

Straight Rows



Volume 24, Issue 2 | Winter 2019

Expo '20 will offer valuable information, a few laughs

Kansas soybean farmers and their industry partners will gather Jan. 8, 2020, 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 Stormont Vail Events Center (formerly the Kansas Expocentre). Registration and exhibits open at 8:30 a.m., with the program scheduled from 9 a.m. to 4 p.m. A reception with KSA and KSC leaders will follow.

The welcome will come from KSA President Dwight Meyer, Hiawatha, and KSC Chairman Bob Haselwood, Berryton. The opening session will offer checkoff-partner updates. The first will be from Shelby Watson, allied-industry relations manager for the USA Poultry and Egg Export Council. Next will be Hannah Thompson-Weeman, vice president of communications for the Animal Agriculture Alliance.

This year's keynote speaker, Leslie Norris Townsend, left behind a promising acting career to create a better life for her children. In the classic fish-out-of-water tale, she moved from Hollywood, California, to rural Ohio to live and work on her husband's 100-year-old family farm. That only added new material to her already-hilarious routines.

Besides being a proud mother, Townsend also is a successful businesswoman. She co-owns Townsend Productions, a 15,000-square-foot recording facility in Celina, Ohio. She brings the same skills to business that have served her well in life: letting go of ego, making the best of any situation and working hard. Backed by more than 20 years of experience, she is one of the most entertaining comedienesses working today. Her 30-plus TV appearances include Comedy Central, A&E's *An Evening at the Improv* and sketches on *The Tonight Show With Jay Leno*.

Steve Scott, a farm broadcaster for KKOW-AM 860 in Pittsburg, will be master of ceremonies at the luncheon. State Secretary of Agriculture Mike Beam will speak there. KSA and KSC then will present awards and recognitions, including the Friend of Soy, Meritorious Service Award and 2020 Young Leaders. Next, Meyer will preside



Left: Comedienne Leslie Norris Townsend will offer the morning's keynote.

Right: Kansas Secretary of Agriculture Mike Beam will speak at lunch.

(Courtesy photos)



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 presentations will come from K-State Research and Extension. Chris Little, Ph.D., associate professor of plant pathology, will offer "Getting to the Root of the Problem: Managing Sudden Death Syndrome in Kansas." Sarah Lancaster, Ph.D., weed-science specialist, will lead

"Cover Crops for Integrated Weed Management." Allen Featherstone, Ph.D., head of agricultural economics, will present his "Kansas Farm Finance Update."

The day's program will conclude with David Schemm, Sharon Springs, state executive director of the federal Agriculture Department's Farm Service Agency. He will provide a special update about its programs related to commodities and disasters, natural-resources conservation, and agricultural credit.

A complete, detailed agenda and the preregistration form are available at <https://KansasSoybeans.org/expo> on the web or by calling 877-KS-SOYBEAN (877-577-6923). Those who preregister by Dec. 31 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. 8, 2020, at Heritage Hall, 1 Expocentre Drive, Topeka.

Agenda

- ◆ Call to order
- ◆ Consideration of the 2019 Annual Meeting minutes
- ◆ Officer reports
- ◆ Election of directors for districts 2, 3 and 6 and the second director at large (<https://KansasSoybeans.org/directors>)
- ◆ Approval of 2020 policy resolutions (<https://KansasSoybeans.org/policy>)
- ◆ Such other business as may come before the meeting
- ◆ Adjournment

Only current Association members may vote at the Annual Meeting.



Giving, getting much as we change calendars

When I became president of the Kansas Soybean Association (KSA) at the beginning of the year, I was looking forward to giving back to the profession, industry and organization in which I take great pride. I wanted to share my experiences and expertise to make them better. I quickly discovered that I was embarking on a learning adventure with my fellow KSA directors and members and our staff.

It has been my pleasure to interact with our friends from other state associations, corporate partners, allied industry organizations and individual members. I have

learned many important things about policymaking, market development, media relations, leadership development and association management. So, while my original intent was to give back, I still gained a lot during 2019.

But what a year it has been! A cold, stormy fall delayed harvest, further complicating late plantings and lagging crop development. The season's first widespread freeze affected much of the Plains in mid-October, and some dryness has crept into our region since then.

Moreover, according to last month's farm-income forecast from the U.S. Department of Agriculture, soybeans lead the crop receipts that are projected lower, decreasing \$1.8 billion (4.9%) in nominal terms to reflect declines in both price and tons sold. Agriculture Risk Coverage (ARC) payments are expected to drop \$500 million from 2018 as revenue guarantees follow lower soybean, corn and wheat price benchmarks.

While yields around our Brown County home were better than expected, a crop is only good if it gets to the bins. It's been a rather abnormal year, but who remembers the last "normal" one we had? No, I won't feel much nostalgia as I deposit the 2019 calendar in the recycling box.

That's enough of the rearview mirror. Now, I encourage you to help KSA look ahead.

To begin, your Board of Directors and staff have put a lot of time and effort into

Kansas Soybean Expo 2020 and the KSA Annual Meeting. They will be Jan. 8, in conjunction with the Topeka Farm Show. Our keynoter will be comedienne Leslie Norris Townsend, and Kansas Secretary of Agriculture Mike Beam will speak at lunch. Starting at 9 a.m. at the Maner Conference Center, the other presentations will cover farm finance, disease and weed management, supporting animal agriculture, and government programs. For details and to preregister by Dec. 31, visit <https://KansasSoybeans.org/expo> or call 877-KS-SOYBEAN.

Especially when it comes to electing directors and approving the guiding policy statements for next year, we need your active involvement at the Annual Meeting to provide a true "voice" for us soybean farmers. Engaged members give life to KSA.

Soon after, the Board will meet with a human-resources consultant to conduct an organizational review. That is an initial step toward preparing for CEO Kenlon Johannes' retirement in March 2021. There, again, we could use your input to help identify KSA's strengths, weaknesses, opportunities and challenges. The next two years will be particularly critical in getting where we want to go in terms of our Association's stability, growth and renewal.

So, really, the opportunities for me – and you – to give back are just beginning. 🍀

Volume 24, Issue 2 • Winter 2019

Straight Rows

is published quarterly (spring, summer, fall and winter) by the

Kansas Soybean Association

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www.KansasSoybeans.org | info@kansassoybeans.org

2019 Board of Directors

- District 1..... Brett Neibling, Highland
- District 2..... Brice Bunck, Topeka
- District 3..... Gail Kueser, Garnett
- District 4..... Matthew Atkinson, Columbus
- District 5..... Gary Robbins, Emmett
- District 6..... Kim Kohls, Moundridge
- District 7..... Teresa Brandenburg, Osborne
- At-large..... Andy Winsor, Grantville
Dwight Meyer, Hiawatha
Brandon Geiger, Denton
- Atchison County..... Scott Gigstad, Everest
- Brown County..... Greg Strube, Horton
- Cherokee County..... Roger Draeger, Galena
- Doniphan County..... Josh Falk, Robinson
- K-State Research & Extension..... [vacant]
- K-State Agronomy..... Michel Ransom, Ph.D., Manhattan
- Kansas Soybean Processors..... Brent Emch, Overland Park
- Kansas Soybean Commission..... Bob Haselwood, Berryton
- American Soybean Association..... Charles Atkinson, Great Bend
- Young Leader..... Jared Nash, Parsons

2019 Executive Committee

- President..... Dwight Meyer
- 1st Vice President..... Teresa Brandenburg
- 2nd Vice President..... Scott Gigstad
- Secretary..... Gail Kueser
- Treasurer..... Gary Robbins
- Chairman..... Lucas Heinen, Everest

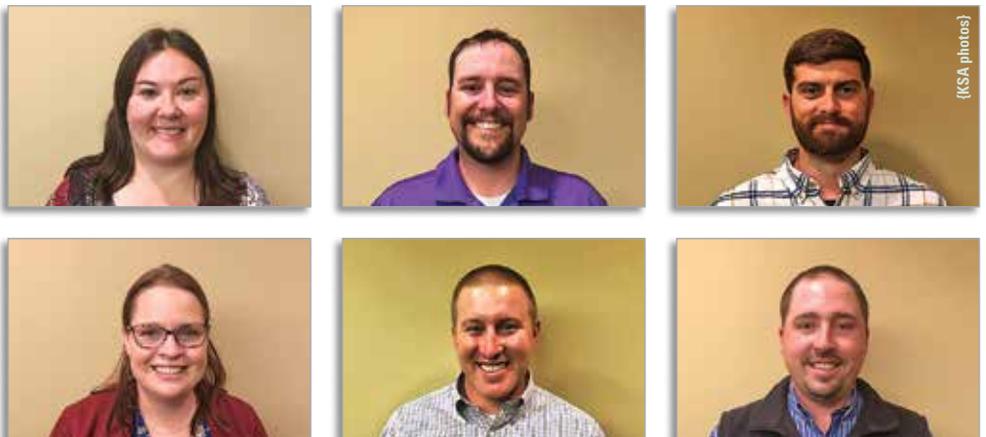
Staff

- Chief Executive Officer..... Kenlon Johannes
- Director of Field Services..... Dennis Hupe
- Director of Communications..... Brad Parker
- Director of Operations..... Adam O'Trimble
- Program Manager..... Jancey Hall
- Accounting Assistant..... Dawn Bradley

6th class of Emerging Leaders assembles

The members of Emerging Leaders Academy Class 6 completed Phase 1 of the program Nov. 21–22 at the Kansas Soybean Building in Topeka. They are (pictured below, from left, top row) Amanda Ahrens, Salina; Tyler Cowan, Maple Hill; Dustin Ferguson, Great Bend; (bottom row) Jenny Goering, Galva; Levi Manche, Hiawatha; and Kaden Roush, Lebanon.

Learn more about the program at <https://KansasSoybeans.org/ela> on the web. 🍀



(KSA photos)

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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Involvement is more than academic for SCK director

My history of involvement with Kansas Soybean, starting when I was a graduate student in agronomy at Kansas State University, led to my eventual place on the Kansas Soybean Association (KSA) Board of Directors. I had the privilege of getting to know the farmers and professionals within Kansas Soybean over time, from having the Commission fund my graduate research to participating in the state Emerging Leaders Academy and national Young Leaders program.

That participation really opened my eyes to the invaluable work the state and national soybean organizations do to ensure the advancement and success of all soybean growers. When given the opportunity to fill the open District 6 (south central) seat in 2018, I gladly stepped up.

I feel that I still am in the learning phases of serving in the agriculture industry's more political realm, but I join an experienced Board of farmer-members who give me great guidance. I see serving on the Board as an excellent learning opportunity, while giving me the chance to contribute toward positive developments for Kansas farmers.

I grew up on a small farm near Leonardville and had the privilege of watching my dad's passion for farming build an enterprise that now supports my folks and my brother's family. Dad's love of agriculture was contagious and led me to follow in his footsteps through my education. After school, my desire to interact with and assist the ag industry led me to work as a district agronomy Extension agent in north-central Kansas. That same desire is what motivated me to join the Board.

I married Kevin Kohls in 2016 and currently am a stay-at-home mom to our 1-year-old daughter, Karlee. My husband also has a strong farming background and currently works as an agricultural engineer. We care for a small crop acreage around our home near Moundridge. Our vision for our family is to work further into farming to provide many of the same great experiences we enjoyed growing up.

As we encounter the year-to-year challenges of growing and selling crops, we more clearly see the importance of the Board volunteers and staff who contribute valuable time advocating for us farm-



The Kohls family (Courtesy photo)

ers at the Statehouse. As politicians seem to be increasingly disconnected from the importance of agriculture and the needs of farmers, it is critical that we have this voice speaking for us. Thank you, all, for supporting KSA as we do the best we can to support our industry. 🌱

The purpose of policy resolutions

is to assist the KSA Board and staff in representing soybean farmers' interests on various issues in Topeka and Washington, D.C. Please review the resolutions posted at <https://KansasSoybeans.org/policy> on the web to acquaint yourself with KSA's existing positions. The Annual Meeting – Jan. 8, 2020, 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 Dec. 30.

GROW
YOUR FARM'S
FUTURE.

Renew your
KSA membership
today.

Board conducts November meeting

Here are the highlights from the Kansas Soybean Association (KSA) Board of Directors meeting convened Nov. 22 in Topeka.

- ◆ Met the members of Emerging Leaders Academy Class 6.
- ◆ Affirmed the search committee's accepting a bid for an organizational review of KSA and the Kansas Soybean Commission (KSC) as part of the CEO-transition process.
- ◆ Heard an international trade update from the American Soybean Association's (ASA's) team in Washington, D.C.
- ◆ Appointed Teresa Brandenburg, Osborne, to fill the vacant seat for District 7 then Brandon Geiger, Denton, to replace her as the third director at large.
- ◆ Tentatively scheduled a strategic planning retreat for Feb. 1, 2020, pending the Commission's agreement.
- ◆ Donated a tablet computer and Kansas Speedway tickets to ASA's SoyPAC auction.
- ◆ Chose Charles Atkinson, Great Bend; Andy Winsor, Grantville; and Scott Gigstad, Everest, to represent KSA at the ASA voting delegates' session during Commodity Classic and Dwight Meyer, Hiawatha, as an alternate.
- ◆ Set Jan. 6, 2020, as the policy committee's annual session for editing the KSA policy document (<https://KansasSoybeans.org/policy>).
- ◆ Began coordinating details of the Kansas commodity associations' legislative breakfast, Jan. 16, 2020.
- ◆ Contracted with Gary Reser, Topeka, for Statehouse lobbying in 2020.
- ◆ Continued planning Kansas Soybean Expo 2020, Jan. 8 in Topeka.
- ◆ Approved a \$2.3 million fiscal year '21 checkoff-projects proposal for submission to KSC.

Association members can contact any director or Kenlon Johannes in the office (see page 2) to suggest agenda items for the next Board meetings, Jan. 7 and March 6, 2020, in Topeka. 🌱



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MAINTAINING OUR REPUTATION TO DELIVER

Whether shipping by river, road or rail, the soy checkoff is committed to ensuring America's infrastructure is a significant advantage for U.S. 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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Agribusiness trade-modernization initiative advances

The founding members of an industry-wide initiative to modernize global trade operations have announced its new project name: Covantis. The initiative also launched a new website (<https://www.covantis.io>) that explains its vision to connect the agriculture industry via an independent and trusted digital platform to enable post-trade efficiency for all participants.



Covantis also will be the name of the digital platform now in development and expected to launch in 2020, subject to regulatory approvals.

Covantis is a blockchain initiative focused on modernizing global trade operations. The founding members – Bunge, Archer Daniels Midland Co. (ADM), Cargill, COFCO International, Louis Dreyfus Co. and Glencore Agriculture – are jointly developing a platform to make global trade simple, secure and efficient. The initiative aims to bring efficiencies and cost savings

to companies throughout the international supply chain.

Covantis announced Stefano Rettore will lead the project as an independent advisor during its development phase, including overseeing the search for a CEO, until governance is in place and a CEO is appointed.

The future entity, executive appointments and the platform itself remain subject to regulatory approvals.

Rettore has more than two decades of global experience in agribusiness. He served as president of ADM's origination business and, before that, as the company's chief risk officer. Before joining ADM, he held a series of leadership positions at CHS Inc., an agricultural cooperative.

"I am delighted to help lead the Covantis initiative as we build toward the launch of a groundbreaking new technology platform," Rettore said. "Covantis offers a path to improve agricultural trade, unlocking significant value for all players across the supply

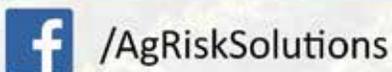
chain. By working collaboratively with the industry, we have an opportunity to build a more effective, more efficient digital future for global trade."

Bunge is a world leader in sourcing, processing and supplying oilseed and grain products and ingredients. Founded in 1818, its expansive network feeds and fuels a growing world, creating sustainable products and opportunities for more than 70,000 farmers and the consumers they serve around the globe.

It recently announced it is relocating its global headquarters from White Plains, New York, to the Saint Louis, Missouri, metropolitan area. The move will allow the company to leverage shared capabilities and enhance collaboration. It still is in the transition's planning stages, but it should be complete by March 31, 2020.

Bunge has 31,000 employees worldwide. They stand behind more than 360 port terminals, oilseed-processing plants, grain silos, and food and ingredient production and packaging facilities around the world. 🌱

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FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

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Biodiesel industry takes tax incentive to Capitol Hill

Almost 100 National Biodiesel Board (NBB) members gathered Nov. 19 in the nation's capital to meet with 88 congressional offices and discuss the status of the biodiesel tax incentive. The visits were part of NBB's fall meeting in Washington, D.C.

"The biodiesel industry supports more than 65,000 jobs across multiple economic sectors, with more than \$17 billion in annual economic activity," noted Bob Haselwood, Berryton, who represents the Kansas Soybean Association on NBB. "The uncertainty biodiesel producers and soybean farmers are facing because of the tax incentive's lapse is having a devastating effect. Since the start of 2019, 10 biodiesel producers have reduced or totally suspended production." 🌱



Soybean farmers Dennis Gruenbacher, Andale, and Bob Haselwood, Berryton, join Seaboard Energy's Gary Lewis, Shawnee Mission, in discussing biodiesel issues with Rep. Steve Watkins (center). (Rep. Watkins photo)

USMCA would provide stability

Soybean farmers are confident Congress can pass the U.S.–Mexico–Canada Agreement (USMCA) by New Year's. To encourage the process and show support for the agreement, farmer-leaders from across the nation's 30 soybean-producing states converged on Capitol Hill Nov. 19 to request Congress keep moving the measure forward before its 2019 calendar finishes.

"We soybean farmers have been facing a lot of trade uncertainty for quite some time now, and USMCA would assure we have stable, open access to Mexico and Canada – two vital markets for our crop," said Charles Atkinson, Great Bend, who represents Kansas on the American Soybean Association (ASA) Board of Directors. "It's a shame that something so important for the whole country currently is taking a back seat to political gamesmanship."

Mexico is the No. 2 market for whole soybeans, meal and oil. Canada is the No. 4 buyer of meal and No. 7 buyer of oil. The new agreement is essential to

sustaining the growth realized in those countries under the North American Free Trade Agreement (NAFTA), which helped quadruple U.S. soybean sales to Mexico and double them to Canada.

ASA and other groups continue to advocate online for #USMCAnow and hope farmers' personal contacts in Washington, D.C., impressed upon congressional leaders the immediate need to ratify USMCA.

In July, Democratic Rep. Sharice Davids, Roeland Park, signed on to a letter to House Speaker Nancy Pelosi that urged a vote on USMCA this year.

"It is imperative that we reach a negotiated agreement early in the fall," the letter said.

Republican Reps. Roger Marshall, Great Bend; Steve Watkins, Topeka; and Ron Estes, Wichita, also support USMCA, which was announced more than a year ago and has received broad bipartisan support from leaders in agriculture, manufacturing and business. 🌱

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Innovation & technology • Huge trade show
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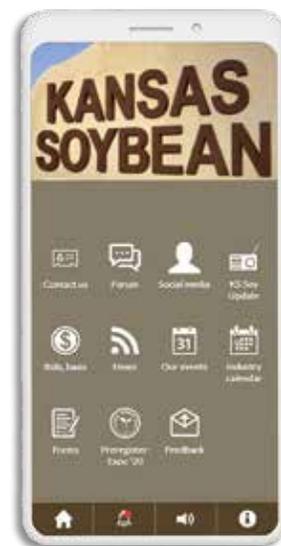
New, free mobile app now available

In August, the Kansas Soybean Association and Kansas Soybean Commission completely relaunched their shared mobile app.

It features the office's contact information, social media posts, weekly radio update (podcast), Kansas bids and basis, news releases and newsletters, and calendar of industry events. Two of the newest additions are an in-app forum that lets users converse with each other and a digital preregistration form for Kansas Soybean Expo 2020.

If your iOS device is not running Kansas Soybean Version 3.0.0 (dated Aug. 22) or something newer, update it. If your Android device is not running Kansas Soybean Version 1.0.1 (dated Aug. 20) or something newer, uninstall and reinstall it. Links to both app stores are available at <https://KansasSoybeans.org/app> on the web. From there, you also can find a link for test-driving the new app before installing it.

Be sure to enable push notifications from the app so you get breaking news and routine reminders from the Kansas Soybean office. 🌱



The Kansas Soybean app is built with BuildFire, an extendable platform trusted by thousands of schools, organizations and businesses worldwide.

KANSAS SOYBEAN EXPO 2020 PREREGISTRATION

KSA must receive this form by **Dec. 31, 2019**, to guarantee your seats at the luncheon and make you eligible for the early-bird prize drawing.

FREE REGISTRATION COURTESY OF THE SOYBEAN CHECKOFF

Your name: _____ Guest's name: _____

Farm / Business representing: _____ City, state: _____

Phone #: _____ E-mail address: _____

Cell Work Home Other

Special notes? _____

Complete this preregistration form and return it to

Kansas Soybean Expo 2020, 1000 SW Red Oaks Place, Topeka, KS 66615-1207

Phone: 877-KS-SOYBEAN (877-577-6923) • Fax: 785-271-1302 • E-mail: info@kansassoybeans.org

Kansas Soybean Expo 2020, Jan. 8 in Topeka, is a project of the Kansas Soybean Association, the voice & advocate for Kansas' 16,000 soybean farms, with checkoff funding from the Kansas Soybean Commission.

Visit <https://KansasSoybeans.org/expo> for details.

GROWING KANSAS SOYBEAN-CROP VALUE FROM \$240 MILLION TO **\$1.7 Billion**

The **Kansas Soybean Commission** looks beyond the elevator to identify issues that affect Kansas soybean farmers' profitability. Simply put, a **#Croppportunity** is your checkoff dollars at work — new revenue streams created, existing markets expanded or revived in new, exciting ways that open up demand and drive sales.



KansasSoybeans.org
877-KS-SOYBEAN



- **\$5 billion** of economic impact for Kansas in 2017 ¹
- **\$403 million** in Kansas exports in 2017 ²
- From **1.9 million** acres and **\$5.55** per bushel to **5.1 million** acres and **\$8.95** per bushel (1991 to 2017) ³
- **17.2 million** bushels of soybeans used by Kansas animal agriculture in 2015 ⁴
- **63¢** more per bushel due to biodiesel ⁵

¹ Kansas Department of Agriculture (farming & processing) • ² U.S. Census Bureau • ³ National Agricultural Statistics Service • ⁴ United Soybean Board • ⁵ National Biodiesel Board

Straight Rows



Volume 24, Issue 2 | Winter 2019

The voice and advocate for soybean-farmer-members

1000 SW Red Oaks Place
Topeka, Kansas 66615-1207

Calendar of industry events



Dec. 15–18	Bioheat tour, New York, NY
Dec. 18	Kansas Agricultural Alliance annual meeting, Topeka
Dec. 19–21	Kansas Soybean Commission meeting, Topeka
Jan. 6	Kansas Soybean Association policy-committee meeting, Topeka
Jan. 7	Kansas Soybean Association Board of Directors meeting, Topeka
Jan. 7–9	Topeka Farm Show, Topeka
Jan. 8	Kansas Soybean Expo 2020, Topeka
Jan. 8–10	Soybean Leadership Academy, Orlando, FL
Jan. 13	K-State Soybean Schools, Smith Center & Salina
Jan. 14	K-State Soybean School, Mulvane
Jan. 16–17	Kansas Agriculture Technologies Conference, Junction City
Jan. 20–23	National Biodiesel Conference & Expo, Tampa, FL
Jan. 21	K-State Soybean School, Emporia
Jan. 22	K-State Soybean Schools, Atchison & Marysville
Jan. 24	Kansas Commodity Classic, Manhattan
Jan. 28–29	No-Till on the Plains winter conference, Wichita
Feb. 7–9	Young Farmers & Ranchers Leaders Conference, Manhattan
Feb. 9–12	Aquaculture America 2020, Honolulu, HI
Feb. 11–12	United Soybean Board meeting, Las Vegas, NV
Feb. 13–14	Women Managing the Farm conference, Manhattan
Feb. 18–20	Emerging Leaders Academy (Class 6, Phase 2), statewide tour
Feb. 21–23	Western Farm Show, Kansas City, MO
Feb. 25–29	Commodity Classic, San Antonio, TX
March 6	Kansas Soybean Association Board of Directors meeting, Topeka

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

2020 Topeka Farm Show January 7th, 8th & 9th

Stormont Vail Events Center
One Exopcentre Drive
Topeka, KS

Free Health
Care Services

Free Parking
Free Admission

Show Hours

Tues. 9 AM - 5 PM
Wed. 9 AM - 8 PM
Thurs. 9 AM - 4 PM

Free Well Water
Nitrate Testing

Free Horse Training Clinics

in Domer Arena by Scott Daily

Tues. 12:30 pm & 3:30 pm

Wed. 1:00 pm & 6:00 pm

Thurs. 11:30 am & 2:30 pm

Hoyt's Truck Center - Trailer Giveaway

Kansas Soybean Expo 2020

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From 2000 to 2017, the percentage of the total area planted in Kansas that is no-till or minimum-till has increased by 36 percent. (United Soybean Board photo)

From 2000 to 2017, the percentage of the total area planted in Kansas that is no-till or minimum-till has increased by 36 percent. (United Soybean Board photo)

Kansas contests

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Kansas Soybean Association CEO Kenlon Johannes (left) and Dale Fjell, Ph.D., (right) director of research and stewardship for the Kansas Corn Growers Association, stand with Rep. Ron Estes after meeting to discuss an OSHA proposal. (KSA photo)

Expo '19

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.

(United Soybean Board photo)

The purpose of policy resolutions is to assist the KSA Board 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. 9, 2019, in Topeka – includes the official approval of those policies.

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Only current Association members may vote at the Annual Meeting.

CEO'S OUTLOOK by Kenlon Johannes

Farmers were 'sustainable' before there was a word for it

Americans don't necessarily understand or appreciate how farmers grow food. As a former farmer and now the CEO of the organization that represents Kansas' 15,000 soybean farms, I see how incomplete or inaccurate information is shaping our nation's views of farming.

I've heard many presentations about how we can improve the way we farm in this country. Sometimes, I have to disagree. Some presenters do not take into account the many improvements generations of agriculturists have made in caring for our soil, air and water.

Farmers know those things are irreplaceable. Many protect them with precise methods based on sound science, education, testing and monitoring. Farmers have reduced soil erosion, energy consumption and greenhouse-gas emissions. Crops are being grown more sustainably than ever.

I've heard it said that farmers always are planning for the future, living in the present and learning from the past. Their livelihoods depend on being sustainable.



Those are the messages the Kansas Soybean Association (KSA), often with checkoff funding from the Kansas Soybean Commission, shares with our industry partners, customers and end consumers.

There often are people in government who need to hear them. Depending on the circumstances, the checkoff might not be allowed to be part of those conversations. KSA still can be, however, thanks to farmers' voluntary memberships and industry partners' sponsorships.

We hope this special sustainability-themed issue of KSA's newsletter increases your comfort level when talking to your local leaders and fellow farmers about the topic. And, if you aren't currently, please consider joining KSA as it continues its 45-year mission to be the voice and advocate for soybean farmers on local, state, national and international issues of importance. 🌱