

AMERICAN soybean

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SOY FACES
Mississippi Farmer
Explains Pink Seed

SOY FORWARD
Ingenious Upcycling
on the Farm

ISSUE UPDATE
ASA Says Maintain
CRP Acres for Now

**INDUSTRY
PERSPECTIVE**
Trends Reshaping
Food Production


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Publisher Jill Wagenblast

Associate Publisher/Marketing Wendy Brannen

Editorial Director Wendy Brannen

Managing Editor Jordan Bright

Sponsorship/Ad Sales Michelle Hummel,
Chris Luef

Database Management Ben Rohlfing

Graphic Designer Andrea McCoy

Contributing Photographers Willard Jack,
Kurt Lawton

Contributing Writers Damon Carson, Karey
Claghorn, Scott Gerlt, Willard Jack, Jason
Jenkins, Megan Tanel, Ariel Wiegard

ASA Staff Leadership

American Soybean Association

Steve Censky, Chief Executive Officer

World Initiative for Soy in Human Health

Gena Perry, Executive Director

ASA Farmer-Leaders

President Brad Doyle, Weiner, Ark.

Vice President Daryl Cates, Columbia, Ill.

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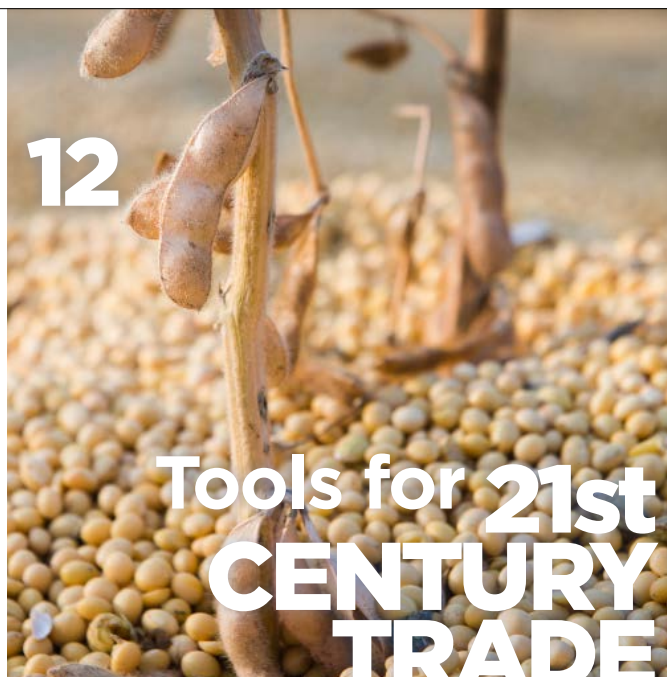
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The American Soybean Association (ASA) represents U.S. soybean farmers on domestic and international policy issues important to the soybean industry. ASA has 26 affiliated state associations representing 30 states and more than 500,000 soybean farmers.

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ASA leadership corner

The variables that impact international trade are numerous and varied. Many are predictable in their unpredictability, such as the effect on soy prices here in the U.S. stemming from weather disruptions in Brazil and other competing soy countries. Likewise, we have our own weather woes this year, causing delayed planting across many soy states that inevitably will affect our market.

Other issues may on the surface seem unrelated but are in fact quite intertwined, an example of which is explained in this quarter's policy issue break-out column. We hope you'll enjoy reading that piece on conservation programs from one of our government affairs directors, Ariel Wiegard. Still other trade influencers, like turmoil on foreign soil, are harder to foresee and come at a sad price for so many well beyond market tolls.

Experts are predicting Russia's war with Ukraine will likely continue for some time, spurning negative impacts on food supplies, supply chains, energy and fertilizers. A recent report by Eurasia Group and food security consultancy Gro Intelligence said the most likely outcome of the war isn't a massive escalation by Russia or a sudden peace deal, but rather a more uncertain, protracted stalemate. That outcome will have devastating impacts globally, the report says, with little prospect of restoring Ukraine's farming capacity or export routes, while sanctions and

Kremlin countermeasures continue to push up the prices of Russian fertilizer and energy. Under this scenario, the report says:

- More than 280 million people will be plunged into food insecurity this year.
- Those facing extreme poverty will rise by 200 million.
- Those on the edge of starvation will rise by 7 million.

Let us hope and pray this will not be the case, but we must prepare for it and do what we can to alleviate it. That includes salvaging a good production year here in North America, despite the slow start.

Four years ago this summer, the soy industry was thrust into another sort of war—one with much less devastation to human life but one that caused real market disruption to our industry, essentially halting all sales to what is by far soy's greatest market: China. Despite negotiations and a "Phase 1" deal signed January 2020, that trade war and resulting tariffs have yet to be resolved. Farm groups including ASA have become increasingly vocal this past month, urging U.S. Trade Representative Katherine Tai to suspend, reduce or eliminate the Section 301 tariffs that affected soy and other commodities starting 2018 and that remain in place. Contrarily, some members of the Senate wish to see those tariffs untouched. We will explore more

Stephen CENSKY



Stephen Censky, ASA CEO

on where we are with China today in the pages ahead—and talk to our colleagues at the U.S. Soybean Export Council about what promise lies in new and developing markets.

In conjunction with USSEC and ASA's World Initiative for Soy in Human Health program, or WISHH, our organization strives each day to take the shock out of day-to-day market hiccups and smooth the road ahead for soy, regardless of the many bumps and twists we know will appear around the bend. Our thoughts are with the people of Ukraine, and despite the challenges resulting from Russia's invasion that are affecting businesses and industry of all kind, we know we are fortunate—and fortunate to have your ongoing support.

New Farm Conservation Economic Study: EQIP Program Improves Cover Crop Adoption

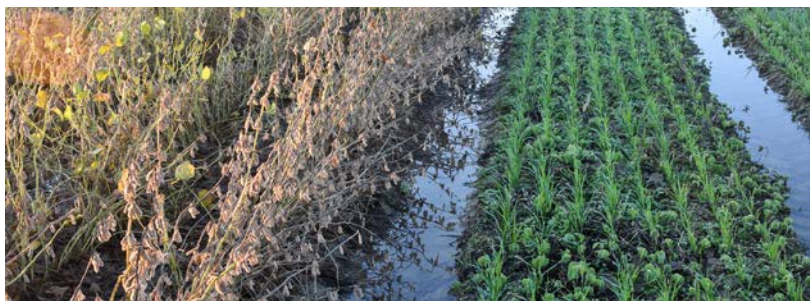


Photo Credit: Kurt Lawton

The American Soybean Association recently led an analysis of federal conservation programs to determine which programs were the most beneficial to farmers and led to greater adoption of conservation practices. The economic analysis showed that the Environmental Quality Incentives Program funding to farmers increased cover crop acres more efficiently than the whole-farm Conservation Stewardship Program. In addition, neither program moved the needle forward on no-till practice adoption.

The analysis was funded through a grant ASA received from the Walton Family Foundation. ASA Chief Economist Scott Gerlt teamed up with Roderick Rejesus and Yuyuan Che, North Carolina State agricultural economists, to take a deep dive into 2009-2020 USDA-Natural Resources Conservation Service data. Both EQIP and CSP are voluntary cost-share government programs that provide financial and technical assistance to increase farmer practices that improve soil, water, air, wildlife and climate impact. Results of the economic analysis provide additional guidance for ASA's advocacy efforts related to proposed conservation programs under the 2023 Farm Bill.

The largest soil-health related purpose category for EQIP and CSP

is Cropland Soil Quality. It focuses on practices that improve soil health: enhancing organic matter, avoiding excessive tillage, managing pests and nutrients sufficiently, preventing soil compaction, keeping the ground covered, and diversifying cropping systems. In 2020, for example, 3.9 million EQIP acres enrolled for this purpose were contracted in these categories: nutrient management (20%), cover crops (18%), reduced tillage (16%), crop rotation (9%), other (37%).

In comparison, CSP had 5.9 million whole-farm acres contracted for Cropland Soil Quality in 2020 in the following categories: integrated pest management (39%), nutrient management (27%), reduced tillage (14%), cover crops (9%), crop rotation (7%), other (31%).

Acreage and costs

National EQIP acreage has stayed in the 10-12 million/year range since 2009, except for the 2012 drought year when it hit 20 million acres. Soybean states show a consistent 2 million acres/year. National costs per acre have doubled from 2009 to 2020 from \$60 to \$120/acre; soybean states increased from \$80 to \$150/acre.

National CSP acreage has steadily declined since 2011, going

from 13 million to 6 million acres in 2020, with soybean states showing a similar decline (5 to 1.75 million acres). In the same timeframe, per-acre costs rose from \$40 to \$300/acre; soybean states increased from \$40 to \$190/acre.

EQIP boosts cover crops

The analysis shows:

- Over time, farmers are automatically adopting more cover crops.
- Increasing rainfall reduces cover crop adoption.
- Warmer weather increases cover crop adoption.
- EQIP payments increase adoption: Each \$1 spent increases adoption by 0.0673% (or \$100 EQIP payment increases cover crops by 7%).

"CSP payments tell a different story, meaning that increasing CSP payments corresponds to a decrease in cover crop adoption," Gerlt says. "While that seems counterintuitive, anecdotal evidence from farmers points to a reluctance to put all their acres into cover crops, as required by CSP contracts, compared to targeting certain acres under EQIP."

No conclusions can be drawn when examining the same satellite and variable data from a no-till adoption perspective. "There are no statistically significant results that show either EQIP or CSP increasing no-till practice adoption," Gerlt adds.

For more information on this study and other conservation projects ASA has completed in partnership with the Walton Family Foundation, visit the Sustainability and Conservation issues section of the ASA website at soygrowers.com.

ASA Debuts 2023 Farm Bill Priorities

After a series of grower listening sessions, farm bill survey, and other steps that began last September, ASA debuted soy's 2023 Farm Bill Priorities at the end of May. The document contains a general needs assessment and topical breakouts, including farm safety net, conservation, trade, energy, rural development, research and nutrition.

Among the priorities included:

- Improving the Title I farm safety net for soybeans
- Continuing the voluntary, incentive-based, flexible approach to conservation programs
- Investing into promotion of U.S. commodities globally
- Building biobased and biofuels opportunities
- Ensuring broadband coverage is accessible throughout rural America

Background:

ASA's steps for determining its farm bill principles began internally with education sessions for farmers serving on the ASA Board of Directors and soy state affiliates to hear more about the various titles included in the farm bill. ASA then worked in conjunction with allied soy groups United Soybean Board and U.S. Soybean Export Council to distribute a widespread survey to farmers. Finally, ASA



hosted a series of 12 listening sessions, by both titles and geographic regions, in which farmers and states could share input—or follow up by comments submitted to ASA staff.

What's next?

As the House and Senate Agriculture Committees lay the foundation for this pivotal legislation, ASA hopes its initial priorities list will provide insight and assure soy growers' interests are considered as the farm bill process continues with hearings this year and legislative development next year. These priorities will be refined into more specific requests by early 2023. View the full priorities document at soygrowers.com.

Ag Groups Call for Withdrawal of Solicitor General's Supreme Court Brief on Glyphosate

In a letter to President Biden, 54 agricultural groups expressed grave concern with a recent amicus brief submitted by the U.S. Solicitor General to the Supreme Court advising the court against taking up a case regarding pesticide labels. The groups, including the American Farm Bureau Federation, American Soybean Association, National Corn Growers Association, National Association of Wheat Growers, National Cotton Council and American Sugarbeet Growers Association, called on the president to swiftly withdraw the brief. They warned the new policy would set a dangerous precedent that threatens the science-based regulatory process. The groups are worried this new policy, along with having environmental impacts, could ultimately hinder the ability of U.S. farmers to help meet growing global food needs intensified by the invasion of Ukraine.

In the May 10 brief, the Solicitor General advised the court against taking up a case concerning whether state pesticide labels can conflict with federal labels.

At question is whether the state of California can require a cancer warning label for the popular herbicide glyphosate when thousands of studies, decades of robust scientific consensus and numerous global regulatory bodies—including the U.S. Environmental Protection Agency—agree the herbicide is not a carcinogen.

The new position expressed by the Solicitor General is a stunning reversal from previous, bipartisan administrative policy. The brief asserts federal law and regulations do not prevent states from imposing their own labeling requirements, even if those labels run counter to federal findings.

Update: On June 21, SCOTUS announced it would not review the glyphosate case in question.

Agri-Pulse Newsmakers

FARM BILL



On a May episode of Agri-Pulse Newsmakers, ASA President Brad Doyle (AR) was featured on a panel of experts who discussed farm programs, this year's production expectations and what it all means for the upcoming farm bill.

ASA Executive Committee Member and USSEC Vice Chairman Stan Born (IL) spoke at the Colombian Ambassador's residence in May at a reception commemorating the 10th anniversary of the U.S.-Colombia Free Trade Agreement. Colombia and U.S. soy have a long-standing history of collaboration and successful bilateral trade.

Congratulations to Abby Berger of Jonesboro, Arkansas. Abby is the recipient of the 2022-23 Soy Scholarship award, sponsored by BASF and ASA. The ASA/BASF Soy Scholarship is a \$5,000 award presented to an exceptional high school senior who excels in academics and in leadership roles and who plans to pursue a degree in an agriculture-related field at an accredited college or university. The scholarship is open to children and grandchildren of ASA members.



COLOMBIA EVENT

SCHOLARSHIP



WTO D.C. MEETINGS

The Director-General of the World Trade Organization, Ngozi Okonjo-Iweala, was in Washington, D.C., to prepare for the upcoming 12th Ministerial Conference of the WTO. As part of her meetings, Okonjo-Iweala met with Treasury Secretary Janet Yellen, the chairs and ranking members of the House Ways and Means and Foreign Affairs Committees, as well as the chair and ranking member of the Senate Finance Committee. During the week, she also met with the Agriculture Coalition for WTO Reform. ASA Director of Government Affairs Virginia Houston and USSEC Senior Director of Market Access Rosalind Leeck represent U.S. soy in that coalition and participated in the meeting with Okonjo-Iweala. The impact of the war in Ukraine on global agriculture and fertilizer production was the main topic of conversation, in addition to supply chain issues.

Conservation Legacy Awards

2023



Tell us your story. Are you using a reduced tillage practice on your farm? Do you grow cover crops? Have you taken steps to reduce soil loss or improve water quality? These are just a few conservation practices used on some farms today that help produce sustainable U.S. soybeans. If you are using one of these practices or others, tell us about your accomplishments and you could win a **Conservation Legacy Award**.

This annual awards program recognizes U.S. soybean farmers who distinguish themselves through outstanding conservation practices, while remaining profitable. All U.S. soybean farmers are eligible to enter. Four regional winners and one national winner are selected.

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- Expense paid trip for two to Commodity Classic, March 9-11, 2023, in Orlando, FL.
- Recognition at the ASA Awards Banquet at Commodity Classic.
- A feature article in *Farm Journal* magazine and a news segment on your farm on the *AgDay* television show.

Applications must be submitted by August 15, 2022. Visit SoyGrowers.com for details.

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ISSUE update

By Ariel Wiegard, ASA Director
of Government Affairs

ASA Supports Maintaining Acres in CRP For Now

When you think about trade and international marketing, the first thing that comes to mind probably isn't the Conservation Reserve Program. But that's just what we're talking about as the threat of a global food crisis hangs heavily over our heads like a summer storm cloud.

Currently, 22 million acres are enrolled in CRP, the USDA program that pays landowners to voluntarily remove land from agricultural production for 10-15 years. CRP was created in the 1985 Farm Bill to reduce soil loss on highly erodible cropland and curb production of surplus commodities, as well as to protect the country's long-term ability to produce food and fiber. These days, CRP is used mostly to improve soil health, water quality and wildlife habitat, and the program has also often served as a "reserve" for emergency haying and grazing when livestock producers face drought and grassland fires.

Many in Washington, D.C., have suggested recently that we tap the reserve, limit new CRP enrollment, and open those 22 million acres to production to help balance the scales against Russia's Ukraine invasion, poor weather conditions in the world's breadbaskets and ongoing global supply chain challenges from COVID-19. They suggest this will help stabilize food prices and meet worldwide demand for grains.

But you won't hear ASA asking to open CRP to production right now. Here are four reasons why:

1. We support farmers having as many options as possible.

Farmers and landowners willingly offer to enroll their land in CRP for a multitude of reasons. Asking USDA to limit land that can be offered takes the choice out of farmers' hands and doesn't account for the many decision points already available. Producers who made an offer under the 2022 CRP general sign-up won't see their contracts go into effect until Oct. 1; they can still decide whether to participate or to plant those acres in 2023. USDA also anticipates farmers will return millions of acres to production when contracts expire Sept. 30 in response to high commodity prices; this year, USDA is giving these growers the option to begin preparing those acres for fall planting before their contracts end. Meanwhile farmers who have contracts past 2022 may exit the program early if they repay the funds they've received, which protects the American taxpayer's investment.

2. The market has always guided CRP enrollment. The best acres for soybean production are likely already being farmed, whereas most land in CRP would be considered marginal. And historic data shows even prime land coming out of CRP is not immediately productive; it

takes several years of intensive management to grow a strong crop. With today's high cost of inputs like fuel, fertilizer and pesticides, the return-on-investment of farming CRP ground may put operations in the red. No one is forcing anyone to put or keep land in CRP, but that might be the best economic decision for some farms.

3. The environmental importance of CRP can't be understated.

Lands enrolled in CRP decrease erosion, improve water quality, build soil organic matter, provide wildlife habitat, increase carbon sequestration and storage and protect farms against drought, flooding, wildfires and other natural disasters. Unnecessarily returning those acres to production could do more harm than good for farms and society.

4. Congress will write a farm bill next year. That is the time to tackle changes to CRP and other farm bill programs. In the coming months, we will learn more about worldwide food shortages and whether limiting CRP enrollment is truly warranted and worthwhile. If so, we will factor that information into our 2023 Farm Bill advocacy to ensure America's soybean farmers have all the necessary tools—including farm safety net, conservation, market access programs and more—to help them feed the world, sustainably.

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PHASE I: Tuesday, Nov. 29-Friday, Dec. 2, 2022, at the Corteva Global Business Center in Johnston, Iowa

PHASE II: Tuesday, March 7-Saturday, March 11, 2023, in Orlando, Florida, in conjunction with Commodity Classic

For more information and to apply for the class of 2023, visit **SoyGrowers.com**.



TOOLS FOR 21st CENTURY TRADE

Despite a rebound in soybean exports to China, ongoing tariffs continue to create future uncertainty amid new trade talks in the Indo-Pacific region.

By Jason Jenkins

When U.S. soybean farmers chat about international trade at the local coffee shop, it's not unusual for China to dominate the conversation. After all, the world's most populous nation is also the world's largest soybean importer.

"Looking back, it's hard to believe, but when we started working in China in 1982, the Chinese were actually a small exporter of soybeans," recalls Jim Sutter, CEO of the U.S. Soybean Export Council. "They didn't import their first U.S. soybeans until 1995, but since then, they've grown into the largest market for soy from all origins in the world. The Chinese import 60% of all soybeans that enter international commerce."

But the seemingly unsatiable Chinese appetite for U.S. soy abruptly disappeared in 2018. Citing unfair trade practices and intellectual property theft as justification, the United States levied new tariffs and trade barriers against Chinese goods. In response, the Chinese government imposed retaliatory tariffs on U.S. goods, including a 25% tariff on soybeans. A trade war had begun.

"Things were pretty dire for U.S. soy in 2018," says Virginia Houston, director of government affairs for the American Soybean Association. "The trade war coincided with an outbreak of African Swine Fever in China, so soybean demand there

plummeted. Prices were low, and we weren't selling to our biggest customer."

The war escalated until January 2020 when the Phase One Trade Deal was signed by both countries. For U.S. soybean farmers, the agreement meant their product was excluded from retaliatory tariffs, and Chinese importers began ordering soybeans again. While some farmers considered it the end of the trade war, Phase One was more of a cease-fire—and it expired at the end of 2021.

"While we are selling our soybeans now, there's still uncertainty on the horizon because the tariffs are still in place

on both sides,” Houston says. “Without codification on how we move forward, the Chinese could take away the tariff exclusion on soybeans, and we could be back to where we were in 2018. So, there are lingering questions.”

In May, ASA was among more than 40 industry and association groups that sent a letter to U.S. Trade Representative Katherine Tai calling for tariff relief in the face of the pandemic, supply chain disruptions, inflation and the impacts of the war in Ukraine.

“Our message is that the tariffs are hurting U.S. agriculture,” Houston says. “If the U.S. lifts its tariffs on Chinese goods, our hope is that the Chinese will eliminate its retaliatory tariffs.”

Progress on Pacific partnerships

Since the mid-2000s, the United States has worked to build relationships with trading partners in the Asia-Pacific region, a key geography for soybean exports. In 2008, talks among 12 nations—including Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam and the United States—began on the Trans-Pacific Partnership, an agreement containing measures intended to lower both tariff and non-tariff trade barriers and highly supported by ASA. All 12 nations signed on for TPP in February 2016, but less than 12 months later, newly elected President Trump withdrew the United States from TPP, preventing it from moving forward.

Undeterred, the remaining 11 nations agreed to revive the plan. Now calling it the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, the group finalized the agreement in January 2018, and by the end of 2018, CPTPP was ratified and came into force—without the United States.



“There have been lost opportunities by not following through on TPP,” says Sharon Bomer Lauritsen, agricultural trade policy consultant and former Assistant U.S. Trade Representative. “It provided for lower tariffs on food and agricultural products. Increased exports of U.S. meat and poultry would have increased demand for soybeans as animal feed, so U.S. soy would have benefited. TPP also would have established a higher set of rules for sanitary and phytosanitary measures that impact U.S. exports.”

While the United States did negotiate a bilateral trade agreement with Japan that went into effect at the beginning of 2020, no additional trade agreements have been reached with countries in the Indo-Pacific region.

“Looking beyond China, this area is extremely important for U.S. soy, Houston says. “Six of our top 10 export markets are in the region, and it’s only expected to grow as consumer demand in those countries continues to rise.”

In May, the Biden administration announced the launch of a new trade partnership with 12 other

nations representing 40% of the world’s gross domestic product—the Indo-Pacific Economic Framework for Prosperity. The plan focuses on four key pillars to establish commitments that will lead to increased economic engagement among the partners. These include fair and resilient trade; supply chain resiliency; clean energy, decarbonization and infrastructure; and taxation and anti-corruption. Houston says nations may elect to participate in one or more of these pillars.

“We’re looking at how IPEF could benefit U.S. soy, and right now, that is not 100% clear,” Houston says. “We do know that it will not include any actions to reduce tariffs and improve market access for U.S. agriculture, which is the action we’ve been asking for.”

Bomer Lauritsen agrees. “Whereas TPP was clearly an actual economic and trade agreement, IPEF does not appear to be that, at least at this stage, particularly for the food and agriculture sector,” she says.

While IPEF won’t likely change tariffs, two non-tariff trade barriers that could be addressed are agricultural biotechnology

(continued on page 14)

(continued from page 13)

approvals and maximum residue limits. Both areas are of interest to U.S. soy exports.

“A lot of countries still don’t have science-based regulations for products derived from agricultural biotechnology,” Bomer Lauritsen says. “A renewed effort to have functioning regulatory systems to approve new varieties of soybeans in these countries is an important agenda item. Likewise, creating systems in these countries to establish maximum residue levels for crop protection products that are science based should also be a focus.”

A future without trade agreements?

For nearly 40 years, free trade agreements have been used successfully to expand markets for U.S. products around the world. The United States entered its first FTA with Israel in 1985, and today, bilateral and multilateral FTAs are in force with 20 nations.

“These agreements are all very much alive and have provided important economic benefits to American farmers and to the U.S. economy as a whole,” Bomer Lauritsen says. “If you look at new FTAs that other countries are entering into, I think they are still a critically important tool that the current administration should be looking at to help the U.S. economy.”

Of the 20 nations with which the United States has FTAs in force, only three are currently major importers of U.S. soy: Mexico, Canada and Colombia. Sutter says that in all three cases, the trade agreements have yielded benefits for soybean growers.

“Prior to the agreement with Colombia in 2012, for example, South American-origin products had advantages there over U.S. products,” he says. “The FTA helped level the playing field, and we’ve been able to take advantage of that. Shipments of U.S. soybeans and soybean meal

ASA Executive Committee Member and U.S. Soybean Export Council Vice Chairman Stan Born (IL), along with ASA Director of Government Affairs Virginia Houston and USSEC CEO Jim Sutter attend a reception commemorating the 10th anniversary of the U.S.-Colombia Free Trade Agreement in May. Colombia and U.S. soy have a long-standing history of collaboration and successful bilateral trade.
Photo Credit: USSEC



to Colombia have almost tripled since the FTA was signed. Now, they are the third largest market for U.S. soybean meal.

“The FTA has really generated goodwill and positive trade between the two countries,” he continues. “If we could do more of those, it wouldn’t be a bad thing.”

Sutter notes that in 2021, the United States lost a tool for creating agreements when Trade Promotion Authority, a fast-track negotiating ability delegated to the U.S. president by Congress, was allowed to expire.

“It’s difficult to get any country to want to negotiate seriously or even contemplate a free trade agreement without TPA in place,” he says. “Getting an agreement ratified by Congress without it would be too complicated.”

While new FTAs may not be on the horizon, Sutter believes international markets can continue to expand by differentiating U.S. soy using both intrinsic and extrinsic qualities.

“We can differentiate our soybeans by the internal characteristics, whether that’s the amino acid content, the oil composition or some other value,” he says. “U.S. soy also has a demonstrable advantage in the area of sustainability.”

Bomer Lauritsen credits USSEC and its efforts in 2019 that prompted the European Union to recognize U.S. soybeans as sustainable under the EU’s Renewable Energy Directive.

“The U.S. soybean industry has really been a global leader on the whole issue of sustainability,” Bomer Lauritsen says. “We really need to start thinking about and defining the trade rules around the issue so that countries don’t create unnecessary barriers to trade in the name of sustainability.”

Thanks to continued investment by the industry, new opportunities for U.S. soy abound around the globe. Export volumes confirm the successes. During the 2020/2021 marketing year, U.S. soy achieved a record aggregate export volume of 74.76 million metric tons valued at more than \$34 billion.

“We set a new record in the midst of a global pandemic, and we did it without setting a new record in China,” Sutter says. “That’s a really good thing. It shows that we’re growing in new markets. We’re creating win-win relationships. When our trading partners do well, then U.S. soybean farmers do well, too.”

WHY TRADE?

By Scott Gerlt, ASA Chief Economist

A natural question to ask is, “Why would a country trade if it can produce a product at home? After all, doesn’t the domestic industry provide jobs and income?”

Absolutely, it provides both.

However, the gains from trade more than offset losses, providing increased economic growth for all trading countries.

A country’s production is limited by its resources, including natural, capital and labor. Without trade, it can’t consume more than it can produce of any good. Even if a country could produce every product it wanted to consume, the resources would still limit the volume. With trade, consumption within countries exceeds the levels that would exist without it.

If a country engages in trade, it tends to specialize in certain products. What are the

optimal products to specialize in?

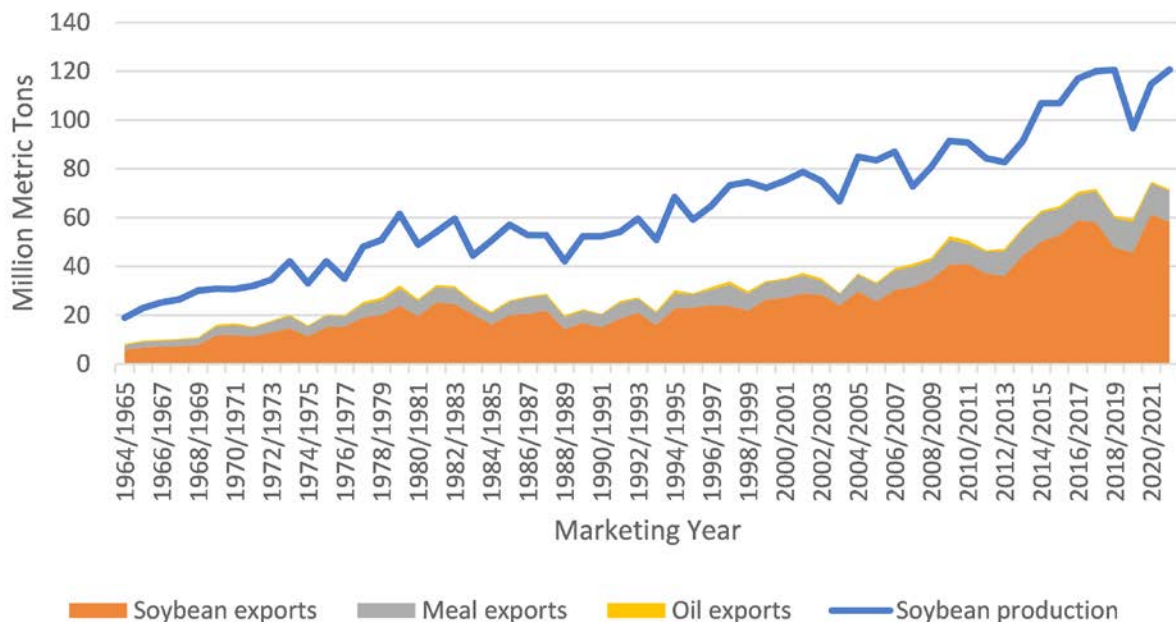
Surprisingly, it isn’t necessarily those that the country is the best at producing relative to other countries. Instead, the most is gained when countries focus on producing goods it is best at relative to other goods it could produce. A country could be the most productive in producing all goods and still gain from the international marketplace. This concept even goes down to the individual level and explains why society is better off with people choosing occupations as opposed to attempting to be self-sufficient. In this case, it is still trade—albeit at the individual as opposed to country level.

When fair trade occurs, the benefits and costs are rarely experienced equally. Whether producers and consumers of

a particular good gain or lose depends upon whether exports or imports are created through trade. However, the overall benefits are greater than the losses, thus creating a positive impact for the country.

The U.S. gains by producing and exporting soybeans. Domestic production grew by a factor of almost six between 1964 and 2021. At the same time, exports grew by a factor of 10 and domestic consumption grew by a factor of four. For the 2021/22 marketing year, the U.S. is expected to export 59% of the soybean crop when meal and oil are included. The growth in soybean exports has allowed the growth in soybean area. This has increased the value for U.S. farmers while providing affordable protein and oil for other parts of the world.

U.S. Soybean Production Relies on Trade



Soybeans are the number one U.S. agricultural export by value, but the gains from trade extend throughout the sector as the U.S. exports many agricultural products and imports many inputs. Continuing to expand trade helps increase the price farmers receive but also provides a net positive benefit for society as a whole.

USSEC at Work in New and Emerging Markets

By Karey Claghorn, USSEC Executive Director of Marketing, Communications and Operations

With a mission to maximize the utilization, value and access to markets of U.S. soy around the world, the U.S. Soybean Export Council works to identify new and emerging international soybean markets. From Latin America to Southeast Asia to Africa, globally diverse countries are showing increasing promise as markets for high-quality, reliable, sustainable U.S. soy.

Egypt

Egypt has a strong and growing preference for U.S. soybeans, with the U.S. being its largest supplier. The country's population of 106 million is increasing its poultry consumption and shrimp production and expanding its crush industry. Egypt is the third largest global market for U.S. soy exports. With USSEC's strong user industry relationships and as home to a robust Soy Excellence Center—located around world to serve as regional hubs for professional development and training—opportunities in Egypt are poised to continue growing.

Vietnam

Vietnam is the world's 13th-largest soy customer, and the majority of its soybean imports are from the United States. Pork is central to the diet in Vietnam, and domestic pork production is expected to increase through 2030. It is a dynamic emerging country with a young population, stable political system and commitment to sustainable growth. Improved port facilities and very low import tariffs further support the growing U.S. collaboration with Vietnam.

Bangladesh

With a land mass about the size of the state of Georgia and a population of roughly 165 million,



Egypt is home to a robust Soy Excellence Center. Pictured here, Stan Born delivers remarks at the opening of the center in Egypt in 2019

Bangladesh has one of the world's most dense populations. This puts an exceptionally high premium on land and requires imports to meet food security needs. Bangladesh is the world's third largest soybean oil importer and has the world's fifth largest aquaculture industry. The country has a strong preference for U.S. soy, zero tariff on soybean meal or soybeans and a modern, large-scale crush industry with room to grow.

Pakistan

Agriculture remains a core pillar of Pakistan's economic growth and development. In 2021, soybean imports crossed the \$1 billion threshold. The poultry, livestock and aquaculture sectors are fundamental to Pakistan, and USSEC is expanding outreach to potential end users representing mid-size companies in addition to engaging large operations. More than 50% of the population suffers from protein deficiency, and the increasing proportion of Pakistan's youth provides a potential demographic to use quality protein products.

Ecuador

Ecuador's economy is the seventh largest in Latin America. U.S. soybean meal exports have increased as the industry has taken advantage of price and value advantages versus South American origins. Ecuador is the main aquaculture market for U.S. soy in Latin America—namely shrimp-related—and the industry has continued to grow. Trade and technical support from USSEC is welcomed and sought by the industry. New reductions in tariffs on soybean oil imports could lead to U.S. exports and potential opportunities with bottlers, refiners, hotels, restaurants and institutions.

The U.S. Soy Sustainability Assurance Protocol and Sustainable U.S. Soy label are helping further opportunities across all new and emerging markets. U.S.-grown soy, branded U.S. Soy, is part of the solution to meeting the world's protein needs, and USSEC is proud to deliver the message to countries eager to hear it.



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INDUSTRY

perspective

By Megan Tanel

Identifying Trends Reshaping the Way Food is Produced in North America

In the 1930s one American farmer could produce enough agricultural product to feed a total of four people; today each American farmer feeds more than 165 people due to a combination of machinery and improved seeds and other crop practices. Farmers are proud to not only feed their families and fellow Americans, but also to produce crops to export to the rest of the world.

America's farmers have always met the challenges of their time. However, a global population projected to increase 2.2 billion by 2050, requiring a 70% increase in food production, without additional land or natural resources to do so, raises the bar to even greater heights. So, what do we do?

In response to the challenges on the horizon for farmers, the Association of Equipment Manufacturers recently released *The Future of Food Production*, a whitepaper detailing the drivers impacting how food is produced in North America. The whitepaper identifies 13 trends that are changing agriculture today, impacting farmers like you, and reshaping how food will be produced in the coming decade.

We brought together our agriculture-based members to take a hard look at the future and identify trends that are changing the industry and demands being made on today's farmers. AEM is committed to taking an active role in examining the future of agriculture so we can help our member companies offer equipment solutions and insights to help you succeed. From producing more with less

environmental impact to advanced food traceability to help maintain consumer trust to artificial intelligence enabling insights-driven farming, the 13 trends outlined in the whitepaper define a new way of doing business that will help growers produce more with less. The trends include:

1. Produce more with less environmental impact
2. Optimization of water use
3. Increase global demand for protein
4. Shorter food supply chain
5. Geographic shifts in production
6. Advanced food traceability helps maintain consumer trust
7. Farmers adjust in response to emission regulation
8. Efforts to decarbonize create adjacent economies
9. Connectivity gap narrows
10. Artificial intelligence enables insights-driven farming
11. Resources pour into cybersecurity
12. Farm ownership models change
13. New business models emerge

We know soybean farmers are working hard to do the right things, not just for the next season but for the next generation. This whitepaper outlines how the agriculture industry could be reshaped over the next decade and shares a vision for opportunities to overcome challenges.

Equipment technology is pivotal to many of these trends coming to fruition. With predicted global population growth, shifting natural resources and increasing supply chain challenges, the evolution and adoption of technology will be key to meeting production demands.

MeganTANEL



Megan Tanel is president of the Association of Equipment Manufacturers

However, soybean and other growers need to generate more yield and at least break even from a financial standpoint. As a farmer, if you are going to change a practice or invest in a recent technology, the economic impact of that action must be part of the conversation.

Meeting tomorrow's challenges will require a new way of thinking and in some instances, a new way of doing business. Over the past two decades, the growth in soybean and corn yields, for example, has coincided with the widespread adoption of precision agriculture technologies. As precision agriculture technologies become more widely adopted, there is potential for significant upward movement in yields and savings.

AEM members like me are here to work with growers and help them meet the demand to feed an increasing population. The new whitepaper can be viewed and downloaded from AEM's Future of Food Production website page: aem.org/future-of-food-production.

Food production and the face of farmland ownership in America are changing, but the one constant is the American farmer, who has the ingenuity and tenacity needed to ensure a reliable food supply at home and abroad.

ASA Leadership & Education Continuum

ASA's leadership training programs provide soybean farmer-leaders with tools and training designed to increase advocacy effectiveness and strengthen relationships with key legislators, regulatory bodies and media. The programs are designed to provide a training path from introductory to advanced leadership development—an education continuum.

5 ASA Board of Directors

Audience: ASA board and executive committee members

Purpose: Provide current ASA leaders with additional training to increase overall effectiveness.

4 Soybean Leadership Academy

Audience: Senior board leaders and staff CEOs; elected officers/board members and managerial/lead staff

Purpose: Provide general sessions and track-based training by top leadership trainers and industry experts.

3 Leadership At Its Best

Audience: State and national soybean association board members

Purpose: Present intermediate leadership, communication, issues and advocacy training.

2 Young Leader Program

Audience: Growers/grower couples interested in leadership

Purpose: Present basic leadership, communication and issues training.

1 Ag Voices of the Future

Audience: College students

Purpose: Provide an introduction to the soybean industry, advocacy and career opportunities related to ag policy.

BASF
We create chemistry

ASA and BASF offer an annual \$5,000 scholarship to an eligible high school senior planning to pursue a degree in agriculture.

For more information on these ASA programs, visit
SoyGrowers.com



ASA
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Why are Soybean Seeds Pink?

When spring planting comes around each year, it never fails that a visitor at our farm will ask, “Why are your soybean seeds hot pink?” I can tell that some ask out of pure curiosity, and others are bothered by it because a hot pink soybean seed seems unnatural. We recently purchased a seed treater, with plans to treat our soybean and cotton seeds in-house for 2022. Originally, my intent for this article was to talk about our new seed treater; however, as I started writing, I decided to write about the basics of seed treating—the why, what and how.

Why do we treat our seeds?

We treat our cotton and soybean seeds in-house. Our corn and rice seeds come to the farm already treated by the supplier. The reason we treat seeds is to mitigate early season risk of disease and insects and to maximize yields. The practice of treating seeds is nothing new. According to a 2009 article that I read in Cotton Grower magazine, seed treatment dates back over 350 years. In 1670, a ship carrying wheat sank off the coast of Bristol, England. Since it sank close to the coastline, farmers tried to salvage the wheat. The farmers then decided to plant some of the wheat they salvaged because the quality was too poor to make flour.

As the crop grew, they noticed that the fields planted with wheat from the sunken ship had much less incidence of smut, a wheat disease. Going forward, it became a common practice for the farmers in that area to treat grain seed with freshwater and salt, lye or even urine.

Since then, seed treating technology has come a long way from salt water and urine. For us and others in the mid-South, seed treatment has become a standard practice because our mild winters and long growing seasons lead to considerably more pest pressure. Each year, as we choose our crop mix, we also decide what products are needed to protect our seeds from disease and insects and allow them to grow to their full potential.

What does it mean to treat seeds?

Seed treatments are made up of a combination of ingredients to protect the seeds. Common ingredients include fungicides, insecticides and additives. Each ingredient has the purpose of either protecting the seed or maximizing the potential of the seed. For example, fungicides protect seeds from fungal diseases, and insecticides defend against below-ground insects and provide seedlings with early protection from above-ground insects. Additives help to give the seed a head start in the early crop season. For example, we treat our soybeans with Vitalis, an inoculant additive that adds bacteria to

Untreated soybean seed (left) and treated soybean seed (right). Photo Credit: Willard Jack



the seed to increase the uptake of nitrogen from the air. Our soybeans are also treated with one insecticide and three fungicides, in addition to the inoculant. Treating our seeds with the right “recipe” of ingredients will grow a healthy, higher-yielding crop that uses soil nutrients efficiently.

How do we treat seeds in-house?

In our warehouse, we store our seed and crop protection products. Our warehouse also stores our seed treater. Prior to planting, we feed the untreated seeds through our seed treater, which applies the specific recipe of fungicides, insecticides and additives that we have chosen for that particular seed variety.



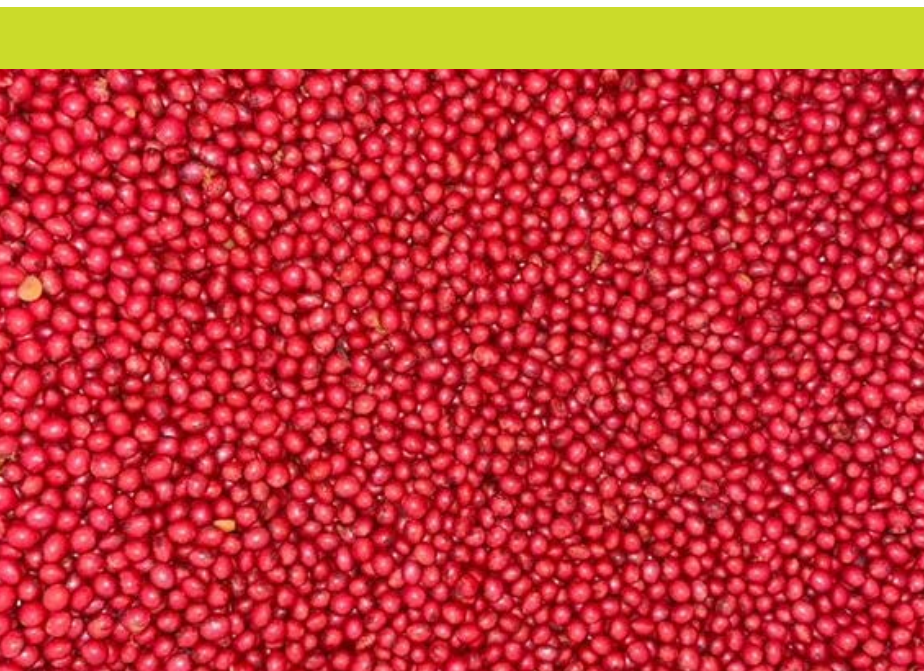
Willard Jack (center) is a farmer from Belzoni, Mississippi, and actively served on the American Soybean Association Board of Directors from 2015 to early 2022. Jack is a first-generation farmer who moved from Canada to the United States in 1979. He and his family grow soybeans, cotton, rice, corn and wheat. He runs Willard Jack Trucking and is chairman of the board for Silent Shade Planting Co., a 12,000-acre irrigated operation.

The seed treatment ingredients are sprayed onto the outer layer of the seed. When complete, the seed will be coated in the treatment. The treatment will be visible to the eye by the colorant in the treatment.

Why are treated seeds pink?

The colorant is required by law so that it is obvious if a seed has been treated or is untreated. The bright color reminds our employees that they are handling treated seed and should use proper personal protective equipment, or PPE, such as gloves and a long-sleeve shirt. Also, the colorant makes other end users aware that the seed has been treated to be planted in the ground and cannot be used as feed.

In conclusion, seed treatments are just our first line of defense to threats to our seeds' growth potential. They set the foundation for our plants to grow. Six to eight weeks post-plant, conventional seed treatments break down and dilute. By the time the plant reaches maturity and is ready for harvest, the seed treatments are in most cases no longer detectable within the plant.



(YOU)

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Moving You Forward.



SOY checkoff news

More Options, More Opportunities: Diversifying the Soy Supply Chain

The infrastructure that takes your soy from the farm to the feed trough is going deeper and farther than it ever has before—literally. The soy checkoff is investing in projects to optimize the transportation channels that support soybean exports, facilitating trade to meet the ever-growing demand for your crop.

Setting sail on the St. Lawrence Seaway

The St. Lawrence Seaway reaches 2,340 miles from the Atlantic Ocean to the head of the Great Lakes in Duluth, Minnesota, and currently carries less than 2% of U.S. soybean exports. The Gateway Incentive program, an agreement between the Soy Transportation Coalition and the St. Lawrence Seaway Management Corporation incentivizes more agricultural shippers to use the route through SLSMC's Gateway Incentive Program.

"As export customers continue to look to our soybeans for qualities they value, like sustainability, the St. Lawrence Seaway represents a great opportunity for soybean farmers," says Gene Stoel, a Minnesota soybean grower and soy checkoff farmer-leader.

Stoel spent some time working

in the grain elevator business in Minnesota and experienced the need for optimization firsthand.

"We used to transport a lot of soybeans on the St. Lawrence Seaway and ship them out of the country," he says. "We don't do that anymore because of efficiency concerns."

As demand for soybeans continues to grow around the world, supply chain stakeholders need options to meet demand quickly and efficiently. This agreement increases options and supply chain resiliency by reducing shipping tolls on new shipments of soybeans and agricultural freight via the St. Lawrence Seaway—by 50% during the 2021 shipping season. For the soy checkoff, strategic partnerships like this one ensure U.S. soy continues to benefit from the country's top-notch infrastructure system.

Soy checkoff farmer-leaders, members from 13 state soybean boards and the American Soybean Association sit on the STC board. In addition to the soy checkoff's own investments in infrastructure improvement and expansion projects, membership in the STC allows for additional collaboration, creating more opportunities to prioritize soybean farmers and

soybean production.

The partnership between the U.S. soybean industry and the St. Lawrence Seaway is good news for both parties, providing new export options for U.S. soybeans and incentivizing new business for the Seaway as well, according to Bruce Hodgson, director of market development for SLSMC.

"Agriculture and the Seaway have a long and mutually beneficial relationship," Hodgson says. "By signing an agreement with the Soy Transportation Coalition for our Gateway Incentive Program, we're building on this relationship by demonstrating the numerous benefits and advantages the Seaway can provide to U.S. farmers."

Locking in infrastructure for the future

You can find U.S. soy all along the riverways in the U.S., including Lock and Dam #25 on the Upper Mississippi River—a U.S. infrastructure asset critical for efficient barge traffic.

The Lock and Dam #25 structure was built in the 1930s and with no updates since its original construction, barges traveling through experience significant delays due to the single 600-foot lock chambers that raise

(continued on page 24)

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and lower vessels moving from one water level to another. The 600-foot chambers require 1,200-foot barges to “double lock,” significantly slowing delivery of U.S. grain commodities.

The soy checkoff, STC and state commodity organizations in Illinois, Minnesota, Missouri and Iowa have collectively committed \$1 million to offset pre-engineering and design work expenses required to move Lock and Dam #25 into the 21st century.

If approved for federal funding, the project would be the first under the Navigation and Ecosystem Sustainability Program, a long-term program authorized by Congress to improve and restore the Upper Mississippi River System.

Lock and Dam #25 is an integral link in waterway traffic, impacting how efficiently soybeans can be moved from one place to another. The numbers speak for themselves:

- Lock & Dam #25 accommodates 200 million bushels of soybeans annually, according to a report prepared for the United States Department of Agriculture Agricultural Marketing Service.
- An outage at this facility would cost nearly \$1.6 billion and increase the number of truck traffic trips by more than 500,000 annually, according to Waterways Council, Inc.

- A 2016 economic impact analysis by USDA predicted that even just a three-month shutdown (Sept.-Nov.) could result in aggregate economic activity related to grain barge transportation declining by \$933 million.

“Barge transport of soybeans provides the most economical, efficient and sustainable method of transportation for U.S. soy,” says Andy Schimpf, navigation business line manager, U.S. Army Corps of Engineers. “It’s why 60% of U.S. soybean exports depart from the Mississippi Gulf region, of which nearly 90% of those soybeans arrive via barges. Our country’s lock and dam infrastructure along U.S. inland waterways needs attention, as most are over 50 years old and in dire need of updating.”

The U.S. Army Corps of Engineers plans on doing just that. In January, it released a detailed list of projects earmarked to receive funding in 2022 under the Infrastructure Investment and Jobs Act. Lock and Dam #25 will receive \$732 million for improvements.

These funds will go toward building a new, larger lock chamber adjacent to the existing lock chamber. This will enable a typical 15-barge tow—transporting over 800,000 bushels of soybeans or corn—to transit the lock in a single pass, which takes between 30 and 45 minutes, compared to the two hours it takes now.

Digging deep in the Mississippi

Farmers rely heavily on the Mississippi River to connect them to the global market. The checkoff, in service of its goal to keep more dollars in your pocket, looked into the feasibility of a cost-savings measure that has really panned out: increasing efficiency by making physical changes to the lower Mississippi River. A dredging effort there aims to increase the depth of the lower Mississippi from 45 to 50 feet, allowing larger ships to pass through areas like the Port of New Orleans. This increases opportunities for international export of U.S. soybeans.

Five feet can really make a difference. Research commissioned by the STC shows that deepening the draft of the lower Mississippi River from 45 to 50 feet will provide over \$461 million in increased revenue to soybean farmers.

The project enables soybeans to hit the market in higher quantities in more cost-effective shipments that will accommodate larger global ports with shipment volumes of over 80,000 metric tons, compared with the initial depth, which could only accommodate 66,000 metric tons.

Checkoff research uncovered the threat to the U.S. competitive advantage in this area, as nine other export countries were already equipped to harbor vessels carrying nearly 80,000 metric tons. Farmers like Stoel know investments like this one are crucial to meet international demand for soybeans.

“Just because there’s a road doesn’t mean I can move my soybeans on it. Waterway infrastructure allows us to move more of our crop, more efficiently,” says Stoel. “If the checkoff were to stop investing in projects like this, that would affect our livelihood all the way down the supply chain.”



Source: United Soybean Board



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WISHH works with key international stakeholders to demonstrate **U.S. soy's value** for businesses and communities.



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WISHH is a program of the American Soybean Association and is funded in part by the United Soybean Board and state soybean board checkoff programs.

ASA/WISHH Kicks Off Busy Summer for International Trade Teams

Trade teams are heating up this summer with the help of ASA's World Initiative for Soy in Human Health program. In May, the Nebraska Soybean Board hosted its first WISHH trade team, inviting Asian and African soyfood company leaders to learn more about U.S. soy firsthand. The event drew local T.V. and other media coverage.

NSB Chairman Doug Saathoff hosted the team on his farm, where he demonstrated the quality, safety and sustainability of U.S. soy for the international trade team's food products. Those participants said the experience provided insight into the quality of U.S. soy and new ways to use soy in cereals, snacks and more.

One business leader who participated is Ariyasinghe Samaranayake, a general manager of the largest food manufacturer in Sri Lanka. Samaranayake, along with his fellow trade team members, toured an Ag Processing Inc. processing plant before participating in the University of Nebraska-Lincoln Food Processing Center Extrusion Workshop.

"The entire process was very helpful," Samaranayake said. "What WISHH has done for our team is invaluable. Soon we hope to purchase U.S. soy for our needs as our business continues to grow at such a high rate. Our understanding of the quality of U.S. soy convinced us to move forward!"

WISHH used USDA Emerging Markets Program and Market Access Program funding to support the trade team.

Samaranayake isn't the only South Asian food company leader

who found the trade team important to their innovation and growth strategies. Suranga Abeysekera's company, Janrich, already purchases U.S. soy flour from a WISHH strategic partner—Benson Hill. She praised the extrusion course for highlighting the production of high-moisture, textured soy protein, a process Janrich hopes to replicate.

"We are already pleased with the U.S. soy we are purchasing," Abeysekera said. "I'm taking multiple samples of TSP home so that our team can understand the quality. This will help us move forward profitably."

West African-based Yedent Agro CEO Samuel Ntim Adu is a long-time WISHH strategic partner who uses soy protein to make nutritious fortified foods. Collaboration with WISHH helped him expand his company to also produce animal feeds made with soy. Ntim Adu hopes to further extend into the household retail market with foods

made with TSP. WISHH is helping his company overcome the challenges of new product formulation and introduction.

"WISHH continues to bring so much knowledge to our business," Ntim Adu said. "Through WISHH, this trade team convinced me that I am on the right path. The connection to other WISHH partners who are ahead of what we want to do is invaluable."

The connections were so fruitful that Yedent Agro is sending several of its production staff to Sri Lanka to learn more about soy extrusion and take that knowledge back to Ghana. The CEO explained how these trade teams help push a reliable supply of affordable foods that meet protein demands in his country.

"Good, quality protein is rare and expensive for us. WISHH is making it more affordable and helps us deliver good quality food and feed to our customers," Ntim Adu explained. "One thing has become clear to me after this trip; we must strengthen our ties with ASA/WISHH as we bring better products to the market."

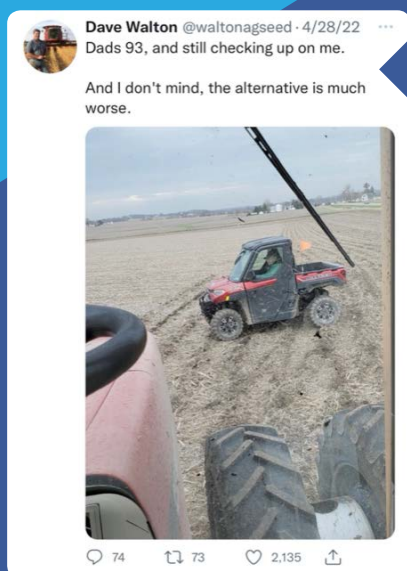


Nebraska Soybean Board Chairman Doug Saathoff hosts ASA/WISHH's trade team—seven food company leaders from Sri Lanka and one from Ghana. WISHH used USDA funds to give the company reps a firsthand look at the quality of U.S. soy and introduce them to innovative ways to use soy in cereals, snacks and more.

#soy SOCIAL

Check out what's trending in U.S. soy on social media

Spotted on Twitter: **Sen. John Thune** (SD) shared a video of a recent session he held with ag industry experts to discuss the farm bill. ASA **Chairman Kevin Scott** (SD) and South Dakota Soybean Association President **Jordan Scott** met with the senator to share their farm bill 2023 priorities.



ASA Director **Dave Walton** (IA) posted a photo on Twitter of his 93-year-old father checking on him out in the field. The post was extremely popular, garnering 2,135 likes and more than 70 retweets, proving that personal stories resonate for ag advocates!



Rep. Darin LaHood (IL) posted about his meeting with ASA Director **Rob Shaffer** (IL), who also serves on the Clean Fuels Alliance America board, and their discussion on soybeans and biodiesel.



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Upcycling on the Farm & Ranch By Damon Carson

Farms and ranches generate almost entirely biodegradable products. But that doesn't mean that a lot of material waste doesn't come from the agriculture industry.

The work of farms and ranches is intimately tied to the environment, and therefore those involved are typically very good stewards of their resources. But it doesn't take a "tree hugger" to be concerned about how much trash is being produced in the United States today—about 292 million tons, according to the EPA. Picture a train 2,920,000 cars long, stretching nearly one-and-a-quarter times around the world, hauling off the nation's waste.

Farmers and ranchers can play a big part in the management of waste. And they don't have to undertake big measures to make a contribution to landfill diversion, nor to save money using "repurposed" resources.

At least one niche company is using ingenious ways to repurpose anything from farm materials to football turf, showing how to save money while also preventing unnecessary waste.

That company, repurposedMATERIALS, is helping industries across the nation reduce their environmental impact by finding a second life for a surprising number of items. Here are few of repurposedMATERIALS' creative applications of used materials:

- Aluminum stadium bleacher planks are repurposed for walkways and decks, or covers for patios
- Shower doors become windows for a greenhouse
- Polyiso insulation is used to



Damon Carson owns repurposedMATERIALS, a company that is helping industries across the U.S. consider if there are "repurpose-able" options for their used or obsolete materials before simply sending them to the dump.

keep buried water and sewer lines from freezing

- Old basketball court floors and football field turf are used for floors, playgrounds and wall decorations

"We all have a part to play in protecting our environment," said repurposedMATERIALS owner Damon Carson. "It makes sense environmentally and economically. Giving materials a second life keeps them out of the landfill, which can come with surprising cost savings."

For half a century, the solution to the waste problem has been recycling. But recycling involves the reprocessing of materials.

"That uses energy, another kind of waste. It's expensive. And it's inefficient," Carson says.

For those reasons, he says recycling ranks just above "waste-to-energy" (i.e., burning) on the waste hierarchy. Recycling keeps a portion of the junk out of the landfill, but is there some way to reduce industrial waste more efficiently? Carson believes the answer is "yes," and the solution is not recycling but instead "repurposing." Rather than melting, shredding, chipping or grinding—the recycling process—his repurposedMATERIALS finds new uses for materials in their current form.

(continued on page 30)

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"If something is obsolete to the primary user, that doesn't mean it doesn't have value somewhere," Carson says. "If you find yourself saying 'I can't use this. What am I going to do with it?' that's where we come in."

Some of the top repurposers are farmers and ranchers, Carson shares. "Cowboy ingenuity" lends itself readily to finding new uses for previously used products.

"A great example of repurposing is the use of concrete railroad ties for low-water bridges," Carson said. "Laid parallel to the flow of water, they won't move because they weigh 800 pounds apiece."

Some other farm and ranch repurposing examples:

- Retired mining conveyor belts are used for everything from wind breaks to fences across water gaps; slings under cattle during hoof trimming to corridor liners in corrals
- Used billboard canvases make for good shade awnings, hay tarps and ditch liners
- Big machinery tires, sliced in half, with the hole filled with cement make cattle water tanks that will last for decades
- Road guardrails are used for fencing



Pictured is mining conveyor belting "repurposed" as a deflector on a no-till planter. Carson says farmers are some of the top "repurposers," giving a second life to materials to keep them out of landfills.

Carson challenges farmers and ranchers to consider if there are "repurpose-able" options for their used or obsolete materials before simply sending them to the dump.

Proud of what his company has been able to accomplish, Carson believes repurposing is at the intersection of affordability and sustainability. For the one getting rid of waste, there may be a savings beyond just paying to dispose of the material. And for the one utilizing repurposed

material over a primary-purpose product, there is typically a savings of 50 to 75%, he reports.

"We adhere to the belief, 'It is not waste until it is wasted,'" he says. "If you can avoid paying for disposal and you can keep it out of the landfill, it's a win-win."

Learn more about Carson's business at repurposedmaterialsinc.com/.

Advertising billboards are repurposed as hay tarps.



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SoyPAC is an important national soy advocacy tool.

The ASA SoyPAC is the only political action committee representing the interests of solely soybean growers. SoyPAC provides ASA with resources that help support legislators who champion soybean farmer priorities.

The list of issues affecting agriculture and soybeans is long and diverse. ASA staff work year-round to respond to these issues.

**For more than 100 years, ASA has led efforts to
advocate for U.S. soybean farmers on policy and trade.**

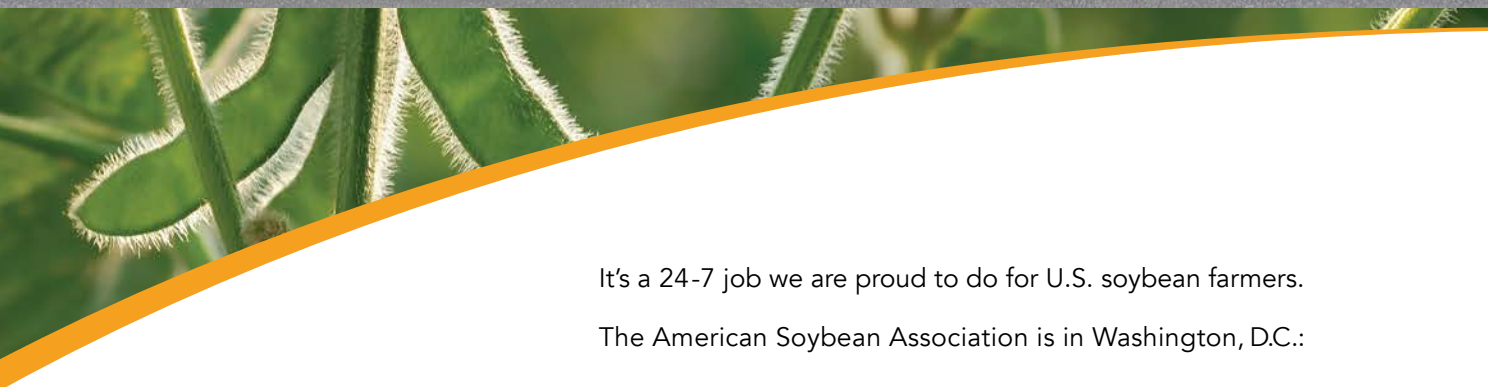
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SoyPAC funds raised are for the benefit of political candidates and activities on a national level that support the soybean industry. Contributions to SoyPAC are voluntary and you have the right to refuse to contribute without reprisal. Your contribution to SoyPAC must be personal – not corporate. Maximum annual individual contribution to SoyPAC is \$5,000. Contributions to SoyPAC are not deductible as charitable contributions for federal income tax purposes. Any suggested amounts are suggestions only and not enforceable; more or less than the suggested amount may be given; the amount given by the contributor, or the refusal to give, will not benefit or disadvantage the person being solicited. Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation and name of the employer of individuals whose contributions exceed \$200 in a calendar year. Under federal law, only U.S. Citizens and Lawful Permanent Residents (i.e., green card holders) may contribute to SoyPAC.



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- Fighting against burdensome EPA regulations
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