

Straight Rows



Volume 24, Issue 4 | Summer 2020

Mississippi River project leads to economic benefit

Five feet of added river depth hundreds of miles downstream is enough to make a big economic splash for Kansas farmers.

The U.S. Army Corps of Engineers announced plans to deepen the Mississippi River beginning in 2020, meaning the river depth will change from 45 feet to 50 feet in the section of waterway from Baton Rouge, Louisiana, to the Gulf of Mexico.

“This project is no longer just an intention, it is becoming an outcome,” says Mike Steenhoek, Executive Director of the Soy Transportation Coalition. “We should be all about diversifying our supply chain. With more opportunities available, Kansas farmers benefit from that.”

That benefit equals \$7.7 million in annual savings for Kansas farmers, according to an analysis from the STC.

Many Kansas farmers drive considerable distances to access loading terminals on the McClellan-Kerr Arkansas River Navigation System; those barges eventually transition to the low-

er Mississippi River for export to international markets. Each additional foot of river depth added allows 100,000 more bushels of product to be loaded onto an ocean vessel. This improved efficiency shaves about 13 cents off the delivered price of soybeans per bushel, which leads to a narrower basis.

“We always operate in a tight margin industry,” Steenhoek says, “so any opportunity to remove cents per bushel and have those savings retained in the pockets of farmers – that’s something we should celebrate.”

Waterways won’t be the only form of modal transportation impacted. The STC analysis also examined what savings would be for farmers who utilize railway transportation to move soybeans. Steenhoek explains that the improved transport efficiency through waterways causes other modes of transportation, like railways, to adjust prices to remain competitive.

“Even for farmers that don’t send their corn or soybeans down the

river, the fact that you make barge transportation more competitive exerts pressure on other modes of transportation,” he says.

The project began in 2016 when the Water Resources Development Act adjusted project cost-share requirements to 75% federal and 25% non-federal. With the lessened financial burden on non-federal sources, the idea of deepening the lower Mississippi River gained traction.

The 2020 WRDA is currently in the works. One request soybean farmers are making through the American Soybean Association is to adjust the cost-share requirement for lock and dam rehabilitation projects to 75% federal and 25% non-federal sources.

“I think this sends a good message about soybean farmers in the midst of difficult times,” Steenhoek concludes. “The temptation is to be reluctant to invest in inter-modal competitiveness; soybean farmers decided to do the opposite and be more aggressive in investing in their future. It’s paying dividends.”



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Finding small successes to celebrate

It's been the kind of year where we should celebrate each small success we can. We all have dealt with concerns and frustrations recently – and will continue to for a while – but we do have some things happening in our favor.

The planting season, for one, was fairly fortuitous. We were fortunate to continue running our farm operations throughout the shutdown, as many businesses were not able to do that. All of our necessary inputs have been available to us in a time where supply shortages are in abundance – I can't remember the last time toilet paper, cleaning supplies or meat were so hard to find in stores.

Here in Northeast Kansas, we actually got our beans planted on time this year. It's always been one thing or another with the weather in previous years, but this time the conditions held together for us. Given our small successes during planting, it's all the more reason for you to consider entering the Yield and Value Contests later this year. Who knows, we could add a couple more farmers to the 100-bushel club.

It's not to say it hasn't been a tough year in other aspects of our livelihood. It's fair to say ag stress has been a consistent visitor in all of our minds as we keep our eyes glued to market and news reports. Soybeans have shown resilience in the downturn, but many KSA members are dealing with concerns for other areas of their operations. If you, or a neighbor, feel the strain of recent times, www.kansasagstress.org provides many resources to help cope.

Relief at the federal level has also helped to ease some of farmers' concerns, and for that small success, we celebrate.

The American Soybean Association has reason for celebration, as the organization marks its 100th anniversary this year. If all goes as planned, ASA will celebrate its anniversary with events in Camden, Indiana, Aug. 4 and West Lafayette, Indiana, Aug. 5. The Fouts Farm in Camden is where ASA began its legacy of ensuring you are represented in national policies. The ASA Board of Directors meeting is now on Aug. 3 in conjunction with this event, rather than in July at the Smithsonian as originally planned.

We, the KSA Directors, hope to celebrate with you at our membership dinner July 24. The Topeka office, where we plan to host the dinner, looks forward to welcoming you, and invitations will be sent as we are able to finalize plans. We were looking forward to our annual corporate tour, which was scheduled around the same time, but we decided to cancel the tour as businesses we would have visited deal with the uncertainty of reopening.

As more businesses do open up, and small outings we once took for granted become possible again, let's continue to find favorable outcomes and celebrate them.

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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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2020 legislative session ends May 22

The busiest Kansas Soybean Association legislative session in recent years came to a sudden halt March 19, when lawmakers adjourned approximately 10 days earlier than initially scheduled as a result of COVID-19.

The Kansas Legislature returned over two months later on May 21 for sine die – its traditional “without a day,” or final day.

Legislative leaders made it clear at the beginning of the May 21 gathering it would only deal with issues directly related to COVID-19. Sine die actions included:

- Passed an emergency powers measure preserving a federal COVID-19 relief package for Kansas and requiring Gov. Laura Kelly to secure approval of executive orders from a legislative panel.

- Approved legislation delaying payment of property and income taxes due to pressures caused by the pandemic.
- Mandated cities and counties disclose more information on property tax increases due to valuation changes.
- Created a \$60 million emergency loan program for small businesses.
- Authorized comprehensive and sweeping liability protection against medical and business lawsuits filed by citizens infected by COVID-19.
- Required state agency inspections designed to control infections in all Kansas nursing homes within 30 days.

During the regular session of the legislature, the KSA presented written proponent testimony on approximately 13 pieces of legis-

lation and proponent oral testimony five times.

Several KSA efforts were truncated by the lawmakers’ exit in March and the directive that May 24 proceedings would only handle issues directly related to the coronavirus. Two measures supported by the association, HB 2432 and SB 242, survived until the final day.

House Bill 2432 intended to establish a pesticide waste disposal program and authorize an annual transfer of no more than \$50,000 from the existing agriculture remediation fund to the new program. Senate Bill 242 intended to provide tax abatements for farm outbuildings destroyed by natural disasters.

Further information is available at www.kslegislature.org.

KSA board conducts spring meeting

The Kansas Soybean Association Board of Directors convened March 6 in Topeka. Highlights of the meeting are as follows:

- Spoke via conference call with the American Soybean Association Washington, D.C., staff regarding policy updates on trade, private carbon markets, locks and dams, crop insurance, EPA and other issues.
- Approved renaming Jancey Hall’s title to Director of Programs and Outreach.
- Heard an update on the Kansas Soybean CEO search; interviews are tentatively scheduled for fall.
- Received visits from Congressman Roger Marshall and State Treasurer Jake LaTurner regarding their legislative campaigns.
- Heard a report from Commodity Classic, including resolutions sessions.
- Approved the fiscal year 2021 KSA-only budget.
- Received reports from the Expo and Yield Contest committees.

ASA programs taking applications

Two programs sponsored by the American Soybean Association are ready for applicants.

Conservation Legacy Awards

ASA’s Conservation Legacy Award program is accepting applications online through Sept. 1. This program showcases soybean farmers’ management practices that are both environmentally friendly and profitable.

Young Leader Program

Dates are set for the 2021 Young Leader Program, which is sponsored by Corteva Agriscience and ASA. The next class of participants is scheduled to convene in Johnston, Iowa, December 1-5 for phase one. Phase two is scheduled for March 2-6, 2021 in San Antonio, Texas.

The educational program is seeking actively farming individuals and couples who are passionate about the future possibilities of agriculture. Those interested are invited to apply at www.soygrowers.com.



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HELPING YOU DELIVER ON DEMAND

Whether it's improving soybean meal to outperform the competition or promoting the sustainability of U.S. soy, the soy checkoff has been working behind the scenes to help farmers satisfy their customers' needs. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact is invaluable.

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



Farmers are committed to conservation

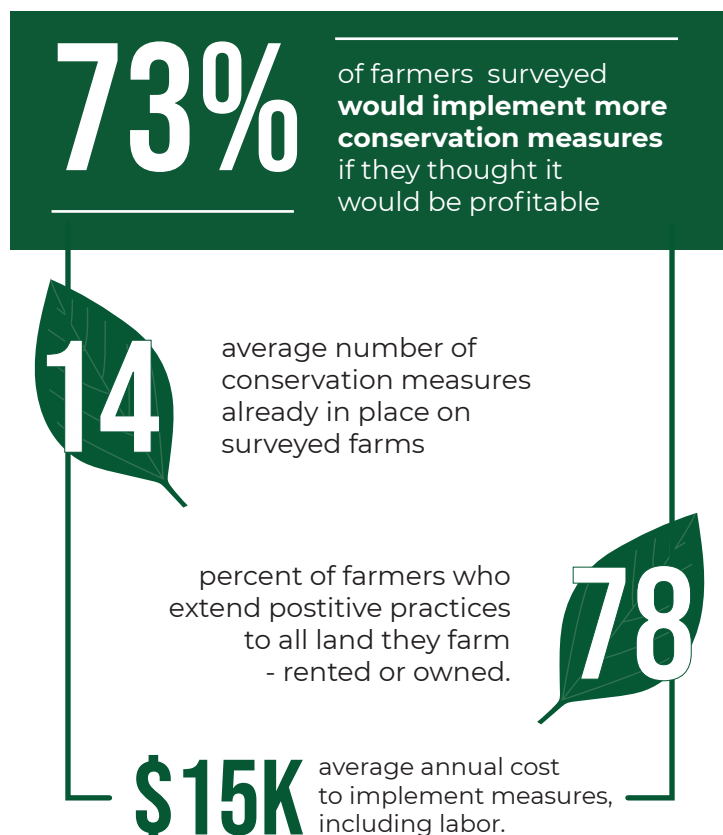
Research initiated through the American Soybean Association examined farmers' attitudes toward conservation practices. Eighty-six percent of the 440 farmers surveyed agree that conservation is important to them.

Already, the farmers employ an average of 14 soil and water conservation practices, and many recently added new practices or plan to implement more. Practices mentioned in the study include organic matter testing, timing applications around rain, maintaining grass waterways and more.

Seventy-three percent of the farmers say they would implement more of these measures if it would be profitable to do so. Money and resources are seen as barriers to adopting more practices, with many believing government programs are unclear or funding is insufficient.

The study shows that once soil health practices are well-established, farmers find long-term benefits to crop and farm profitability. Getting those practices successfully in place proved to be a costly, yearslong challenge for many, however.

The key for ASA moving forward is promoting practices with long-term economic sustainability, and communicating those effectively.



ELA participants reflect on experiences

On June 6, 2014, eight agricultural professionals convened at the Kansas Soybean office for the inaugural Emerging Leaders Academy class. After six years and six classes, the program has prepared 45 leaders to be advocates for agriculture.

For some, like **Josh Coltrain** and **Maranda Collins (Class 1)**, and **Jared Nash (C3)**, gaining media insights through ELA has proved valuable in their careers. Coltrain and Nash found the training to be advantageous in how they communicate with media. Collins says it's helped her realize the importance of agriculturists telling their own story in the media.

Others, like **Amanda Ahrens (C6)** and **Brett Manville (C5)**, found strategies to better reach farmers. For Ahrens, an enhanced knowledge of soybeans helps her better relate to farmers she works with. Manville often recalls the personality test provided for his class to identify customers' traits and tailor selling techniques.

Learning the logistics behind much of agriculture appealed to participants **Brad Holder (C4)**, **Molly Drimmel (C5)** and **Tyler Cowan (C6)**. Drimmel and Cowan found that insight on investing checkoff dollars is valuable, while Holder says he gained a new perspective of global agriculture.

Dan Bigham (C2) and **Matthew McRell (C4)** discovered interest in the marketing aspects of soy. Bigham says he's more appreciative of the work done to create a market for soy, and for McRell, understanding trade and marketing directives in the industry is useful.

ELA is a three-part training program designed to provide participants with leadership skills and mentoring opportunities. Each phase builds on the last, beginning with an informational session, followed by a statewide agricultural tour, and finishing with a self-determined professional development phase.

Program alumni encourage other emerging leaders to participate because of the networking and professional development offered through ELA. Interest forms are always available for completion at <http://KansasSoybeans.org/ela>.

Dates and further information for Class 7 are expected to be available later this year.

Director, conservationist, lifelong agriculturist

I first joined the Kansas Soybean Association Board of Directors in 2002, due to my participation in the Young Leaders program. At the time, I was asked by a past member to consider applying for a leadership program. I now represent Kansas as an American Soybean Association Director.

I grew up in southeast Kansas, where I am the sixth generation on our Century Farm. From there, I went to college to pursue a career in conservation, and worked for the Natural Resource Conservation Service for 38 years. Now, I do crop adjusting for Rural Community Insurance Services part-time. Other involvements include being president of the Barton County Fair Association and executive director for the Kansas Fairs and Festivals Association,

as well as being a leader in my church.

I also stay active on the farm with my father, Marion, and now we have added my son, Matthew, to the partnership. My wife, Inga, and I have three children and seven grandchildren. I enjoy golf, gardening and barbecuing.

It is important for people to know that KSA does not receive any checkoff dollars – those funds are restricted for new-use development and research for soybean growers. KSA works with legislators, both on the state and national level, to influence policy that benefits all soybean growers, not just our members. Membership is important to KSA because membership dues are the only way we are able to speak on a

grower's behalf.

Many people say they became a member because someone asked them to join. If you know someone that grows soybeans, ask them to be a member – this is the only way we can be your voice in Topeka and Washington. Keeping soybeans in front of congress has proved to be very important in agriculture's uncertain times.



Three generations: Charles, middle, actively farms with son Matthew, left, and father Marion, right.

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Whether you're dealing with drought, flood, heat or other climate-related stress, the soy checkoff is working behind the scenes to diversify U.S. soybean genetics and increase stress tolerance. 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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Redefining Fungicides with Revysol

Summer of 2019, BASF introduced a new standard for disease control and field health with the Revysol family of fungicides. Designed for row crops, Veltyma and Revytek Fungicides are not just new names to the fungicide market, they are powered by the brand-new active ingredient mefentrifluconazole, also known as Revysol.

Revysol belongs to the demethylation inhibitor (DMI) group of fungicides. Historically, DMIs or triazoles, are thought of as curative fungicides with little to no residual protection after application. The term “curative fungicide” is a bit of a misnomer. Once a fungal lesion develops on a plant leaf, there is no cure, nothing will make that infected cell a healthy cell again. Curative fungicides get their name because they are able to stop fungal spores or seeds

within 72 hours of that seed trying to grow into the plant; however, none of this is visible to the naked eye.

Revysol redefines expectations of DMI fungicides. Quick uptake of Revysol when applied as Veltyma or Revytek Fungicide allows for faster control of germinating fungi seeds. This is demonstrated in the electron microscope images. In the images, we see corn leaves treated with fungal spores of Northern Corn Leaf Blight. Then, 48 hours after the fungal seeds were put on the leaves, Veltyma and a competitive treatment that also contains a DMI fungicide were applied. Like the untreated image, the competitive treatment still has bright orange, actively growing disease within the corn leaf. Due to the rapid movement of Revysol into the plant, the disease in the Veltyma

treated leaf is controlled and no orange lesions are visible.

Not only does Revysol enter the plant and start working quicker than other fungicides, it also lasts longer. Once in the plant, Revysol consistently moves within the leaf protecting against diseases like gray leaf spot and southern rust in corn as well as frogeye leaf spot in soybeans providing unmistakable performance up until harvest. The Revysol active is highly effective at controlling disease meaning, pound for pound, Revysol has exponentially greater efficacy compared to competitors.

Visit www.RevXfields.com to see how Veltyma and Revytek performed near you in 2019 or apply Veltyma or Revytek in 2020 and see the difference for yourself.

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.



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- **\$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

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The voice and advocate for soybean-farmer-members

1000 SW Red Oaks Place
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Calendar of Industry Events

These events are subject to change or cancellation due to health organization guidelines.

June 9-11	USSEC Pan Asia Soy Food Summit 2020 virtual
June 16-18	USSEC Pan Asia Conference and Trade Show virtual
June 22-24	National Biodiesel Board membership meeting virtual
July 23-24	United Soybean Board meeting Kalamazoo, MI
July 24	KSA board of directors meeting Topeka
July 24-26	Four State Farm Show Pittsburg
Aug. 4	American Soybean Association Celebration and Historical Marker Dedication Camden, IN
Aug. 5	American Soybean Association Symposium: The Next Soy Century Purdue University, West Lafayette, Indiana
Aug. 7	Kansas Soybean Commission meeting Topeka
Aug. 11-13	North Central Soybean Research Program board meeting Topeka and Manhattan
Aug. 18-20	American Soybean Association Action Partners meeting Duluth, MN
Aug. 20	Kansas Governor's Summit on Agricultural Growth TBD
Aug. 20-21	Risk and Profit Conference Manhattan

<http://KansasSoybeans.org/events>

SAVE THE DATE

Wichita Farm and Ranch Show

★ DEC. 3-5, 2020

Kansas Star Casino Arena
Mulvane, Kansas

Topeka Farm Show

★ JAN. 5-7, 2021

Stormont Vail Events Center
Topeka, Kansas

