ASA Celebrates 100 years

Kenlon Johannes Recognized for Years of Service

For almost 100 years, the American Soybean Association (ASA) has met the demands of a growing world. The American soybean farmer has a tremendous opportunity to answer the call of agricultural needs across the globe. ASA has 26 affiliated state soybean associations representing 30 soybean-producing states and more than 300,000 U.S. soybean farmers. A primary focus of the American Soybean Association is policy development and implementation. Policy development starts with our members and culminates at the annual meeting of voting delegates. ASA is tasked with accomplishing the policy goals established by the delegates.

During ASA’s 100 year anniversary at Commodity Classic in San Antonio on Feb. 28, ASA recognized outstanding volunteers and leaders at its annual awards banquet, awarding individuals for state association volunteerism, distinguished leadership achievements and long-term, significant contributions to the soybean industry.

The ASA Pinnacle Award Winner is Kenlon Johannes of Kansas Soybean Association.

ASA’s ultimate honor, the Pinnacle Award, is an industry-wide recognition of individuals who have demonstrated the highest level of contribution and leadership within the soybean family and industry, through work involving a significant amount of their lifetime.

For nearly 40 years, Kenlon Johannes has focused on broadening relationships to strengthen the soybean industry. After college and a few years teaching grade school, he returned to his family farm in Nebraska in the mid-1970s and joined the American Soybean Association and was appointed to the Nebraska Soybean Board. Now the CEO of the Kansas Soybean Association and administrator of the Kansas Soybean Commission, in the past, he served as the top executive for soybean associations in Wisconsin and Missouri. During the early 1990s, recognizing the untapped potential of surplus soybean oil, Johannes worked with farmer leaders and university researchers to promote and identify new uses for soybean oil—resulting in biodiesel.

In 1992, Johannes’s biodiesel passion led him to become the first executive director of the newly formed National SoyDiesel Development Board, which later became the National Biodiesel Board. Johannes’s commitment and skills as an educator and organizer, particularly around biodiesel, have made the U.S. soybean industry stronger for all soybean farmers.

Nicole and Randy Small were named the Midwest Conservation Legacy Award Winners, and Jeremy Olson was recognized as a Corteva Young Leader.

With celebrating 100 years of the American Soybean Association Charles Atkinson, a soybean farmer and ASA Director, led the charge in planning and was a host for the evening, and Charles Hamon was recognized for his service to soybean farmers as a former ASA President.

Hamon was the earliest President in attendance and had the opportunity to talk on stage and noted the most notable challenge during his service was the Russian trade embargo.
PRESIDENT'S MESSAGE by Dwight Meyer, Hiawatha, KSA 2020 president

2020 has started out on a high note with many events and meetings that really showcase the work and commitment of KSA staff and soybean farmers in Kansas. A personal favorite for me was to see Kenlon Johannes recognized for 40 years of service in the industry with ASA’s ultimate honor, the Pinnacle Award, which is an industry-wide recognition of individuals who have demonstrated the highest level of contribution and leadership within the soybean family and industry, through work involving a significant amount of their lifetime.

KANSAS SOYBEAN EXPO: More than 200 soybean enthusiasts gathered Jan. 8 in Topeka for the Kansas Soybean Expo 2020. The Kansas Soybean Association (KSA) organized the annual event, with checkoff funding from the Kansas Soybean Commission (KSC), to coincide with the Topeka Farm Show at the Stormont Vail Events Center. The keynote speaker, comedienne Leslie Norris Townsend, entertained the audience with a classic fish-out-of-water tale as she humorously described moving from Hollywood to rural Ohio to live and work on her husband’s 100-year-old family farm and all that entailed.

Steve Scott, the farm and ranch news director for KKOW-AM 860 in Pittsburg, was the master of ceremonies at the luncheon. The featured speaker was Kansas Secretary of Agriculture Mike Beam. He discussed the state agriculture department’s role, growth strategies for the soybean sector, his recent trade mission to Taiwan with the U.S. Soybean Export Council, and some of the state government’s rural-focused, “front burner” topics and projects.

COMMODITY CLASSIC: Initial reports this year indicate total attendance exceeded 9,350, the second-largest crowd in 24 years with farmer attendance being the highest ever at 4,678. This year ASA was pulling out all the stops with their most interactive booth to date to commemorate the century of soy!

During the American Soybean Association’s (ASA) policy-setting process, KSA caucused with the Nebraska, Oklahoma and Texas associations. Kansas then had three seats in the voting delegates’ session that approved ASAs 2020 resolutions.

LEGISLATIVE UPDATE: The Kansas Soybean Association has been busy at the statehouse this season. We hosted a well-attended breakfast with Kansas Association of Wheat Growers, Kansas Corn Growers Association, and Kansas Grain Sorghum Producers Association and a luncheon along with our Emerging Leaders at the statehouse.

The Association has presented written proponent testimony, either individually or jointly with other organizations and oral proponent testimony numerous times. KSA presented written proponent testimony on S.B. 295 before the Senate Assessment and Taxation Committee. The measure prohibits property tax valuation increases solely as the result of normal repair, replacement or maintenance of existing structures. It was passed by the Senate and it is on its way to the House.

KSA supported S.B. 267. The proposal reduces the violation of the statute requiring secured vehicle loads of forage from a misdemeanor to a traffic infraction. It is on General Orders in the Kansas Senate.

KSA offered written proponent testimony in the House Agriculture Committee on H.B. 2437 early in the session which is being led by the Kansas Livestock Association. The bill prohibits the use of identifiable meat terms on labels of meat analogs without either an accompanying disclaimer that the product does not contain meat or the inclusion of the word “imitation” before the name of the meat food product being imitated. This bill is viewed by most parties as a positive first step in truth in food labeling discussions.

Last session, KSA worked to pass HB 2326 and this session, H.B. 2411 makes needed tweaks to it ensuring the economic impact of agency rules and regulations are reviewed by the director of the Division of the Budget. The session is not over, there is sure to be more to come and the Kansas Soybean Association will continue to stay in tune to what’s happening at the statehouse.
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.
CONSERVATION LEGACY AWARD

ASA Congratulates the 2020 Winners of the Conservation Legacy Award

Nicole and Randy Small were named the Midwest Conservation Legacy Award Winners.

Randy and Nicole Small are sixth-generation farmers and raise soybeans, corn, wheat, clover and run a 400-head cow-calf operation near Neodesha, Kan. Exclusively continuous no-till since 1999, the Smalls save on both fuel and labor through reduced tillage.

Cover crops also play a huge role in helping the Smalls protect the soil. Integrating the use of soybeans in a double-crop system behind wheat has helped the Smalls increase yield to levels they never thought were achievable.

For 13 years, the Smalls have used relay cropping by planting soybeans into growing wheat.

Nicole shares many of their farm experiences through her blog, Tales of a Kansas Farm Mom. She also uses social media and writes a weekly newspaper column that has opened doors for her to speak to a variety of audiences to educate students on where their food really comes from, Nicole's paper doll project, Flat Aggie, has reached more than 2,000 students in over 5 years.

"Right now, economics are pretty important," Randy says. "With a no-till system we're saving soil, we're rejuvenating soil, we're building organic matter. In the end, that's going to make a big difference in how productive our sons can be and how sustainable their operation can be."

Congratulations Small Family!

MEET CHARLES HAMON

Serving ASA during historic times memorable for Kansas farmer

Farming full-time since 1962, former American Soybean Association (ASA) president Charles "Chuck" Hamon is still going strong. The corn and soybean farmer also manages a cow-calf herd with his wife Mary Jo on their acreage near Valley Falls, Kansas.

As ASA celebrates its 100th anniversary this year, Hamon was recognized for his service to soybean farmers at the organization's awards banquet held during Commodity Classic. He was ASA president in 1981-82 and was the earliest president attending the event. He served ASA after being on the Kansas Soybean Commission.

"In the mid-1970s, we were trying to grow soybeans and there was a lot of interest by the Extension service and Kansas State University," Hamon said. "Getting involved seemed like the natural thing to do to help producers."

ASA has changed a lot since his presidency, he said, noting that states had voluntary checkoffs then. The movement for each state to legislate their own checkoff was accomplished in the late 1980s and early 1990s.

But there are some things that haven't changed. "Trade and keeping the trade channels open is still very much an issue," Hamon said.

In 1980 – just before Hamon became ASA president – President Jimmy Carter issued a grain trade embargo against the Soviet Union as a threat to end its invasion into Afghanistan. Hamon said the embargo affected U.S. farmers most.

"Several of us went to the Soviet Union shortly after the embargo to help get policies improved," he said.

The grain embargo became a major issue of the 1980 presidential campaign and was lifted after Ronald Reagan took office in 1981.

Hamon sees the big-picture similarities between trade issues then and now.

"Trade is an economics issue and probably always will be. Nobody's going to say they're completely happy with a trade agreement," he said.

But Hamon has a positive outlook toward ASA's future. He hopes the checkoff will continue and that farmers, through ASA, will keep their strong presence in Washington, D.C. He also likes the Commodity Classic event and believes it's a positive attribute for the commodity groups to meet and share ideas.

His positive outlook carries over to the future of his own farm. Recently, Hamon's grandson came back to the farm after graduating from Kansas State.

"We're fortunate to have him back and we're in the process of transitioning the farm to him. We're very thankful," he said.
INVESTING IN NEW MARKETS FOR U.S. SOY

From promoting the profitability of using high-quality soybean meal in India to training animal producers on nutrition in Colombia, the soy checkoff is working behind the scenes to develop more market opportunities for U.S. soy. 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
2020 IS OFF TO A GREAT START!

A lot was accomplished at Commodity Classic as Commissioners attended meetings and updates about national level organizations they are invested in from the Soy Transportation Coalition, North Central Soybean Research Program and the US Soybean Export Council, to the directors helping to set the national policy for the American Soybean Association.

Kansas met with Nebraska, Oklahoma, & Texas to work thru the policy together before coming together for the Resolutions Subcommittee meetings.
U.S. soybean growers delivered four key soy protein messages to current and potential customers in Cambodia and Myanmar where protein demand is rapidly growing for aquaculture and livestock feeds as well as human foods. The American Soybean Association’s World Initiative for Soy in Human Health’s (WISHH) Southeast Asia trade team also celebrated a milestone with a WISHH strategic partner by joining a ribbon cutting for Cambodia’s first in-pond raceway aquaculture system, an important innovation for the sustainable intensification of fish production in the region.

U.S. Department of Agriculture (USDA) funds supported the January 12-20 travel for the 13 soybean leaders to have face-to-face discussions with WISHH’s many contacts in the human food and livestock feed industries. U.S. Ambassador W. Patrick Murphy addressed the U.S. and Cambodian business leaders during WISHH’s 2020 U.S.-Cambodia Soy Trading Conference.

“We came to make personal connections with our current and future customers for U.S. soy. By visiting Cambodia and Myanmar, we hope we demonstrated how much we care about these emerging markets and our customers’ success using U.S. soy,” said WISHH Program Committee Chair Daryl Cates, an Illinois soybean grower. “U.S. soy delivers quality protein to emerging markets whether their need is feeding their fish, chickens or pigs or they are seeking a nutritious and affordable ingredient for human foods,” Cates added.

“First, we stressed that U.S. soy is high-quality protein. Second, we shared with these emerging market leaders that the United States is a reliable supplier of sustainable soy to meet their protein needs,” Cates said. “Third, we emphasized that U.S. soy is delivered in containers, bags and really however they want it. Finally, we reinforced the message to Cambodia and Myanmar’s food and feed leaders that we will help them maximize the value of U.S. soy through WISHH’s multi-faceted technical assistance.”

The Missouri Soybean Merchandising Council (MSMC) supported WISHH technical assistance in the planning and construction of Cambodia’s first in-pond raceway aquaculture system, which is a channel for continuous flow of water to grow fish at the Rathada Farms Hatchery. The family-owned business breeds tilapia and catfish. Rathada raises the fish through the “seed” and fry stages before selling fingerlings to fish producers in the region.

“Our Missouri farmers’ soybean checkoff dollars were vital to WISHH’s work with Rathada on the new raceway,” said David Lueck, a WISHH Program Committee member and a past MSMC chairman who served on its board for more than a decade. “Furthermore, WISHH leveraged our investment by integrating Rathada’s strengthened fish-production capacity into WISHH’s USDA-funded Commercialization of Aquaculture for Sustainable Trade (CAST) – Cambodia project.”

CAST is a USDA Food for Progress project designed to develop a lasting aquaculture industry in Cambodia. Cambodia’s GDP has increased by more than 7 percent per year since 2011, growing the demand for animal and aquaculture-sourced protein. The country’s aquaculture industry demand for soybean protein is projected to reach 100,000 metric tons per year by 2030.

In addition to Cates and Lueck, WISHH Program Committee members on the trade team included WISHH Vice Chair Gerry Hayden (KY), WISHH Treasurer Jim Wilson (MI), Bob Haselwood (KS), Morey Hill (IA), Bob Suver (OH) and United Soybean Board (USB) Ex-Officio Member David Williams (MI). ASA Director David Droste (IL), USB Director Mike McCranie and South Dakota Research and Promotion Council Director Bob Metz joined. And, ASA and U.S. Soybean Export Council (USSEC) Director Stan Born, as well as USB and USSEC Director Doug Winter, both of Illinois, also joined the team in Myanmar.

The trade team included representatives of six U.S. soybean exporting companies to directly share information about U.S. food grade soybeans and how U.S. soy is available in containers.

While in Southeast Asia, the WISHH trade team traveled to Myanmar. WISHH is leading USDA-funded activities to grow Myanmar’s human food market, and the U.S. Soybean Export Council (USSEC) is active in the animal feed and aquaculture sectors.
Policy Stability for the Biodiesel Industry

During the closing days of December 2019, the biodiesel industry achieved a long-sought policy victory – a multiyear extension of the biodiesel tax incentive. The industry began the new year with a sense of certainty.

“Renewing the tax incentive was a top priority throughout 2019,” said NBB Vice President of Federal Affairs Kurt Kovarik. “NBB is grateful to the unified front and collective voice of the industry that helped make this continued growth possible.”

NBB united producers, heating oil companies, soybean growers, and other associations to emphasize the urgent need for a multiyear extension.

The industry’s leading champion, Sen. Chuck Grassley (R-IA), insisted that Congress’ end-of-year spending deal renew the tax incentive. On the House side, Rep. Abby Finkenauer (D-IA) led a group of Congress members to keep the credit renewal front and center for her party’s leaders, Speaker Nancy Pelosi (D-CA) and Ways & Means Chairman Rep. Richard Neal (D-MA). And Sen. Joni Ernst (R-IA) ensured that the White House understood the importance of including the credit in the deal.

Biodiesel Blenders Tax Incentive

The $1-per-gallon credit makes biodiesel and renewable diesel more cost-competitive, creates jobs, saves consumers money, and strengthens U.S. energy security.

NBB’s Thanks: Congress enacted a multi-year extension of the blender’s tax credit to 2022 – with retroactive eligibility for 2018.

### The Tax Incentive Works

The U.S. biodiesel market grew from about 100 million gallons in 2005, when the tax incentive was first implemented, to more than 2.6 billion gallons annually since 2016.

The greatest growth occurs when the tax credit is in place at the start of the year. For instance, in both 2013 and 2016 the U.S. market grew by 800 million gallons.

### Rural Economies Grow, Create Jobs

Every 100 million gallons of biodiesel production supports 3,200 jobs and $780 million in economic opportunity. With plants in nearly every state, the U.S. industry supports:

- More than 65,000 jobs;
- $2.5 billion in wages;
- $17 billion in economic impact.


### Consumers Save

Because biodiesel boosts fuel supplies and lowers demand for oil imports, U.S. consumers saved at least 17 cents on every gallon of diesel in 2017 – a total of nearly $10.6 billion overall.

### Biodiesel Improves Air Quality

EPA classifies biodiesel as an advanced biofuel. According to Argonne National Labs, biodiesel:

- reduces engine particulate emissions by more than 45 percent and
- reduces greenhouse gas emissions by 57 to 86 percent when compared to petroleum diesel.

### Fuel Markets Diversify

Biodiesel producers use a broad mix of resources, such as recycled cooking oil, animal fats and plant oils.

Biodiesel production adds 13% – an average of $1.10 – to the value of every bushel of U.S. soybeans.
While a cold, stormy fall delayed harvest, further complicating late plantings and lagging crop development, the best agronomic practices and wisely selected varieties still contributed to Kansas farmers’ producing high-yielding, valuable soybeans in 2019.

“The annual Kansas Soybean Yield and Value Contests recognize outstanding Kansas farmers and provide fun incentives for them to improve,” said Greg Strube, Horton, who chairs the Kansas Soybean Association (KSA) contests committee. “They also allow our association, thanks to checkoff funding from the Kansas Soybean Commission, to share what participants learned to benefit all Kansas soybean farmers.”

LarMar Inc., Robinson, led the dryland division with a no-till entry of 94.01 bushels per acre. Love & Love Farms, Montezuma, topped the statewide irrigated division with a no-till entry that made 88.82 bushels per acre. Longenecker Farm, Abilene, won the value contest with 66.4 cents per bushel of increased value (7.2% over the cash price). This year, for the first time, the highest protein content also earned special recognition, and that went to Chris Bodenhausen, Muscotah, whose entry was 37.3% protein.

The yield contest included 25 entries, down four from 2018. The 22 winners in 11 categories had verified yields averaging 77.20 bushels per acre, compared to the reported state average of 44 bushels per acre in 2019. The contest winners’ average decreased by 4.67 bushels per acre, while the state average increased 1 bushel per acre from 2018.

The value contest had 18 entries, three fewer than in the previous year. For their combined protein and oil contents, the top three entries averaged 62.1 cents (6.7%) in increased value over the $9.24 base cash price. In 2018, that average was 99.3 cents (11.5%) above an $8.60 cash price.

KSA presented the state and district winners with plaques or certificates and monetary prizes from the Kansas Soybean Commission at the Kansas Soybean Expo, Jan. 8 in Topeka. The highest dryland and irrigated yields in the state each received a $1,000 award. In each district, first place won $300, second earned $200, and third received $100.

Complete results and award photos are available via http://KansasSoybeans.org/contests on the web and on our facebook page.
From researching new uses for soybeans to identifying new markets for U.S. soy, the soy checkoff is working behind the scenes to create new opportunities and increase profits for soybean farmers. We’re looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it’s helping make a valuable impact for soybean farmers like you.

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The Importance of Early Planting for Soybeans in the Midwest

Written by: Dan Berning, Agronomy Manager, Pioneer

Over the past 20 years, many research studies and on-farm trials have demonstrated planting soybeans early allows the crop to take better advantage of longer day lengths near the summer solstice and extends the period of reproductive growth. The highest soybean yields were usually obtained with late-April to early May planting dates in these trials. A three-year Pioneer High Yield Soybean Challenge, conducted in Kansas and Nebraska in 2013-2016, found a 0.41 bushel per acre per day linear decrease in soybean yield beginning at the earliest observed planting dates in late April.

While the yield data make a compelling case for early planting, sometimes the weather in April does not. Soybeans need a minimum soil temperature of 50 °F (10 °C) to germinate. Like early planted corn, soybeans planted into cold soils may take two to three weeks to emerge. However, unlike corn, the growing point for soybeans is above the ground upon emergence. This means that the risk of freezing should be weighed more heavily for soybeans. That said, the large cotyledons are good buffers to protect the growing points from freezing injury and it takes significant cold (<28 °F or -2 °C for >4 hours).

Utilizing premium seed treatments is highly encouraged to protect early planted, slowly emerging soybean seeds from prolonged exposure to soil fungi pathogens and early season insects. Early planting of soybeans will likely have higher yield opportunity than later plantings as long as other factors such as fertility, weed, insect, and disease control are well-managed and the weather is favorable to help realize the potential of the crop.

The Kansas Soybean Industry Makes an Impact

By Jodie Johnson, Merchandising Manager at Ag Processing Inc (AGP) in Hastings, Nebraska

The soybean industry in Kansas is important to meet the growing domestic and world soybean meal demand. The steady, high-quality supply of soybeans grown by Kansas farmers and marketed through your local cooperative members and private elevators makes this possible.

SOYBEANS FROM YOUR FIELDS

At Ag Processing Inc (AGP), we process soybeans at 10 soybean processing plants across the Midwest — six in Iowa and one each in South Dakota, Minnesota, Missouri, and Nebraska, where I am located. A large portion of the Kansas soybean crop we receive from local cooperative members and private elevators is processed at our facilities in Hastings, Nebraska, and St. Joseph, Missouri.

FEEDING THE WORLD

AGP is dedicated to adding value to soybeans. The quality soybeans we receive from customers enable us to help deliver quality products to end users. At our Hastings soybean processing plant, most of the soybean meal produced is shipped to the Port of Grays Harbor in Aberdeen, Washington, destined for the export market. We also have many customers in Kansas and Nebraska that utilize our soybean meal and soy hull pellets. At our St. Joseph soybean processing plant, meal is shipped into the domestic truck and rail markets in addition to participating in global exports, including Mexico.

Thank you for your hard work and resilience year after year, especially through all of the challenges this past year. We hope you have a successful growing season ahead.
If you, or someone you know, is a Kansas landowner who is committed to land management practices that increase conservation, we invite your application for the Leopold Conservation Award. For further information, please see the Leopold Conservation Award website: www.leopoldconservationaward.org

Leopold Conservation Award Application Deadline: June 1, 2020

New, free mobile app now available

Links to both app stores are available at https://KansasSoybeans.org/app on the web.