

THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

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REVIEW AND PLAN

Many farmers throughout the Dakotas and Minnesota will likely be happy to put the challenges of the 2021 growing season in their rearview mirrors. Extremely dry conditions blanketed much of the upper Midwest, curbing top end soybean yields. Still, many growers were pleasantly surprised at what they found when combines started rolling.

"A lot of areas turned out better than they probably should have, given the year we had," says Mason Roerig, Soybean Product Manager for Mustang Seeds. "Yields have been spotty, but for the most part, people have been impressed when they run their combines through the beans."

Roerig says moisture and seed relative maturity were among the key factors determining yield in 2021. Some soybeans that were still green when late season rains arrived were able to make use of the moisture to pack on extra yield. The rains came too late for some of the earlier maturing beans.

Rainfall during the 2021 growing season was spotty throughout South Dakota, North Dakota and Minnesota, which resulted in a wide range of yields.

"Yields have been all over the board," Roerig says. "I've heard reports of 20-bushel beans and 70-bushel beans coming from different areas of the same field."



Farmers can't plan for the weather, but they can take what they've learned in 2021 and apply it to decisions for next year.

One of the deciding factors in selecting soybean seed for 2022 will be the herbicide platform farmers want to use, including XtendFlex® or Enlist™ E3 traits.

"What they're going to want to spray, based on herbicide supply in their area and what weed control needs they have, will be a factor in what they plant," Roerig explains.

"Mustang Seeds is independent and want to sell the seed that works for the grower," says Mustang Seeds Corn Product Manager Dale Nelson.

Nelson says Mustang Seeds has a full portfolio of soybean seed options, including varieties with resistance to diseases like iron deficiency

chlorosis (IDC) and pests like soybean cyst nematode (SCN).

"We're not tied up with one particular trait. Certain farmers need an IDC bean, certain farmers need a cyst soybean, we have pockets of the region where all growers need is a bean that can handle hotter and drier conditions, so they're not as fussy on the characteristics," Nelson explains. "We have a full portfolio from a 00.8 to a 2.9 maturity soybean, so we've got the whole gamut. We're not pushing one trait or the other, we want to match up the grower with seed that works for their conditions and their operation."

Roerig says Mustang Seeds has a full product guide with multiple new varieties in both the Enlist E3 and Xtendflex platforms plotted across South Dakota, North Dakota and Minnesota. Growers can use that information to help plan for 2022.

Whatever variety growers select, Nelson recommends farmers don't hesitate to make their plans to ensure they can get the products they want.

"Anytime there are new traits, seed selections get a little tighter," Nelson says. "If growers want a particular characteristic and particular bean, it's best not to wait."

For a listing of Mustang Seeds soybean options, visit mustangseeds.com or contact your local Mustang Seeds representative.





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n the cover

A complex collection of factors have contributed to issues in the global supply chain resulting in delays, port congestion and a shortage of available shipping containers. Nearly every sector of the economy has been affected by the shipping issues, including agriculture. Several industry experts weigh in on the causes and effects of the supply chain woes.

—Photo by Pawinee
Adobe Stock Photo



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Transportation, ARPA Dollars, Interim Committees

The regular legislative session ended in April, and the Interim Agriculture and Natural Resources Committee met for the first time in October. This committee is tasked with a couple of studies and to receive the usual reports. One study is about the North Dakota Beef Commission, including its operations and the selection of its commission members. During the last session, there was a kerfuffle about this issue, but the bill that would have effected some changes failed, which led to this study being approved. Some people in the beef industry complained about the governor appointing all the commission members, with one organization member testifying that he/she would rather have the agriculture commissioner appoint the commission members. Electing board members, as other commodity groups do, was also discussed. Essentially, Beef Commission representatives say that they are open to discussing this and other matters, such as the use of checkoff revenue, while some cattlemen would like to shake things up for a more varied board. We will see if this committee decides to forward a bill for the session which begins in January 2023.

The other study that the agriculture committee is addressing is the U.S. Fish and Wildlife Service (USFWS) easements. This topic has a long history of legislative interest because perpetual easements continue to bother some affected landowners. When Agriculture Commissioner Doug Goehring testified, he stated that the easements are legal contracts, after all, and that it may take a class-action lawsuit to clearly define wetlands. The USFWS representation testified and said that they are more than half done with the high-resolution maps which are sent to affected landowners. The USFWS expects to complete the maps within a couple of years. The North Dakota Grain Growers gave passionate testimony about the damage that is done to farm operations and roads. This

hot-potato issue has been around since the North Dakota Legislature consented to this federal program decades ago. North Dakota governors approved/consented to the USFWS acquiring over 1.2 million acres for waterfowl production from 1961 to 1977. Since that time, there have been several lawsuits about this issue, and it looks like there may be more. What can the interim committee members do about it? At the very least, they can listen because there are a lot of producers who are irked by the status quo.

Last year, the North Dakota Soybean Growers Association became a charter member of the North Dakota Transportation Coalition, joining with other major ag groups, associated general contractors, counties, cities, townships and the North Dakota Chamber of Commerce, among others. The coalition's goal is to lead the public-policy conversation and to develop solutions that address the state's transportation needs. To copy some of the Coalition wording, "Throughout North Dakota history, transportation-related projects and funding were led by individual legislators with input from constituents. To be impactful in statewide transportation development and education, stakeholders understand they must come together to develop common-sense solutions and inform policy makers on the importance of investing in our transportation network."

The North Dakota Transportation Coalition held its first annual forum on September 29; the meeting was hosted by the Greater North Dakota Chamber of Commerce. The coalition brought in speakers who deal with lobbying in Washington as they sought to get the large infrastructure bill through both houses. The forum also included presentations about the importance of agriculture in North Dakota. For instance, 90% of the state's land is used for agriculture, and about 25% of the workforce is tied to ag. Just about every road in the state affects ag practice, to say nothing about bridges



Veteran lawmaker and educator Phil Murphy is the NDSGA liaison between legislators and farmers.

and railroads. Many other entities chimed in, including the director of the North Dakota Department of Transportation, the Association of Counties, the League of Cities, the agriculture commissioner, and the tourism director.

Now that there are some parameters for the American Rescue Plan Act (ARPA) funds, states can plan within those guidelines. At this writing, the Interim Appropriations Committees from both the North Dakota House and Senate are holding meetings and listening to, perhaps, \$10 billion of asks for about \$1 billion that are available to spend. The Interim Appropriations Committees meet in October to finalize the bill that they wish to bring to a special session in November. The special session has to deal, not only, with ARPA funds, but also with legislative redistricting. That redistricting needs to be done so that your legislators know which of the 47 districts they will be in for the next 10 years. I can recall when we had up to 53 districts, but that is probably not going to happen. Because the redistricting will be done before this issue is published, it would behoove all of us to know what happened so that we can become familiar with our three state legislators.

**Follow what's happening
in the North Dakota
Legislature with agriculture
policies and issues**

Phil Murphy, NDSGA's liaison
between legislators and farmers,
writes the "Murphy's Law" blog.

Scan to subscribe to
"Murphy's Law" blog today!



Keeping Your Options Open

Every growing season is unique. It wasn't long ago when farmers here in North Dakota had production issues because of extremely wet conditions, and millions of acres couldn't be planted. Fast forward a couple of years and 2021 delivered drought conditions to much of North Dakota, dramatically affecting yields and farm profitability.

We know that farming isn't for the timid or the faint of heart. It requires patience and determination. Sometimes, we're forced to make difficult choices. The good thing is that we have options.

North Dakota agriculture is very diverse. We have the option to plant more than a dozen different crops, ranging from canola and chickpeas to sugarbeets and soybeans. The reason that those markets are available is because farmers worked to not only raise the crop, but, often, farmers were also the driving force to develop the markets and to foster the growth opportunity for those crops.

That farmer-led commitment remains in place today. The North Dakota Soybean Growers Association (NDSGA) is comprised of farmer representatives from across the state who are willing to stand up for themselves and their

fellow soybean farmers. We know that no one is going to go to bat for us, so we have to do it for ourselves.

Important work to support North Dakota agriculture often takes place behind the scenes, without much fanfare. Representatives from the NDSGA attend meetings, speak at hearings and provide testimony about important issues that affect our ability to operate.

Our mission is simple: We conduct legislative activities in Bismarck and Washington, D.C., in order to improve the sustainable prosperity of our members and the entire soybean industry. We advocate on issues such as transportation, taxes, water, animal agriculture and much more. We do this work to maintain the ability for us, as farmers, to operate in the most effective and sustainable way.

No one knows your operation like you do. However, you can be assured that your freedom to operate is our concern because it affects us, too. The NDSGA is here to make sure that you have the opportunity to farm in the way that makes the most sense for your farm today and far into the future.



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Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: _____

Spouse: _____

Date of Birth: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Cell: _____

Email Address: _____

Occupation (Please check all that apply)

- ☐ Farmer ☐ Retired ☐ Agribusiness
☐ Finance ☐ Elevator ☐ Other

Do you raise:

- ☐ Cattle ☐ Hogs ☐ Poultry ☐ Dairy

Do you currently grow soybeans?

- ☐ Yes ☐ No

Soybean Acres: _____ Total Acres Farmed: _____

How did you hear about NDSGA? (Please circle one)

Recruited in person; Recruited by phone, Magazine;
Internet; Mailing; Radio; Event; Other

☐ 3-Year Membership \$200 ☐ 1-Year Membership \$75

☐ Check enclosed (please make checks payable to NDSGA)

☐ Credit Card: Visa / MasterCard / Discover / American Express

Card Number: _____

Expiration Date: _____ / _____ CVC: _____

Name on Card (Please print): _____

Signature: _____

Mail application with payment to: North Dakota Soybean Growers Association; 4852 Rocking Horse Circle South; Fargo, ND 58104

Different **Bean**, Similar **Challenge**



For the 25 years that he's been farming, Joe Mauch's crop rotation of soybeans, corn and sugarbeets has also included navy beans. Mauch farms near Hankinson, North Dakota, with his son and brother.

"We started planting navies just to diversify the farm," Mauch says. "We switched to longer-maturing soybeans, so then we look at our navy beans as our short-day soybeans just to spread out the harvest."

Mauch states that navy beans are the earliest crop to mature on his farm, so edible beans kick off the harvest season.

"Usually, navies are first thing that we harvest, and that's around Labor Day, give or take a week or two," Mauch expounds. "This year, it was a little earlier just because it was a little drier. So, the edible harvest is a little earlier than soybeans, but it seems like we get our navies out, and then they switch right into soybeans and kind of go steady from there. That works well on our operation."

Dry beans fit into the rotation

on numerous farms. U.S. farmers plant about 2 million acres of edible beans each year. That

acreage includes varieties such as navy beans, pinto beans, kidney beans and black beans. North

Dakota is the nation's top dry edible bean-producing state. The U.S. Department of Agriculture's National Agricultural Statistics Service estimates that North Dakota farmers planted about 690,000 acres of dry beans in 2021, down 15% from the record 810,000 acres planted in 2020.

Harvesting edible beans used to involve cutting the beans and leaving them in rows on the ground to be harvested later. Advancements with varieties is making the harvest process simpler and less nerve wracking for growers.

"The beans are getting better and better every year with upright varieties so that it's easier to harvest," Mauch explains. "They're not much different than harvesting soybeans, for the most part. It used to be where we had to put them in rows and cut them and all that. There was just a lot more work and a lot more stress on a guy by cutting them and leaving them on the ground."

Familiar Concerns

As was the case with corn and soybeans, Mauch says that navy



Hankinson farmer Joe Mauch has grown edible beans for more than 25 years.

bean yields were affected by limited rainfall in 2021.

“Our edibles were a little less than average, but the corn and beans are coming in a little better than I expected, probably about an average crop. For the year we’ve had, it seems like that’s a win,” Mauch states. “We didn’t have much rain, and it seemed like we’re a little better, maybe, than some areas. When it would rain, we’d get a quarter inch here or there, so it seemed like it was enough to keep the crop going. I think we had good roots going down early, so that all helped out. For the most part, for as dry as it’s been, I’m pretty happy with the crops we’ve been getting this year.”

Mauch serves on the board of the Northarvest Bean Growers Association (NHBGA), North America’s largest supplier of dry beans. The NHBGA works with the North Dakota Dry Bean Council and the Minnesota Dry Bean Research and Promotion Council to better the industry

through promotion, research, market development, consumer education and governmental policy monitoring.

Mauch describes how weed management is a key area of concern for edible-bean growers. Edible beans have to be treated conventionally because no herbicide-tolerant varieties are available. Weeds have to be kept to a minimum for the edible beans to be harvested and sold. Diseases, including white mold, are also a concern for dry-bean growers. The NHBGA invests in research at North Dakota State University and other institutions in order to help provide growers with information to grow better beans.

The NHBGA also works on issues such as crop insurance for edible-bean growers.

“We were able to get revenue insurance, which was kind of our baby,” Mauch says, “and that’s really been beneficial to the edible-bean market.”

As is the case with soybeans

and corn, transportation issues are important to edible bean growers. Shipping logjams and container shortages are affecting the movement of edible beans. While many navy beans are consumed domestically, some edible varieties that are raised in North Dakota are shipped around the world.

“It takes time to get edible beans to the coasts, and then by the time they get loaded and delivered to wherever they’re going, it takes a while to get there. They’re a little tougher to store, it seems like, than soybeans,” Mauch states. “It’s just a long process. It seems like everything’s taken a little longer than it used to.”

Market Movement

As with larger commodities such as corn and soybeans, edible bean prices fluctuate. In late September, prices for pinto beans in Minnesota and North Dakota were \$48 to \$50 per hundredweight. Black beans ranged from \$48 to \$49. Navies were \$42 per hundredweight.

Mauch asserts that many varieties of edible beans are grown for the open market while a large amount of navy beans are grown under contract. Mauch’s beans are contract grown for Trinidad Benham Corporation in Colgate, North Dakota. Typically, contracts are for about half of a farmer’s navy bean crop.

“Edible bean markets tend to follow the soybean market. When soybeans go up, edible bean prices have to go up, too,” Mauch explains. “Logistics are a lot different, but to get acres when soybean prices are up, edible bean prices also have to go up.”

Occasionally, Mauch has planted black beans instead of navy beans, depending upon which market looks most favorable. Regardless of which variety he plants, Mauch expects edible beans to continue being part of his farm’s rotation. “They work well as our short-day soybeans,” Mauch says, “so that’s how we look at it.”

—Story and photos by Dan Lemke



Early maturing edible beans fit well into Mauch’s crop rotation and harvest schedule.

Making Informed Decisions

Checkoff
Investment



Regardless of the issue or the magnitude of the decision, informed leaders and educated voters tend to make better decisions. That scenario also applies to the North Dakota Soybean Council (NDSC).

North Dakota is divided into 12 Districts to represent soybean production in the state. Annually, multiple counties hold elections with NDSC. For districts comprised of only one county, the soybean producer elected in the county is also elected to fill a seat on the NDSC Board of Directors. If there is more than one county in the district, a soybean producer is elected in each county to serve as the NDSC County Representative. Those newly elected County Representatives then attend a meeting held by NDSU Extension and one is elected to serve as the director on the NDSC board.

NDSC County Representatives serve as a liaison to the NDSC Board of Directors on issues or needs at the county-level where checkoff programs and resources can be implemented to help soybean producers in that county succeed.

In 2022 the following districts will hold elections:

- District 1: Richland County
- District 5: Barnes County
- District 7: Grand Forks & Traill Counties
- District 9: Eddy, Foster & Wells Counties

The election process is conducted with a mail ballot. On December 7, soybean farmers who reside in the counties listed above will be mailed nomination forms. Nomination forms will come in a green envelope. This is the opportunity to nominate yourself or someone who would be an ideal candidate as a county or

district representative. Completed nomination forms must be postmarked or hand delivered to the local county extension agent by December 23, 2021. To ensure fair and secure elections, the NDSC election process is managed by North Dakota State University Extension.

Agriculture is a vital sector for North Dakota. The more people who are interested in serving the industry, the better it is for the entire industry and the greater the strides we can all make together. North Dakota's soybean industry is very dynamic. The board deals with issues regarding market development, research, transportation and much more. The board's decisions are going to affect us now, but they will also influence the next generation: our children and grandchildren. For that reason, we are seeking individuals with foresight who can make sound decisions for agriculture and the soybean industry for many years to come.

We're all busy, and some people shy away from serving the industry because they don't feel like they have time. However, the work that the NDSC does is important, and if something is important to us, we'll make time for it.

Serving as a county representative or on the council is also a learning experience. You can learn about different management practices and gain industry insights that you can take back home to your own farm and the people around you. That knowledge not only helps you become better, but it also benefits others.

For soybean farmers who reside in counties conducting elections in 2022, the February issue of The North Dakota Soybean Grower magazine will include an election guide which will provide a short write up about each nominee in the county and why they're interested



Chris Brossart, Welford, North Dakota

**Vice Chairman,
North Dakota Soybean Council**

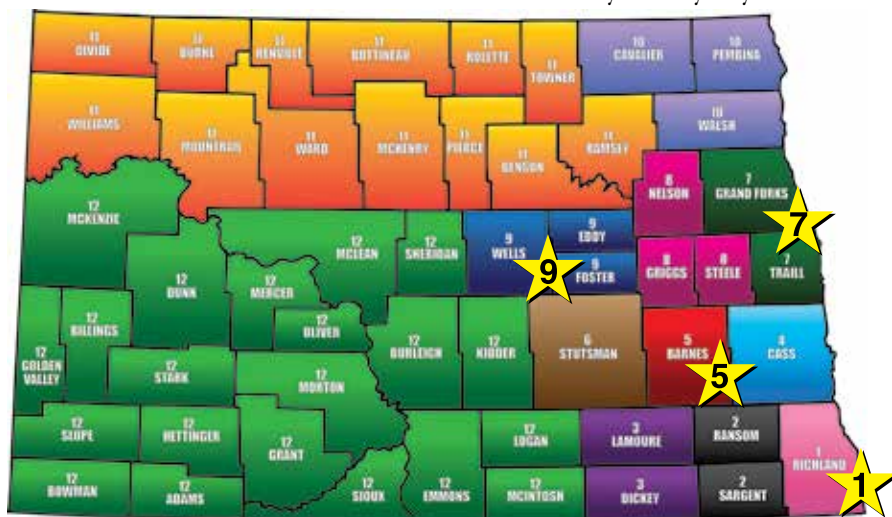
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Website:
ndsoybean.org

in serving as a county or district representative. Please look for this election guide to get to know the candidates in your county and make informed decisions when the election process starts.

Official election ballots will be mailed on February 4, 2022, and they will arrive in a blue envelope. Completed ballots must be postmarked or hand delivered to a county extension agent by February 25, 2022.

Whether you choose to participate as a candidate, or if you simply vote for the farmer of your choice to be your county or district representative, you are helping to shape the future of this important North Dakota industry.



To learn more
about NDSC's
election process,
please visit
bit.ly/NDSCelections22





Galesburg farmer Mike Satrom shows a Chinese buyer the quality of North Dakota soybeans in 2017.

FARMERS Helping FARMERS

Opportunities to Gain Invaluable Experience with Soybean Organizations

Mike Satrom and Jay Myers didn't necessarily get into farming to help change the industry, but their willingness to get involved with organizations like the North Dakota Soybean Council (NDSC) and the United Soybean Board (USB) did help move the soybean industry forward.

Satrom, who farms near Galesburg, North Dakota, served on the NDSC before terming off the board several years ago.

"I enjoyed it immensely," Satrom recounts.

Satrom had a particular interest in research. The NDSC invests heavily in public soybean research that is designed to help farmers across the state become more efficient and productive. The NDSC also works to coordinate research to avoid duplication through its membership in the North Central Soybean Research Program.

Myers, who farms near Colfax, North Dakota, has served on the USB for nine years, ending his service in December 2021.

"It's been interesting," Myers explains. "It has been fun to get to know people and make friends with farmers all across the U.S. It's been a good, educational experience just getting to know other farmers."

Willing Volunteers

Satrom and Myers stepped into

roles at the state and national level because they recognized the need for farmers to get involved with growing their own industry.

"We raised soybeans since the 80s," Satrom states. "I've always been a supporter of checkoff dollars for promoting ourselves as farmers."

Satrom describes how he was asked, by an older farmer, to consider serving on the NDSC, which he did. Once his years of service were completed, Satrom says that he encouraged a younger farmer to consider taking his place.

Prior to becoming a national representative on the USB, Myers was a board member on the North Dakota Soybean Growers Association.

"I learned a lot about the state soybean industry. Then, when I went on to USB, it was an even a bigger eye opener, not only about what was happening in the U.S., but worldwide as well," Myers explains.

Both Myers and Satrom have helped make decisions about where and how checkoff dollars are invested. They've also increased their own knowledge of the industry through board service. Satrom and Myers encourage farmers who have an interest in making decisions that affect the state's soybean industry to consider serving on the NDSC. Nomination forms will be mailed

to soybean farmers residing in counties holding elections on December 7, 2021. (See page 8 for map). Elections will be held in February.

Both the NDSC and USB rely on farmers who are willing to volunteer their time in order to help make decisions about checkoff investments that will better the soybean industry. Myers and Satrom say that they've had good experiences as soy industry representatives, and they encourage other farmers to consider

following in their footsteps.

"You don't really realize how it all works until you get involved in a board like this," Satrom states. "Then, you realize that the check-off money is going to a really good cause. Plus, everyone I talked to has had a great experience."

Myers says that, because check-off dollars come from farmers, it's important for farmers to decide how those dollars are invested.

"Farmers are the ones driving the decisions," Myers explains. "It's good to have all different types of farmers involved. We're promoting our own product and increasing value back to the farm."

To learn more about serving on the North Dakota Soybean Council and the election process, visit ndsoybean.org/council-elections.

—Story by Daniel Lemke,
photos by staff



Longtime United Soybean Board director Jay Myers is a willing advocate for North Dakota's soybean industry.



SERIES

Investing in Our Future: How the Soy Checkoff Supports Tomorrow's Leaders

The North Dakota Soybean Council (NDSC) is committed to supporting the next generation of agriculture leaders who are seeking to help feed a growing world population, to address climate change and sustainable agriculture, and to protect water resources and the environment. The NDSC proudly funds opportunities for students who are exploring degrees that have careers in the agricultural industry.

Each year, the NDSC provides scholarships to undergraduate and graduate students at North Dakota State University (NDSU) who are

pursuing degrees in agriculture. In 2006, the NDSC began providing four \$4,000 scholarships.

In 2011, the NDSC provided funding to develop the Commodity Trading Lab (CTL) in Barry Hall at NDSU. The CTL is a unique, state-of-the-art resource that is invaluable to train students who are entering the world of agribusiness. Approximately 245 students per year use this lab for their classes. The room is also used for marketing and risk-management seminars that are hosted by the NDSC and are designed to help farmers and industry

leaders increase their knowledge and skills. International trade groups are often introduced to the facility and the resources that it provides when visiting North Dakota.

The NDSC's internship program for college students began in 2014 and is typically available year-round. Because of COVID-19, the internship program has been on hold. The NDSC looks forward to resuming this program later in 2021. From producer- and consumer-outreach projects to market development and research-project assistance, there are

opportunities for students to learn through hands-on experience with the NDSC.

In future issues of The North Dakota Soybean Grower Magazine, the NDSC will feature the students and young adults who have benefited from the opportunities and scholarships that the soybean checkoff has provided. The focus of the series will be to reconnect with past interns, scholarship recipients and CTL graduates to learn their success stories and "where are they now."

Commodity Trading Room: A Powerful Training Tool

The right tool can make all the difference when you're building a fence, fixing a combine or training the next generation of agriculture leaders.

For nearly a decade, the Commodity Trading Room (CTR) at North Dakota State University's (NDSU) Barry Hall has provided unparalleled access to information and technology in order to train students, farmers and industry representatives about risk management and commodity trading.

Distinguished Professor in Agribusiness and Applied Economics, and CHS Chair in Risk Management and Trading, Dr. William Wilson recalls that, in 2012, some of his former students told him there was a need for NDSU to modernize its approach for teaching about commodity trading.

"I'd been teaching for quite a few years, and I mostly used chalk

and blackboard. Some students of mine, who were vice presidents at some of the major commodity companies, said, 'You know, Bill, things are changing,'" Dr. Wilson recalls. "You've got to change with it, or you're going to be irrelevant. We have a lot of changes in the new technology and information in trading."

Wilson describes how he spent a year studying the concept of a trading room and what it might look like before NDSU's CTR was developed. The state-of-the-art trading room and financial laboratory was built with strong, ongoing support from industry partners, including the North Dakota Soybean Council.

"We have an endowment, which we're pretty proud of, that's supported by over 53 individuals, firms, corporations and organizations," Dr. Wilson explains. "I'm proud of the fact that we have all of



Gwen Scheresky (left) made use of the Commodity Trading Room's vast resources in pursuit of her graduate degree in agribusiness and applied economics.

the major commodity companies, the major railroads and all the commodity organizations, and a large number of alumni who are supporters."

The endowment helps to support the CTR's purpose, which includes teaching NDSU students as well as conducting outreach through a number of short courses



Distinguished Professor in Agri-business and Applied Economics, and CHS Chair in Risk Management and Trading, Dr. William Wilson says the CTR was designed to give students state-of-the-art resources.

and seminars. During the year, sessions include marketing seminars about soybeans as well as a course for the Northern Crops Institute on commodity procurement to educate grain buyers from around the world. The most recent course, completed in late September, had participants from Africa, Europe, the Middle East, South America and Asia.

The CTR may have a global reach, but the primary focus remains training NDSU students, some of whom will pursue careers in the commodity-trading world.

Training and Research

Gwen Scheresky of Max, North Dakota, graduates in December with a master's degree in agribusiness and applied economics. Her thesis research is focused on the logistical and temporal optimization of Brazil and the United States selling soybeans to China.

"A great majority of my classes took place in the classroom because of the technologies offered on the computers," Scheresky says. "We were able to employ the various programs in our classes and our research. It was the main hub for graduate students to gather to collaborate on problems, find data, and build models for class or our thesis."

A third component of the CTR's purpose is research.

"All of my data gathering was performed using programs in the CTR, and much of my model building and results collection was also done with CTR technology," Scheresky adds.

Scheresky worked as a graduate assistant for Dr. Wilson. Scheresky stated that a key lesson she learned during her graduate program was how to gather and to use relevant information.

"I think the programs and data resources in the CTR exposed me to many ways to gather information and solve problems," Scheresky asserts. "Even if a future job uses a different program, I have spent two years learning how to adapt and apply what I know about one tool to the next tool. I also think learning best practices in gathering and analyzing data will be a good background for any analytical career position."

"Our goal is to always have the state-of-the-art, most-relevant information and decision technology available for our students," Dr. Wilson says. "This world of information technology is changing very, very rapidly. When we first started this in 2012, there were only two companies we were familiar with who had information that was available for commodity

trading companies. We're trying to represent what a commodity trading company looks like today."

Wilson explains how students have access to information through platforms such as DTN ProphetX, My DTN, Thomson Reuters Eikon, Bloomberg and Trading Technologies as standard tools, in addition to a number of software packages that are used for teaching.

"Because of that proliferation of technologies, we've been able to do what we had originally set out to do with the Commodity Trading Room, plus more," Dr. Wilson states.

Access to information is valuable for training commodity traders and marketers, but the ability for students to use that information to make good decisions is even more important.

"We've tried to make them (students) as prepared as they can be. The commodity markets are driven by information, and what I try to do is make sure the students know where this information came from," Dr. Wilson says. "How do they get it? How do they extract it? How did they make a decision? That's what I try to do. That makes them better prepared as they pursue careers in the sector."

"I do not think I would have been able to complete my degree without the resources in there as well as the professors who operate out of the CTR," Scheresky contends. "I think the CTR is one of the primary ways of recruiting domestic students to the graduate program, and I think it makes NDSU a premier institution from which to obtain a master's degree."

Dr. Wilson estimates that about a third of the students he works with through the CTR will work in commodity trading, but all students who use the unique resource should leave the program prepared for the future.

—Story by Daniel Lemke, photos courtesy of Gwen Scheresky and staff



Bred to be *Best* for the *West*

In recent years, soybean acreage has expanded into nearly every corner of North Dakota, offering farmers more crop alternatives for their operations, even in areas of the state which are not typically known for soybean production. A strong breeding program at North Dakota State University (NDSU), supported by the North Dakota Soybean Council, ensures that farmers in all parts of the state have access to quality and competitive, public seed varieties, regardless of geography.

Farmers in each region of the state face varying environmental and agronomic challenges that they must consider when choosing seed and other inputs. For growers in western North Dakota, where rainfall tends to be limited, seed choices, often, have a direct economic effect.

“Variety selection for western North Dakota really comes down to the fact that they’re looking for a crop that could be a low input crop,” says Chad Anderson, executive director of the North Dakota Crop Improvement and Seed

Association (NDCISA). “We’ve got varieties that are affordable for producers but still have yield capabilities that are right there with most of the private varieties. So, when you get into those type of situations with lower rainfall, farmers have to be aware of the issues that you can have with seed cost and choose varieties accordingly.”

Meeting the Needs

Anderson states that, in recent years, the NDCISA has released several soybean varieties which NDSU developed specifically for western North Dakota.

Anderson explains that one popular variety in western North Dakota is ND17009GT, which has been out for several years. The

variety is glyphosate tolerant with a 00.9 maturity group. Anderson says that ND17009GT was the first glyphosate-tolerant variety released by NDSU.

“Early on, producers realized it was yielding just as well as the privates, especially in the western half of North Dakota,” Anderson asserts.



Return on investment is an important factor for farmers who plant public seed varieties according to North Dakota Crop Improvement and Seed Association Executive Director Chad Anderson.

Another recently released variety is a 00.8 maturity that came out in 2021. Anderson states that ND21008GT20 delivers a 1-2 bushel increase over the 17009, but the newer variety also includes an improved iron deficiency chlorosis (IDC) score, and it matures about a week earlier. Earlier maturity can be valuable in areas which are at risk for an early frost.

In 2021, the NDCISA also released a longer-maturing soybean variety that fits southwest and south-central North Dakota. ND-2108GT20 is a .8 maturity variety.

"It's longer maturing, so it's really targeted for the Highway 200 corridor and south," Anderson explains. "It carries a significantly better yield package than many other varieties. In the variety trial data that we've seen coming out of Carrington [Research Extension Center], it's been in the top third with all the private varieties that are out there right now that have the stacked traits as well."

Strong Breeding

Farmers have an array of seed options from which to choose.

Anderson says that public seed varieties offer competitive advantages. Varieties with a lot of good genetics have also been developed through a very mature breeding program at NDSU.

"The biggest advantage farmers are going to see right up front is cost. That seed is available at a reasonable cost, and farmers can also save their seed back, which is unique to our system," Anderson maintains. "Most seed companies have a CSO, or certified seed only, or non-save seed clause. With the NDSU varieties, you can actually retain your seed, clean it yourself on your own farm and reuse that product again the next year."

Anderson says that the NDCISA doesn't necessarily encourage farmers to save their seed because the seed needs to be handled properly, treated and sized to achieve the best yield potential. However, saving seed is an option.

"In an area with 20-to-25-bushel yield goals, a lot of times, farmers will look at keeping seed back and treating it themselves and replanting like they do with a small grain. Then all of a sudden,

their costs are quite low, and yet they can participate in the soybean crop. It's really been a benefit to the producers in the western half of the state that haven't had a glyphosate-tolerant crop in their crop rotation," Anderson states.

Comparison Shopping

The North Dakota Soybean Council invests checkoff dollars that supports the public breeding program. Anderson explains how the investment into unbiased research data is critical to developing high yield, disease resistant, public varieties for North Dakota growing conditions. To learn more about soybean varieties adapted for North Dakota, NDSU's variety-trial results are available online at bit.ly/NDSUsoyvariety21

"Producers can trust the fact

Checkoff
Investment



that the numbers are good, and the varieties are going to perform," Anderson says.

Anderson stresses that, just because public varieties are cheaper than many private seed offerings, it doesn't mean they're inferior products. If public varieties are half the cost of other seed, it doesn't mean that they're half as good.

"It just means it's cost effective for the producer," Anderson contends. "At the end of the day, you want your return on investment to be absolutely the best it possibly can."

—Story by Daniel Lemke,
photos by staff and
Wanbaugh Studios

NDSU variety-trial
results are available
online at
bit.ly/NDSUsoyvariety21



Best of the Best in Wheat & Soybean Research

Wednesday, February 2, 2022 – Courtyard by Marriott, Moorhead, MN

Thursday, February 3, 2022 – Alerus Center, Grand Forks, ND

8:30 a.m. – 3:00 p.m.

Researchers and Extension Specialists from North Dakota State University and the University of Minnesota are working together to deliver the most current research information to help you make better management decisions on your farm.

The program is brought to you by the MN Association of Wheat Growers, ND Soybean Council, MN Wheat Research & Promotion Council, ND Grain Growers Association, MN Soybean Research & Promotion Council and the ND Wheat Commission.

Sessions are free. Pre-Registration is encouraged. CEU credits will be available

Registration & questions call 218.253.4311 or go online at www.mnwheat.org



Fueling YOUR FARM

WORKSHOP SERIES HITS THE ROAD IN NORTH DAKOTA

Workshops to help farmers better understand Diesel, Renewable Diesel and Biodiesel

Farmers throughout the state of North Dakota can learn more about the fuel that powers their farm and the positive effect that their fuel choices can have on their farming operations. The North Dakota Soybean Council (NDSC) is partnering with MEG Corp to host a series of workshops titled “Fueling Your Farm.” The workshops will

cover important topics for the successful operation of diesel equipment, from planting through harvest, including:

- Recent Changes to Diesel Fuel
- Best Practices for Preventing Fuel Problems
- Diesel and Cold Weather
- Biodiesel
- Renewable Diesel
- Biodiesel Rebate for Farmers

The workshop series kicks off in November, with additional dates and locations to be announced soon. Workshops are free to attend and include a free meal.

To register, please visit bit.ly/NDFuelingFarmWorkshops21, or call MEG Corp at (952) 473-0044.

Mon., Nov. 29, 2021: Wahpeton

North Dakota State College of Science
800 Sixth Street, Room 87
5:30-7:30 pm

Tues., Nov. 30, 2021: Oakes

Growing Small Towns
Highway 32 North
11:30 am-1:30 pm

Wed., Dec. 1, 2021: Lisbon

Lisbon Bissell Golf Course
510 Main Avenue
11:30 am-1:30 pm

The workshops will be presented by Hoon Ge, president of MEG Corp. Ge is a chemical en-

gineer with more than 35 years of experience in the petroleum and renewable fuel industries, including refining, additive formulation and alternative fuels. MEG Corp provides technical expertise to fuel distributors, fleet managers, end users and mechanics through education and technical support.

Biodiesel is a clean, renewable alternative to diesel fuel, typically blended into diesel fuel in varying ratios from 5 to 20%. “More than half of the biodiesel made in the U.S. is sourced from soybean oil, which adds value to each bushel of soybeans grown, supporting local farmers and businesses in North Dakota,” says Stephanie Sinner, executive director of the North Dakota Soybean Council.

According to Rob Rose, NDSC treasurer, “Fuel plays an important role in farming operations, and it has changed a lot in recent years. At the workshops, attendees will learn about common diesel fuel issues and how to prevent them from occurring. Biodiesel and renewable diesel have also become popular topics in North Dakota. We’ll get a better understanding of both fuels and how, as farmers, we can support our own industry. We hope to see many farmers at these workshops.”

For more information about biodiesel, visit NDSoybean.org/innovations or Biodiesel.org.

—Story by MEG Corp., photo by Wanbaugh Studios



Workshops will cover important topics for the successful operation of diesel equipment.

Register to
attend
online at



bit.ly/NDFuelingFarmWorkshops21

International Trade Representatives Visit North Dakota Soybean Farms

Checkoff
Investment



Trade representatives from Chinese companies visited North Dakota on September 19-20 in order to learn more about where the soybeans they're purchasing originate. The international guests, based within the United States, were able to meet producers, to see equipment firsthand and to experience a soybean harvest.

The purpose of the visit was to build relationships between North Dakota soybean producers and international customers, and to discuss and show the quality of soybeans being harvested during the 2021 season in North Dakota.

"Dialogue between our North Dakota farmers and our customers plays a vital role in developing and maintaining trade relationships," says Jena Bjertness, North Dakota Soybean Council director of market development. "Customers



Jim Thompson hosts buyers of U.S. soybeans at his farm during harvest. Buyers were able to ask questions about North Dakota soybean production, this year's crop condition and quality and local market conditions.

want to visit directly with farmers; most customers have never seen where and how soybeans are grown. Visits like this foster appreciation and understanding across the supply chain."

While in North Dakota, the group had an opportunity to visit Jim Thompson's farm in Page and Mike Langseth's farm in Barney. The group was also able to see

the Arthur Companies in Ayr and MinnKota in Colfax.

—Story and photos by staff



Mike Langseth hosts buyers of U.S. soybeans at his farm just prior to harvest. Langseth, located in Richland County, did not experience as much drought as the rest of the state and explained what that meant for his crop this year. Langseth also invited the team into his home and talked about the history of his family farm through the generations.



Jim Thompson was able to show the team harvest in action. Thompson had the buyers take a ride in his combine to see firsthand the advanced technologies farmers use to ensure a quality product makes it to their companies overseas.

Kinks in the Global Supply Chain Links

Nearly every sector of the U.S. economy is feeling the pinch of a global supply chain that has a few kinks in its links. Whether it's computer chips for vehicle manufacturing, replacement parts for tractors or the availability of crop inputs, nearly every industry, including agriculture, is being affected by transportation disruptions.

Most agricultural commodities are exported by bulk, however, products such as food beans, fruits, nuts and refrigerated meat products are typically moved via shipping containers. The availability and timeliness of container shipments is currently fraught with challenges.

Veteran shipping expert Bruce Abbe, trade and transportation advisor for the Specialty Soya and Grains Alliance, says that transportation problems are a frequent challenge for ag shippers, but the current circumstances are exceptional.

"Our ag shippers and exporters are wrestling with containerized shipping issues like never before," Abbe states. "It's all because of a whole series of factors that have really just snowballed and compounded to make the global supply chains of goods that move by containers congested beyond anything we've ever really seen before."

COVID Fallout

Abbe describes how one factor causing the disruptions came early in the COVID-19 pandemic. Many high-value consumer goods and components are manufactured in Asia and are shipped to the U.S. Ocean shippers started cancelling normally scheduled sailings from Asia to the United States, fearing the global economy would tank as a result of COVID shutdowns.

"That turned out to be wrong," Abbe explains. "People still needed

to eat. People were working from home, and e-commerce exploded. The demand was there. We went on the start of a huge surge of growth in import demand. It started last August (2020), and pretty soon, all the ships that were cancelled were back in circulation, and rates for imports started to climb like crazy."

Soy Transportation Coalition Executive Director Mike Steenhoek agrees that shifting demand is partially to blame for disruptions with the global flow of goods.

"The big culprit within the global supply chain that's occurred subsequent to the pandemic is this profound shift of spending away from services and into goods," Steenhoek says. "That shift has imposed a significant amount of demand and stress on global manufacturing and, therefore, global shipping. It's something that we're still struggling

to catch up with."

Containing the Issue

There are challenges for nearly all transportation sectors, but the situation is especially evident with the availability and cost of shipping containers.

Ocean-going shipping containers are typically 20- or 40-feet long. They are filled with products at one location; moved to a destination by ship, rail or truck; unloaded; and then filled with products for the return trip, thereby facilitating the flow of goods. Port congestion, increased container demand, canceled bookings and logistic issues are affecting the availability of containers for Midwest shippers. Abbe explains how availability can be particularly challenging for shippers who are far removed from traditional consolidation points and container hubs, such as a Chicago or Kansas City.

Steenhoek states that it can become more of a struggle to get the containers that are needed in the Midwest because of the pull to get them to China as quickly as possible, especially as the holiday shopping season approaches.

"The global supply chain wants to take these containers full of consumer goods, many of which are made in China; get them to the United States or maybe Europe; unload the container; and then get it back to China as quickly as possible so that it can get reloaded full of consumer goods," Steenhoek asserts.

Because of the value generated by shipping consumer goods, commodity shipments which utilize containers are losing out. Steenhoek says that the spot rates for a container going from China to the United States' West Coast in September was over \$19,000. Getting the container back to China was just over \$900.

"If you own the shipping container and you can get \$19,000 to fill it up with freight from China to go to the West Coast, and you only get \$919 dollars to go from the West Coast back to China, you want to prioritize the China to the U.S. movement, not the return trip," Steenhoek explains. "The last thing you want to do is have a container unloaded in the U.S. and then send it on a several hundred-mile journey to pick up a load of agricultural products because you're only getting \$919 dollars to go back, and you don't want that container getting delayed because you might miss out on the opportunity to get \$19,000 to come back to the U.S."

Most soybeans are exported via bulk shipping vessels. However, many food-bean varieties and specialty grains are routinely shipped in containers. Steenhoek says that about 8% of the soybean shipment



Cost and availability issues are particularly acute for industries that rely on intermodal shipping containers.



Port congestion and delays in unloading container ships is causing major tie ups in ports around the world.

takes place via containers.

“For those shippers who do export via containers, it’s obviously a major issue for them,” Steenhoek adds. “It’s causing real heartache.”

Specialty soybeans may not have as high of a monetary value as some consumer goods, but their importance can’t be overstated.

“When you’re shipping food to customers overseas, that’s a really important product for them,” Abbe explains. “When you’re moving something that’s of lower cost but is still a very important product, I think you feel these issues a little more acutely.”

Other high-value U.S. ag exports

that use soybeans—notably meat and poultry exports—also rely on containers. These more perishable exports use refrigerated containers that require a short transit time. U.S. meat exporters are also feeling the pain of the supply chain challenges.

Abbe says that, because of the lack of container availability, the amount of time it takes to get products from the Midwest to the overseas customer has increased.

“What used to take 30 to 35 days is taking probably twice that amount of time to get there. That’s putting some strain on the customers overseas, and it’s a lot of strain on the people who are managing the logistics on both sides of the oceans,” Abbe states.

Global Issue

Congestion issues aren’t limited to containerized shipping, and problems are not exclusive to the U.S. Abbe and Steenhoek agree that there are global challenges.

Container shortages are occurring around the world, and shipping ports are often clogged with ships that are laden with products which need to be unloaded. Congestion and, in some cases, worker shortages are contributing to the shipping problems. Those issues are occurring in the U.S. and elsewhere around the world, including China.

“Ocean carriers are actually canceling some scheduled sailings again, but now they’re canceling them because there’s no reason to send them over here if they’re going to be backed up and they can’t be handled at these ports,” Abbe says. “Those ships are being used elsewhere, however.”

In some cases, shippers are opting to ship products to smaller, less-congested ports with the hope of keeping the flow of goods moving.

“This is what’s normally peak season,” Abbe explains. “Container shipping lines are bringing in all sorts of import products in advance of the holiday purchasing. It’s this big push to get goods in for the holiday shopping season, which is crucial for big retailers. That’s why I think there’s extra demand. We’re seeing this whole system just get clogged up, and we’ve got to work our way out.”

A solution for the shipping challenges will take time. Experts expect that it could take well into 2022 before the congestion is resolved so that the movement of goods and the availability of containers resembles a normal flow.

—Story by Daniel Lemke,
photos by Magnifier and Noam,
Adobe Stock Photo

Meal ON THE Menu

The prospects of having two soybean crushing facilities operating in North Dakota is good news for soybean farmers, but it could also be a boon for animal agriculture in the state.

With an ADM plant under construction near Spiritwood and a second plant reportedly in the works near Casselton, livestock farmers should soon have easier access to soybean meal, a high-quality

ingredient of many livestock diets.

“Soybean meal is a very valuable feed ingredient for multiple species of livestock,” Amber Boeshans, executive director of the North Dakota Livestock Alliance (NDLA) says. “It’s an excellent protein source, but it’s also highly palatable, and the amino acids are very important to the health of several different kinds of livestock. Anytime a livestock producer can get their hands on a

valuable feed ingredient like soybean meal without tacking on a lot of mileage and freight costs, that’s really an opportunity.”

Soybean meal is a staple ingredient for swine and poultry diets. Soybean meal can also be included in cattle diets, but beef and dairy producers have other options, including canola meal or other ingredients, if soybean meal isn’t available or is priced too high. Hav-

ing increased and consistent nearby meal supplies should be a boost for meal markets and a positive factor for increased livestock production in North Dakota.

“It’s an opportunity, especially in the pig industry, for North Dakota to start manufacturing our own biosecure pig feeds and be able to definitely see some expansion on the swine industry side,” Boeshans

—Continued on page 20

Servicing an Important Market

After months of providing support for global soybean markets, primarily through remote tools, soy industry leaders resumed face-to-face events in September at the Americas Agriculture Cooperators Conference in Guadalajara, Mexico.

The event featured internationally recognized speakers, subject-matter experts, grower leaders and industry specialists who gathered to discuss the market outlook for the region, sustainability issues, animal agriculture, freight and logistics, and more. The conference was sponsored, in part, by the U.S. Soybean Export Council (USSEC) and hosted in partnership with the U.S. Wheat Associates and USA Rice in order to showcase the value of U.S. commodities.

“It was a great opportunity to have an in-person meeting again,” says Monte Peterson, USSEC chair; American Soybean Association (ASA) director; and Valley City, North Dakota, farmer. Peterson was one of several farmers who participated in the conference. “It was well received by our customers. It gave us an opportunity to learn about their concerns and to see how we can help with their protein needs.”

The USSEC’s Americas region includes Canada, Chile, Colombia, Costa Rica, the Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Mexico, Nicaragua, Panama, Peru and Venezuela. The region

is home to a population of about 303 million people and represents 6% of the world’s gross domestic product.

“The Americas region is a significant market for U.S. soy, partially due to proximity,” states Carlos Salinas, the USSEC regional director for the Americas. “The region is second only to China in the volume of beans imported. Additionally, U.S. soy holds the largest market share for soybean imports among other competitors who are also in close proximity.”

Growth Potential

Salinas explains that, outside Mexico and Costa Rica, which typically import whole beans and soybean meal, the Americas region primarily imports soybean meal for poultry and swine production. Aquaculture, pet-food and human-food uses also host growth opportunities in the region. With an increasing domestic soy-processing capacity, the U.S. soy

industry will be looking for areas of increased potential.

“I believe our Americas region represents a great deal of opportunity,” Salinas asserts.

During the past decade, Salinas says that the region experienced an annual demand growth rate of about 4%. He states that it’s possible to increase soybean meal demand organically by 3.5 million metric tons (MMT) by 2025.

“We also have the potential to increase market share in markets where, today, we have limited participation,” Salinas explains. “Behind expanding crush margins, we believe that U.S. soy can gain 1.6 MMT of meal demand in markets where, today, we have small market share. Due to the higher price of soybean oil, U.S. soybean meal has become not just a competitive alternative, but a solution in feed rations. By increasing the inclusion rate in the region, we can grow demand for soybean meal by another

1.3 MMT. In total, we believe we can grow soybean meal demand by 6.4 MMT by 2025, which is about half of U.S. soybean meal exports today.”

The Americas Agriculture Cooperators Conference brought buyers, traders and soybean industry representatives from all over Latin America to take part in presentations from experts. Participants included soybean crushers, feed-mill operators, poultry and pork operations, and other people who are interested in U.S. soybeans.

Kulm, North Dakota, farmer and ASA Director Josh Gackle says that buyers from the Americas region have varied, but often similar, concerns.

“They’re looking to buy beans and maintain their profitability, and part of their bottom line is the price of the beans that they’re buying,” Gackle states. “From time to time, there’s a price differential



North Dakota farmers Monte Peterson (left) and Josh Gackle (second from right) participated in an event to grow and support soybean markets in the Americas.

between North American beans and South American beans. Sometimes from a price perspective, South American beans may look better than U.S. beans, but we have a really good story here in the U.S. on our infrastructure and our sustainability, the way we produce our crop and our commitment to maintaining that while giving them a high quality, dependable, sustainable product.”

“Quality is still a selling point,” Peterson adds. “Being a dependable resource for their soy needs has a lot to say about maintaining market share. Customers in the Americas region are a closer destination, so we want to be able to take advantage of that and serve them well.”

Gackle says that part of the message he and other U.S. farmers delivered to buyers at the conference was that the U.S. soybean industry is prepared to service customers now and into the future.

Salinas describes how global competition from countries such as Brazil and Argentina make product differentiation important.

“Factors such as sustainability, nutritional composition, energy, amino acid profile and digestibility are just a few of the many positive attributes that comprise U.S. soy,” Salinas states. “However, when you dig a little deeper, you come to

realize that our climatic conditions have much to do in preserving the quality of U.S. soy. Almost all of our growing regions harvest soybeans under cool and dry conditions where drying is not required. This is not the case for many other soy-producing countries. We have great infrastructure, and we are blessed with great growing conditions that help us keep U.S. soybeans cool and dry at harvest and during storage. North Dakota is a perfect example. While other soy-producing countries have done a great job building infrastructure and improving logistics, they cannot replicate the factors that contribute to the high-quality product for which U.S. soy is known.”

Direct Connections

Peterson says that buyers are increasingly concerned with the sustainability of soybean production, a factor that wasn’t an issue just a few years ago. That consideration influences where soybeans are sourced.

“Now, our customers are concerned with sustainability because their customers are raising the question of sustainably sourced soy protein,” Peterson explains.

U.S. soybean farmers have a good sustainability message, Peterson asserts, and it’s helpful to be able to deliver that point in



Kulm farmer Josh Gackle says sustainability and reliability are positive selling points for U.S. soybeans.

person.

“Every time I travel to talk to our customers, they are so interested in the farmer perspective. There is just something about the farmer and customer visits that seem to resonate well,” Peterson contends. “We can really have some heartfelt conversations with customers and better understand what their needs are, the trials and tribulations they face in their segment of the industry. We become a stronger industry as a whole when we have that type of communication.”

“The work that USSEC, ASA and the United Soybean Board

does is to build profit for the U.S. farmer,” Gackle says. “These organizations do a tremendous job, even in a pandemic, to maintain those important relationships so that we can continue to sell our product and that it’s still a product that customers depend on and look for. Growers are heavily involved and heavily invested. There’s a tremendous payoff.”

—Story by Daniel Lemke,
photo courtesy of USSEC

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The “Soy Oil Crisis” that Never Heated Up

If you listen to certain groups in the food industry right now, you may have heard claims that there are potential shortages or even rationing of edible vegetable oil. Some go as far as using this unfortunate fearmongering to suggest that Renewable Fuel Standard volumes for bio-mass based diesel (made from used cooking oil, vegetable oils, and animal fats) should be rolled back.

Is there indeed a soybean oil supply crisis?

Very simply, no. The data does not support the alarm.

Harvest is currently underway for more than 86 million soybean acres, with U.S. farmers projected to produce a record soybean crop of over 4.4 billion bushels this year. From that record soybean crop will come a record amount of soybean oil available to meet both food and fuel needs. Growers are efficiently producing more per acre and meeting current demands. And, if the market signals for more soy next year, soy farmers are more than capable of responding.

Not only are America's farmers growing more soybeans using less land and energy per bushel, but also the soybean industry is gearing up to process more soybeans, thus ensuring adequate soybean oil is available for market needs. At least seven new oilseed processing plants are under development, and soybean oil production by our domestic processing industry is projected by USDA to reach a record level this year—on top of a 26% growth in supply over the last 10 years. In short, the markets are responding to the new demands.

Increased soybean crushing here in the United States has a beneficial side effect for U.S. consumers as well: An even greater supply of this less

expensive protein is available for food production. When a soybean is crushed, about 4 pounds of soybean meal are produced for every pound of soybean oil, and that meal is an excellent source of protein for the animal food industry. As a result, ongoing industry expansion to meet soybean oil needs will reduce feed costs and, subsequently, lower meat prices for consumers if other factors remain equal.

The unfortunate fact is that prices have increased not only for soybean oil right now, but likewise for many products. Farmer input costs have rapidly increased. For example, fertilizer prices have approximately doubled this past year. Other parts of the supply chain downstream from the farm are also experiencing higher costs, with the producer price index for general freight trucking increasing by more than 20% in slightly over a year and barge freight costs on the Mississippi River about six times higher than just a few months ago.

Attempting to pin the inflationary pressures impacting the food and agriculture sector across all cost categories solely on renewable fuels expansion is illogical. Doing so would only stifle our ability to reduce carbon emissions, could potentially increase protein prices for livestock producers, and would keep the market from adopting soybean processing expansion that would allow it to meet growing demand. This would hurt farmers' ability to withstand the higher costs they, along with much of the world, are facing.

Rather than create concern over edible soybean oil supplies, we encourage our food industry peers to recognize that America's soybean growers are meeting current demands at the



Stephen Censky
CEO of the American Soybean Association

same time the soy industry prepares to meet even greater future demand for our versatile commodity—be that for food, feed, fuel or soy's many other diverse uses.

There are numerous real challenges, both ongoing and developing, in food and agriculture. We are thankful soybean oil supply is not one of them and that every bit of each bean—whether meal or oil—can be used for America's vital, evolving agricultural markets.

—Continued from page 17

explains. “There’s a lot of different areas that can really benefit from having expanded access to this resource.”

Soybean oil has become a hot commodity for producing fuels such as biodiesel and renewable diesel. States, including California, that have low-carbon fuel standards have

growing appetites for the soy-based fuels. Crushing soybeans for the oil will mean thousands of tons of soybean meal will need to be utilized.

“This is why we’re supporting livestock and expanding livestock populations in the state of North Dakota,” Boeshans contends. “If the oil is the goal, then what does one do with all the soybean meal that’s left over? That’s where animals come

into play to make our agricultural cycles more efficient. We’re going to greatly reduce any kind of waste or any kind of freight cost for the plant because, instead of having to shift to an export market, they can sell right here for animals.”

Boeshans states that the NDLA will be working with producers and manufacturers to better understand biosecure feed pro-

duction. Biosecure facilities adopt procedures to reduce the risk of pathogenic microbes contaminating animal-feed products.

“Biosecure production is definitely something that North Dakota needs, and NDLA would like to really see that happen,” Boeshans says.

—Story by Daniel Lemke




unitedsoybean.org

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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Firsthand Experience

with Soy Nutrition & Farming

Checkoff
Investment



More than two dozen culinary students, chef instructors, dietitians and media personalities took part in the 2021 North Dakota Soy Nutrition Workshop and Farm Tour September 21-23, sponsored by the North Dakota Soybean Council (NDSC).

The three-day event covered the gamut of soy information, including an in-depth explanation of soy's nutritional benefits.

"Soy protein is a very high-quality protein and obviously it's great for our heart health," says Linda Funk, Executive Director of The Soyfoods Council.

The workshop also focused on showing how easy it can be to incorporate soy into recipes. Funk asserts that soy works very well as a complimentary ingredient for existing recipes.

"I did a demo of how soy fit into a healthy lifestyle and how soy can work by itself, but also how meat works well with soy products," Funk explains.

The farm tour portion of the



Workshop participants visited NDSC Director Jim Thompson's farm in Cass County.

event took participants to NDSC's Director Jim Thompson's farm near Page, North Dakota. Thompson provided a firsthand look at the process of growing and harvesting soybeans and allowed participants to climb up into his combine.

"We were pleased to host this group and show how our crop is produced and introduce our

hardworking growers," says Stephanie Sinner, NDSC executive director. "It's important to our board that North Dakota soybean farmers continue to be among the most trusted when it comes to food production."

The group also had the opportunity to tour the Northern Crop Institute's extrusion lab, where participants experienced

first-hand demonstrations and discussions on making soymilk and tofu. Participants also toured a food-bean processing facility to see how beans are cleaned, stored and shipped, domestically and internationally, to be used as food ingredients.

Culinary students and dietitians have influence on the development of new, healthy food products, and often work with people of diverse backgrounds on food options. Connecting with the individuals who are most focused on food can help more people incorporate soy into their diets and can move soy products into tasty new places.

"A goal for the tour is for the participants to learn and take the information back to their clients and various audiences," says Funk. "The recipes that we made and tasted are ideal for people of all backgrounds and economic levels. Soy protein is such a great lean protein with lots of health benefits."



Participants in the workshop saw demonstrations at the Northern Crops Institute.

—Story by Daniel Lemke, photos by Wanbaugh Studios and staff



2022 Getting it Right Soybean Production

Set for January 25, 2022

Soybean producers and crop advisers who are interested in soybean-production management updates should plan to attend the Zoom conference “2022 Getting it Right in Soybean Production” on Tuesday, January 25, 2022, from 8:30 to 11:30 a.m. The program will be conducted by North Dakota State University Extension and is supported by the North Dakota Soybean Council.

Pre-registration is required at bit.ly/NDSUGettingitRight21. All who pre-register will receive emailed instructions about how to participate in the meeting. The program is free.

The 2021 cropping season was dry, but late-season rain is re-charging the soil profile. Every year, soybean crop production

depends on many timely decisions that producers need to make.

“New research-based production information is generated annually,” says Hans Kandel, extension agronomist for broadleaf crops. Therefore, it is important for producers to gain as much practical and new knowledge as possible.

“This soybean educational event will provide tips and suggestions that can help producers with soybean production decisions for the 2022 growing season,” says Greg Endres, Extension cropping systems specialist and the event’s co-organizer.

Topics that will be covered are variety selection, the benefits of combining early planting and a late-maturing variety, seeding rate and row spacing, cover crops,

NDSU Extension conducted intensive soybean-management research at Casselton. This picture was taken on August 20, 2021. Data from this research will be included in the “Getting it Right” presentations.

nutrient management, weed control, a soybean disease update and marketing.

Attendees will receive a list of several pertinent Extension soybean-production resources as reference materials, and these items are supplemental to the presentations.

The presentations will be recorded and archived. Certified crop adviser continuing-education credits will be available for meeting participants.

—Story and photo courtesy of NDSU Extension

**Pre-registration
is required to attend
the conference.**

**Register today at:
bit.ly/NDSUGettingitRight21**





Soy Doesn't Stop:

HOW SOYBEANS COME BACK TO THE FARM

Take a walk around Jay Myers' farm near Colfax, North Dakota, and it becomes evident that soybeans are more than just a crop to him. The bountiful soybean fields that surround his home are only the beginning of soy at his farm.

Myers and many other farmers see the beans they grow being used in more than a thousand different products.

To increase and to diversify the demand for U.S. soybeans, the checkoff supports innovative research that leads to the development and commercialization of new sustainable, high-performing products that use soy each year. In fact, during the last decade, the industrial use—besides the oil used for biodiesel—of soybean oil in the U.S. has increased by more than 50%.

From soy-based asphalt to a concrete durability enhancer to belts and tires on his combine, the

oilseed that Myers grows is intertwined with his farming operation through these and many other innovative products.

"There's a lot of new uses for all of these soybeans," Myers says, looking at his late-summer fields. "We recently added a soy-based dust suppressant to the floor of

our machine shed and will be using a soybean-based sealant to protect our concrete."

For the fourth year, Myers is using RAPTOR® rubber draper belting with TerraTech™ technology, which was developed in partnership with the soy checkoff, on his combine. The patented

rubber technology uses soybean oil instead of petroleum in a rubber compound with many applications. Each belt produced by WCCO Belting in Wahpeton, North Dakota, is made with oil from about .75 bushels of soybeans.

WCCO Belting is a 67-year-old, family-owned, custom rubber-product manufacturer serving the agriculture, light industrial, construction, sand and gravel, packaging and recycling industries worldwide. The company focuses on the technological advancement of each raw material and belt component in order to provide high-value rubber-product solutions.

"The performance of the belts is at least the same as belts made with petroleum products," explains Jean Voorhees, vice president of business development at WCCO. "We've also seen that, during testing, the soy belt provided about 20% more abrasion resistance than



Soy-based belts for combine headers are another innovative new use developed with help from the soybean checkoff.



a petroleum-based belt.”

The belts were developed with research support from the soy checkoff, using a North Dakota

Ag Products Utilization Commission grant and in partnership with North Dakota State University’s (NDSU) Coatings and Polymeric

Materials department.

Dean Webster, a polymer chemist at NDSU, states that soybean oil offers an appealing alternative

for several reasons.

“Soybean oil can improve rubber’s sustainability without sacrificing performance relative to petrochemical products,” Webster says in a digital book, titled “Spurring Automotive Innovation with Soy,” that was published in partnership with the soy checkoff.

After research and development, the first RAPTOR belt made with soy oil was produced in 2014. It’s available for purchase in the U.S. and in 20 other countries.

“The whole concept (soy oil in rubber) is something that we are very excited about,” Vorhees explains. “We think there is a lot of room to grow with a lot of possibilities.”

Myers is confident in the checkoff’s contributions regarding new ways to utilize the soybeans he grows.

“I like to see the new uses for soybeans,” Myers states. “What’s the next thing that will add profitability to the farm? There are all types of companies working on new products. What’s the next thing that will add \$2 to every \$1 of our checkoff investment?”

As a checkoff farmer-leader, Myers describes how products such as Goodyear tires produced with soy oil, the WCCO draper belts and soy-based asphalt make the soy checkoff that much more important.

“We’re working with a small percentage of everybody’s value of the soybeans and investing it in projects that will benefit all of us in the long run by adding more profit to the farm,” Myers says.

To learn more products made from soy, visit SoyNewUses.org.

—Story courtesy of the United Soybean Board, photos courtesy of the United Soybean Board

AMAZING SOYBEANS

FOOD FOR HUMANS
Products containing soy protein appear in nearly every aisle of the supermarket. You can find soy in baked goods, cereals and even hot dogs.

FEED FOR ANIMALS
Animals such as chickens, turkeys, pigs, cows and fish consume 98% of all soybean meal, part of what results when soybeans are processed.

SOY CLEANERS
These soaps and industrial cleaners can be easily washed away with water and are environmentally friendly.

MOTOR OIL
High-performing biobased synthetic motor oil uses high oleic soybean oil from soybeans grown by U.S. farmers.

BUILDING MATERIALS
Soy can be made into sturdy materials called composites or a foam material that can be used for insulation.

FUEL
Soy biodiesel offers a renewable alternative to traditional petroleum-based diesel fuel.

DUST SUPPRESSANT
Soy biobased dust suppressant is now available, offering a sustainable and renewable choice for rural and urban communities to improve air quality for people, pets, livestock and crops.

PLASTICS
Soy plastics can be used in everything from farming equipment to cars and boats.

VEGETABLE OIL
Eighty-five percent of soybean oil is used for food. It's sold as vegetable oil in your favorite stores.

CONCRETE ENHANCER
Soy-based products are used to protect and extend the life of concrete and asphalt products.

PAINTS
Soy can replace some harmful and toxic petroleum-based chemicals in paints and inks.

ASPHALT
Soy-based asphalt polymers improve road performance while promoting environmental stewardship. Workers are able to reuse more recycled asphalt content when producing roads.

TIRES
Major fleets across the country, police departments and even the public are benefiting from the enhanced tire performance as well as the environmental value of this soy-based technology.

Soybeans are among the most versatile crops and can be used in hundreds of products.



Feeding Demand AND OUR NO. 1 CUSTOMER

After harvest, it can be easy to get home from the grain elevator, clean out the combine, take a breath and move on to planning the next season. Even as you get your first break in weeks, your soybeans are still hard at work for you.

Moving down the supply chain, U.S. soy makes many stops to build and to bolster demand. One of the biggest links in the supply chain is animal agriculture. Here's why the industry continues to depend on U.S. soy.

It's Consistent and Top Quality

Soy's composition of essential amino acids sets it apart as the gold standard among plant proteins. The protein yield per

acre from soybeans is unparalleled, making it a preferred, economically advantageous source of plant protein for animal feed.

Proteins, made up of amino acids, are about 40% of the U.S. soybean and are a primary component of soybean meal, which is 80% of a bean and also contains carbohydrates and minerals. Oil makes up the other 20% of the soybean.

"Other countries want our soybeans for animal agriculture. Countries all over the world need our protein, our soybeans, our soybean meal to grow their livestock," says Lance Rezac, a checkoff farmer-leader and livestock farmer who raises hogs and grows soybeans.

U.S. soybeans provide not only a quality ingredient, but also a consistent one for domestic and international buyers.

"While buyers have traditionally evaluated soy on crude protein alone, that metric is not the best indicator of how the crop will meet the nutritional needs of animals and aquaculture. There are differences in soybean quality by region and country," states Keenan McRoberts, Ph.D., vice president of science and program strategy for the soy checkoff.

It's Only Getting Better with Time

For years, the checkoff has leveraged investments in order to fuel innovations that improve the product quality of U.S. soybeans which have an assortment of end uses, creating opportunities to enhance farmers' profitability; increase the understanding of sustainability; and, ultimately,

provide consistent, high-quality products for U.S. soy's customers.

One of the checkoff's core priorities has been to increase the soybean value for animal agriculture, including poultry, swine, dairy, beef and aquaculture. Checkoff investments for product improvement are driving protein gains and are improving amino-acid composition and other elements of the nutritional bundle delivered by U.S. soybeans based on the product demand for animal agriculture.

"Soybean meal and animal agriculture is so much of our market. It'd be counterproductive if our industries weren't in line with each other, so we make a consistent effort to stay on the same page," explains Rezac. "We want to offer them an optimal peak protein, so animal agriculture can achieve optimal peak performance."

Collaborative investments with a variety of partners ensure an increased, shared value in U.S. soy throughout the supply chain, creating successful partnerships that lay the groundwork for a strong future by better serving industry needs.

"Checkoff investments in animal health and nutrition research, in close collaboration with industry partners in the checkoff's Animal Nutrition Working Group, as well as product improvement underscore a renewed commitment to quality and performance outcomes for animal agriculture," says McRoberts.



Swine production is among the most important domestic markets for U.S. soybeans.



**Checkoff
Investment**



Soy's versatility makes it an ingredient fit for everything from dairy to fish diets.

It's Provided by Farmers whom the Industry Knows and Trusts

The checkoff collaborates with members of the supply chain, from the farm to the end user, in order to ensure that the value of U.S. soybean meal is recognized far and wide.

Tools such as the Nutrient Value Calculator help paint the entire

picture of U.S. soy, compiling data to show end users a more accurate and extensive assessment, demonstrating its economic value. The checkoff's data analytics demonstrate that producing higher-quality beans for animal agriculture increases the shared value in the soybean supply chains. To find the Nutrient Value Calculator online, visit soymeal.org/calculators.

"Globally, soybean meal buyers have historically looked at protein content as an overall proxy for the nutritional value of the product," states McRoberts. "Protein alone underestimates the economic and nutritional value of U.S. soybeans. Global end users must look deeper into amino acid content and energy to determine the impact of soybean procure-

ment choices on profit."

Collaboration with organizations, including the Foundation for Food and Agriculture Research, AOCS, and other public and private partners, ensures an increased shared value in the U.S. soy supply chain, shared knowledge of research findings and open discussions about the supply chain's needs.

By boosting value as a feed ingredient when utilizing collaboration, partnerships and research, the demand for soybeans continues to grow.

"I take a lot of pride in the fact that both domestic and international customers buy U.S. soybean meal and feed it to their livestock," says Rezac.

To learn more about U.S. soybeans, visit ussoy.org.

*—Story courtesy of the USB,
photos and graphic courtesy
of Wanbaugh Studios and USB*

Poultry
20,200,000 Metric Tons
(the meal from
937 million bushels)



Hogs
6,300,000 MT
(the meal from 292 M bushels)



Dairy
3,500,000 MT
(the meal from 162 M bushels)



Beef
2,300,000 MT
(the meal from 107 M bushels)



ANNUAL U.S. SOYBEAN MEAL USE

Source: USB Market View Database, 2019/20 ©2021 United Soybean Board [61978-7 10/21]

Hungry mouths of all types benefit from the nutrition and digestibility of soybean meal.



North Dakota Soybean Council Hires Outreach and Education Coordinator

Checkoff
Investment



The North Dakota Soybean Council (NDSC) has hired Shireen Alemadi for the newly created role of outreach and education coordinator. Alemadi's main responsibilities include supporting the NDSC with program execution; working with industry partners, producers, and consumers on soybean-related programs; and helping extend the reach of checkoff resources.

"It's exciting to add a new role to our staff as programs expand and demand for soybeans and checkoff-funded programming grows across the state," says NDSC Executive Director Stephanie Sinner. "We're thrilled for the breadth of experience Shireen brings to the team, and we're delighted to have her as part of our office serving North Dakota soybean farmers."

Alemadi joins the NDSC with extensive experience in managing and running programs, events and

activities in order to strengthen connections and to raise awareness. Alemadi's most recent role was the science, technology, engineering and mathematics (STEM) manager at the North Dakota Established Program to Stimulate Competitive Research (ND EPSCoR) where she implemented STEM education programs. Her career also includes a biosciences faculty position and an assistant director of community outreach and engagement position at Minnesota State University Moorhead (MSUM). She has professional experience teaching and engaging with college and K-12 students. In 2016, Alemadi was part of the United Way of Cass-Clay's 35 Under 35 Women's Leadership Program and was also a Fargo-Moorhead YWCA Women of the Year nominee. Alemadi has a Bachelor of Arts degree in biology from MSUM and a Master of Science degree in biology from the

University of Central Florida.

"I am honored to be in this new role the North Dakota Soybean Council created," says Alemadi.

"It will provide new and exciting opportunities to engage with soybean growers across the state."

—Story and photo by staff



Shireen Alemadi has joined the North Dakota Soybean Council staff to help extend the reach of the soybean checkoff.

Videos From North Dakota Soybean Council Worth Your While

The North Dakota Soybean Council has produced several short new informative videos featuring checkoff funded soybean production research. Visit our YouTube channel to watch

these new videos and be sure to subscribe to our channel to keep up to date on our latest videos.

Find our YouTube channel by visiting [YouTube.com/NDsoybeanCouncil](https://www.youtube.com/NDsoybeanCouncil)

Watch our latest
soybean production
videos at
bit.ly/NDSCresearchvideos21



Soybean Research Videos



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PLAN TO GROW.**

February 21, 2022 | Fargo, ND

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Dirt and Iron

HOLDING VALUE

While not record setting, North Dakota State University (NDSU) Assistant Professor and Agricultural Finance Specialist Bryon Parman says that the state's overall farm economy was relatively strong in 2020, thanks, in part, to an influx of government cash and a late-in-the-year corn and soybean price rally.

"It (2020) was a pretty good year when you take into account the Coronavirus Food Assistance Program (CFAP) money that came in and the fact we were able to take advantage of some of the higher commodity prices toward the end of the year," Parman explains. "We did have to take a little more prevent plant, but it was a fairly strong year."

Thanks to better economic conditions, some parts of the Corn Belt have seen strong growth for land values between 2020 and 2021, according to the U.S. Department of Agriculture's National Agricultural Statistics Service

(USDA-NASS). According to the August 2021 "USDA-NASS Land Values Summary," farmland values in states such as Iowa, Illinois and Indiana increased between 8.9% and 9.5% from 2020 to 2021. Meanwhile, North Dakota's farmland value increased by 6.7% according to the USDA-NASS.

Parman states that North Dakota's farmland prices have remained fairly strong and steady for the past several years, despite ups and downs with the ag economy.

"Since 2015 when commodity prices fell, they've been just kind of holding steady since then across the state," Parman says. "For the most part since I've had the data and tracked it, cash rents have been the same story."

Land Demand

Increased commodity prices, low interest rates and a firmer ag economy have led to a runup on land prices in some parts of the country as farmers rush to secure more land. Parman explains that the response in North Dakota has

been more subdued.

"I think you're seeing some strength now, but data showed a lot of the extra revenue we generated in 2020 was not used to procure land. It was more to pay off or trade off equipment, for instance, or pay off existing debt rather than buy new farmland," Parman states. "We saw more money spent on equipment or borrowed to buy equipment in 2020 than we saw an increase in farmland purchases."

A significant drought over much of North Dakota is one reason why farmer interest in land purchases may be tepid. Commodity prices remain strong, but Parman says that many farmers simply won't have the yields they'd normally get in order to fully take advantage of higher prices.

"I'm not sure we're going to see a big influx of farmers excited to buy farmland," Parman asserts. "If I've got soybeans at 30% better prices than they were a couple of years ago, but my yield is cut in half, what do I really have?"

Parman states that, if farmland

comes up for sale, it has to make financial sense for farmers to purchase land. Even if the available ground is in limited supply, its value is limited by what it actually accomplishes, financially, for the operation.

Equipment Hot

Parman says that, when farmers were struggling with a low price, most growers put off purchases such as new planters, combines or tractors. Increased revenue has some farmers focusing more on the equipment needed to farm the land than on the farmland itself.

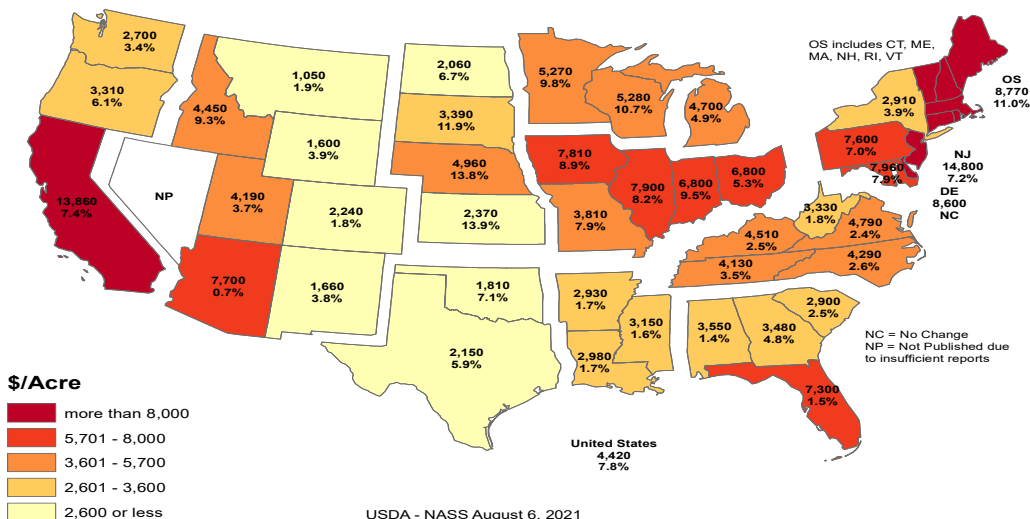
"The value on used equipment right now is as strong as I've seen in a while," Parman explains. "You got this cash infusion of CFAP and whatever was left of the Market Facilitation Program. That cash was used to finally get that new planter or traded off to get that new tractor or whatever equipment was needed that may have been put off for two or three years."

Parman describes how uncertainty about the availability of new equipment may be fueling the strong values for used farm equipment. Rather than waiting for equipment that may take months to deliver after ordering, used implements are available to take home immediately.

Whether the farm economy holds strong in 2021 remains to be seen. Parman won't have data to fully analyze the situation in North Dakota until all the yield information for 2021 has been gathered. Given the difficult growing season, he's realistic about what to expect.

"We're not anticipating it being very strong at all," Parman explains, "as you can imagine with pretty much a statewide drought all year. Hopefully, some of the higher prices are going to help out with that, but I anticipate quite a few insurance claims going forward due to the drought."

—Story and photo by Daniel Lemke, graphic provided by NDSU





unitedsoybean.org

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

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Getting to Know Your NDSC County Representative



Adam Windjue
Devils Lake, North Dakota

Tell us about your farm.

Our farm is north of Devils Lake, and I farm with my brother-in-law and cousin. Our farm was established by my grandpa when he returned from World War II, and we are the 3rd generation. We grow soybeans, wheat, corn, edible beans and canola.

What do you like best about farming?

I like being able to dabble in different parts of everything about farming, from machinery, markets, soil and science, and the different crops. I like to be able to do something different every day and being a well-versed member of the community.

Did you always know that farming was something you wanted to do?

No, when I left for college, I wasn't planning on coming back. I attended NDSU (North Dakota State University) and got my degree in ag systems management. I thought I would have a career

in agriculture, but not necessarily a farmer. I realized very quickly when I left that farming is all I wanted to do. I got down to Fargo and realized city life wasn't for me.

Why did you get involved with the North Dakota Soybean Council as a county representative?

I've been on the Ramsey County Crop Improvement board for 7 years or so, and I have always liked soybeans. I run the air drill now in the spring after taking over from my dad, and we run two soybean varieties through the drill. We put a defensive bean on our tougher ground and put an offensive bean on the higher-yielding ground. I was very intrigued how the different varieties reacted, which spurred my interest with the North Dakota Soybean Council. I wanted to learn more about soybean production research, and I decided to run for the position and was elected. I am excited to learn more about the council and be more involved.

Why are soybeans part of your crop mix?

Soybeans and wheat are our bread and butter right here, and we can grow some phenomenal soybeans for this part of North Dakota. We've been growing soybeans for about 15 years or more. Since we've been using different varieties on different fields on our farm, we've expanded acres, which has created good profits for us.

If you could change something about the current operating climate for North Dakota farmers, what would it be?

I believe the prospect of crush plants coming to North Dakota will give the opportunity for basis to improve. I would see that as a welcome change.

What has changed most about farming since you've been involved?

Everything. The technology amazes me every time something new comes out. When I was little, I remember pulling a disc and trying to drive straight, and now, I don't have to worry about that with autosteer. What we can accomplish with the technology now blows my mind.

What changes do you expect to see on your farm in the next 5 to 10 years?

Not a whole lot. With today's new equipment and technology improvements, we can accomplish more in a day, especially with planting, and continue to be precise and accurate.

What do you like to do outside farming?

We like to spend time at the lake. We have a daughter who's almost 2, and we like to spend time camping and exploring North Dakota and being outside as much as we can.

If you could go anywhere, where would it be?

I've always wanted to go to Germany. I took German in high school, and the country has always intrigued me.

What's the one piece of farm equipment or technology you wouldn't want to be without?

Section control technology.

—Story by staff, photo provided by Adam Windjue

Adam is one of the North Dakota Soybean Council's county representatives. To learn more about serving on the North Dakota Soybean Council as a county representative or board member, visit ndsoybean.org/council-election

Getting to Know the Expert



Angie Johnson
NDSU Extension Farm and Ranch Safety Coordinator

Where did you grow up?

I'm originally from Galesburg, North Dakota, and I still reside there today on our family farm. I raise beef cattle and sheep with my family. I'm very much involved in farming, raising livestock.

Tell us about your education.

I earned my Bachelor of Science degree in animal sciences at North Dakota State University (NDSU) in 2014. I am currently working towards my Master's of Science in extension education at NDSU.

How did you get connected with NDSU Extension?

Right after graduation, I was blessed to get a position within NDSU Extension as the Steele County agriculture and natural resources Extension agent. I served as the Steele County agent for just about 7 years. It was an amazing opportunity to serve the wonderful communities, producers and families in Steele County.

Tell us about your new role as Farm and Ranch Safety Coordinator.

NDSU Extension put a task force together to look at how we could better help agricultural communities and families during the time of COVID. During that time, our country was experiencing shutdowns. With the country shut down, our workforce shortage was very real, occurring at a busy time during spring planting season. This resulted in limited access to farm-labor resources. Our focus was how to help producers keep the farm going through COVID-19 with new farm employees that got hired on, who may not have had any farm-/ranch-related experience at all. That task force blossomed into something more, realizing the underlying need for farm-safety work.

This past legislative session, there were resources devoted to farm and ranch safety programming within NDSU Extension. Administration recognized they needed a full-time person dedicated to farm and ranch safety. I took a leap of faith and applied for the position and was honored to be selected. I started full time in that role in October.

What will the new position entail?

I'll be working toward creating and implementing curriculum for other Extension staff to use throughout North Dakota as well as doing staff, producer and youth trainings. We haven't had a full-time safety specialist since the late 1980s. It's exciting to get something going

again because, as we've seen, there are still many accidents and fatalities on the farm involving kids and adults.

I couldn't imagine being raised any other way than in agriculture, and doing what we love to provide food for people around the world is truly a privilege. I'm very passionate about farm and ranch safety because losing a loved one due to something that could have been prevented is huge to me. Anytime we can focus on prevention education, I'm 100% on board. I truly believe that we can prevent many of these incidents by providing education. I absolutely love the people component of Extension work, including teaching. If I can help save one life or prevent one injury, then I've truly made a difference.

What do you enjoy doing away from work?

I really do enjoy the farming side of things. Lambing season is one of my favorite times of year. I lamb about 50 ewes, so doing that sort of work is enjoyable. I enjoy being outdoors every chance I get. I love to go hunting. I'm also kind of an auction-sale junkie. I always think there's a neat opportunity and history in the pieces you find. Anything I can do outside on the farm makes me pretty happy.

—Story by Dan Lemke,
photo provided by Angie Johnson

Bean Briefs

Ag Committee Members Support New Animal Biotech Regulations

More than two-thirds of the House Agriculture Committee sent a letter to the U.S. Department of Agriculture (USDA) and the

Food and Drug Administration (FDA), urging modernization for animal biotechnology regulations. The strong bipartisan letter highlighted the importance of genetic innovation in agriculture to address societal challenges, such as developing disease-resistant

animals or reducing livestock's methane emissions. However, using these technologies for livestock was stymied by a lengthy, onerous FDA regulatory process. The letter called for the two agencies to work together in order to quickly develop a more efficient, science- and

risk-based regulatory process.

Currently, the FDA regulates products of animal biotechnology as "animal drugs" under the Food, Drug and Cosmetics Act. However, this regulatory system—designed for drugs—takes more than a

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decade to navigate and is very cost-prohibitive. Additionally, there are post-market requirements for biotech animals that greatly inhibit the ability of livestock producers to adopt these innovations. Under the previous administration, the USDA released an advanced notice of proposed rulemaking (ANPR), which the letter also supported, proposing to regulate animal biotechnology innovations intended for agricultural purposes at the USDA. The letter called for the Biden administration to continue these important regulatory improvement efforts.

Cybersecurity Resources Available

The U.S. food and agriculture sector continues to be a potential target of ransomware and other online threats, so the Cybersecurity and Infrastructure Security Agency (CISA) is offering resources and information to help. That information, disseminated in conjunction with the Federal Bureau of Investigation (FBI), emphasizes the risks posed by these threats and the steps that can be taken to reduce those hazards. Two recent documents address cyber threats specific to agriculture and are available to American Soybean Association (ASA) members upon request: “Cyber Criminal Actors Targeting the Food and Agriculture Sector with Ransomware Attacks” and “Cyber Actors Conduct Credential Stuffing Attacks Against the US Food & Agriculture Sector.”

The CISA also has a compilation of recently published ransomware notifications and free resources that can be used by companies and organizations to strengthen the sector against future ransomware attacks. Pooled resources from all federal government agencies can now be found on the new website StopRansomware.gov. Ransomware incidents should be reported immediately to the FBI, the CISA

or the U.S. Secret Service.

USTR: U.S. to Continue Trade Discussions with China, Maintain Tariffs

United States Trade Representative (USTR) Katherine Tai is calling for new trade talks with China, but she stands firm on cracking down on the country's unfair policies and keeping tariffs in place.

In remarks made in October, Tai outlined the administration's new strategic approach to the U.S.-China bilateral trade relationship, acknowledging that the dynamic is complex, is competitive and holds great weight throughout the world.

Tai explained that the U.S. will review China's performance under the Phase I Agreement. “China made commitments that benefit certain American industries, including agriculture, that we must enforce,” she said, adding that the U.S. will also address serious concerns with China's broader trade policy that were not included with the agreement.

The Biden administration will keep the existing tariffs on Chinese goods, which were initiated by President Trump, but will also re-establish a process for U.S. importers to seek exemptions.

Tai stated that the administration's strategic vision for the U.S.-China trade relationship is focused on defending the interests of America's workers, businesses and farmers as well as strengthening the middle class.

“And we will use the full range of tools we have and develop new tools as needed to defend American economic interests from harmful policies and practices,” Tai added.

ASA Submits Comments to the EPA Supporting Important Chemistries

The American Soybean Association (ASA) submitted comments to the Environmental Protection Agency (EPA) supporting the re-registration of three chemistries that are important to soybean producers: the fungicide dif-

enoconazole, and the herbicides isoxaflutole and oxyfluorfen. The EPA opened comment periods for the proposed interim decisions about all three chemistries. Difenoconazole is an active ingredient in several pre-mixed fungicides that are registered to control several fungal pests in soybeans, including soybean rust, frogeye leaf spot, brown spot and aerial web blight.

The comments also share how growers currently use oxyfluorfen as a fall and spring burndown herbicide with great mix and residual potential to control broadleaf weeds and to suppress some pre-emerged grasses. While soybean farmers do not currently use isoxaflutole, there are plans to bring isoxaflutole-tolerant soybeans to the market in the coming years. In 2020, the EPA granted a conditional registration to utilize isoxaflutole for over-the-top use on isoxaflutole-tolerant soybeans, a registration which the ASA also supported.

USDA Announces \$3 Billion Investment in Ag, Animal Health and Nutrition

U.S. Department of Agriculture (USDA) Secretary Tom Vilsack has announced a \$3 billion comprehensive package of investments to address the challenges facing America's ag producers, including problems and costs associated with drought, animal health, market disruptions for ag commodities and school-food supply chain issues.

This support will be available via the Commodity Credit Corporation (CCC).

This set of investments addresses unmet needs in the food system and complements a host of programs that the USDA is implementing in response to COVID-19, including the department's Pandemic Assistance for Producers initiative and the longer-term Build Back Better initiative which is designed to address supply chain vulnerabilities and

to transform the U.S. food system based on lessons from COVID-19.

USDA Announces New Climate Partnership Initiative and Requests Public Input

U.S. Department of Agriculture (USDA) Secretary Tom Vilsack detailed a new initiative to finance the implementation of climate-smart farming and forestry practices in order to aid in the marketing of climate-smart agricultural commodities.

The USDA announced that it will support a set of pilot projects, guided by science, that provide incentives to implement climate-smart conservation practices on working lands and to quantify and monitor the carbon and greenhouse gas benefits associated with those practices. This research could rely on the Commodity Credit Corporation's specific power to aid in the expansion or development of new and additional markets. The USDA will request comments about enhancing climate-smart practices as well as the expansion of domestic and international markets for climate-smart commodities.

The USDA is seeking input about the current state of climate-smart commodity markets, systems for quantification, options and criteria for evaluation, the use of the collected information, potential protocols, options for review and verification, and the inclusion of historically underserved communities.

Insights gained through the process will inform the development of a Notice of Funding Availability (NOFA) soliciting Climate-Smart Agriculture and Forestry Partnership Initiative project proposals that encourage the adoption of climate-smart practices and promote markets for climate-smart commodities. The USDA plans to announce the NOFA this fall, with project proposals being accepted early next year.

—Story by staff

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