2021 Spring Check-In

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The South Dakota Soybean Association (SDSA) represents member producers of all sizes, giving them all a strong voice in the formation of legislation and public policy that affects long-term profitability of soybean producers and the industry as a whole.

SDSA is funded in part by voluntary membership dues. SDSA is different from the SD Soybean Checkoff because SDSA has the ability to advocate on behalf of legislation. By law, checkoff dollars cannot be used for advocacy.

SDSA is governed by a board of directors elected by members. Our board includes representatives from seven districts plus at-large representatives. SDSA’s goal is to be highly responsive to our members, advocating for them in all levels of government.

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AMERICAN SOYBEAN ASSOCIATION

KEVIN SCOTT
American Soybean Association President

BRANDON WIPF
Director
M y name is Jordan Scott, your new SDSA President. I want to thank past-president Jeff Thompson for his great leadership and wisdom. He has been a fantastic mentor and continues to assist me in any way he can. Thank you, Jeff.

For the past four years, I have been a director on the SDSA Board. In 2016, I was selected as South Dakota ASA/ DuPont Young Leader and awarded a seat on the SDSA board. A year later, I was elected to a three-year term as an at-large director. Ever since the day I was selected for the YL position, I have been active and engaged, even chairing a few committees. I have learned and personally grown through the strong leadership of directors on the SDSA Board and various leadership training programs. Upon being elected to this position, which comes with a lot, LOT more responsibilities, I was very humbled and honored to represent South Dakota soybean farmers.

Farm advocacy and policy are passions of mine. With the support of our outstanding board of directors, I plan to be a prominent and vocal advocate for all South Dakota soybean farmers in my term as President.

2020 was an interesting year, to say the least. Have you said or thought any of these things? “2020 was a terrible year. 2021 HAS to be much better. It can’t be any worse. What a dumpster fire the year was.” I know I have. However, the more I think about and reflect on 2020, the better it looks. There were new challenges and things that happened that were weird, out of the ordinary, and downright strange. Every year has its issues, but this one felt different. There were a lot of very significant things that happened in 2020. I choose to focus on the positive things rather than the struggles and challenges.

February 2020, I decided to jump into the unknown world of YouTube and create a channel featuring our farm. My goal is to show transparency in farming practices, a little about our family, and the sustainability we have developed over five generations. You can check it out by searching Scott Family Farms on YouTube. (Shameless plug) My wife, Sam, and I celebrated five years of marriage in June of 2020. She has made me a better person, leader, and husband. As a nurse during the global pandemic, her work ethic is truly inspiring, and I really admire her.

We also had the pure joy of watching our first son, Lincoln, take his first steps. In September, my wife informed me that Lincoln will be a big brother in May of this year! We are very excited to grow our family. In December of 2020, my father was elected President of the American Soybean Association. His hard work and selfless pursuit for the betterment of all soybean farmers is something that makes me very proud to call him my Dad. His commitment to the soybean family has helped mold me into the leader I am today, and I am very grateful for his guidance and wisdom.

I say all of this not to brag or show that I had a great year when others didn’t. My point is that we all have struggles, some more impactful than others, but it’s what we focus and dwell on that affects our mental health and attitude. My hope for you and your family is that you find the silver lining. If you look hard enough, you will find it in everything you do. Remember, hindsight is 2020.
THE FACTS ABOUT BIODIESEL

By: Samantha Turner

Biodiesel and renewable diesel have a success story to share. However, that often gets overshadowed by common misconceptions and myths. There are many assumptions about the biomass-based diesel fuel, but rest assured, the fuel is better, cleaner, and available right now for consumption.

**BIODIESEL, A BETTER ALTERNATIVE**

Biodiesel and renewable diesel are the most diverse fuels on the planet. They are made from a broad range of feedstocks, with soybean oil coming in at number one averaging more than 50 percent of the feedstocks annually. Today, biodiesel is the second largest user of soybean oil in the U.S. and its demand for soybean oil grew 300 percent in the last decade – accounting for an extra 13 percent in the soybean farmers’ pockets.

**A CLEANER CHOICE**

Biodiesel reduces lifecycle emissions by 85 percent or more compared to petroleum. It reduces hydrocarbon emissions by 67 percent, lowers particulate matter by 47 percent, reduces smog and makes our air healthier to breathe.

And that’s not all. New land is not required for biodiesel production. Processing biodiesel from soybeans uses only the oil portion of the soybean, leaving available protein to nourish livestock and humans. Biodiesel creates a new market for soybean oil, increasing the availability of protein rich meal for human and livestock consumption. Leaving strong benefits for both farmers and the consumer, resulting in more affordable food.
AVAILABLE NOW WITH PROVEN PERFORMANCE

Biodiesel and renewable diesel are a simple solution for users. They fit seamlessly with today’s diesel infrastructure and can be used in existing diesel engines, storage tanks, and dispensers without modification. Typically blended with petroleum diesel at some level, biodiesel blends provide performance characteristics similar to diesel in fuel economy, horsepower, and torque while improving cetane and lubricity, which can extend engine life. No performance tradeoffs need to be made with this petroleum alternative.

However, just like gasoline and regular diesel, biodiesel does have to be properly managed. South Dakota experienced a cold winter, filled with snow covered ground and icy roads. The good news is biodiesel blends are successful in even the coldest of climates. Blends of B20 and above should be managed with similar techniques as other diesel vehicles. Blends of B5 and below have virtually no impact on cold weather operability when compared to conventional diesel fuel, which is good news for South Dakota’s soybean farmers.

JOB CREATOR, ECONOMY DRIVER

Biodiesel supports more than 60,000 American jobs. In fact, for every 100 million gallons of biodiesel that is produced – the industry creates 3,200 jobs. So, as biodiesel grows – so does its job-creating ability. Biodiesel drives economic benefits for manufacturing, service, transportation, and agriculture, to name a few, adding more than $12 billion to the U.S. economy.

The industry has a vision to move from 3 billion to 6 billion gallons by 2030 with the help of today’s and tomorrow’s feedstock producers, and that won’t be possible if these many successes are outshined by the stories and myths of biodiesel’s past. The results are in, the facts are the facts – biodiesel is better, cleaner, and here now!
In a year dominated by coronavirus, grain markets were able to take advantage of the world’s largest consumer coming back to the table for imports. Spurred on by record, or near record domestic prices, China turned to the United States to help fill structural deficits in corn, soybeans and wheat. At the time of this writing, Dalian futures in China show corn at $10.97 per bushel, No. 2 soybeans at $17.76 per bushel and wheat near $10.00 per bushel. These prices and the chart below help illustrate the tightening grain situation in China.

The chart shows the difference between Chinese corn production and Chinese demand. For 2020/21, the USDA is expecting this difference to be over 28 million tons which lines up quite well with most private estimates for total corn imports. The last several years, many focused on the burdensome stocks situation in China rather than the growing demand base. Data on stocks can be somewhat opaque, and moving forward, markets will be well served paying attention to the deficit or surplus between production and demand.

As noted above, the incredible global demand is being felt across all major grain markets. The pace of demand, especially for soybeans, has been so strong through the first six months of the marketing year that USDA will be forced to increase their estimates once again as early as the March WASDE report.

The chart above shows soybean export commitments as a percentage of the USDA’s current forecast. As of the latest available export data on February 18, this ratio currently stands at 97.9%, which is the highest on record going back to at least 1990. Actual commitments on the books total 2.202 billion bushels which would be the largest export program in history if exporters didn’t sell another soybean the rest of the marketing year. Obviously additional business will be conducted the next six months making the USDA’s current estimate in need of revision. This should tighten carryout stocks even further, backing the market into the proverbial corner heading into the 2021/22 marketing year. It will be absolutely crucial the U.S. farmer produces trendline yields this coming season or balance sheets get untenable rather quick.

Adding another layer of intrigue for the grain space, as if one was needed, are rising inflation expectations as governments around the world try to monetize their way out of the slow economic growth caused by the coronavirus. 5-year breakeven inflation expectations are now over 2.3% which is the highest since 2013. Demand for physical assets as a hedge against inflation is becoming a popular trade, something which should keep speculative activity in grains high. Demand from all sectors appears strong and should support grain prices as we get set to start another growing season.
An ag segment in agriculture receiving a lot of focus in recent years is Ag Microbials and/or Ag Biologicals. This focus is due to benefits microbes can provide over synthetic chemicals. Their novelty is measured by their ability to provide modes of actions and solutions not found in other classes of ag chem. An interesting feature of microbial products is their potential to increase in number and perhaps grow and move with the growth of the crop. Their use is often associated with safety and sustainability both in their manufacture as well as placement and use in the environment.

We may not realize or fully appreciate how growers have been utilizing microbes as tools, but they have been used in agricultural production for as long as crops have been cultivated. Early farmers learned how moving soil from previously cropped fields to new fields resulted in visual differences and improvements over untreated areas. Symbiotic plant-microbe relationships have been leveraged to improve crops long before commercial fertilizer was invented. In fact, the first patented microbe in the U.S. for ag production preceded anhydrous ammonia manufacturing by almost 40 years. Root nodule symbiosis, represented by legume crop’s ability to fix atmospheric N2 gas for plant use, is the most recognized plant-microbe symbiosis. Other symbiotic relationships, such as Plant-Mycorrhizal Fungi symbiosis, improve a plant’s ability to take in water and nutrients.

Microbes have been the foundation of some of the biggest discoveries and advancements in agriculture. Farmers began using Bacillus thuringiensis over 100 years ago to control moth, lepidopteran, pests. Combining the tools that nature provided, Bt parasporal crystal protein toxic to lepidopteran, with modern technologies resulted in Bt corn today. This work was foundational in paving the way for further innovations.

Navigating this industry and the quality of manufacturers can be tricky. It is important to remember that Ag Microbials are “living” cells, living cells that eat, breathe, multiply and divide. This also means that they can die. Often the most significant oversight by manufacturers comes down to packaging and storage. In agriculture, we typically use products packaged in shuttles or plastic jugs. While those containers are safe and reliable for chemicals, they may be harmful to microbial life. Living breathing organisms require packaging that allows the organisms to respire. Maybe you have seen the liquid bladders used in the soybean inoculant industry. Those specialized bladders allow for air exchange to keep the microbes alive as well as provide a barrier to prevent contaminants from entering the package. Another product concept that often appears better on paper than in practice is combining many different types of organisms in one container. While there are some organisms that may survive this procedure, many cannot. Product stewardship from manufacture to transportation to storage to use must all be monitored to maximize their efficacy.

The use of microbes in agriculture has been around for a very long time, and has been right there next to some of our greatest achievements. The advancement of Ag Microbials promises to be a valuable tool in applying next-generation practices through new science and technology.
**QSSB USSEC Global Aquaculture Briefing**

*by Dawn Scheier*

On February 10th, USSEC hosted a Global Aquaculture Virtual Briefing for state soybean checkoff boards. During the call, USSEC provided market outlook and progress of U.S. soy aquaculture programs. Aquaculture production increased 21 mmt from 2010 to 2020, and it is on track to increase 20% between 2020 and 2025. The amount of feed required to produce fish in 2025 is projected to be more than double the amount in 2010. However, the percentage of soy use is declining. USSEC is working on increasing the overall inclusion rate of soy products in aqua feeds. Aqua feed companies and vertically integrated aquaculture operations are the buyers of soy products for use in feeds for fish and shrimp.

**Soybean Leadership Academy**

*by Ardon Wek*

The 2021 Soybean Leadership Academy was held virtually January 11 & 12. We received updates from the United Soybean Board, American Soybean Association, and industry representatives including BASF, Renewable Energy Group, and FMC. Neen James spoke about leadership and interacting with an audience large or small. Todd Van Hoose, Farm Credit CEO, talked about climate change and financing for beginning and minority farmers. Matt Roberts PhD, Kernmantle Group, shared the following information: acreage will shift from corn to beans in the near future, land is where profitability is eventually accrued, there is $13 Trillion of negatively yielding bonds globally, and the economy recovering from Covid will produce inflation. The conference was excellent and ASA President Kevin Scott did a great job of moderating.

**NBB Conference & Expo**

*by Adam Kask*

From Monday, January 18th through Thursday, January 21st, National Biodiesel Board hosted their annual conference and expo. Tim Ostrem, David Struck, and Derrick Scott attended the virtual event. NBB hosted sessions on biodiesel and renewable diesel education, Bioheat, biodiesel feedstocks and sustainability, and how electric vehicles may influence the industry. There were also several discussions on the Renewable Fuels Standard and how the new administration may implement renewable fuels policies.

**AGP Meeting**

*by Jason Frerichs and Tim Ostrem*

SD Soybean Directors participated in the virtual AGP annual meeting. AGP had the 3rd best financial year ever which was due to strategic business decisions along with available credit. $185.1 million in earnings and $146 million in patronage with 50% paid.

Grays Harbor never shut down even for a day, although the unions were not allowed to work. They quickly enacted safety programs that allowed their employees to keep working. Argentina shipments have been slow which also contributed to increased shipping out of Grays Harbor. The AGP plant in Aberdeen supplied a large portion of that demand. The refined oil segment suffered from the early effects of Covid due to restaurant demand destruction but had a profitable year in the end.

Sharing of the Biodiesel tax credit has been very helpful with their business partners. Due to the decrease in corn oil caused by lower ethanol production, more soybean oil was used in biodiesel. New railroad investments in Dawson and Aberdeen have been completed. The Aberdeen plant can bring DME (RCPE) railroad soybeans in by rail from member cooperatives and ship meal out on rail to more destinations.
On Friday, Jan. 15, United States Soybean Export Council gave a virtual update on their Dare to Compare campaign. This campaign was created with the goal of increasing recognition and the reputation of U.S. soy compared to soy from other areas around the world, ultimately leading consumers to recognizing the benefits of U.S. soy compared to our competitors. The program focuses on science and technical based facts to show this advantage and concentrates on three core areas – nutrition, sustainability and oil.

Dare to Compare is currently scheduled to be a short-term project, however USSEC is optimistic they will be able to duplicate and improve upon the current campaign in subsequent years. Please visit the Dare to Compare website and learn more about the project. daretocompare.ussoy.org/soybean-nutrition

Soybean production for 2020 totaled 224 million bushels, up 53% from 2019. Yield, at 45.5 bushels per acre, is up 3.0 bushels from a year earlier. Area for harvest, at 4.92 million acres, is up 43% from 2019. Total acreage planted is 4.95 million acres, up 41% from last year.
South Dakota farmers slogged through two wet years before the rain shut off in the middle of the last growing season. Now a warm start to winter without much snow cover has farmers heading into the next crop year short on moisture.

Soil health practices that help to capture and provide the best use of limited moisture during dry periods are gaining popularity.

Brian Johnson farms near Frankfort in the middle of eastern South Dakota. He grows all his crops without irrigation. He can’t control how much water his crops get. Instead, he has faith that no-till practices, residue cover and other soil health practices will get his crops through dry cycles.

“When you eliminate water as a variable in whether you’re going to be able to grow a crop or not, that’s a huge stress relief,” said Johnson, who serves on the South Dakota Soil Health Coalition board of directors.

North central South Dakota picked up a foot of snow in October, but the winter months have continued the last year’s dry pattern. Selby producer and South Dakota Soil Health Coalition Board Member Doug Sieck says he’s not in his comfort zone when it comes to soil moisture.

That said, his 2020 crop pulled through, and his pastures did well. It’s a stark contrast from the way farmers used to talk in the 1980s.

“It was common for folks in my neighborhood, on a dry year, to make the comment, “Well, I hope the corn gets tall enough to cut for silage,”” Sieck said.

The dynamic changed after he and many neighbors started no-till management in the 1990s, he said. Since then, only the extremely dry 2006 season saw a corn crop failure.

Sieck credits that resilience to minimal soil disturbance and better soil structure that holds moisture until plants need it.

“No-till combined with diversity in rotation are the two biggest tools that decreased our drought risk,” he said.

Sieck knows the importance of having a drought plan in place that gives him options if dry conditions persist.

He and the Johnsons have spent decades building resilient soils, but skipping the tillage pass in a dry cycle can have immediate benefits on any field.

“Don’t do anything to promote water evaporation,” advises Anthony Bly, soils field specialist with South Dakota State University Extension.

Where a tilled field might readily absorb water, it does so for only a brief time before silty particles create a hard crust that water can’t penetrate. Leaving the soil undisturbed and adding diversity lets a healthy community of microbes create soil structure that will allow water to infiltrate, which is ultimately what makes soil more resilient.

“The no-till helps. You’re not down in there tearing their house apart,” Sieck said.

Undisturbed soil and residue from the previous crop build organic matter, which is important for water storage, Bly added. On the surface, residue creates a sort of armor that helps reduce evaporation and erosion.

Cover crops can do even more to help. They keep a living root in the soil past harvest time. They feed the microbiome that’s at work underground building healthy soils and add a diversity of rooting patterns, Bly explained. Soybeans have a taproot, corn roots are...
fibrous, and small grains are fibrous but more distributed. Cover crops fill in a gap there, Bly said.

Sorghum Sudan grass is good summertime cover, according to agronomist Dale Strickler, who works with Green Cover Seed in south central Nebraska and has written the books “Managing Pasture” and “The Drought-Resilient Farm.”

“Sorghum Sudan has more biomass above ground and below ground than any other annual crop,” he said, adding that it will generate more pounds of forage than anything else for producers looking to supplement livestock feed.

It’s hard to beat the growth cereal rye and triticale cover crops can put on in the winter months, he said, and they have massive root systems.

Those roots make pathways – macro pores – where water can filter through the soil. Pores need to be open to the soil surface to get the benefit of water infiltration, Strickler said. Tillage closes those pores.

He equates it to snorkeling: “There’s a big difference between having your snorkel above or below the surface.”

Last year’s dry conditions kept Bly from planting many cover crops after corn and soybeans on his southeastern South Dakota farm. He didn’t want them using any moisture reserves he’d need for his next cash crop; although, he did plant covers after his wheat and oats were harvested.

Understanding your soils and their water holding capacity is important to planting plans. It’s like managing your bank account, he said.

Cover crops are an investment. Starting out is tough, especially in a dry period, Strickler said, but it pays off in subsequent years with better infiltration, better water holding capacity and less evaporation.

A typical cover crop leaves an average 1.5 inches less moisture at termination, according to several studies, Strickler said.

“It only takes one good rain to replenish that inch and a half,” he said. “The cover crop soil usually catches up very rapidly, and once caught up, you stay ahead.”

Strickler believes farmers can do a better job of using the resources they already have. He recalled driving through southwestern Kansas during the drought year of 2012. He saw a tractor at work feeding hay bales on a buffalo grass pasture that was nothing but dirt. On the other side of the fence was a sprayer knocking out 3-foot pigweeds and crabgrass in the wheat stubble. There were about 3 tons per acre of nutritious feed out there, he estimated, but producers aren’t used to looking at weeds and stubble as potential feed sources.

“Thousands of dollars could be saved by opening a gate,” he said.

Johnson, the farmer from Frankfort, said there are resources for producers looking to learn more about how to improve their operation’s ability to withstand weather extremes. The South Dakota Soil Health Coalition website at www.sdsoilhealthcoalition.org has a Healthy Soils Handbook that serves as a technical resource. You can also connect with experienced producers throughout the state by tapping into the Mentor Network.

“We’ve got lots of resources there so you’re not starting from square one,” Johnson said.
INVESTING CHECKOFF DOLLARS

SUSTAINABILITY AND INNOVATION: Agriculture In 2021 And Beyond

Liam Condon, member of the Bayer AG Board of Management and president of the Crop Science division, joined the soy checkoff’s annual meeting to share his perspective on a post-COVID-19 future.

“Our base hypothesis is, we believe agriculture can feed a growing population without starving the planet,” said Condon. “Because of how resilient farmers are and the benefits of innovation, we can simply do things in a better manner going forward.”

The best way to go forward? Innovation.

INNOVATION

“Over millennia, we’ve had different transformations in agriculture,” said Condon. “A lot is driven by technology — machinery, fertilizers, biotech seeds. The next transformation in ag is going to be based on data, based on the digital transformation.”

Condon said this digital transformation in agriculture allows farmers to make more informed decisions and adjust in real time. Sensors on equipment and on the ground or satellites in the sky allow farmers to bring their data to life in an entirely new, real-time way.

“The great thing about digital tools is that they allow us to work in a more precise manner than was ever before possible,” he said. “This opens up entirely new opportunities that will benefit agriculture going forward.”

According to CropLife’s Precision Agriculture Dealership Survey, from 2002 to 2013, only about half of dealers were offering variable rate (VRT) fertilizer applications. That number increased to 69% in 2015 and to 81% in 2019 and is now at 89%. VRT seeding recommendations also made a jump from 24% in 2013 to 69% in 2020.

While farmers look at ways to innovate, they also look at ways to be sustainable.

SUSTAINABILITY

It’s estimated that soils can sequester around 20 petagrams of carbon in 25 years — more than 10% of emissions created by humans through sectors like energy or transportation, according to the Food and Agriculture Organization.

“If you think about agriculture, it’s one of the few industries in the entire world where you can actually sequester carbon in the soil,” Condon said. “You can actually make ag part of the solution to this challenge of reducing greenhouse gas emissions.”

Condon said that Bayer has been working for years to develop and validate a transparent, science-based and collaborative approach to a carbon market in agriculture. In the 2020-21 season, 1,200 farmers in Brazil and the U.S. are participating in the program where they are being assisted in implementing climate-smart practices and guided in carbon measurements.

“There is an unmet demand for carbon offsets. With no-till and other agronomic practices, farmers are already sequestering carbon. Let’s find a model that rewards farmers for this,” he said. “If we can embrace this, it’s a huge business opportunity.”

With sustainability in mind, the checkoff and soy partner organization introduced the U.S. Soybean Sustainability Assurance Protocol to demonstrate the sustainability of U.S. soy to international and domestic customers.

The protocol is based on existing aggregated data collected from farmers nationwide who participate in national conservation programs. The information serves as proof that the U.S. soy crop is produced under a system of sustainability that includes everything from water conservation to energy use.

With new ideas that rely on an interconnected digital platform comes the need for reliable rural broadband.

RURAL BROADBAND

“For new digital innovations to function, farmers need access to rural broadband,” Condon said.

He cited his travels to China, recalling how even in the middle of the most remote field, he had fast and reliable internet access.

“It’s a real problem — the U.S. lacks sufficient rural broadband connectivity,” he said. “There are many underdeveloped parts of the world that have significantly better access to broadband.”
Last year, a study commissioned by the soy checkoff revealed the lack of access to broadband in rural areas takes a significant toll on American farmers and the economy.

The checkoff initiated the rural broadband study to better understand how and why farmers currently access the internet, including the implications access has on farm business decisions, economic viability and overall sustainability. According to “Rural Broadband and the American Farmer: Connectivity Challenges Limit Agriculture’s Economic Impact and Sustainability,” an alarming 60% of U.S. farmers say they do not have enough connectivity to run their businesses.

Data from the USDA Economic Research Service indicates farming contributes to nearly $133 billion of our country’s gross domestic product. Based on the checkoff’s rural broadband survey, the lack of connectivity negatively impacts farmers who are responsible for $80 billion of gross domestic product.

“If we don’t get the U.S. up to speed on this, it will become a competitive disadvantage,” Condon said.

CONSUMERS AND FARMERS LOOKING FORWARD

The underlying future trend is that consumers are becoming more and more interested in not just what they eat, but also in where their food comes from and how it’s produced.

“In the past, I think food companies were willing to take everything from the farm by and large as long as it was healthy and safe. But now, food companies are setting more and more requirements according to consumer preferences,” said Condon. “This ultimately ties back to the farm — not just what is produced but how things are produced.”

Condon continued to remind the farmer-leaders of the checkoff that bridging the gap between farm and table is a team effort. The entire ag industry must work together to show consumers why innovation and sustainability are important to them and result in a healthier and more sustainable product for consumers.

Condon said, “Transparency is the currency of trust.”

PROBABLY SAFE TO SAY THAT FARMERS LIKE A GOOD DOG

EVEN MORE THAN A GOOD BANKING AD.

So just imagine you’re scratching this good dog’s ears while you’re freeing up some cash every month with a Dakota MAC thirty-year fixed-rate loan. We’re happy to be your second-best friend.
SOYBEAN FARMERS ASSIST WITH DIAGNOSING CONDITION OF RURAL BRIDGES

By Mike Steenhoek

South Dakota farmers rely upon a system of rural bridges to effectively deliver their soybeans or other commodities to the local elevator or processing facility – often serving as the first step in a journey to a customer halfway around the world. A well-maintained rural bridge inventory is therefore essential to farmer profitability.

Unfortunately, a considerable number of rural bridges in South Dakota are load restricted, requiring vehicles transporting agricultural commodities to detour – often at significant distances. This results in additional costs being inserted in the nation’s food delivery system and diminished profitability for South Dakota farmers. While the need to maintain and upgrade rural bridges is on the increase, available resources to address this challenge remain insufficient.

In an effort to promote better evaluation and management of the state’s rural bridges, the Soy Transportation Coalition (STC) has been promoting an innovative project designed to demonstrate the effectiveness of load testing technology when assessing the load carrying capacity of rural bridges.

The focus of the project is to evaluate bridges utilizing load testing sensors attached to the underside of the bridge. After the sensors are installed, test loads are driven over the various segments of the bridge surface to determine a precise understanding of the capabilities of the bridge. Half of the up-front costs of the project is provided by the STC. Successful projects have already occurred in Iowa, Kansas, and Michigan. Conducting a similar project in South Dakota is being explored.

“Since we and our families utilize rural bridges on a routine basis, safety will always be most important,” says Todd Hanten, a soybean farmer from Goodwin, South Dakota, and director on the Soy Transportation Coalition. “We appreciate the South Dakota DOT, county highway superintendents, and others for ensuring a safe system of rural bridges for the public. We hope to be able to conduct a bridge load testing project in South Dakota since that will result in a more thorough understanding of which bridges are most in need of repair and which ones can safely handle trucks transporting soybeans or other products important to our state economy.”

On December 10th, Van Buren County in southeast Iowa partnered in this project to test several rural bridges that had been originally assessed with load restrictions. Each bridge had been load-limited due to a concern based on the traditional approach of a visual inspection and theoretical calculations to determine a bridge’s load carrying capacity. However, after evaluating the bridges via load testing sensors, the load restriction on one bridge (25 tons) was able to be safely removed – allowing it to accommodate legal loads. Two other bridges – one with a seven-ton load restriction and the other with an eleven-ton load restriction – were also evaluated. After performing the load testing with the sensors, the postings were increased to 17 and 24 tons, respectively. Additional load testing of bridges in Van Buren and a number of other Iowa counties is being planned for spring and summer of 2021.

“South Dakota soybean farmers will continue to support additional funding for rural bridges throughout the state,” says Hanten. “However, the STC’s bridge load testing project demonstrates that we can increase understanding of the condition of these bridges, which will decrease the number of restricted bridges while also directing taxpayer dollars more effectively. I am hopeful such a project can occur in South Dakota in the near future.”

Established in 2007, the Soy Transportation Coalition is comprised of the South Dakota Soybean Research and Promotion Council, twelve other state soybean boards, the American Soybean Association, and the United Soybean Board. The goal of the organization is to position the soybean industry to benefit from a transportation system that delivers cost effective, reliable, and competitive service.
Customers prefer U.S. soy because it’s sustainable. But demands for sustainability continue to rise. Making informed management decisions by using data from all aspects of your operation helps minimize inputs and maximize yields. Adopting this practice is another step forward in improving your sustainable footprint. See why sustainability never goes out of season at unitedsoybean.org.
COVER CROPS & DROUGHT:
A new challenge

Cover crops have been a big success in recent years. The weather has been wet and cover crops have helped use up excess moisture, shrink saline areas, reclaim Prevent Plant acres, increase soil organic matter, kickstart soil biological life and much more.

But now it is dry. Nearly all of South Dakota is in extreme, severe or moderate drought as this is being written. The remainder of the state is categorized as “abnormally dry.” The drought is likely to persist through the spring and perhaps even for much of the year in some places, according to the latest projection from the Climate Prediction Center.

Drought presents a new challenge in managing cover crops, says Jason Miller, USDA Natural Resources Conservation Service South Dakota area agronomist. Three key questions when it is dry are:

- When to terminate cover crops before planting corn, soybeans and other row crops.
- What to plant if you need forage for livestock because there’s not enough grass.
- Whether or not to plant cover crops again in the fall.

TERMINATION TIMING

Bryan Jorgensen, Ideal, has a game plan for terminating cover crops. He has been using cover crops for about 10 years and is a founding member of the South Dakota Soil Health Coalition.

In wet years he likes to plant green, terminating cover crops right before or after planting corn and soybeans. When soils are wet, row crops plant better with a living root system in the soil, he says.

This year, though, if it is dry in April and soil moisture levels are still low, he will kill the cover crops several days or weeks before planting so the seed doesn’t have to compete with the cover crop for scarce moisture.

Cover crops have proven to be an excellent moisture management tool, notes Anthony Bly, South Dakota State University Extension soils field specialist, “and it is critical this year that we know when to turn them off.”
FOR CROPS

Cover crops planted in May and June for supplement forage should include some warm season grasses like sorghum, sudangrass and millet as these will produce more during the warm part of the summer, says Ruth Beck, SDSU Extension field specialist.

If a legume component is needed, consider cowpeas and/or forage soybeans. To extend the life of the cover crop into the fall, producers can add oats, triticale, wheat and a cool season legume species such as peas or lentils. Other crop species may also be included in the mix such as sunflowers, flax and brassica species, she advises.

AUGUST ANGST

The drought’s intensity will drive most decisions about whether or not to plant cover crops after small grains this year. It is usually dry in late summer and cover crops after often planted in anticipation of moisture.

“Each operation’s going to be different as to how they handle risk,” says Miller, of the NRCS, who has served a large area of eastern and central South Dakota. “Some operations are willing to spend the additional money to put seeds in the dry soil on the hope they get moisture.”

Unless it is “ungodly dry,” Jorgensen will seed cover crops again this year.
He also plans to continue experimenting with interseeding cover crops in soybeans and silage corn during the summer, even though covers will use some moisture to get established.

“I’m more worried about soil loss than moisture loss,” Jorgensen says.

There’s little residue left behind after combining soybeans or chopping silage. “As soon as we fall behind [in maintaining surface residue and living root in the soil], the soil system starts degrading,” he says.

Arnie Harstad, farms at Wilmot, and also is a crop consultant and a South Dakota Soybean Association director. He puts himself in the “less accepting of risk” category when it comes to seeding cover crops in dry weather. That’s partly because he farms in northern South Dakota where a frost can come soon after small grains are harvested and cover crops are planted. He also doesn’t have livestock to graze cover crops.

If there’s time to plant cover crops and there’s enough moisture available to get them started, Harstad will try to increase his odds of success by reducing the seeding rate 25%; cutting the cover crop mix from five to six species to three to four, focusing on the easiest germination and fastest growing types; and using a drill to get the seed in good contact with the soil so that it will germinate faster.

“The good thing about cover crops,” he says, “is that there are so many options.”

But if it is too dry and/or too late in the season to get a decent cover crop stand established before a hard freeze, he won’t put the seed in the ground.

Chad Schooley, Castlewood, also an SDSA director, is more inclined to seed cover crops even if it is dry because he has livestock. He seeds a mix of frost tolerant turnips and radishes into volunteer oats to produce forage that his cattle graze throughout the fall and winter.

It’s surprising how much some cover crops can grow in the late fall if they get a little rain, he says. “I’ll definitely be ready to plant cover crops this year.”

STILL OPTIMISTIC

John Shubeck, Centerville, is keeping cover crops in his plans, even though his farm is in the middle of one of the driest areas of the state. His average annual rainfall is about 26 inches. Only 14 inches fell last year. The drought category is rated “extreme.”

“I haven’t seen any local research that shows yields will be any less with cover crops than without cover crops in a long-term no-till system with a diverse rotation like I have,” he says. “Cover crops seem to conserve as much more as they use.”

There is some science behind the observation. Kris Nichols, a soil microbiologist who formerly worked with the USDA in Mandan, N.D., says it is because of the soil micro-organisms. A green, living cover crop feeds the micro-organism web in the soil much better than crop residue on the surface. Those organisms help form soil aggregate which increase the pore space between soil particles for water to flow through.

Another reason Shubeck plans to stick with cover crop is a philosophy that has served his family’s farm well, even in worse situations than today’s drought. The farm has been in the family for 147 years and Shubeck is the fifth generation to operate it.

“My dad always said, ‘Don’t try to outguess the markets or the weather. Stick with the plan.’”

It could start raining anytime and the drought may fade into the history books. Shubeck figures cover crops will help him make the most of whatever the weather brings in 2020.
<table>
<thead>
<tr>
<th>Property</th>
<th>Seeding Dates</th>
<th>Seeded Rate (lbs/acre)</th>
<th>Cover Crop</th>
</tr>
</thead>
</table>
| 1. Water Use / Rooting Depth | - Shallow rooted / Low water use  
- Medium rooted / Medium water use  
- Deep rooted / High water use | - Shallow rooted / High water use | Alfalfa  
Barley  
Brassica Hybrids  
Buckwheat /5  
Cabbage, African  
Camelina, Winter  
Canola  
Clover, Balansa  
Clover, Crimson  
Clover, Red  
Clover, Sweet  
Collards or Kale  
Corn  
Cowpeas or Dry Beans  
Fava Beans  
Flax  
Lentils  
Millet, Proso  
Mustard  
Oats  
Peas  
Phacelia  
Radishes  
Rapeseed  
Rye, Cereal  
Rye, Grass  
Sunflowers  
Sorghum, Forage and Sudan Hybrids  
Sorghum, Grain  
Soybeans  
Sudangrass  
Sugar Beets  
Turnips  
Vetch, Chickling  
Vetch, Common  
Vetch, Haired  
Wheat, Spring  
Wheat, Winter |
| 2. Crop Types | - Cool season grass  
- Warm season grass  
- Warm season broadleaf | - Cool season grass  
- Cold season grass  
- Warm season grass  
| | 3. Ratings | - Low  
- Medium  
- High  
| | 4. Seeding Dates | May 1 through August 5 – Warm season winter kill species  
Early spring through August 20 – Cool season winter kill species  
| | 5. Full Seeding Rates | Multiply by the percent desired if mixtures are used.  
| | 6. Buckwheat Contamination | To reduce chances of buckwheat contamination in wheat do not rotate to wheat for grain for 2 years.  
| |
Looking for a way to spice up your burgers at home? Local pork producer, Brent Greenway shared his family’s pork pizza burger recipe with us. If you’re one of our brave cool-weather grillers, this recipe is for you. But don’t worry, this recipe can also be made inside on the stove for those who prefer to stay warm indoors!

This pizza burger is guaranteed to bring back that summertime feeling that’ll be back before you know it. Plus you get to use up some of that ground pork you have in the freezer and support our local pork producers. Check out our video on hungryfortruthsd.com showing how to make these easy and delicious burgers the whole family will enjoy!

**PIZZA BURGERS**

*Servings: 6*

**INGREDIENTS**

- 1 lb ground beef, thawed
- 1 lb ground pork, thawed
- 1/2 c shredded cheese of choice (cheddar or pizza blend is best)
- 1/2 c pizza sauce
- 1/3 c quick oats or breadcrumbs
- 1 tsp Italian seasoning (if using unseasoned ground pork)
- 10-15 pepperoni slices, diced

**INSTRUCTIONS**

1. Preheat grill or warm up large frying pan.
2. In a large mixing bowl, combine all ingredients until blended evenly.
3. Form burger mixture into six patties. Place burger patties on grill or pan.
4. Allow burgers to cook for about 4-5 minutes before flipping. Cook until burgers reach an internal temperature of 160 degrees.
5. Enjoy served on a whole wheat bun with toppings of choice.
EASY SHRIMP AND VEGGIE PASTA FRESCA

INGREDIENTS

- 3 Tbsp soybean oil commonly labeled as vegetable oil
- 3 cloves garlic chopped
- 1 lb shrimp peeled and deveined (30-35 shrimp per pound)
- 1 lemon juiced and zested
- 1/2 tsp red pepper flakes
- 1 carrot cut into matchstick-sized pieces
- 3/4 c edamame shelled and thawed
- 1 red bell pepper cut into 1-inch squares
- 1 c cherry tomatoes halved
- 8 oz farfalle or bowtie pasta cooked according to package directions
- 1/4 tsp sea salt
- 1/4 tsp black pepper fresh
- 1 Tbsp parmesan cheese shredded
- 1 Tbsp Italian parsley chopped

INSTRUCTIONS

Heat soybean oil in a large skillet over medium high heat. Add garlic and cook for 2 minutes, stirring occasionally. Add shrimp, lemon juice and red pepper flakes. Cook for 2 to 3 minutes, stirring frequently, until shrimp is pink and cooked through. Add carrots, edamame, bell pepper and tomatoes. Cook, stirring frequently, until the carrots are tender. Add pasta, salt, pepper, cheese, parsley and lemon zest. Cook, tossing gently, until thoroughly heated. Top with Parmesan cheese, if desired.
Midwestern farmers enjoyed a tremendous soybean rally in late 2020 and early 2021. The price runup was largely attributed to strong global demand for soybeans. Mustang Seeds CEO Terry Schultz is among the industry leaders who expects the world’s appetite for soy to remain strong. “I am very encouraged about the increase in global demand for soybeans, and quite specifically, the demand that China now has,” Schultz says. “China is rebuilding their hog herd and they’re realizing that they need soybean meal to grow those hogs. We look for this demand to continue for a number of years. That helps us as an industry to put more money into research and development of new and better yielding genetics for growers. We do see a bright future for soybeans in the United States.”

Schultz says grower sentiment has changed a lot over the course of the year because commodity prices climbed thanks to those strong export sales. Not only are farmers across the Dakotas and Minnesota planning to plant more soybean acres in 2021, many growers are also opting to enhance their seed purchases to get the most out of their investment.

“We’re seeing farmers increasing their soybean acreage and investing more in their seed crop for 2021. We have more growers looking at seed treatments on soybeans for nematodes and sudden death products as well,” Schultz explains. “When the soybean price was $8, there was a diminished rate of return that growers viewed on those products. We’ve seen an increase in growers moving up to take care of soybean cyst nematode and sudden death syndrome in soybeans via seed treatments.”

**WEATHER FACTOR**

Strong demand for U.S. soy products has driven the spike in soybean prices, but weather in South America is another factor working in the farmer’s favor. Dry conditions in parts of Argentina impacted the size of the Argentine crop. Late harvest in Brazil is pushing global customers to purchase U.S. soybeans later in the marketing year than is typical.

Seed companies like Mustang Seeds sometimes grow seed soybeans in South America to bring back to the U.S. for the coming year. Schultz says that despite some spotty dry conditions in Argentina, Mustang Seeds’ production was largely unscathed. He says Mustang will have the seed necessary to meet the needs of farmers in South Dakota, North Dakota and Minnesota, including XtendFlex®, the new Enlist E3™ lines and even some exclusive non-GMO lines.

“Mustang offers a wide range of seed, but the Xtendflex® and Enlist E3™ are the two main platforms that growers are going for,” Schultz explains. “Both of those platforms have three modes of herbicide tolerance. From a weed resistance standpoint, three modes of action are what is preferred so that we do not build up weed resistance. Both Xtendflex® and Enlist E3™ give growers the ability to change up their chemistries.”

Giving farmers soybean seed options that fit their operations is a hallmark of the Mustang Seeds brand. Schultz says that commitment is vital to help farmers respond to market opportunities.

“We are continuing our research and working to bring our exclusive products to our growers as quickly as we can,” Schultz says. “The continued global demand shows that we have a need for increasing productivity in soybeans.”

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There is a common thread among top winners in the 2020 South Dakota Soybean Yield Contest. First Place finishers have a desire to improve their per/acre soybean output. Entering the contest annually is their opportunity to try a production tactic that might or might not work. It might or might not be cost effective on an entire farm. Regardless, it is a grower’s chance at discovery, a chance at growing a few more bushels an acre, and a chance at being more profitable.

**Bob Creasey**

“The little things all added up to be a big thing,” is how Bob Creasey describes capturing the top spot in the 2020 contest. The Geddes, South Dakota, farmer is near the Missouri River where he can draw water for irrigation. There was, however, room for improvement, according to Creasey.

“We’ve always been able to raise good beans,” he said, “but not as good as we thought we should in comparison to our corn yields.”

Creasey sought agronomic advice from Alpena, South Dakota-based Next Level Ag, as well as from Pioneer agronomists, for whom Creasey is a sales representative. With that knowledge, and with help from his nephew and farming partner Tyson Dyk, something clicked. “This year it worked out,” said Creasey. “It was one of those things where everything all came together.”

Creasey compensated for late summer drought by extending his irrigation season. “Normally we’re done around September first,” he said. “This year we pushed our irrigation another couple of weeks, and I think that had a lot to do with it as well.” The crop got some assist from 28 percent nitrogen applied through Creasey’s center pivot.

The resulting yield, the highest of the 2020 contest, was 118.14 bushels an acre, entered in the Group 2 or 3 Irrigated category. Creasey drilled the Pioneer Lumisena-treated soybeans with 10-inch row spacing following a couple of passes of turbo tillage.

As most conscientious growers, Creasey keeps a close eye on his soybean crop from planting to harvest. He doesn’t have as much weed pressure as farmers to the east of him, but there are some notable maladies he scouts for.

“Fire weed or foxtail or anything like that is one of our biggest concerns,” he said, adding that he also keeps his eyes peeled for insect pests. “We’re always looking for the bean leaf beetle, and of course a little later on we deal with the aphids.” A combination of Authority Elite and metribuzin is applied to fight weeds prior to emergence. Generic glyphosate is applied post-emergence. Insecticide is applied along with the second herbicide application.

It’s Creasey’s aim to improve, which is one of his reasons for entering the soybean yield contest. “It challenges you,” Creasey concludes. “It kind of makes you decide to see if you can do better than you did before.”
**JAKe wurtz**

A similar motivation is the reason Jake Wurtz enters the yield contest. “I push that plot a little more than I do my normal field to see how it will turn out,” said Wurtz, the farm manager at the Greenwood Hutterite Colony in Douglas County, “and then I apply it to a bigger part of the farm.”

Wurtz had the top yield in the Group 2 No-Till category of the contest. His yield of 96.88 bushels an acre, the third highest in the contest, he credits to fertility, but it was not commercial fertilizer.

“We raise a lot of livestock, we use a lot of turkey manure,” said Wurtz. “That particular spot had about five ton an acre of turkey litter on it, and that’s all the fertilizer there was on it.”

He doesn’t recall the name, but Wurtz used an experimental biological only on his contest soybeans and was pleased with its performance. “I think the microbes got going in there and a lot of nutrients became available,” said Wurtz, describing a possible reaction of the biological mingled with turkey manure. “From what I’ve seen,” he said, “I think I’ll apply [the biological] on more acres this year.”

**LANCE OLeseN**

For Lance Olesen, a single pre-plant tillage pass is all the soil disturbance he allows to knock down early season weeds and to avoid using a burndown herbicide. The Turkey Ridge farmer, about 45 minutes west of Sioux Falls, grew 84.74 bushel-an-acre soybeans in the Group 3 Non-Irrigated category.

“We actually use a high-speed disc and only run about 1 to 2 inches in the ground,” said Olesen.

Olesen uses a 15-inch-row planter to get beans in the ground. “We switched to that last year,” he said, explaining that his goal is to plant corn with his 30-inch-row planter while putting in narrow-row soybeans, effectively getting soybeans planted earlier. “That seems to be a big yield driver is to have them in earlier,” he said. There are added benefits from an early canopy. “We’re able to capture more sunlight and [have] way better weed control and it helps conserve moisture too.”

Olesen’s soybeans are planted with Pioneer’s LumiGEN seed treatment, followed by pre-emergence applications of Authority Assist and Sonic, then post-emergence applications of Roundup PowerMAX and Flexstar.

**Chandler Standy**

Strong soybean yields are a family trait for Chandler Standy at Platte, South Dakota. His dad was a yield winner a few years ago. The younger Standy topped the 2020 Group 0 or 1 Irrigated category with just a shade over 84 bushels an acre.

“We have underground drip irrigation here, so we can’t do any deep tillage,” said Standy, adding that one or two passes with a Turbo-Till prepares the seedbed. They plant in 30-inch rows.

There are few weed issues other than occasional velvet leaf, controlled by Roundup prior to emergence, but Standy’s aim is to use no more herbicide than necessary.

“We had a little bit of Palmer amaranth starting to come up,” Standy said. “I go out and walk the fields for that and if I see something… I go out there and chop them down.”

Standy maintains regular scouting once the soybeans are up. “I take tissue samples once every week and send them in and see if they’re lacking any nutrients,” Standy said. “We’ve got that underground drip system. If we’ve got anything lacking, we can inject it right in through the system; it goes right to the roots and that seems to really help.”
TRAVIS SWISHER

A precision retrofit added a little speed, and a lot of accuracy to Travis Swisher’s soybean planting. Swisher’s point was to get seeds at the right depth and the right distance apart.

“We planted somewhere between 4 ½ and 5 [MPH],” said Swisher, less impressed with his speed than with his seed placement. “We had great spacing, great singulation and great emergence.”

Swisher, who topped the Group 1 No-Till category with a yield of 81.05 bushels an acre, applies Authority Assist herbicide pre-emergence, followed by Roundup and then Dimetric post-emergence. For 2021, Swisher, who farms north of Grotton, South Dakota, is considering spraying Endura fungicide to ward off white mold.

Primary among Swisher’s reasons for entering the soybean yield contest is his moral obligation to the land.

“The wagon stopped one hundred-thirty-some-odd years ago right here,” said Swisher. “God put us here for a reason and I think that reason was to show what we can do on the soil that we get to work with.”

DEAN BOSSE

Dean Bosse’s soil, between the Sioux and Missouri Rivers, is too wet to farm maybe two out of ten years, but it produces well for the Union County, South Dakota farmer. He won the Group 3 No-till category with 80.06 bushels an acre, according to Bosse, without babying that plot. “We didn’t do anything special,” said Bosse, adding that adequate subsoil moisture “carried us through” the dry late summer.

Bosse is proud of the money he saves with zero soybean tillage. “We don’t have to go out and spend that $15 – $20 an acre,” he said.

“With these no-till planters we can go right in there and plant in the cornstalks.”

To manage weeds on his 30-inch rows Bosse varies his herbicide chemistries, but is especially grateful for one in particular. “Liberty has been a lifesaver for us here, I’ll tell you that,” said Bosse, who uses Liberty post-emergence along with Enlist. His pre-plant herbicides are Authority First and Roundup.

At age 77, Bosse continues to enter the contest because his dad did. “It’s just kind of a challenge,” he said, “to see what we can raise.”

PAUL VOIGT

Paul Voigt’s story includes good soybean production and interesting family farm lineage. Voigt, from Avon, South Dakota, the lone entrant in the Group Zero No-Till category, had a yield of 65.7 bushels an acre.

“We have quite a bit of highly erodible land,” said Voigt, explaining his reasons for not tilling. “It’s kind of worked out pretty good for us to do it that way.”

Voigt drilled his contest soybeans in 13-inch rows, but plants some of his crop in 30-inch rows, depending on whether the planter is being used for corn. He uses Acceleron seed treatment for his earlier planted soybeans, but later ones are planted without. He hires insecticide treatment if he determines through scouting that aphids, bean leaf beetles or spider mites have crossed economic thresholds.

During Voigt’s upbringing, his father farmed land belonging to a sister and two brothers, each visually impaired. Paul Voigt came back to farm that land after getting a college degree, encouraged by his eighth grade-educated father. “Once I got out of college,” said Voigt, “I decided the farm looked pretty good.”

One yield winner pointed out that there is often less than a bushel an acre that separates the top spot in a category from those who did not place. Voigt concluded that there are growers who “have some really good ground and really good practices and they’re really good farmers,” he said. “I’ve just probably been a little lucky.”
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On behalf of the Board of Directors of the South Dakota Soybean Association, I would like to extend a sincere thank you to all sponsors, speakers and participants for making AgOutlook 2020 a huge success. Special thanks to everyone that contributed their time and talents in developing a great magazine and virtual program.

Jordan Scott
President, SDSA

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Even those with toughened hands and hearts need someone to talk to. Extreme weather conditions, machinery breakdowns, a volatile ag environment, long hours that prevent time with family, and lowered income all cause frustration.

Avera is a 60-year regional leader in behavioral health services. We offer the Farm & Rural Stress Hotline for symptoms of sadness, anxiety, hopelessness, overwhelming feelings, and more. It’s free, confidential and available 24/7.

Call today at 1-800-691-4336.

Thanks to the soybean producers who completed your U.S. Department of Agriculture surveys. Your responses are critical to industry leaders working to ensure that sound policies are in place to enhance the future of soybean farming.

The Minnesota Soybean Research & Promotion Council invests checkoff dollars with neighboring states to study feed quality. Find out more at soyquality.com.

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Increasing the use of biodiesel increases the demand for soybean oil, adding value to each bushel of soybeans!

Through this partnership, MEG Corp provides:

• Education and technical support to fuel suppliers and retailers to help increase availability throughout the state.

• Training for diesel mechanic students and professionals to deliver accurate information about biodiesel’s performance in vehicles and equipment.

• Education and technical support for fleets, farmers and other end users to build confidence in fueling with biodiesel blends.

Questions about diesel or biodiesel?
Contact our Diesel Helpline at (800) 929-3437 or info@megcorpml.com

Fueling Biodiesel Growth in South Dakota

MEG Corp and South Dakota Soybean are working together to expand availability and use of biodiesel.
As the state’s number-one industry, agriculture represents South Dakota’s past, present and future. Today’s ag operators are among the most hardworking, committed and business-savvy people around, and we remain committed to investing in your success for the long haul.
Out of its home office in Stone Mountain, GA., USA Poultry & Egg Export Council’s (USAPEEC) reach is far-ranging. Through its network of international offices and consultants in key markets around the globe, USAPEEC keeps current on issues that directly impact U.S. poultry and egg exports.

Although USAPEEC’s mission is to promote exports of U.S. poultry and eggs worldwide, the Council has evolved into an association that is an advocate for the industry on trade policy issues. Because of its status as a not-for-profit entity, USAPEEC does not lobby, but the organization can and does act as an intermediary with USDA, in Washington and at embassies and Agricultural Trade Offices around the world.

Soybean growers and the poultry industry have had a long and mutually beneficial relationship. Nationwide, 98 percent of all soybean meal is consumed by pigs, cattle, and poultry. The U.S. poultry and egg industry is the largest user of U.S. soybean meal by livestock group, accounting for 55 percent of all the soybean meal produced in the U.S. With that being said, soybean farmers’ profit potential stands to grow as the demand for U.S. meat and poultry exports increases.

More exports of U.S. poultry and eggs mean more value-added exports of U.S. soybean meal. In 2019, U.S. poultry and egg exports accounted for 145 million soybean bushel-equivalents. As poultry and egg exports increase, there is a greater need for more poultry and egg production, resulting in more soybean meal needed for feed.

USAPEEC has forged strong partnerships with national and state soybean and corn organizations since 1996. To date, 22 soybean and corn boards hold seats on the USAPEEC Board of Directors. Through checkoff funding, USAPEEC’s commodity members fund over 60 projects in 35 different countries and make up more than 30% of USAPEEC’s overall budget. Beyond annual membership dues, the commodity board members set a record high in project funding in 2019. These funds allow USAPEEC to coordinate with its international directors to work on trade policy, promote U.S. poultry and eggs, and build new and improve existing relationships with importers.
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What impact will you leave on your family? Your farm? The next generation?

Much like farming, estate planning takes time and dedication. Taking time to plan now can ease family burdens and protect the land and assets you’ve dedicated your life to. It can turn your legacy from well-meaning intentions into a powerful reality for those around you.

The Thompson Law team builds estate and succession plans with clarity, certainty, and simplicity to keep families together.

We offer a FREE one-hour initial consultation for any new estate planning client.
At BNSF, we've supported America’s producers for over 170 years. Together, we have been a part of the innovation that’s made the U.S. farming supply chain one of the most efficient and productive in the world. We have always been a critical link to delivering agricultural products whenever and wherever they’re needed. Our employees are driven to work hard to keep your business moving safely every day, no matter the challenges. We were there for you then; we are here for you now. You can count on us.

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We provide free, one-on-one, personalized advice on the best solutions to meet the unique conservation and business goals of those who grow our nation's food and fiber.

Farmers are the backbone of America. We help people to make investments in their operations and local communities, boost rural economies, increase competitiveness of American agriculture, and improve the health of our air, water, and soil.

Contact NRCS South Dakota: http://bit.ly/ContactNRCSSD

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2021 Events

Presentations and speakers include:

• **Building Soil Health while Stacking Enterprises and Improving Profitability for The Next Generation.** Jerry Doan, Black Leg Ranch, McKenzie, ND.
• **Building Soil Health into a Corn-Soybean and Corn-Soybean-Wheat Crop Rotation.** Dr. Abbey Wicks, NDSU Extension Soil Health Specialist, Fargo, ND.
• **Building Grassland Soil Health.** Stan Boltz, Regional Soil Health Specialist, USDA-NRCS-SD.
• **Native Soil Nutrient Supply and Carbon Basics.** Anthony Bly, SDSU Soils Field Specialist.
• **The Benefits of Crop Rotation.** Dr. Dwayne Beck, SDSU Dakota Lakes Research Farm.

All presentations will be available for viewing at [www.sdnotill.com](http://www.sdnotill.com)

We want to thank our sponsors! They make these events possible!

See you in person in 2022!
WHY MEMBERSHIP IS CRITICAL NOW MORE THAN EVER.

Numerous organizations are working against farmers. It’s important for soybean growers to come together – for our families and for our future generations.

OUR VOICE IS YOUR VOICE
The South Dakota Soybean Association focuses on policy and legislation, while ensuring your voice is heard and your interests represented in Pierre and in Washington D.C.

WE ADVOCATE FOR FARMERS ON:
• Development and use of biodiesel
• Clear, consistent regulations on domestic livestock
• Trade negotiations and reducing barriers to soy and meat exports
• Tax reform and Farm Bill legislation

MEMBERSHIP OPTIONS:
1 Year: $150 | 3 Year: $200 | Lifetime: $800
Student: $0

YOUR MEMBERSHIP INCLUDES:
• 3-year or lifetime members receive a $100 or $200 seed voucher with purchase of 50 or 100 units of seed.
• Complimentary membership in the American Soybean Association
• Special discounts at Cabela’s, Commodity Classic and more; see full list of benefits at: soygrowers.com/belong/membership-benefits

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Application and payment also available online at sdsoybean.org

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Phone: ____________________________
Email: ____________________________
Farmer ☐ Extension ☐ Finance ☐ Elevator ☐
Agribusiness ☐ Educator ☐ Other: _____________
Total Farm Acres: ____________________________
Soybean: ____________ Wheat: ____________
Corn: ____________ Livestock: ____________

Check Enclosed ☐ Credit Card: Visa ☐ Mastercard ☐
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SOYBEAN COMPOSITION

- Oil: 19%
- Protein: 36%
- Insoluble Carbohydrates (fiber): 19%
- Soluble Carbohydrates: 9%
- Ash (minerals): 4%
- Moisture: 13%

WHERE IN THE WORLD DO SOUTH DAKOTA SOYBEANS GO?

- NORTH AMERICA
  - U.S.
  - Mexico
  - Canada

- EAST ASIA
  - China
  - Japan
  - Taiwan

- SOUTHEAST ASIA
  - Philippines
  - Thailand

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- Oil: 19%
- Protein: 36%
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- Soluble Carbohydrates: 9%
- Ash (minerals): 4%
- Moisture: 13%

SOYBEAN TRANSPORTATION SCALE CONVERSIONS

- CARGO CAPACITY
  - Large Semi: 24.5 Metric Tons = 900 Bushels
  - Jumbo Hopper Car: 99.79 Metric Tons = 3,666 Bushels
  - 110-Car Shuttle Train: 10,977 Metric Tons = 403,294 Bushels
  - Panamax Freighter: 51,709 Metric Tons = 1,899,788 Bushels
  - New Panamax Freighter: 66,000 Metric Tons = 2,424,840 Bushels

EQUIVALENT UNITS

- 4 Large Semitrucks = 1 Jumbo Hopper Car
- 5.2 110-Car Shuttle Trains = 1 Panamax Freighter

SOYBEAN PRODUCTION BUSHELS HARVESTED 5-YEAR AVERAGES

- Harvested Acres: 5,290,000
- Bushels Harvested: 242,616,667 Bu
- Average Yield: 45.2 Bu/A
- Average Price Per Unit: $8.63/Bu

IN TOTAL: Livestock in South Dakota used the meal from 11,742,159 bushels of South Dakota soybeans.