

Fall Issue 2023

SOUTH DAKOTA SOYBEAN LEADER

A publication of the South Dakota Soybean Association

2023 Fall Check-In

- ▶ How Soybean Growers can Measure Soil Health Progress
- ▶ Featured Farmer: Heather Beaner
- ▶ Renewable Diesel, Biodiesel and the Clean Fuels Boom
- ▶ Farm to Fork 2023
- ▶ Unlocking the Pacific Northwest: South Dakota Soybeans on a Global Journey

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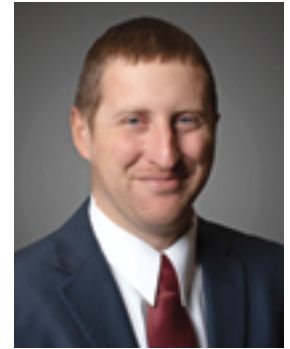
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PRESIDENT'S OUTLOOK

By Kevin Deinert, President of the South Dakota Soybean Association



KEVIN DEINERT
SDSA President

Start your engines! Doesn't harvest always seem like a race that sneaks up on us? Here we are nearing the end of another crop year that seems to have gone by faster than it should have! While many of us have been farming for quite some time, it never ceases to surprise me how quickly the harvest season comes. With silage cutters making their way into the fields, and combines getting their final run-through, the excitement of harvest is here.

With the arrival of fall, so closes one of the South Dakota Soybean Association's busiest times of the year. From Shop Talks to Dakotafest and everything in between, SDSA has been busy advocating on our members' behalf. We are in the thick of the Farm Bill discussions, and for almost a year, SDSA has continually conveyed the importance of a strong safety net for farmers here in South Dakota. We recognize the value of accessing new markets, maintaining a strong crop insurance program and making sure no harm comes out of the Farm Bill that would affect South Dakota farmers in doing what they love to do. Our national delegation continues to be very receptive to what our organization has to say and has been continually in contact to make sure our members' interests are heard. We here at SDSA appreciate those who are currently members and if you are not a member, invite you to invest in our organization. SDSA continues to be a leader in the South Dakota agricultural landscape, and that is only possible with the support of our members!

Like I mentioned before, SDSA holds and participates in many events throughout the year that help us disseminate what we are doing and allows a platform for us to listen to what our members have to say. Our Shop Talks that we hold throughout the year continue to grow and provide great opportunities for dialogue. From legislative staff, soil health information, and Q & A with our farmer led boards, these events provide a lot of value. Be on the lookout for more to come this winter and please make plans to attend! We always appreciate hearing from our members and those in the farming community.

As we near the end of another calendar year here at SDSA, I would be remiss if I did not express my appreciation for those in our "Soybean Family". Over the years, we have had staff and directors come and go, but the passion we have for the organization has never wavered. I am humbled and inspired by what my friends and colleagues continue to do for the agricultural community. While my fellow directors and I are volunteers as we serve on the board, the amount of time they unselfishly give to the organization is amazing. You, as members, should be proud of what the SDSA staff and board have and will continue to do. With that, I invite those who may be interested in serving to contact our office. We are always looking for new leaders to serve and lead our organization.

May God bless us with favorable conditions this fall and protect each and every one of us as we rush through harvest. Stay safe, everyone, and remember that while we want to be the first done, our loved ones count on us to come home! ■



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SOUTH DAKOTA SOYBEAN LEADER

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DAVID STRUCK, *Chairman for SDSRPC*

LETTER FROM THE CHAIRMAN

By David Struck, Chairman for SDSRPC

Dear South Dakota Soybean Growers, With immense excitement, I step into the role of Chairman for the South Dakota Soybean Research and Promotion Council (SDSRPC). As a fourth-generation soybean, corn, and wheat grower, farming is more than a livelihood—it's a cherished family tradition. From my earliest memories of running tractors at the age of 10, I knew that my path would be deeply rooted in agriculture. Now, as a director on the SDSRPC board, I am eager to make a positive impact by promoting South Dakota soybeans and honoring the hardworking farmers who raise them.

One of the core pillars of the Soybean Checkoff is market development. We are committed to exploring innovative and diverse applications for soybeans beyond traditional uses. We're working toward unlocking the full potential of soybeans, whether through groundbreaking industrial applications or as a critical player in the renewable energy sector.

International markets play a critical role in the success of any industry. As a board, we are dedicated to expanding our soybean markets worldwide. By inviting our partners to our farms and meeting them overseas in their markets, we will forge strong partnerships, and identify new opportunities to showcase the excellence of South Dakota soybeans on the global stage.

Efficient domestic transportation is essential to the success of our soybean industry. We're working diligently to improve infrastructure, ensuring soybeans travel from the farm gate to their domestic and international destinations promptly and cost-effectively. This streamlined approach will boost our competitiveness and reinforce our position as reliable suppliers.

As soybean growers, we understand the important relationship between our crops and the livestock industry. Livestock development is of utmost importance to us, and we are committed to supporting livestock producers by addressing their needs and advocating for sustainable practices. The synergy and

commitment to sustainability between crop and livestock farmers is fundamental to the resilience and prosperity of South Dakota agriculture.

One of our most recognized initiatives is “Hungry for Truth,” our consumer outreach program. In an age where consumers are increasingly disconnected from their food sources, it is crucial to bridge this gap with transparency and openness. “Hungry for Truth” aims to engage the public by sharing our stories and practices. Through this program, we hope to foster trust and confidence in our industry, showcasing the dedication and passion of South Dakota soybean growers.

South Dakota processing opportunities are expanding and giving farmers more opportunities for new growth and markets. We're working for you and are excited to have the support, consistency, and delivery of South Dakota farmers.

The future of South Dakota soybeans is bright, and I am wholeheartedly committed to nurturing this growth. Our dedication to market development, global expansion, efficient transportation, livestock development, expanding processing, and consumer outreach will undoubtedly lead us to new heights of success.

I extend a warm invitation to all of you to join us on this journey of progress and prosperity. Together, let us sow the seeds of innovation, cultivate a thriving industry, and reap a bountiful harvest of opportunity and achievement.

Thank you for your unwavering support, and I eagerly anticipate the remarkable achievements we will accomplish together. ■

Sincerely,

David Struck



Ag Appreciation Day

SD Soybean helped serve a meal to over 3,000 attendees at the Sioux Empire Fair 40th Annual Ag Appreciation Day luncheon.

NCSR

Heather Beaner and Johnna Ringkob attended the summer NCSR meeting in State College, Pennsylvania in August. Pennsylvania is the newest member of NCSR and was this year's host, taking the group to Penn State's large research fields and providing excellent exposure to farming in Pennsylvania, which has about 600k acres of beans. Double cropping beans are common there; their average yields are in the 50-60bu/ac range.

They also attended the Ag Progress Days farm show, which is very similar to Dakotafest in Mitchell but with smaller equipment, many more aisles of manure, and hay handling (given the large dairy and cattle industry in Pa.), and many more Amish, Mennonite, and Quaker farmers of every technology level. (The parking lot had "horse parking.")

Hefty Field Day

South Dakota Soybean had a kid's booth at Hefty's Field Day in Baltic, S.D. Maggie Vander Laan and Danielle Dykstra helped kids plant soybeans and discussed the many uses of soy.

Soybean Open Golf Tournament

On Monday, July 17, SDSA hosted its 22nd annual Soybean Open at the Brandon Golf Course. 35 teams (140 golfers) of farmers and ag industry folks participated.



Shop Talks

South Dakota Soybean hosted two Shop Talks this summer. The first Shop Talk was in Northville, S.D., at Kim Peterson's shop, and the second was hosted in Wolsey, S.D. by David Struck and family. Producers came from surrounding areas to hear an update from the South Dakota Soybean Association and the South Dakota Soybean Checkoff. Attendees enjoyed a meal while hearing from representatives from the South Dakota Congressional Delegation and a panel discussion on soil health. Watch for dates for upcoming Shop Talks.



Tanner Hento, Jordan Scott, Brandon Wipf, Jeff Kloucek, and Kevin Deinert

SD Soybean Farmers on the Hill

In July, SD Soybean Association and American Soybean Association directors visited South Dakota's congressional delegation on Capitol Hill.



Soy Connex

The United States Soybean Export Council welcomed over 350 international buyers from more than 60 countries to Soy Connex in New York City August 21-23.

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LETTER FROM THE EXECUTIVE DIRECTOR

By Jerry Schmitz, Executive Director of South Dakota Soybean Research and Promotion Council & South Dakota Soybean Association

The goal of the SD Soybean Checkoff is to increase the profitability of soybean farmers. The three pillars to achieve that goal are Research, Education, and Promotion.

Investment in research helps to develop new methods and practices for growing an economically and environmentally sustainable soybean crop. Farm and ranch families have always employed the best practices available to them so they could pass a vibrant farm/ranch to the next generation, but those practices had to be economically sustainable as well, or they couldn't stay in business.

The Checkoff also invests in research for new uses. Some of the most unique ideas for new uses come from soybean growers themselves. The more uses, the greater the demand there is for soybean meal and oil. In the past, farmers/ranchers relied on industry to create demand for the products they produce. Today, farmers create demand for their products to ensure prosperity for themselves and future generations.

Education is another important role of the Checkoff. Sharing information with farmers about new methods of controlling diseases and pests, moisture management, fertility and cultural practices that can benefit your operation. We also educate users about the benefits of purchasing South Dakota grown soybeans.

Soybeans can be purchased anywhere and a soybean is a soybean, right? Wrong! Nutrition managers know that animals and humans require five essential amino acids for growth and health. Soybeans you grow in this area are unique in that their amino acid complex carries a higher amount of those essential amino acids than most other places in the world. When a nutritionist creates a feed ration in Japan using South Dakota soybeans, they can cut back on synthetic amino acid supplements. That means your soybeans have a higher value, and the Checkoff makes sure nutritionists worldwide are aware.

Promotion is key to moving any product and soybeans are no exception. Your Checkoff board and staff work very hard to make purchasers aware of the care you take in producing soybeans, the soy products that are available and the benefits of using them

whether they be environmental and health benefits or the economic boost that soybeans provide to communities across the state.

In August, the soybean Checkoff sponsored/participated in the following in-state events:

- Farm to Fork, inviting 150 community influencers, sharing what farmers do to grow a safe and healthy crop, and why you do it.
- Dairy Dash to display the uses of soybeans and promote our Hungry for Truth program.
- INTSOY industry food specialist course training participants from 9 countries how to use soy to enhance foods and food processing.
- Dakotafest to share what the Soybean Checkoff and Association are doing for you.
- SD Trade Midwest Ag Export Summit.
- Hosted a grower Shop Talk in Wolsey to discuss information learned from the Yield Contest, Soybean Checkoff and Association, crop insurance and soil health.
- Hosted a Soybean Trade Team from Southeast Asia interested in SD soybeans.
- Hosted a Soybean Trade Team from Japan and South Korea interested in SD soybeans.
- Applied soy dust suppressant to streets at the State Fair.
- Ribbon cutting at the State Fair Dakota Events Complex.

By working together, soybean growers are building a very bright future for themselves and future generations. ■



JERRY SCHMITZ
Executive Director of
SDSRPC and SDSA



HOW SOYBEAN GROWERS CAN MEASURE SOIL HEALTH PROGRESS

The concept of regenerative agriculture is not an altogether new idea for soybean producers in South Dakota. The fact is, you probably have many regenerative practices already in place on your operation. And even if you don't, you're likely familiar with many of the principles that drive regenerative agriculture.

But organizations like the South Dakota Soil Health Coalition are seeking to support producers in their journey to embrace regenerative practices and reap the benefits of improved soil health.

“Our goal is to improve soil health in South Dakota, and we work on that through education and research,” says Cindy Zenk, who serves as the coordinator for the South Dakota Soil Health Coalition and farms near Webster in Day County. A 501(c)(3) nonprofit organization, the Coalition formed in 2015 to advance soil health objectives across the state and conduct valuable research to guide on-farm practices.

THE FIVE PRINCIPLES OF SOIL HEALTH

Zenk will tell you that at the heart of the regenerative agriculture movement are the five principles of soil health, which can be summarized as follows:

- Maintaining soil cover by keeping crop residue on the surface;
- Limiting disturbance through minimal tillage practices;
- Preserving living roots in the soil;
- Adding diversity to crop rotations; and
- Incorporating livestock into fields

Adhering to these five principles can significantly impact the health of your soil over time, potentially improving overall yield while reducing reliance on certain inputs. Those efforts also contribute to long-term objectives related to legacy and ensuring productive land for generations to come.

“We have to figure out the best way to make the operation a lasting legacy for our children and grandchildren,” says Zenk. “If we’re not building [soil], we are losing it. We want to keep that soil as healthy as possible for future generations, too.”

Measuring the Impact of Soil Management Practices

The South Dakota Soil Health Coalition offers a wide range of soil management resources to support producers in that journey, including downloadable guides and handbooks, in-person workshops, farm tours, a mentoring initiative and its companion Growing Connections app — and even a grazing exchange program for row crop farmers wanting to integrate livestock into their soil management efforts.

One of the main areas of focus for the Coalition is providing growers with the tools they need to quantify soil health improvements over time.

To that end, the South Dakota Soil Health Coalition developed a Soil Health Assessment Score Card — also available as a mobile application available in the Apple and Android app stores — that allows producers to evaluate conditions for a particular field and identify opportunities to improve soil health.

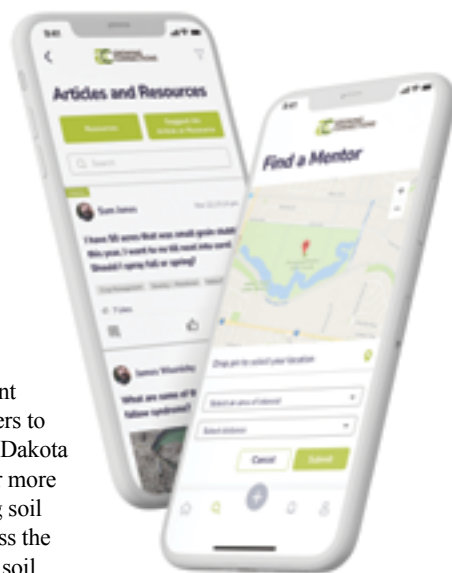


Zenk encourages producers to use the scorecard to measure progress on their own fields, noting that universal benchmarks may not always be helpful. “Each operation will be different — every acre is different,” she explains. “The principles are the same, but how we do them may differ because of where we are, the amount of rain that we get, the kind of soil that we have and so on.”

Measuring and tracking progress can go a long way toward reinforcing the value of soil health practices, according to Zenk.

GET ACCESS TO SOIL HEALTH RESOURCES.

There are many different ways for soybean producers to get involved in the South Dakota Soil Health Coalition. For more information on measuring soil health progress or to access the Coalition’s wide range of soil management resources, please visit www.sdsoilhealthcoalition.org or call (605) 280-4190. ■



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Take 10 minutes to complete our soil health survey by October 16.

FARMERS IN 20 STATES CAN NOW ENROLL IN COST-SHARE PROGRAMS THROUGH FARMERS FOR SOIL HEALTH

This corn, pork, and soy commodity initiative, in partnership with the National Fish and Wildlife Foundation and USDA’s Partnerships for Climate-Smart Commodities, establishes financial and technical assistance for corn and soybean farmers who adopt cover crops. The focus is to bring money directly back to farmers, where sustainability is happening at the farm level.

Participating farmers who plant cover crops will receive payments to help transition totaling \$50 (spanning three years) per new acre of cover crops planted. These payments of \$2 per acre are available for up to 600,000 acres of existing cover crops. Eligible farmers will participate in measurement, reporting and verification to highlight progress toward the goal of expanding adoption of cover crops.

“Protecting the soils we farm is so important. Cover crops and conservation tillage are key tools that can be used to prevent erosion by keeping living roots in the ground,” says Neal Bredehoeft, soy checkoff farmer-leader from Missouri. “In partnership with my brothers, we have been practicing no-till on our farms for 30 years and using cover crops for almost 10 years. Cover crops are another conservation measure that helps us keep our soils in place and crop nutrients in the fields where they belong.”

Farmers can enroll at farmersforsoilhealth.com. Farmers in Delaware, Illinois, Indiana, Iowa, Kansas, Kentucky, Maryland, Michigan, Minnesota, Missouri, Nebraska, New York, North Carolina, North Dakota, Ohio, Pennsylvania, South Dakota, Tennessee, Virginia and Wisconsin are eligible for enrollment.

A hallmark of the program is simplicity of enrollment and monitoring. Farmers will be able to enroll quickly and easily through the online enrollment platform, and all the monitoring/verification is done remotely via satellites.



“As farmers continue to experience and adjust to extreme weather swings, they can, through the Farmers for Soil Health initiative, adopt conservation measures like cover crops to increase crop resiliency,” says Ben West, Farmers for Soil Health executive director. “Through regional technical assistance led by the state corn, pork, and soy commodity organizations, U.S. farmers will strengthen their best management practices as they feed and fuel an expanding population while protecting the environment.”

Farmers for Soil Health is a collaboration between the National Corn Growers Association, National Pork Board and United Soybean Board. Its goal is to advance conservation practices to improve soil health across the U.S., including doubling cover crop acres in the U.S. to 30 million acres by 2030. The primary purpose is to deliver examples-based, science-focused initiatives recognizing farmers nationwide. For more information on Farmers for Soil Health, visit farmersforsoilhealth.com. ■



ABOUT FARMERS FOR SOIL HEALTH:

Farmers for Soil Health is a collaboration between the National Corn Growers Association, National Pork Board and United Soybean Board to create a farmer-led cover crop program that advances the use of soil health practices, meets sustainability goals and improves farmer profitability. Our goal is to improve soil health by encouraging farmers to expand their adoption of cover crops to 30 million acres by 2030.

SUPER SPROUTS

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WORD FIND

The South Dakota Soybean Checkoff works with organizations who specialize in outreach and market development. Find these partners acronyms in the word find below!

- United Soybean Board (USB)
- American Soybean Association (ASA)
- United States Soybean Export Council (USSEC)
- World Initiative for Soy in Human Health (WISHH)
- National Biodiesel Board (NBB)
- United States Meat Export Federation (USMEF)
- Northern Crops Institute (NCI)
- United States of America Poultry and Egg Export Council (USAPEEC)
- Specialty Soy and Grain Alliance (SSGA)
- North Central Soybean Research Project (NCSRP)
- Soy Transportation Coalition (STC)
- Clean Fuels Alliance America (CFAA)

S S G A L I B F E B R W B N B E Q W D E
A L B J R G F G V G T F I K Q T R Z H N
Z M S D H V S G W Y M P I V B B M M D J
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W A A Q I D H L S R S N G M M T H E I R
V I R T Y S H Q C B G H W N B B G Q P K

WANT MORE FUN? SHOW US YOUR ANSWERS!

SOYBEAN SWAG GIVEAWAY

With your parents help, complete this page and send a photo to mkessler@sdsoybean.org or post a photo and tag @SDSoybean on Facebook. You can also mail your completed page and contact information to SD Soybean at 5000 Broadband Ln. Suite 100, Sioux Falls, SD 57108. One participant with a completed page will be sent a super special soybean item! Entries must be received by December 1, 2023 to be eligible.



INVESTING CHECKOFF DOLLARS

HAVE FUN AND BE SURE TO ENTER!



South Dakota Soybean Genesis Leaders Program

A dynamic leadership development series

GROWTH... It's what soybean producers are all about. And now is the time to apply that same principle to yourself. The Soybean Genesis Leaders Program is designed to give active members of the soybean industry a deep foundation in leadership skills and industry knowledge, positioning you for growth at your operation and in your career.

The Soybean Checkoff has partnered with South Dakota Agricultural and Rural Leadership, the premier ag leadership development organization in the state, to deliver this program exclusively for soybean growers. SDARL is proud to offer its proven, hands-on, in-depth learning model to maximize your opportunity for growth.

Seminar Details

I. Soybean Industry Overview

December 15, 2023 | Sioux Falls, SD

II. The Legislative Process

January 19, 2024 | Pierre, SD

III. Innovation and Forward Focus

February 16, 2024 | Location TBA

IV. Leadership Readiness

March 15, 2024 | Watertown, SD

Application Process

Eligibility

South Dakota residents age 21 and older with direct participation in the soybean industry are invited to apply to the Genesis Program. Up to 25 participants will be selected.

Spouse Participation

Married applicants are strongly encouraged to attend the Genesis Program as a couple to maximize learning and growth. Unmarried applicants are welcomed.

Tuition

A class fee of \$200 will apply to each participant. Upon completion of the Genesis Program, the fee will be refunded at the rate of \$50 per seminar attended.

Important Dates

Applications will be accepted through Nov. 10, 2023. If necessary, phone or Zoom interviews will be conducted. All applicants will be notified of their selection status by Nov. 28, 2023.

Weather Policy

Safety is the top priority. Should inclement weather occur, class members will be notified by 12:00pm the day prior to the seminar if it has been rescheduled.

READY TO APPLY?
Visit sdsoybean.org to complete
the online application form.

Presented by





GENESIS PROGRAM DEVELOPS SOYBEAN INDUSTRY LEADERS

South Dakota Soybean is accepting applications for the next Genesis Leaders Program. The Soybean Checkoff has partnered with the South Dakota Agricultural and Rural Leadership Program (SDARL) to deliver the custom Genesis Program for soybean growers. The CEO of SDARL, new this year, is Janelle Booth who calls the Soybean Checkoff Genesis Leaders Program fantastic.

“It’s a leadership development series that’s aimed towards people in the soybean industry, anyone aged 21 and older who have direct participation within the industry,” says Booth, in an interview with the South Dakota Soybean Network. “What the Soybean Genesis Program is all about is really focusing on leadership development, focusing on industry knowledge; it’s personal growth and it’s also a lot of preparation for people that are actively engaged in raising soybeans that are ready to step up, take on leadership roles and have a greater understanding of all of the aspects of the industry as they’re taking place around the state.”

The Genesis Leaders Program, now in its third year, is made up of four day-long seminars taking place in varying locations around the state from this coming December to March of 2024. “The first one is kind of an industry overview where everyone gets to meet the major players that make up the soybean industry,” she says. “They understand the role of South Dakota Soybean, of the Soybean [Research and Promotion] Council and the Soybean Checkoff and really understand what goes into marketing and keeping an organization like South Dakota Soybean on the forefront of these issues.”

The second seminar, in January during the legislative session in Pierre, focuses on state lawmaking. “A lot of that will be meeting with legislators, really understanding how laws are made and how some of these policies that would impact agriculture take place and take shape throughout the state,” Booth explains.

The third session, in February, called the Forward Focus Seminar, concentrates on innovation. “That’s looking at some really current innovators in the soybean industry,” says Booth, “and who some of the partners are and what’s on the cutting edge of innovation when it comes to growing soybeans and utilizing them.”

The fourth and final session of the series is next March and focuses on leadership readiness.

“Now people who have gone through the program had all of this education. They were able to learn about what’s going on in the industry,” she says, “and a lot of it is also self-reflection and really developing that foundation for leadership.”

Beyond leadership training, Genesis participants can potentially take personal improvement from the program.

“There are always opportunities to explore new avenues within your own operation, within how things are run within your family

and within your business,” she says. “And so that focus on growth and understanding kind of the history of why things happen the way they do and then being able to apply that to your own personal circumstance is really important when you’re looking at developing an individual and developing that individual as a leader for the state.”

Applications for the Genesis Leaders Program are due November 10th. ■





FEATURED FARMER:
HEATHER BEANER

By: Leanne Phillips for AgUnited



It's no secret that agriculture is a driving force in South Dakota's economy and rural communities. Heather Beaner, manager of her family's farm, Wal-Di Inc, is looking ahead to how new technologies and investments can make agriculture even more productive and build stronger connections between farmers and their rural neighbors and communities.

Beaner farms with her husband, Matt, near Mellette, South Dakota. They have a son, Gabriel, and raise corn and soybeans.

Beaner grew up on her family farm, then spent 12 years on active duty in the U.S. Air Force as a JAG officer attorney after graduation from the University of South Dakota School of Law. She came home to farm with her father, Wayne Larson, in 2011. Larson is now semi-retired and Beaner has transitioned into the management role.



“I am excited about the technologies that are being developed that allow farmers to control pests and weeds in a more precise way,” she says. “All the manufacturers are working on ways that we can apply less herbicide and more precisely control weeds. If we can use less and be more precise, it is good for both farmers and consumers.”

Beaner is actively involved in a number of volunteer and agricultural programs in her local community and statewide, including serving as the secretary of the South Dakota Soybean Research and Promotion Council, which oversees the soybean checkoff in the state.

“The Soybean Promotion & Research Council is looking for the best investment for both the South Dakota farmer and consumers, investing in research to increase production more sustainably, such as new varieties and better pest management, as well as developing new markets for soybeans,” she says. “This includes new markets overseas, as well as research for new applications of

soybeans, such as those in industrial applications.”

Sharing information about modern agriculture and soybean production is also an important priority.

“It is fun to see people’s eyes light up when we share information about how the soybeans they drive by are used in so many ways,” she says. “It builds a better connection from the farm to the table and builds understanding about what farmers are growing and how it impacts each of us every day.”

She is also a member of the board of directors for Agtegra Cooperative and a Land O’Lakes Regional Council Representative and serves on a number of boards and advisory boards for state agriculture and education organizations. She is also an active volunteer in her local American Legion Post, FFA Supporters and church.

“Volunteer service is the cornerstone of South Dakota’s rural and ag organizations,” she says. “Our rural and conservative way of life that allows me to farm freely and successfully would not exist without these boards and organizations populated by servant farmers.”

Beaner emphasizes the importance of farmers and organizations working together to improve practices and share their story with fellow South Dakotans and consumers around the world.

“Agriculture is the number one industry in the state and the backbone of most communities,” she says. “Raising food for the world is our heritage, future, and God-given responsibility.” ■

SOUTH DAKOTA SOYBEAN RESEARCH & PROMOTION COUNCIL ANNOUNCES NEW DIRECTORS AND OFFICERS

Soybean producers from across South Dakota recently elected soybean growers, Bruce Haines of Mitchell, Derrick Scott of Geddes, and John Horter of Andover to represent Districts 1, 2, and 8 on the board of the South Dakota Soybean Research & Promotion Council (SDSRPC). This is the farmer-led organization charged with wisely investing and leveraging checkoff dollars on behalf of South Dakota soybean farmers.

“We’re excited to pair the fresh perspectives of our new board directors with the valuable experience of our seasoned board directors,” says newly elected SDSRPC Chairman, David Struck, a Wolsey, S.D. soybean grower. “With new processing opportunities, expanding international markets, ever-growing new environmentally friendly uses, booming need for biofuels, and so much more, the opportunities are endless to grow our impact with our soybean checkoff dollars and bring increased value back to farmers.” ■

THE 2023-24 OFFICER TEAM

Along with electing David Struck to serve as Chair, the SDSRPC board elected the following soybean growers to leadership positions:

- Vice Chair: David Iverson of Astoria
- Treasurer: Todd Hanten of Goodwin
- Secretary: Heather Beaner of Mellette.

MEET THE NEW DIRECTORS:

BRUCE HAINES: DISTRICT 1

Bruce Haines is a fourth-generation farmer from the Mitchell area. He and his wife, Marlene, have three children and seven grandchildren.

They raise corn, soybeans, and wheat on their no-till family farm. Bruce believes in giving back to his community which has given his family so much.

Bruce is involved in the South Dakota Conservation Commission, South Dakota Nutrient Research and Education Council, Davison County Rural Water Board, Chairman of the Davison County Planning and Zoning Board, Davison County Conservation District, local Township board, and has held many

other positions in his church. Bruce has 38 years of experience working outside the family farm business. His goals are to work together with soybean farmers to invest checkoff dollars to promote more marketing research and profit margin opportunities.

District 1 includes the following counties: Brule, Aurora, Davison, Hanson, Douglas, and Hutchinson.



DERRICK SCOTT: DISTRICT 2

Derrick Scott is a fifth-generation farmer from Geddes, S.D. He farms with his dad west of town and raises soybeans, corn, spring and winter wheat. Derrick has served as the local fire chief and still serves as a member of the Geddes Fire Department. He recently served on the South Dakota Soybean Association board. In his free time, he enjoys boating, golf, and dirt track racing. He is very excited to serve on the South Dakota Soybean Research and Promotion Council.

District 2 includes the following counties: Charles Mix, Bon Homme, Yankton, Clay, and Union.

JOHN HORTER: DISTRICT 8

John Horter is a fifth-generation farmer from Andover S.D. He and his wife, Jaclyn, operate J and J Horter Farm Partnership. They farm with his parents who are slowly transitioning into retirement and turning the operation over. They have two children. Dane is 12 and Raegan is 8. They both attend Langford Area School. They also own and operate Horter's Farm and Ranch Supply, LLC in Bristol. On their farm, they raise soybeans, corn, wheat, and alfalfa as well as own a beef cow herd, raise replacement heifers, and finish cattle. In addition to their operation, they custom plant and harvest for numerous friends and neighbors in the area.

John graduated from Bristol High School in 1999 and then pursued a degree in Ag-Production from Lake Area Tech. He has served as an officer and director on the James Valley Threshing Association and is on the board at Bethesda Lutheran Church. He served on the South Dakota Soybean Association for 12 of the last

15 years. He has served on many committees and held multiple officer positions as a director.

John participated in programs such as the DuPont/ASA Young Leader program, Leadership at its Best, DTN/ Progressive Farmer America's Best Young Farmers and Ranchers, and multiple other leadership conferences and media training courses.

In his spare time, he enjoys watching their children participate in their activities, riding around in UTVs as a family, and occasionally doing some hunting and fishing.



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SD SOYBEAN NEW STAFF INTRODUCTIONS



JOHNNA (JORGENSEN) RINGKOB

Johnna (Jorgensen) Ringkob started working as SD Soybean's new Market Development and Research Director in June. Johnna grew up on a family farm just north of Mount Vernon, S.D., where they raise corn, soybeans, and cattle. She graduated from South Dakota State University in 2020 with a bachelor's in Agronomy and Precision Agriculture. She then continued working on her master's degree at SDSU until May 2023. Johnna met her husband, Justin, while at SDSU, and they got married in October 2022. They currently live in Brookings, S.D.



DANIELLE DYKSTRA

Danielle Dykstra joined SD Soybean on June 26th as the new Administrative Assistant, grew up in Rock Valley, Iowa working for her grandpa and dad at Vande Weerd Combine Salvage. After attending college in Sioux Falls, she and her husband's careers took them to Billings, Mont. and Olathe, Kan., before returning "home" to Sioux Falls, S.D. Danielle and her husband, Nate, have two boys, Hayden and Paxton, who keep them busy with baseball, football, and basketball activities.



VALERIE WILLSON

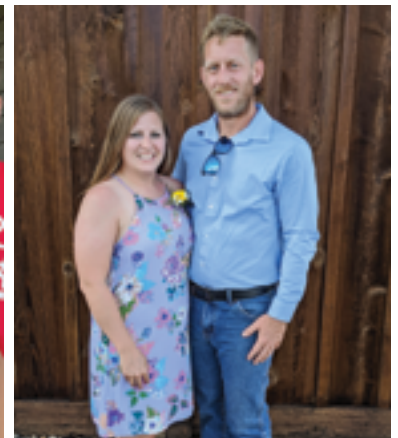
Valerie Willson is SD Soybean's new Program Manager. She grew up on a cow calf ranch in Southeast Montana. Since moving to Sioux Falls, she has worked at both the Greater Sioux Falls Chamber of Commerce and POET. Valerie lives in Sioux Falls with her boyfriend Ross and two chihuahuas. She enjoys hunting, fishing, and spending time out on Ross's farm in Wessington Springs.



Ringkob Family



Dykstra Family



Valerie and Ross



STEENHOEK: RIVER DEPTH WHIPLASH CONTINUES



Last fall, there were historically low water level conditions on the Mississippi River, the primary artery of the U.S. inland waterway system. Those low levels of last fall gave way to high water for a couple of early spring months following rapid snowmelt while the ground was still cold, resulting in it behaving more like a tabletop versus a sponge, according to Mike Steenhoek, executive director of the Soy Transportation Coalition (STC). “But the reality is that a big percentage of the Midwest and Plains states remains in dry conditions,” says Steenhoek, “and so there’s a lot of ground that needs moisture, and our reservoirs are pretty low as well. Now that we’ve had some persistent dryness, as expected you’re seeing low water levels on the Mississippi River and very comparable, and at times, lower than what we were last year, which was a very dry year.”

Most South Dakota-grown soybeans are exported via rail to the Pacific Northwest, but any disruption of shipping to New Orleans ports has a negative impact on the export economics of soybeans and other commodities. “We become really concerned, and rightfully so, when you see the potential of barge transportation’s efficiencies and economics being inhibited because what that translates to is a less competitive export program,” says Steenhoek. “And so that’s something that we’re obviously concerned about and we, as a result, routinely monitor the conditions on the inland waterway system, particularly on the Mississippi River.”

Water levels this year are lower in St. Louis, and levels at Memphis this year are comparable to 2022, according to figures supplied by Steenhoek. For comparison, in August 2021, the river level in St. Louis was 20.5 ft. In 2020, it was at 21.35 ft. In Memphis, the river gauge on July 6, 2021, was 18.29 ft. On July 6, 2020, it was at 19.7 ft.

Barge companies are having to reduce tow sizes and freight loaded in the barges themselves in response to the Mississippi River’s shallow state, says Steenhoek, adding that it’s important for farmers to remain well informed on the situation. “It’s always good to have not just an Option A, but an Option B and an Option C,” he adds. “That’s a very well-established principle that’s good year in and year out.”

Timing is critical. When river levels fluctuate during harvest, at a time when the largest volume of soybeans is moving down the river, Steenhoek says there can be an impact on markets. “The price offered for new crop soybeans and grain, one of the things that does factor into it is how efficient or inefficient the transportation system will be when those beans need to be moved. Will our inland waterway system be up to the task as it normally is,” says Steenhoek. “The fact of the matter is drought inhibits the ability to grow a crop, it can also inhibit the ability to transport that crop.” ■



TIM OSTREM'S TRADE MISSION TO CHILE REINFORCES TRADE RELATIONSHIP WITH U.S. SOYBEAN FARMERS

Tim Ostrem traveled on a June trade mission to Chile to show appreciation for the South American country's purchase of U.S. soybeans. Ostrem, whose three three-year terms as a South Dakota Soybean Checkoff director ended June 30th, says the trip was made to reinforce Chile's trade relationship with U.S. soybean farmers.

“AGP was able to sell three cargoes of soybean meal to Chile— equivalent to 150 [thousand] metric tons—for the first time out of the PNW (Pacific Northwest),” the Centerville farmer told the South Dakota Soybean Network after his return from Chile. “We were really excited about that, and so we wanted to go down and meet the purchasers of that and thank them for it and also to meet with other companies in Chile that are producing salmon, pork, or chicken.”

In addition to visiting the Chilean port where the U.S. soybean meal arrived, Ostrem and two other U.S. soybean farmers visited Agrosuper, the Chile-based company that had purchased the soybean meal. “We went to their headquarters where they actually process all of the hogs that they raise. They're all vertically integrated. They farrow, they raise and finish the hogs, they process the hogs and then they market the meat in local grocery stores and feature them in the stores,” he said. “And so, it's a vibrant economy

for the livestock down there, and we're excited to try to be part of that.”

Although Brazil's latest soybean harvest set records, a drought disaster in Argentina shortened its soybean crop, prompting Chile to consider other sources of soybean meal for their livestock production industry, according to Ostrem. “Luckily, AGP was able to get their foot in the door with some of these companies, especially Agrosuper. They each said, ‘You know what, we can make this work,’ so they made the sale,” said Ostrem. “That's the kind of relationship we've had, but once you've made that relationship, once you've made that sale, now that foretells maybe future sales going forward. They don't only look at Argentina and Brazil as their only way of getting soybean meal, they can get it from other places. And we can do it quickly out of the PNW.” ■



RENEWABLE DIESEL, BIODIESEL AND THE CLEAN FUELS BOOM

Renewable diesel production has quadrupled in recent years, and that growth is expected to accelerate. Annual U.S. capacity has increased from 600 million gallons in 2019 to 2.63 billion gallons in 2022, according to economists at the University of Illinois at Urbana-Champaign. They project it will reach 4.1 billion gallons in 2023. That's nearly seven times the increase in production in four years.

The benefits of renewable diesel are far-reaching. Major corporations and municipalities are making the switch to cleaner fuels, reducing their emissions and impact on the environment and human health. This growth is also bolstering the economy and job availability in rural communities with companies investing over \$6 billion in additional soybean crush facilities.

Making fuels out of plants and animal fats isn't something new—biodiesel has been a billion-gallon industry in the United States for a decade. So, why are clean fuels suddenly booming?

DEFINING THE DIFFERENCE

It's important to understand that biodiesel and renewable diesel aren't variations of the same fuel. Both start with bio-based feedstocks, such as vegetable oils or animal fats, but a different refining process gives each fuel its own superpower.

The primary advantage of renewable diesel is its ease of use. It is produced through a high-heat, high-pressure process that gives it similar chemical properties to diesel fuel. It's a straight replacement for petroleum-based diesel fuel, only cleaner-burning. An engine running on regular diesel fuel can switch to renewable diesel without any modifications and immediately cut its emissions.

Biodiesel is produced through a process called transesterification, which separates glycerin from the vegetable oils or fat used for feedstock. The remaining chemical, called methyl esters, is used as biodiesel, while the extracted glycerin is used for products like soap. Some engines are approved for 100% biodiesel, but many require upgraded systems to run on these higher blends. Most vehicles are rated for lower blends like B20, a blend of 20% biodiesel and 80% petroleum diesel.

So, if renewable diesel is a drop-in replacement for petroleum, why would someone choose biodiesel? When it comes to the goal of lowering emissions, biodiesel is more of a good thing. Both fuels reduce greenhouse gas (GHG) emissions by more than

70% on average, but biodiesel provides superior reductions in particulate matter, aromatic compounds and carbon monoxide, as well as improved lubricity for an engine.

These fuels can work in tandem to produce a cost-effective fuel replacement option for petroleum diesel. Because renewable diesel is a direct replacement for petroleum diesel, a vehicle that is approved for B20 can run on a blend of 20% biodiesel and 80% renewable diesel, which would generate the greatest reduction in emissions without changing equipment.

FUELING THE FUTURE

Clean fuels provide opportunities and fast solutions to our growing climate crisis. Renewable diesel's projected growth is due to its ability to fill the portion of the tank currently occupied by petroleum while blending in biodiesel can further cut emissions. For most heavy-duty vehicles, such as semi-trucks, construction equipment and locomotives, the technology and infrastructure to switch to electrification is years or even decades away. As emissions standards tighten and corporations increase pledges to reduce their carbon footprint, fleets require immediate solutions. The clean fuels boom reflects the ability of renewable diesel and biodiesel to reduce a vehicle's emissions overnight. ■



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SDSC & WISHH CULTIVATE SOY TRADE WITH FOOD COMPANIES FROM THREE CONTINENTS

Through the soybean checkoff, South Dakota soybean growers continue to fund and support programs that advance soybean trade and innovation. One shining example is with their support of the American Soybean Association’s World Initiative for Soy in Human Health (WISHH) program.

“Growers know that our crop is versatile as well as packed with protein and nutrition,” says Dawn Scheier, a soybean grower from Salem, S.D. and a WISHH committee member. “WISHH works with the Northern Crops Institute (NCI) to bring business leaders from across the globe to South Dakota and the Midwest. Our work strengthens the ties for trade that help diversify markets for U.S. soy.”

NCI, funded in part by SDSC, is a hub of education and collaboration, providing valuable insights into various aspects of the soy industry. This August, WISHH worked with NCI to host an Introduction to Soybean Course (INTSOY) for 10 food company business leaders from Asia, Latin America, and sub-Saharan Africa, to join NCI’s training in Fargo, N.D. as well as travel to South Dakota State University where they learned about the functionality of soy protein in food applications.

WISHH, the long-term international marketing arm of ASA that works in developing and emerging markets, worked to build strong ties to the companies these business leaders represent. Their visit and participation in INTSOY lays the foundation for increased profits for soy in the United States as well as in their own countries. Many of the businesses attended this year’s INTSOY trade team trip because of their interest in using or distributing more U.S. soy in products across their regions. Several business representatives from leading Asian food processors made the trek. These businesses may already be buying U.S. soy, but the INTSOY trade team helps boost their confidence about additional soy applications in new products for their respective markets. The business leaders jumped at the



Business leaders from three different continents form WISHH’s largest trade team trip of the year (Photo source: ASA)

opportunity to learn more about how soy offers nutritional value for human consumption. South Dakota, once again, played a pivotal role for the trade team.

Asia continues to make a big splash at the trade team. Three of the largest food processors from Sri Lanka made the trip because of their eagerness to learn more about new applications for the soy ingredients they are currently using. Additionally, other companies were delighted to meet businesses outside of the Asian continent, which gave them a global approach and fresh ideas for new products or adjusting existing products.

Elsy Alvarez, who represents Latin-American based distributor CTC Group, was among the enthusiastic attendees at South Dakota State University for various lectures and demonstrations on soy protein applications.

“The entire trip was fantastic. I really liked the collaboration between WISHH and the other associations and organizations to provide the technical training,” Alvarez explains. “Seeing the technical science behind soy applications helps us understand how functional soy can be for our products.”



NCI's INTSOY trade team that spanned across three states with support from the soybean checkoff boards of South Dakota, Minnesota, and North Dakota

Business representatives like Concadal's Jose Saban explained that distributors are interested in carrying more soy products. Saban emphasized that U.S. soy could play an important part in diversifying company products.

“We know consumers are asking for plant-based options as well,” he says. “This trip showed us how transitioning to soy-based proteins can be cost-effective. It even helped dispel myths about soy that will be helpful when marketing to consumers.”

Saban went on to praise the quality of training offered by institutions like South Dakota State University, highlighting the invaluable knowledge gained from the experience. He is confident that the course will positively influence the rest of his team.

“I work closely with producers and our research and development team,” Saban adds. “So, I am glad to have this information to support their work from a product development and commercial standpoint.”

Saban also notes that the trade team could have as wide an impact he has seen since he has been with the company. “The information and nutritional training from WISHH have been invaluable for us. It has been a game changer. We hope to get U.S. soy as a nutritional supplement even in schools and institutions!”

The collaboration with WISHH demonstrates the far-reaching aspects of the soybean checkoff. WISHH, which now works in 29 countries, builds markets from the ground up across multiple sectors. In these countries it can take patience and time before business leaders participate in large trade teams like INTSOY. Other companies, like CTC Group, may already be importing U.S. soy at smaller levels. WISHH's work with the company to expose them to the courses offered by NCI helps build their confidence to increase the amount of soy. Because of the work from the trade team, some Asian companies hope to start buying or increase their procurement of soybeans in the future. That could be a boon on profit margins for soybean growers.

“We are a multinational company that impacts not only the Dominican Republic, but the whole of the Caribbean,” Alvarez notes. “We could ultimately impact over 20 million people!”

This type of insight into one of WISHH's trade teams offers an understanding of how soybeans from the fields of South Dakota could make their way onto a plate across the globe. ■





Hungry for Truth

FARM TO FORK 2023

Hungry for Truth SD's annual event, Farm to Fork, is a time for South Dakota soybean farmers, consumers, legislators, and more to come together and share in great conversation over a meal near Valley Springs, S.D.

Guests arrived at A Homestead Brew and enjoyed happy hour and hors d'oeuvres. This year, we again featured our unique beer collaboration, Cash Crop Creamsicle, which is brewed with organic soy milk, blood orange, Madagascar vanilla, local honey, and A Homestead Brew's centennial hops to create a delicious fruited sour ale.

Stensland Family Farms provided a spread of their most popular cheeses for guests to indulge in during the happy hour. Upon finishing happy hour, we ventured over to the beautiful farm of Jordan and Samantha Scott for the rest of the evening.

We enjoyed a wonderful meal catered by Cleavers, which featured smoked and chopped chicken with a boursin cream sauce, chef-carved pork loin, red-skinned mashed potatoes infused with soy milk, vegetable du jour featuring edamame, and a romaine salad with bread and butter.

Dessert featured Stensland Razzamatazz ice cream coupled with blackberry soy crème anglaise using blackberries from A Homestead Brew. The keynote speaker of the evening, Amanda Radke, connected with growers, consumers, and legislators as she shared her own stories and was a highlight of the evening.





Guests spent the remainder of the evening chatting with each other before heading home after an evening on the farm.

Want to experience even more behind-the-scenes looks at Hungry for Truth events? Make sure to follow us on Facebook and Instagram! ■



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GAME DAY PORK & BACON CHILI



INGREDIENTS

- 11-2 lb pork loin roast, cut into 3/4 inch dices
- 8 oz bacon, thick-cut, 5 slices, cut into 1/4 inch strips
- 1 onion, cut into 1/2 inch dices
- 2 tbsp chili powder
- 1 tbsp smoked paprika
- 29 oz roasted tomatoes, diced
- 30 oz cannellini beans
- 1/2 cup sour cream
- 2 scallions

INSTRUCTIONS

1. In a large skillet over medium heat, cook the bacon, stirring occasionally, until crisp for 9-10 minutes. Use a slotted spoon to transfer the bacon to a paper towel-lined plate and set aside.
2. Add the onion to the bacon fat and cook, stirring occasionally for 2 minutes. Increase heat to medium-high, add the pork, and cook, stirring occasionally until the onions are tender for 6-8 minutes. Mix in the chili powder and paprika.
3. Transfer onion and pork mixture to the slow cooker. Add the bacon. Stir in the tomatoes (with juices). Stir in the beans. Cook on high for 1 hour or on slow for 3 hours. Serve the chili with sour cream and scallions.



 Find more recipes at hungryfortruthsd.com



SOY-BASED SUPPRESSANT KEEPS SOUTH DAKOTA STATE FAIR DUST AT BAY

People attending the South Dakota State Fair were breathing easier thanks to a soybean oil-based dust suppressant that was applied with financial help from the South Dakota Soybean Checkoff. Dan Feige of Madison is part of a company called Environmental Dust Control of the Midwest. He applied a product called **DUSTLOCK™** to high-traffic gravel areas on the fairgrounds.

“Gravel dust and so forth is always a critical factor for both livestock and for humans,” says Feige, in an interview with the South Dakota Soybean Network, days before he applied the product. “Also on the west side, Gate 6, where ticketed people are coming in, it’s people standing out there in the midst of all this [dust] so we’re going to do some of the high-pressure roads up there this year for 2023 and we’re very, very thankful for all the South Dakota soybean farmers who are pitching in on this project here for the state fair.”

Feige is a former member of the South Dakota Soybean Association board as well as the board of the Checkoff-supported U.S. Soybean Export Council. He’s combined his career in farming, from which he’s now retired, with promoting new uses for soybeans and soybean oil.

“The opportunity for dust control came from one of the board members up there with me from Minnesota,” says Feige. “I did get involved in a personal way with that about 23-and-a-half years ago, way back, and that was kind of my summertime gig trying to promote the benefits of soybean oil on gravel or aggregate roads.”

Dustlock is non-toxic, according to Feige, but many of the health benefits are because of the absence of dust resulting from its use.

“When we’re really hot and dry like what we’ve been this year, you really see more reaction with a lot



of dust blowing around a given area. Certainly, if it rains, that just takes care of it instantly, so we think of it kind of like a rain, I mean we do stop that dust 100 percent,” he says. “The health effects are a huge benefit for both humans and for livestock.”

While many years have passed since his service to South Dakota and national soybean boards, Feige fondly recalls that time and looks at it as an important contribution. He encourages soybean farmers to consider involvement on a membership or checkoff board. ■



THE SOYBEAN POD



with host, Tom Steever

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SOUTH DAKOTA
SOYBEAN
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Genesis Leaders Program with Malorie Anderson

The South Dakota Soybean Checkoff has partnered with the South Dakota Agricultural and Rural Leadership Program (SDARL) to conduct the Soybean Genesis Leaders Program. It's a series of four dynamic, half-day seminars designed to develop soybean industry leaders. Malorie Anderson, who farms with her family in Bryant, South Dakota, completed the second class of the program early in 2023 and talks about her experience.

The importance of foreign customers with Tim Ostrem

Foreign customers of U.S. soybean growers are important, so much so that showing gratitude for their business is essential. That was part of Tim Ostrem's reason for traveling to Chile after AGP sold that South American country three cargoes of U.S.-produced soybean meal. Ostrem also wanted to meet with other Chilean companies that are potential customers of U.S. soybean growers. Conversely, foreign customers appreciate meeting the farmers who grow the soybeans fed to Chilean livestock. In this edition of the Soybean Pod, Ostrem talks about that mission and his nine years – three three-year terms – on the South Dakota Soybean Checkoff Board.



Jason Frerichs and the South Dakota Soybean Checkoff

The South Dakota Soybean Checkoff is governed by the farmers who fund it. As Jason Frerichs's term as the South Dakota Soybean Research and Promotion Council Chairman ends, he talks about promoting soybean exports, the importance of transportation infrastructure, researching to find new industrial uses for soybeans, and the critical job of serving livestock producers.



HOMEGROWN SERIES CONTINUES TO HIGHLIGHT SD SOYBEANS

After an initial year-long successful partnership, the hit television series *Homegrown* is excited to announce plans to continue the venture into 2024. During FY23, *Homegrown* teamed up with the SD Soybean Research and Promotional Council as well as the SD Soybean Association to highlight a few of the great producers of South Dakota as well as some of the amazing accomplishments of the industry. Throughout six sponsored half-hour episodes and 2 additional episodes, *Homegrown* reached an impressive number of viewers.

Now in its third season, the show has amassed a loyal following since its humble beginnings back in 2020. NewsCenter1 Media Group out of Rapid City began the show as a way to highlight the continued work of farmers and ranchers during the COVID-19 Pandemic. Quickly realizing the potential of connecting rural producers and urban consumers, the show has continued to grow. “When we first started the show, none of us really knew where it would go.” said Host and Executive

NewsCenter1 Media Group is proud to be the only locally-owned television media group in South Dakota. “The team and ownership here at NewsCenter1 really appreciate our agricultural community, and it’s important to us that we highlight the things that make South Dakota so special,” Halverson added. “It’s my mission to fight the misinformation out there about agricultural production with education and the truth.”

Each *Homegrown* episode reaches 20,000 to 50,000 viewers via broadcast and online platforms. Additionally, the show is broken down into shorter segments that air on another one of their programs, *Connect With Us*, daily. All of NewsCenter1’s original broadcasts can be seen in the Rapid City market on KNBN NBC or KNBN.2. Also, on the east side of the state, they can be viewed on KAUN out of Sioux Falls along with many cable carriers across the state and beyond. NewsCenter1 Media Group continues to be a leader in the digital world as well. Their programming, including all *Homegrown* episodes, can be viewed on most digital platforms including Facebook, YouTube, Hulu, and others. The easiest way to catch the episodes online is to go to NC1.TV or Homegrown.ag.

In 2023 *Homegrown* featured past industry leaders such as Jordan Scott, Dave Iverson, Tim Ostrem, Jason Frerichs, Jamie Johnson, Jerry Schmitz, and others. They also highlighted emerging markets and technologies with companies such as Raven Precision Ag, Mustang Seeds, and Houdek, as well as emphasized sustainability and soil health practices in soybean production. Continuing the partnership in 2024, *Homegrown* will look back at previous farming practices as well as dig into emerging soy uses like aviation fuel, soy in human diets around the world, and other industrial uses for soy-based products. Of course, the heart of “Homegrown” moving forward will still be telling the captivating stories of *you*, the hard-working farmers of South Dakota. Stay tuned. ■



Producer, James Halverson. “Since then, we’ve really found our groove and we feel like we are hitting on all cylinders moving towards the mission of connecting people to where their food comes from.”



HOMEGROWN.ag



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(CHS Capital Accolade Standard Variable Interest Rate from 12/1/24 - 2/10/25)

8.25% VARIABLE INTEREST

(CHS Capital Accolade Standard Variable Interest Rate less Agtegra investment of 1.25%)

ON FERTILIZER UNTIL NOVEMBER 30, 2024

(CHS Capital Accolade Standard Variable Interest Rate from 12/1/24 - 2/10/25)

Customers must hold or grow fertilizer, seed and crop protection purchases from last year to qualify. A minimum of 100 acres worth of inputs is required. Deadline to apply is November 17, 2023. Loan matures February 10, 2025. 0% fixed interest rate until November 30, 2024. CHS Capital Accolade Standard variable interest rate from December 1, 2024 - February 10, 2025. Variable interest rates are based on the CHS Capital Accolade Standard Base Rate, which was 9.5% as of August 1, 2023. Rates are published at www.agtegra.com/financing. \$100 application fee. \$850,000 loan maximum or more with additional approval.





THE SUSTAINABLE GLOW: FARMED FLAME ILLUMINATES THE BEAUTY OF SOYBEAN WAX CANDLES

Jennifer, owner of Farmed Flame and her husband, Kooper.



In a world where sustainability and eco-conscious choices are gaining momentum, a flicker of hope is emerging, casting its warm light on both our hearts and homes. Meet Jennifer, the passionate founder of Farmed Flame, a small business with a big mission: to bring local soybean wax candles to homes while championing sustainable agriculture.

A LUMINOUS VISION

Jennifer, an agriculture teacher, kindled her journey into the world of candle-making during her free time. Her simple desire was to create candles that not only brighten spaces but also contribute to a cleaner environment. She and her husband, Kooper, reside near his family farm in South Dakota and are fervent supporters of local farmers.

“At Farmed Flame, our candles are crafted from soybean wax sourced right from the Midwest, supporting local farmers and making our candles a more sustainable option for consumers,” Jennifer passionately emphasizes.

CANDLES ROOTED IN SUSTAINABILITY

Farmed Flame’s commitment to supporting local farmers is unwavering. Jennifer proudly shares, “We use natural wicks and scents that are all USA grown and made. Each candle is hand mixed in small batches and hand-poured. This makes them as local, natural, and high quality as possible.”

Jennifer’s candles not only contribute to a cleaner environment but also foster a sense of community and sustainability. By sourcing ingredients locally and ensuring each candle is meticulously crafted, Farmed Flame shines as a beacon of local, natural, and high-quality candle making.

SHINING THE SPOTLIGHT ON AGRICULTURE

Jennifer’s dedication to sustainability doesn’t stop at crafting soybean wax candles. Farmed Flame is also an advocate for the importance of agriculture in our lives. “Agriculture impacts all of us, from the food we eat, to the clothes we wear. By supporting local farmers and using soybeans as the base for our candles, we aim to highlight the vital role these hardworking individuals play in providing us with these essentials,” Jennifer explains.

The link between agriculture and sustainability is undeniable. Sustainable farming practices not only ensure the longevity of the land but also contribute to healthier ecosystems and communities. Jennifer believes that every candle she sells carries a message, reminding us of the interconnectedness of our choices.

A GLOWING FUTURE

As Farmed Flame continues to light up homes with its eco-friendly soybean wax candles, Jennifer envisions a brighter and greener future. Her dedication to sustainability, support for local farmers, and the pursuit of cleaner burning candles make Farmed Flame a beacon of hope for those seeking conscious alternatives.

In Jennifer’s own words, “Every time you light a Farmed Flame candle, you’re not just adding warmth to your space; you’re also contributing to a cleaner environment and showing support for the farmers and the industry that works tirelessly to feed us.”

Farmed Flame and its founder, Jennifer, remind us that the choices we make, even in the simple act of lighting a candle, can have a significant impact on our planet and the communities that sustain us. ■

www.farmedflame.com



SOUTH DAKOTA TRADE HOSTS SUMMIT EXPLORING EXPORT OPPORTUNITIES



An organization dedicated to international trade hosted the Midwest Agricultural Export Summit in South Dakota exploring export opportunities of seven Midwestern states. Those seven states, including South Dakota, North Dakota, Minnesota, Iowa, Nebraska, Kansas and Missouri, have many issues and opportunities in common when it comes to agricultural exports, according to Luke Lindberg, president and CEO of South Dakota Trade.

“We think that exporting is a team sport,” says Lindberg, following the summit, in an interview with the South Dakota Soybean Network. “The more we can collaborate with one another the more we can be strong in our export posture and enable soybean growers and the rest of our ag supply chain to be successful.”

The event also focused on market diversification. For instance, as Lindberg pointed out, China is South Dakota’s largest foreign soybean buyer, but they also solicit and purchase soybeans from Brazil and Argentina. “At South Dakota Trade, we’re working hard alongside groups like the U.S. Soybean Export Council and others to make sure that we have friends all over the world that are potentially going to be buyers of our products,” he says. “So really expanding that market access in new locations, supporting things like free trade agreements where they make sense to, again, make sure there’s a buyer on the other end when we produce those high-quality soybeans right here.”

South Dakota Trade, formed in April, is a public-

private partnership that Lindberg refers to as the state’s informal trade office. It is partially funded by the state and partially funded by groups like South Dakota Soybean. “Our responsibility is to navigate international trade for the state,” says Lindberg. “That takes a lot of different forms, but largely our hope and our aspiration is to make sure that we create market opportunities to sell more South Dakota products all over the world.”

What was accomplished during the summit was that sellers and buyers were together in the same room, explains Lindberg. Representatives from Bahrain and the United Arab Emirates were there to talk about ways to increase trade with their countries. Another of the summit’s sessions focused on ways to build awareness of the geopolitical challenges of doing business in various parts of the globe.

“We had a great discussion about building a resilient food system here in the United States and we had a couple of high-profile folks on that panel,” says Lindberg. Among the panelists were Ambassador Gregg Doud, who served as the Chief Agricultural Negotiator in the Office of U.S. Trade Representative, and Ambassador Kip Tom, who represented the United States as senior diplomat to the United Nations Agencies for Food and Agriculture. “Having folks like that come and be able to share their expertise and their experience with our folks right here in the Upper Midwest,” says Lindberg, “provides us with that strategic intelligence we need to make sure we’re positioning ourselves in the best way possible.” ■

NORTHERN-GROWN SOYBEANS' NUTRITIVE VALUE PROMOTED



South Dakota Soybean Checkoff Board director Mike McCranie is South Dakota's farmer representative with Northern Soy Marketing. McCranie describes Northern Soy Marketing as a collaboration among the Dakotas, Minnesota, Wisconsin, and Nebraska to expand global demand for northern-grown soybeans.

"We look at the value of our soybeans in that northern region," said McCranie, in an interview with the South Dakota Soybean Network, "and because we've funded a lot of research with Dr. Seth Naeve from the University of Minnesota, we have scientific data that shows that there are basically five essential amino acids that are very, very good for the production of poultry and swine."

One of the goals of Northern Soy Marketing is to make critical amino acid value the industry standard for assessing protein quality. Armed with existing data, McCranie says northern-grown soybeans can be promoted as having nutritive quality competitive with South American soybeans, which was the thrust of a mission earlier this year.

"We were in Indonesia and the two areas that we concentrated on were Jakarta and Surabaya," said McCranie, who farms near the northeastern South Dakota community of Claremont. "We took Seth Naeve with us and with him we had a professor from Australia, Dr. Bob Swick, and he is a poultry expert. With those experts, we met with feed mills, we met with grain buyers, we met with livestock people, anybody that is buying soybean meal."

A sticking point in promoting the sale of U.S. soybeans to Indonesia, McCranie pointed out, is that the Southeast Asian country makes import decisions based heavily on price. "With that hurdle, I guess you might call it, we have a little hill to climb there," he said. "We know we're going to have more soybean meal coming on with the more crush that's coming into our area, and so we expect to have to do a lot more marketing of the meal."

Nonetheless, McCranie says export promotion efforts are well worthwhile in that part of the world.

"Areas that we really see where we may have a lot of potential are Japan, Korea, and the Philippines has been a very good example of how we've concentrated on that one country, and they mainly just buy U.S. meal now. Some of the other areas are Vietnam, Thailand, and Cambodia, along with Indonesia and Malaysia; those are kind of areas that we see where we have a lot of potential," said McCranie, adding that there is added value in interacting with international customers face to face. "They love to know who grows those soybeans. And when we go down there and we meet with them. It's not only [that] we meet with them, but a lot of those people come back to our farms. It's a great relationship." ■



FIGHTING WHITE MOLD IN SOYBEANS THROUGH VIGILANCE AND RESEARCH

Summer rains have brought much-needed moisture to soybean farmers, but at the same time, raised concerns about increased disease pressure. White mold is one such disease which has long been a concern for soybean producers, not only in South Dakota but across many soybean-growing regions.

The white mold disease-causing fungal pathogen *Sclerotinia sclerotiorum*, thrives in cooler, moist conditions. The rain in the past few weeks, especially after the canopy closed, has created favorable conditions for white mold development. Initial symptoms typically develop from R3 to R6 growth stages. Farmers might observe a white, cottony growth on the lower stem nodes (*Figure 1a*). As the disease progresses, it can spread to other parts of the plant, including pods and seeds, leading to wilting, lodging, and even plant death.

The fungus produces hard, black, resting structures known as sclerotia (*Figure 1b*). These sclerotia which resemble rat droppings and fairly hard structures (*Figure 1*) and can survive in the soil for many years. They may also be found mixed with the seeds. Regular scouting, early detection of white mold (*Figure 1c*), and research on pathogen diversity can help mitigate its impact on the varieties grown in the state.

If you notice white mold symptoms in your fields, please consider contacting SDSU pathologists to collect pathogen samples, field survey, share sclerotia mixed seeds to aid in research, which can lead to better prevention and treatment methods in the future. Your vigilance and collaboration can make a significant difference in our collective fight against white mold. ■

CONTACT INFORMATION:

Dr. Shyam Solanki
Plant Pathologist, SDSU
251 Berg Hall
shyam.solanki@sdstate.edu
Ph.-701-936-1043

USEFUL RESOURCES :

- extension.sdstate.edu/white-mold-and-sudden-death-syndrome-starting-develop
- cropprotectionnetwork.org/publications/an-overview-of-white-mold
- cropprotectionnetwork.org/publications/fungicide-efficacy-for-control-of-soybean-foliar-diseases



Figure 1(a). White cottony growth on soybean, image courtesy: SDSU extension (b), black sclerotia resembling the rat droppings mixed with harvested seeds; collected from Yankton SD 2023, (c) SDSU undergraduate student Kyle Reese scouting the soybean field for SDSRPC funded research project with Dr. Solanki.



The group stands in front of TEMCO terminal that features a roof over the loading area to protect soybeans from Washington's frequent rains.

UNLOCKING THE PACIFIC NORTHWEST: **SOUTH DAKOTA SOYBEANS ON A GLOBAL JOURNEY**



Tour group at Port of Grays Harbor



Port of Grays Harbor

The South Dakota Soybean Checkoff recently embarked on an eye-opening tour of transportation and ports in the Pacific Northwest (PNW), shedding light on the incredible journey soybeans from South Dakota take to reach their overseas markets, predominantly in Asia. From July 11-14, 2023, thirteen soybean farmers from South Dakota, along with two soybean staff members, embarked on this educational voyage, aiming to understand and appreciate the intricate logistics behind exporting soybeans.

Derrick Scott, District 2 Director of the South Dakota Soybean Checkoff, hailing from Geddes, S.D., was one of the participants on the tour. He emphasizes the importance of South Dakota farmers understanding the ever-evolving demand for their high-quality product. "Our soybeans are renowned for their quality, and it's vital for our farmers to understand the global demand for them," Scott explains. "This tour has showcased the complex yet efficient journey our soybeans undertake from our fields to overseas markets."

One of the primary objectives of the South Dakota Soybean Checkoff is to improve domestic and international transportation and market access for South Dakota soybeans.

Scott highlighted this commitment, saying, "The Checkoff is dedicated to enhancing every aspect of the soybean supply chain. This includes not only producing top-quality soybeans but also ensuring they can reach their intended destinations in a timely and efficient manner."

The tour started at the Washington State Department of Agriculture Grain Inspection Department, where the participants delved into the inspection processes for both imports and exports originating from Washington state. This provided a crucial insight into the rigorous quality control measures that ensure U.S. soybeans meet the highest international standards.

One of the highlights of the tour was a stop at the Port of Grays Harbor. This port, dating back to 1911, is the second oldest public port in Washington state, trailing only behind the Port of Seattle. It stands as a testament to the rich maritime history of the Pacific Northwest. Located just 12 nautical miles from the open sea, or a mere 1.5 hours, the Port of Grays Harbor serves as a vital gateway for South Dakota soybeans to embark on their global journey.

While in Aberdeen, Wash., the tour group had the opportunity to tour Ag Processing Inc.'s soybean meal export terminal. Here, they witnessed firsthand the intricate process of loading bulk soybean meal onto ships. This terminal plays a pivotal role in ensuring that South Dakota's soybean meal reaches developing

overseas markets, especially with booming soybean oil demand from new fuel markets.

Clean Fuels Alliance America (CFAA) made a significant contribution to the tour by shedding light on the increasing use and demand for biodiesel, renewable diesel, and sustainable aviation fuel across the United States, with a particular emphasis on the West Coast. As the world pivots toward more sustainable energy sources, soy-based fuels are gaining prominence. Star Oil Co., a long-term biodiesel supplier, even brought a fuel truck running on B100 biodiesel, illustrating the real-world applications of these eco-friendly fuels. CFAA's dedication to exploring new markets and addressing policy barriers aligns seamlessly with South Dakota's commitment to sustainable agriculture and transportation.

Another noteworthy stop on the tour was TEMCO, a joint terminal operated by Cargill and CHS. This terminal specializes



in shipping whole soybeans and boasts a unique feature - a roof over the loading area. This innovation ensures that soybeans can be loaded continuously, even during the frequently rainy weather in Washington. The efficiency of operations at TEMCO is vital in maintaining the supply chain's integrity and ensuring that South Dakota soybeans arrive at their destinations promptly.

The Port of Seattle, a major hub for container shipping, was also on the tour itinerary. Here, soybeans are transported by rail to the port area before being carefully loaded into shipping containers. This final leg of the journey exemplifies the intricate logistics required to ensure South Dakota soybeans reach their overseas markets efficiently and intact.

The South Dakota Soybean Checkoff's See For Yourself tour of transportation and ports in the Pacific Northwest, as emphasized by South Dakota farmer and Checkoff Director Derrick Scott, provided invaluable insights into the journey that soybeans from South Dakota embark upon before reaching their foreign customers.

From stringent inspections to innovative export terminals, this journey showcases the dedication and precision of all those involved in ensuring the success of South Dakota's soybean exports. Moreover, with a growing focus on sustainable fuels and transportation, the tour underscored the pivotal role that soy-based fuels can play in shaping the future of both agriculture and transportation in the United States and beyond. ■



HEALTHCARE IN RURAL COMMUNITIES

“It’s a very dangerous job.” The quote from Gregory, S.D. physician Dr. Richard L. Kafka, refers to farming and ranching. The primary care doctor serves a wide geographic area and sees patients with ailments and injuries unique to that occupation. It changes with the season, but unlike the practitioner who expects a winter uptick in colds and flu, the issues with which Kafka has become familiar are related to what is happening on the farm.

“Starting in early February until the cows are all in the pasture, we see more livestock accidents,” says Kafka. “From there, we switch to the rigors of getting crops in the ground and the long hours that are put in.” During the busiest times of the year, he says for many farmers, healthcare takes a backseat to what must be done on the farm. “You just don’t convince a guy that he needs to get his cholesterol checked if he’s got corn to plant and a blue cloud is coming.”

Difficulties of rural healthcare include providing emergency services. Having good emergency medical services (EMS) is challenging, says Kafka, explaining that in small communities, it is typically an all-volunteer service. “They do a great job,” he says. “There’s a tremendous commitment on their part with education and then being available for service.”

Technology, according to Kafka, has been a significant factor in getting good healthcare and specialty expertise to out-of-the-way locations. “We can get consultations from specialists and keep people from having to drive,” says Kafka. “We do not have all specialties covered, but many specialties and follow-up is

available.” Dr. Kafka says that patients might be able to see a specialist in Sioux Falls and do subsequent visits by connecting from home.

Many maladies, according to Dr. Kafka, can be attributed to stress connected with farming and ranching, which can result not only in physical sickness, but in depression and behavioral health issues. “There has been a significant push in the agriculture sector for farmers’ mental health and addressing the suicide crisis,” he says, adding that in those cases, “appropriate intervention is absolutely crucial.” Kafka points out that behavioral health access has been enhanced by telemedical means. “With telemedicine and that technology, we can connect people to necessary counseling and/or get consultation to help adjust medications,” he explains.

A moderate amount of agriculture knowledge has been an asset for Kafka to care for farmers in the community, meaning that he can only push so hard to get a farmer in for treatment. “I tell people that taking care of folks is like fishing for big fish on light tackle,” he says. “If you pull hard, you break the line, so you sometimes have to let them swim around for a while and eventually you’ll get them to the boat.”

Kafka no longer delivers babies, but having practiced in Gregory for over 30 years, he now works with nurses who he personally delivered and to whom he gives credit for providing meaningful healthcare to rural South Dakotans.

“It shouldn’t be about me,” he concludes. “It should be about the people we’re here to serve and about the people who are doing similar work.” ■



2023 RESEARCH REPORTS

South Dakota Soybean Checkoff Research



Individualized On-Farm Research

Checkoff-funded Tool Puts Power of Data into Producers' Hands

Dr. David Clay can attest to the value of university trials and research to better understand best crop production practices. The South Dakota State University (SDSU) Professor of Soil Science has authored 13 books and over 250 research papers. In addition, Clay has been named SDSU College of Agriculture and Biological Sciences Outstanding Researcher twice during a distinguished career that has spanned three decades.

But what is even more valuable, Clay will tell you, is on-farm research you can conduct on your own acres. That is why he's particularly proud of the work he and his colleagues at SDSU and SDSU Extension have done to build and maintain the On-Farm Research Program, an initiative funded by South Dakota soybean producers through their checkoff.

Essential Information for All Growers.

Access the On-Farm Research Program results to obtain a wealth of important soybean growing information specific to South Dakota. Search the database and filter results by county, soil type, brand and variety, fertilizer type, maturity, input use, tillage type, seed treatment, year and row spacing.

Visit onfarmresearch.sdssoybean.org today.





Individualized On-Farm Research

Teaming up for greater impact

“We’re working with between 50 and 60 farmers each year to conduct their own on-farm studies,” says Clay. He advises producers to sign up for the program online at <https://onfarmresearch.sdssoybean.org> to get connected with a representative from SDSU Extension. “We work with each farmer one-on-one and help them set up experiments on their own farms.”

The research process generally begins with an on-farm visit that might include field scouting and soil sampling. SDSU Extension then provides support and resources for collecting and reporting data once an experiment has been established. At the experiment’s conclusion, SDSU Extension provides an individualized report to the participating farmer.

“For many of our farmers, they don’t have the technology or the skills to analyze all of the on-farm information themselves,” says Clay. Because of this reality, he believes the resources and expertise available to producers through SDSU Extension have become truly invaluable. “They need to have that information in order to have confidence in their decision-making process.”

According to Clay, a growing number of producers across the state have initiated experiments to determine outcomes of various products and practices, including:

- **Efficacy of fertilizer and emerging biological products**
- **Optimal fungicide application timing**
- **Cover cropping effects on yield outcomes**
- **Benefits of various soil management practices, such as reduced tillage**

“We’re trying to help reduce the risk of adopting certain practices that are going to impact farmers’ profitability,” says Clay. “We provide an independent assessment of the different tools available to them. We want to help farmers answer questions like, ‘Is that product or practice going to make sense on my land?’ and, ‘Am I going to be able to make money with it?’”



Building an online database

SDSU Extension anonymizes the information collected through these individual experiments, removing names, addresses and any other identifying information to protect each individual’s privacy. Results are then compiled into an online database of on-farm research trials, which is available to all soybean farmers across the state for free at <https://onfarmresearch.sdssoybean.org/trials>.

The site can be accessed via desktop and mobile devices and provides detailed information on the local environment, agronomic factors, parameters and methodology of the experiment as well as a summary of the findings.

Individualized On-Farm Research

Access to this sort of information can be incredibly impactful for farmers. “We believe the right approach is to take baby steps and move your operation in a positive direction,” says Clay. “This database allows us to track changes over time and show how certain practices impact productivity and, ultimately, profitability.”

“We wouldn’t be able to do that without the support we get from South Dakota Soybean,” adds Clay, who suggests that the farmer-funded initiative reflects a forward-thinking approach by South Dakota soybean producers.

In-person gatherings help share insights

In addition to sharing data and insights through the online platform, the On-Farm Research Program also has an on-the-road component.

SDSU professor Dr. Cheryl Reese has played a pivotal role in analyzing findings through the program as well as South Dakota Soybean Yield and Quality Contest data and then reporting back to farmers during in-person workshops and events.

“Cheryl has been analyzing the information we’ve collected over the years and trying to find what commonalities there are between high yields and certain production practices,” says Clay, praising his colleague’s efforts.

The in-person events include the annual South Dakota Soybean Soy100 gathering in Brookings as well as local Shop Talks that take place regionally throughout the year. SDSU Extension also uses the information during one-on-one consultations with producers.

Use data to finetune your own on-farm practices

Participating in the On-Farm Research Program and utilizing its data is free of charge. For more information on the initiative, please visit <https://onfarmresearch.sdssoybean.org> or contact the South Dakota Soybean Research and Promotion Council at (605) 330-9942.



Fungicide Benefits

There are specific situations in which fungicide application on soybeans will be profitable. Scenarios for economically sound fungicide application include instances when there's no rotation, says Connie Strunk, plant pathologist for South Dakota State University.

"If you're corn on corn, soybean on soybean, you see some benefit to fungicide," said Strunk. "If you're in minimum tillage with crop residue that's still on the surface, we see some benefit to [application]. If there's disease susceptibility to your hybrid cultivar variety through your selection process, if there's some disease susceptibility there, that is when a fungicide could be profitable."

It's also wise, according to Strunk, to consider fungicide application when there's a history of moderate disease pressure. "But the biggest one that connects all of it together is that prolonged wet, humid weather," she said. "Disease needs some moisture, whether it's rainfall or humidity or dew, to have that sporulation process take hold within our plants."

Strunk, speaking during a recent SDSU Crop Hour webinar, said there are various points on the soybean plant where diseases can start.

"If we're seeing it on the roots, or like those lower stems, inner nodes, generally it's going to be seed-borne or soil-borne, that's where we're seeing that disease come from," said Strunk. "If we're finding it on the lower leaves of the plants, for example within the roots, it could be SCN (soybean cyst nematode) attacking the roots, it could be phytophthora, SDS (sudden death syndrome), any of the other root rot diseases attacking those roots."

Higher up from the soil surface, said Strunk, indicates other originations of the problems. "If we're seeing on the lower leaves of the plant, it could be brown spot, like a residue borne disease, because we tend to see those residue borne diseases attack those lower leaves first because of that dew, humidity, rain causing the drops to come down; having that go up into the canopy where that sporulation will occur within, resulting in disease pressure."

She also points out factors and conditions that make the formation of disease more likely. "The level of disease that we're seeing out there results in how susceptible our variety is. How much inoculum is present or in the area? How conducive [is our weather]? Is it warm? Is it wet? Is it cool or is it hot and dry? And then the big kicker is really the growth stage of the crop," she said, "when that disease starts to develop whether or not we'll have a yield gain or yield benefit by utilizing that fungicide."





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Don't let fear or discomfort prevent you from having an honest conversation. By reaching out and listening, you can help someone who may be at risk for suicide. Say something. It matters more than you think.



REACH OUT TO PREVENT SUICIDE

- R** Recognize a need
- E** Ensure they're safe
- A** Actively listen
- C** Connect them to support
- H** Help through ongoing contact



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