

# STRAIGHT ROWS



Volume 25, Issue 2 | Winter 2020

## ASA D.C. team anticipates government's transition

The American Soybean Association's Washington D.C.-based staff, though working from home, are working vigorously to ensure that soybean growers across the country have a seat at the policy table.

Christy Seyfert, ASA's executive director of government affairs, says a transition in federal government personnel and policy is imminent after President-elect Joe Biden's inauguration and ASA is anticipating those changes.

Seyfert predicts two immediate focuses of the next administration will be responding to the COVID pandemic and creating climate policies.

Biden nominated Tom Vilsack to lead the USDA, an appointment that is pending confirmation in January. Seyfert says there's interest on how Vilsack would approach these initiatives and the 2023 farm bill, though she says some points are not clear yet.

"It will be interesting to see how USDA pursues climate policy changes or enhancements, or how they recognize our growers' great contributions to conservation and sustainability already," Seyfert says.

Each of ASA's advocacy teams – farm policy, conservation, trade, biodiesel and regulations – have been diving into climate, talking through ideas, concerns, and opportunities ahead to articulate an advocacy strategy for ASA to pursue.

Following Georgia's runoff election Jan. 5, control of the Senate will be decided, and however it falls, the margin will be narrow, Seyfert says. She adds, "that in itself is going to impact personnel picks and policy initiatives that Congress pursues, or at least the degree to which they pursue those policy issues."

Forming relationships with elected congressmen will be key in promoting grower voice. The ASA team relies on the Kansas Soybean Association, farmers throughout Kansas and our other soy producing states to help in the relationship building process, and to share soybean growers' priorities moving forward.

"In any case, your ASA team in Washington will be working to build relationships in the administration," Seyfert says. "We have already had conversations with the Biden transition team and we will continue to build relationships in the Senate and the House."

ASA transitioned from having a contract-lobby system to having a Washington, D.C.-based staff in 2019.

Seyfert says, "One of the best benefits to having a D.C. team is we are fully dedicated to ASA every day. We are truly a part of the ASA team and fully integrated into the ASA family."



Christy Seyfert is ASA's executive director of government affairs and works out of Washington, D.C.

## Annual Meeting Notice for Jan. 5

### Agenda

- Call to order at 12 p.m.
- Consideration of the 2020 annual meeting minutes
- Officer reports
- Election of directors for districts four and five and the third director at-large
- Approval of 2021 resolutions
- Other business
- Adjournment

### How to Join on Zoom

<https://uso2web.zoom.us/j/3370597252?pwd=L3E2Ry9SS-GhEdmFxUFbHSjVhZjdBZzo9>

Meeting ID: 337 059 7252

Passcode: soybean

Dial by your location:

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Meeting ID: 337 059 7252

Passcode: 545183



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## Closing some chapters, opening others

This time of year often signifies the closing of a chapter. We – the Kansas Soybean family – are closing a few chapters, but we will be starting some new ones, too. Let's salute where we've been and anticipate next steps.

This is my last president's message to you all before the board reorganizes in January. I want to thank the board members, staff and growers I've worked with in these two years of presidency; I am proud of what we have accomplished. Together, we embarked on a successful yearslong CEO search process and amplified our presence with other agricultural groups.

Kenlon Johannes deserves recognition and accolades as he closes out a 20-year chapter as CEO of the Kansas Soybean Association and checkoff administrator for the Kansas Soybean Commission. I started working alongside Kenlon in 2007 when I first became involved with KSA, and I greatly appreciate all the leadership he has brought to our state's soybean industry.

Looking forward to 2021, we will kick the year off by determining our policy priorities. Though it is more difficult to get together as a board, we have still been conversing and continue to put our members at the forefront. Our board policy committee meets Jan. 4 to prioritize what will serve you best.

Jan. 4 also marks the first day in office for our incoming CEO, Kaleb Little. I have no doubt Kaleb will be a good fit for this role; he is knowledgeable about the soybean industry and is willing to learn and work with our staff and members.

As for the state legislative session, our board hopes to maintain our strong position in advocating for policy and drive positive outcomes. If you want to continue supporting these efforts, please consider renewing your membership, if you have not already.

We always look forward to the resolution and delegate sessions at Commodity Classic each Spring. Though 2021 brings us a different (virtual) setting for this event, we still have the opportunity to collaborate with other groups and work toward valuable resolutions.

With more opportunities to eliminate COVID on the horizon, I think that gives us further reason to look forward to Spring. I know we are all looking forward to having more things going on.

I want to end by encouraging you to participate in our annual meeting on Jan. 5. It was a necessary decision to cancel the 2021 Expo, but we still want to keep you involved. The information to join this meeting is on the front of this newsletter. If you are unsure about connecting on Zoom, you are welcome to call the office (785-271-1030 or 877-KS-SOYBEAN) for assistance.

Be safe, and thank you for a wonderful term as KSA president.

Merry Christmas and Happy Holidays!

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## STRAIGHT ROWS

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### Kansas Soybean Association

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### 2020 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
	Jared Nash, Parsons
	Brandon Geiger, Denton
Atchison County .....	Scott Gigstad, Everest
Brown County .....	Greg Strube, Horton
Cherokee County .....	Roger Draeger, Galena
Doniphan County .....	Josh Falk, Robinson
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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 .....	Jeremy Olson, Everest

### 2020 Executive Committee

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2nd Vice President .....	Scott Gigstad
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Treasurer .....	Gary Robbins
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Director of Communications .....	Amanda Manville
Director of Operations .....	Adam O'Trimble
Director of Programs and Outreach .....	Jancey Hall
Accounting Assistant .....	Dawn Bradley
Administrative Assistant .....	Meghan Bechard



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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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## MEET A KSA BOARD MEMBER Jared Nash, Parsons

I grew up on a farm, so I've been in agriculture all my life. The farm I grew up on is in Parsons and I still farm there with my parents and my brother. We grow soybeans, wheat, corn and some milo. I am also a crop insurance adjuster in addition to farming.



I stepped on to the Kansas Soybean Association board of directors following my participation in the American Soybean Association's Young Leaders Program in 2016-17. Before that program, I participated in Kansas Soybean's Emerging Leaders Academy.

Along with involvement on the board, I am on the Labette County conservation board and Twin Valley electric co-op board, plus I am a 4-H shooting sports instructor.

KSA is important because it stands up for policies that benefit Kansas soybean farmers and it helps to put those policies in place. Our KSA board works hard in the state capitol to promote Kansas soybeans and voice our opinions to the American

Soybean Association to provide input on the national level.

What I've enjoyed most about being on the board is seeing where policy comes into play. Policy wasn't at the forefront of my mind until I got involved with KSA and it opened my eyes to how politics integrate with agriculture.

My wife, Kimy, works for the USDA Farm Service Agency and she actually grew up not too far from where we live now in Parsons. After living in Manhattan since college, we returned to this area in 2014 so I could farm with my family.

We have two boys, Carter, 14, and Lakin, 9. Both boys enjoy basketball, baseball, 4-H and showing sheep most of the year.

Left: the Nash family - Kimy, Carter, Lakin and Jared.

## November meeting recap

The Kansas Soybean Association board of directors convened in Topeka Nov. 20. Meeting highlights are as follows:

- American Soybean Association staff joined via Zoom to discuss possible agency appointments by the Biden Administration.
- The Kansas Soybean Expo committee discussed potential cancellation and makeup plans for the 2021 Expo.
- The board voted to approve the proposed KSA/KSC budget for FY 2022.
- Updates were provided about the Corteva Young Leader Program, Emerging Leaders Academy and Soybean Leadership Academy.
- A slate of officers was proposed. It will be voted on at the January reorganization meeting.
- Policy issues for the next state legislative session were presented.
- The board discussed support for the IFYE program and finding a Kansas participant.
- Discussed the Yield and Value Contest entries.

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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](http://unitedsoybean.org)*





## Meet the seventh ELA class

The seventh class of the Kansas Soybean Emerging Leaders Academy convened in the Kansas Soybean office Nov. 19 for their first phase of the program.

Three participants were able to join in person, while two participated via Zoom.

### Ryan Stewart, Washington Co.

Stewart is a sales associate at his family's seed company, Stewart Seed, LLC.

He hopes to learn from others around the state through ELA.

The class learned about Kansas Soybean Association and Commission programs and observed the Nov. 20 Kansas Soybean Association board of directors meeting.

Phase two, a statewide tour, is tentatively scheduled in 2021.



### Levi Lehmkuhl, Brown Co.

Lehmkuhl is an agronomy account manager for Ag Partners Co-op in the Hiawatha location.

He hopes ELA will provide perspective of where agriculture is headed.



### Erica Schlender, Harvey Co.

Schlender works as an agronomist for her family's company.

Her interest in ELA is to gain better understanding of the soybean processing and export system.



### Dustin Libel, Doniphan Co.

Libel farms full time and also operates NEK Ag Services.

He hopes ELA will help him share the "how and why" of agriculture with others.



### Luke Bellar, Labette Co.

Bellar manages a row crop operation and is in the process of buying and expanding his own farm.

He hopes to build his peer network through ELA.



## Q&A with Kaleb Little

The Kansas Soybean Association announced its incoming CEO Dec. 2, 2020.

Kaleb Little, who comes to Kansas Soybean from the National Biodiesel Board, succeeds Kenlon Johannes, who announced his retirement in August.

Little's first day as CEO is Jan. 4, 2021.

### What's your vision for the Kansas Soybean Association?

My main goals initially will be to continue delivering strong return on soybean checkoff investment and to maintain KSA's role as a leader in state and national agricultural policy efforts. Kansas agriculture has always been a leader on the national level, and I look to continue to use that platform to the benefit of our industry.

### How would you describe yourself in a single sentence?

I like to think of myself as a team player who isn't afraid to get his hands dirty to get the job done.

### What's your favorite thing about Kansas?

To me, the scenery in Kansas is extremely underrated. Especially by those who haven't spent much time in the state. Driving through the Flint Hills with beautiful rolling native prairie as far as you can see, or the big open skies and wide open spaces west of Hays. It's quite beautiful and definitely not "flat and boring!"

### What was your first job ever?

Technically, my first job was helping my dad in the summers with the siding and gutter business that he used to own and run. But my first paying job was probably umpiring local little league baseball and softball games when I was in high school.



## Power and flexibility meet with Pioneer's collection of herbicide resistant soybean traits

Dan Berning, Pioneer Agronomy Manager, Western Cornbelt

Preventing a problem before it starts pays off for farmers, and there may be no better example than when it comes to weed control. "Start clean, stay clean" is a common motto for growers throughout the Corn Belt, but selecting the correct herbicide program can be tricky to balance the right agronomics with herbicide-resistant traits required to control weeds.

When it comes to selecting next-season's soybean varieties, Pioneer offers a selection of flexible options for herbicide-tolerant products to ensure that first a grower is getting the right agronomic traits and disease and pest resistances for their acres. With this flexibility,

it's more possible than ever to dial in the traits and resistances you need with Pioneer's team of sales representatives, agronomists and crop protection experts before selecting your herbicide program.

Enlist E3® soybeans offer the most advanced trait technology available in soybeans, with multiple herbicide tolerances that provide more weed control in one complete, easy-to-use system. Designed to be comprehensive and flexible, Enlist traits give you the flexibility of using Liberty (glufosinate) or Roundup Ready 2 Xtend® technology (glyphosate) herbicides alongside Enlist. More tank-mix partners and potential ad-

ditives alongside wider application timings let the program match your unique operation better than competing programs.

In the end, a well-designed herbicide program needs to work in concert with the rest of your agronomic decisions, and Pioneer has invested in guaranteeing you have access to – as the saying goes – the right product, the right acre. Having an expert like a Pioneer sales rep who knows your operation well, backed by a team of agronomists, soybean breeders and crop protection experts, takes the guesswork out of variety selection and on-farm management.

## GROWING KANSAS SOYBEAN-CROP VALUE FROM \$240 MILLION TO **\$1.5 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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- **\$1.6 billion** of economic impact for Kansas in 2019<sup>2</sup>
- **\$707 million** in Kansas exports in 2018<sup>2</sup>
- From **1.9 million** acres and **\$5.55** per bushel to **4.4 million** acres and **\$8.40** per bushel (1991 to 2019)<sup>1</sup>
- **10.9 million** bushels of soybeans used by Kansas animal agriculture in 2019<sup>3</sup>
- **63¢** more per bushel due to biodiesel<sup>4</sup>

<sup>1</sup> USDA National Agricultural Statistics Service • <sup>2</sup> USDA Economic Research Service • <sup>3</sup> United Soybean Board • <sup>4</sup> National Biodiesel Board



# 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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The voice and advocate for soybean-farmer-members

1000 SW Red Oaks Place  
Topeka, Kansas 66615-1207

## Calendar of Industry Events

All events listed here are subject to change due to the current pandemic.

Jan. 4	KSA policy meeting, Topeka
Jan. 5	KSA board of directors meeting, Topeka
Jan. 5	KSA annual membership meeting, virtual
Jan. 11-12	Soybean Leadership Academy, virtual
Jan. 18-21	National Biodiesel Conference and Expo, virtual
Jan. 26	No-Till on the Plains Winter Conference, virtual
Feb. 10-12	Women Managing the Farm Conference, virtual
March 2-5	Commodity Classic, virtual
March 8	Kansas Soybean Commission meeting, Topeka
March 12	KSA board of directors meeting, Topeka

[www.kansassoybeans.org/events](http://www.kansassoybeans.org/events)

## ANNUAL MEMBERSHIP MEETING

**JAN. 5**

*Details Inside*

## 2021 SUMMER INTERNSHIP

[www.kansassoybeans.org/interns](http://www.kansassoybeans.org/interns)

*Applications Open*

## 2021 Topeka Farm Show April 13th, 14th & 15th

Stormont Vail Events Center  
One Expocentre Drive  
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### Show Hours

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

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Tues. 12:30 pm & 3:30 pm  
Wed. 1:00 pm & 6:00 pm  
Thurs. 11:30 am & 2:30 pm

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