwestern governors' letter to President Donald Trump about the Environmental Protection Agency's position on the Renewable Fuel Standard.
- ◆ Met the members of Emerging Leaders Academy (<http://KansasSoybeans.org/ela>) Class 4, who attended parts of the meeting to conclude their Phase 2 tour.
- ◆ Heard from state senators Steve Fitzgerald, Leavenworth, and Caryn Tyson, Parker, about their candidacies for the 2nd Congressional District.
- ◆ Amended the KSA bylaws to allow a processor from a neighboring state, provided it collects the Kansas soybean checkoff, to represent that industry segment on the Board.
- ◆ Selected Jared and Kimmy Nash, Parsons, and Kevin and Kim Kohls, Clearwater, for the 2017–2018 DuPont Young Leader program.
- ◆ Scheduled the spring 2018 meeting for March 23 at the Kansas Soybean Building in Topeka.
- ◆ Noted the directors from districts 4 and 5 and the third director-at-large are up for election at the next Annual Meeting, Jan. 10, 2018, in Topeka.
- ◆ Directed staff to plan the summer 2018 agribusiness tour in the Wichita area.
- ◆ Purchased a 2016 Dodge Ram 2500 diesel pickup from the Kansas Soybean Commission (KSC).
- ◆ Contracted with Gary Reser, Topeka, for legislative monitoring and consulting during the 2018 session.
- ◆ Coordinated with the Nebraska Soybean Association to donate an iPad and race tickets for the SoyPAC auction, Feb. 27, 2018, in Anaheim, California.
- ◆ Appointed Atkinson; Dwight Meyer, Hiawatha; and Andy Winsor, Grantville, as delegates and Grant Webber, Sublette; Brice Bunck, Topeka; and Scott Gigstad, Everest, as alternates to the ASA Voting Delegates Session, March 1, 2018, in Anaheim, California.
- ◆ Approved the checkoff-funded-projects proposal to submit to KSC for fiscal year 2019.

Association members can contact any director (see page 2) or Kenlon Johannes in the office to suggest agenda items for the next Board meeting, Jan. 9, 2018, in Topeka. 🌱



Gary Reser (left), KSA's legislative consultant, presents a plaque commemorating the ceremonial signing of HB 2095 to President Lucas Heinen, Everest. HB 2095 created an annual permit for 90,000-pound, agriculture-related loads on six axles.



KANSAS SOYBEAN EXPO 2018 PREREGISTRATION

KSA must receive this form by **Jan. 3, 2018**, to guarantee your seats at the luncheon and make you eligible for the early-bird prize drawing.

FREE REGISTRATION COURTESY OF YOUR SOYBEAN CHECKOFF

Your name: _____ Guest's name: _____

Farm / Business representing: _____ City, state: _____

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Complete this preregistration form and return it to

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Kansas Soybean Expo 2018, Jan. 10 in Topeka, is a project of the Kansas Soybean Association, the voice & advocate for Kansas' 15,000 soybean farms, with funding from the Kansas Soybean Commission, the soybean checkoff. Visit <http://KansasSoybeans.org/expo> for details.



TURNING YOUR DOLLARS INTO FUTURE DEMAND

THE KANSAS SOYBEAN COMMISSION is an organization of active soybean farmers that works to grow the soy industry in our state – and nationwide. As soybean farmers, we're focused on farmers' priorities and make checkoff decisions that help to grow farmers' bottom lines.

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Straight Rows



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The voice and advocate for soybean-farmer-members

1000 SW Red Oaks Place
Topeka, Kansas 66615-1207

Calendar of events



Dec. 11–12	Keeping the Farm in the Family conference & trade show, Nebraska City, NE
Dec. 12–14	USA Poultry & Egg Export Council winter meeting, Washington, DC
Dec. 14	Farming for the Future, Pratt
Dec. 14–16	Wichita Farm & Ranch Show, Mulvane
Dec. 19	Kansas Agricultural Alliance annual meeting, Manhattan
Dec. 19	Farming for the Future, Salina
Jan. 4–5	Soy Leadership Forum, Naples, FL
Jan. 8	1st day of legislative session, Topeka
Jan. 9	Kansas Soybean Association Board of Directors meeting, Topeka
Jan. 9–11	Topeka Farm Show, Topeka
Jan. 9–11	Soybean Leadership College, Saint Louis, MO
Jan. 10	Kansas Soybean Expo 2018, Topeka
Jan. 10	Farming for the Future, Scott City
Jan. 11	Farming for the Future, Emporia
Jan. 16–17	Cover Your Acres, Oberlin
Jan. 18–20	AGP annual meeting, Omaha, NE
Jan. 19	Finney County Farm Day, Garden City
Jan. 22–25	National Biodiesel Conference & Expo, Fort Worth, TX
Jan. 26	Kansas Commodity Classic, Manhattan
Jan. 30–31	No-till on the Plains Winter Conference, Wichita
Jan. 30–31	Ag Risk Solutions annual conference, Manhattan
Feb. 14–16	Women Managing the Farm, Manhattan
Feb. 14–18	National Farm Machinery Show, Louisville, KY

See more at <http://KansasSoybeans.org/events>

2017 WICHITA FARM & RANCH SHOW

December 14 ~ 15 ~ 16

Kansas Star Casino Arena

777 Kansas Star Drive
Mulvane, Kansas 67110

Thursday 9:00 am to 5:00 pm

Friday 9:00 am to 5:00 pm

Saturday 9:00 am to 4:00 pm

New Location, New Dates

2018 TOPEKA FARM SHOW

January 09 ~ 10 ~ 11

Kansas Expocentre

One Expocentre Drive
Topeka, Kansas

Tuesday 9:00 am to 5:00 pm

Wednesday 9:00 am to 8:00 pm

Thursday 9:00 am to 4:00 pm