

Spring Issue 2024

# SOUTH DAKOTA SOYBEAN LEADER

A publication of the South Dakota Soybean Association

## 2024 Spring Check-In

- ▶ Soy Industry News
- ▶ Many Factors Have an Impact on Soybean Yields
- ▶ 5 Soybean Uses You May Have Never Heard Of
- ▶ Full Circle: SD Soybean Farmers See Long-Term Investments Pay Off
- ▶ Research Reports

Fourth Generation farmer, Cole Sonne, shares farming with YouTube audience. Read full story on page 16.

generation  
**SOY**



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FOR WE LIVE BY FAITH, NOT BY SIGHT.

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South Dakota Soybean Leader is published four times a year by the South Dakota Soybean Association, 5000 S. Broadband Lane, Suite 100, Sioux Falls, SD 57108 Phone: 605-330-9942. For address corrections contact South Dakota Soybean Leader at 5000 S. Broadband Lane, Suite 100, Sioux Falls, SD 57108.

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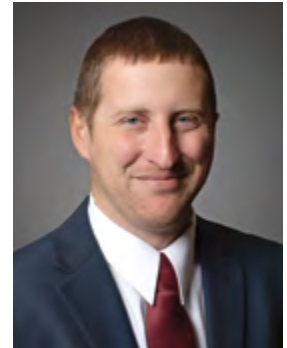
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# PRESIDENT'S OUTLOOK

By Kevin Deinert, President of the South Dakota Soybean Association

Welcome to the off season! Or so we always think it will be. As the marathon of harvest wraps up and we settle into the more “relaxed” time of winter, it never fails that spring sneaks up and reminds us that planting is just around the corner again. Short days and cold nights whisk past us on the calendar and make the winter months seem like a blur (or maybe that was just all the fog?). And whether you are a staunch follower of wives’ tales or have a favorite weather person, Mother Nature will be sure to keep us on our toes as we navigate the excitement and anticipation of another crop year.



KEVIN DEINERT  
SDSA President

While our volunteer farmer leaders here at SD Soybean may enjoy some downtime from the farm activities this winter, their time and attention shift to meetings, events, and duties that are asked of them as a director. It is no secret that soybean prices are not the most flattering currently. Thus, our directors continue to be engaged throughout the industry to develop new markets, maintain relationships, and foster growth. That growth comes from not only raw products but also the many by-products’ soybeans have generated. Exciting innovations have seen soybeans used in places that could not always be imagined.

Some of our directors work and collaborate actively abroad, and all of us continue to work here in South Dakota at our various events. From Soy100 to our Shop Talks, be on the lookout for events hosted by SD Soybean. These events help us disseminate information and gather feedback from you, the producer.

Farming is the greatest challenge that reaps some of the greatest rewards. As we look towards this coming growing season, challenges are plentiful. Commodity prices, weather, and input economics will continue to throw curve balls at us this spring. And while the farming landscape has changed through the years, the resilience of the South Dakota farmer continues through the generations. I pray that through the stress of crunching numbers, tilling the fields, and sowing the seed we reflect on how truly blessed we are to carry on one the noblest of professions.

God bless and stay safe this spring! ■

Sincerely,

*Kevin Deinert*

Kevin Deinert



# SDSL

SOUTH DAKOTA SOYBEAN LEADER

*A publication of the South Dakota Soybean Association*

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DAVID STRUCK, *Chairman of SDSRPC*

# LETTER FROM THE CHAIRMAN

*By David Struck, Chairman of SDSRPC*

**A**s we approach the upcoming budget season, I find myself reflecting on the incredible strides we have made as an organization and as individual farmers in the soybean industry. It is an honor to serve as the Chairman of the SD Soybean Research and Promotion Council and represent the hardworking farmers of this great state.

Our board is gearing up to carefully consider numerous proposals that wisely invest soybean checkoff dollars. We understand the importance of making strategic decisions that will foster the growth and sustainability of our soybean industry. From market development to biofuels, livestock, transportation, trade, research, new uses, and consumer outreach, we are committed to exploring diverse projects and programs that will benefit South Dakota soybean farmers.

As a farmer myself, hailing from Wolsley, SD, I recognize the challenges and opportunities that come with each planting season. The spring season marks a period of heightened activity, with the promise of growth and success. It is essential, however, that we do not overlook the importance of safety during this busy time.

I want to take a moment to encourage each and every one of you to prioritize safety on your farms. Whether you are in the fields, operating machinery, or handling various tasks associated with planting, please be vigilant and take the necessary

precautions. By adopting and promoting safe practices, we can ensure a smooth and productive planting season while safeguarding our most valuable assets – our farmers.

In the spirit of camaraderie and shared commitment to our industry, let us all wish each other a happy and prosperous planting season. Together, we can overcome challenges, embrace opportunities, and continue to strengthen the South Dakota soybean community.

Thank you for your dedication and hard work. Your efforts contribute significantly to the success of our industry, and I am confident that, with unity and resilience, we will achieve new heights. ■

Wishing you a safe and joyous planting season!

Sincerely,

David Struck

*Chairman of SDSRPC*

## Ag Fest

The South Dakota Soybean Association hosted a meeting in Pierre and visited the Capitol building. They also served soy-based donuts fried in high-oleic soybean oil at the legislative Ag Fest.



## Pork and Beans!

SD Soybean staff Valerie Willson visited with farmers and pork producers at the 55th Annual Pork Congress on January 10-11 in Sioux Falls.

## Black Hills Stock Show

The South Dakota Soybean Checkoff partnered with NewsCenter1 to host an educational booth at the BHSS. Visitors who stopped by tried their hand at (virtual) farming, learned about soybean products, viewed episodes of Homegrown, signed up for a giveaway, and spun a wheel for a prize!



## Upcoming Producer Shop Talks: Save the Date!

Join SD Soybean at your local shop talk to learn and hear updates from the congressional delegation, Farm Credit Services of America, Legacy Law Firm, USDA FSA, and your local soybean board directors. The program begins in the morning and concludes with a free lunch. Register online at [www.sdsoybean.org](http://www.sdsoybean.org) for more details. We hope to see you soon!

**Madison area on 3/27/24**

**Yankton area on 4/9/24**

# AgOutlook

SD Soybean Association hosted over 500 farmers at the 19th Annual AgOutlook Conference and Tradeshow.



## Feeding South Dakota

\$40,000 dollars was used to purchase pork for Feeding South Dakota through the South Dakota soybean checkoff. This incredible contribution has gone to the purchase of pork, which has been distributed through Feeding South Dakota's agency partners. South Dakota soybean farmers are proud to take responsibility for addressing hunger in our communities!



(YOU)

**You're** where the rubber meets the road.  
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All soybean farmers, including you, are busy replacing petroleum with your soy oil. How? By pooling your resources through your soy checkoff. Learn how your soy checkoff is bringing tangible returns back to you and your operation at [unitedsoybean.org/hopper](https://unitedsoybean.org/hopper).

Moving Soy Forward.  
Moving You Forward.







# LETTER FROM THE EXECUTIVE DIRECTOR

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

The South Dakota Soybean Research and Promotion (Soybean Checkoff) Council is beginning its budgeting process for fiscal year 2025 which begins July 1. Their first step is reaching out to researchers for pre-proposals. Pre-proposals offer the Council members a birds-eye view into the world of research possibilities. Council members evaluate each pre-proposal and give a collective thumbs-up or thumbs-down. Pre-proposals are often sent to regional research groups for evaluation and comparison with related projects, or interests from other states, to see if similar research has already been completed, or if there could be a collective effort to share costs.

Pre-proposals receiving a thumbs-up are a sign of the type of projects Council members consider most impactful for South Dakota soybean farmers in the near term. The Council then requests researchers develop a full proposal for each project outlining the objectives, tactics, timeline, and budget for their proposal. Research proposals include soil health, fertility, diseases, insects, innovative technology, feed trials, and new uses just to name a few.

In April, the Council will set aside two days to review twenty-plus research proposals along with proposals from organizations, agencies, and individuals that are helping to utilize and promote soybeans and agriculture in general. The United States Soybean Export Council (USSEC), Clean Fuels Alliance of America (CFAA), United States Meat Export Federation (USMEF), USA Poultry & Egg Export Council (USAPEEC), Soy Aquaculture Alliance (SAA), US Soybean Research Collaborative, Soy Transportation Coalition (STC), and many others. The goal is to increase demand domestically and across the world by directly reaching out to buyers of soybeans, and indirectly by promoting the sale of livestock, poultry, fish and industrial products that consume soybeans.

Before the April meetings, each Council member reviews over ninety proposals using a scorecard to evaluate each project, granting points on criteria including “the potential to positively impact SD soybean farmers”, “advances knowledge, practices or technology”, “the potential to leverage additional funding from other sources”, “the potential to positively impact the ag industry”, and others. After everyone has completed the scorecard, results are combined to show the “average rating” for each project.

When the Council meets, they will discuss each project and the collective score it achieved. Information and expertise shared during the discussion often leads to individuals changing how they rated certain criteria. Occasionally a robust (nice word for hot) discussion will take place as members express their belief in the value vs lack thereof, a project holds for local farm families.

While these meetings are very professional, they can also get very emotional. Council members often express the need for judiciously spending checkoff dollars and doing their best to leverage funds to the greatest benefit of their neighbors and all soybean farmers.

Before making any final budget decisions for expenditures, the Council will look at USDA estimates for 2024 soybean acres, consider past average production and prices, and estimate potential revenue based on projected acres, yield, and price. Only then do they approve the projects that will be funded and how much they will spend on operations.

This process has resulted in increased demand for feed, food, fiber, fuel, and industrial products such as soy-based, environmentally friendly road and roof preservatives, shoes, insulation, plastics, building materials, adhesives, auto tires and seat foam, and a new fire fighting foam that is safe for humans and animals.

A special shout-out to David Struck- Chairman, Dave Iverson- Vice-Chairman, Heather Beaner- Secretary, Todd Hanten- Treasurer, Dawn Scheier, Mike McCranie, John Horter, Bruce Haines, and Derrick Scott for the time they offer, and work they do to increase the value of soybeans for South Dakota farm families. ■



**JERRY SCHMITZ**  
Executive Director of  
SDSRPC and SDSA



# MANY FACTORS HAVE AN IMPACT ON SOYBEAN YIELDS

There is a lot that goes into getting the best soybean yields. Dr. Cheryl Reese at South Dakota State University lectures students and farmers on the subject and says it begins with precision farming, scouting soybean fields and working closely with suppliers.

“If I have a white mold problem, the first thing I’m going to do is talk to my seed dealer about varieties that are more resistant to white mold,” said Reese. “Soybean cyst nematode (SCN) is the same deal. If I’m planting early in the springtime, I want soybeans that have a tough root system so I may be looking at phytophthora-resistant genes.”

Dr. Reese teaches crop production courses for soybeans, corn and wheat and is a specialist in soils and fertility.

Dr. Reese analyzed data from the 2023 South Dakota Soybean Yield Contest and spoke at the AgOutlook Conference in December about agronomic practices that result in higher yields. In an interview for The Soybean POD podcast, Reese explained that it's a good idea to keep historical records of specific fields so genetics can be tailored to those fields. Specifically addressing her area of expertise in fertility, Dr. Reese talked about assessing late season nitrogen requirements

of Upper Great Plains soybeans.

“A lot of yield can be developed yet in August, because we’re filling those pods, so [the producer] asks the question of ‘70 bushels; do I have enough nitrogen in the soil?’ Well, in the studies that a lot of land grant universities have done in the north central states, we’ve seen sporadic, occasional yield improvement with an in-season N. The research we’ve done within our research group, we have not ever seen a yield increase with a late season N application.”

When should a grower plant? It’s often said that earlier planted soybeans take advantage of greater sunlight and perform better. Dr. Cheryl Reese gives this caveat.

“It’s all dependent upon weather. If I’m going to plant soybeans and I want to push my yield, I’m going to plant early, I’m going to plant a higher relative maturity. Longer relative maturities have more time for biomass, to collect sunlight, set nodes, produce pods, produce yield. But if when I planted that field early, it so



CHERYL REESE

happens to coincide with a precipitation event that starts the growth of white mold in my field, then maybe my later planted field may have a higher yield if I cannot control that white mold. So there’s many factors involved with yield in soybeans,” said Reese. “And the one thing we can’t control is the weather.” ■

Hear more from Dr. Cheryl Reese on **The Soybean POD** wherever you get your podcasts.



Photos from 2023 See For Yourself tour.



South Dakota farmers are invited to learn how soybeans are exported on a soybean checkoff-sponsored See For Yourself tour July 8 - 11 in the Pacific Northwest.

APPLY BY MAY 12, 2024  
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# 5

## SOYBEAN USES YOU MAY HAVE NEVER HEARD OF

South Dakota soybean farmers have long invested in new use research and promotion efforts through their checkoff, and the results have been outstanding to date. New uses for soybean oil and soybean meal have emerged right here in South Dakota just in the past few years, adding increased market versatility and supporting overall soybean demand:

Checkoff dollars helped promote soy-based tires by equipping law enforcement vehicles across the state with tires made by Goodyear.

South Dakota State University and Dakota State University have upgraded their athletic fields over the past decade to utilize soy-based turf products.

Another checkoff-supported initiative has brought a new soy-based sealant to the streets of Sioux Falls as well as a pilot program in Badlands National Park.

These recent accomplishments notwithstanding, it could also be argued that we've just scratched the surface in terms of soy-based possibilities. That's a primary reason the South Dakota Soybean Research and Promotion Council has advocated for and contributed funds toward the POET Bioproducts Center in Brookings, home to Dakota BioWorx and a growing number of exciting new enterprises exploring soy uses and other bio-based products.



Foam Products Corporation (FPC), one of the world's largest producers of acoustical underlayments for the flooring industry, has been developing environmentally friendly, sustainable, "green" products for years.

## LESSER-KNOWN SOY USES

In addition to some of the high-profile soy-based products mentioned above, here are some lesser-known uses stemming from extensive soybean research and innovation.

### COSMETIC PRODUCTS

The growing green cosmetics movement has accelerated the use of soy derivatives in skin products such as face cleansers, sunscreen, and eye makeup. These soy-based products offer consumers concerned about toxins and the environmental impact of traditional skincare products a more natural, sustainable alternative.

### LUBRICANTS

Much attention has been paid to soybean oil's pivotal role within the renewable fuels movement over the past several years, and for good reason. You've likely heard less about soy-based motor oil, a green alternative now in use within the auto industry that reduces our collective dependence on petroleum-based lubricants.

### BIODEGRADABLE MULCH FILM

Petroleum typically serves as the principal component in polyethylene plastic mulch films used extensively in specialty agriculture, home gardens, parks and playgrounds. However, a new biodegradable mulch film that uses renewable polymers derived from soybeans now exists thanks to bio-based polymer research, providing a more sustainable alternative that can be tilled into the soil after use.

### ACOUSTICAL UNDERLAYMENTS

What is an acoustical underlayment? We're glad you asked. Acoustical underlayments are laid before flooring is installed in the construction process to assist with noise reduction. They are traditionally produced using petroleum-based chemicals, but a green, soy-based acoustical underlayment has arrived on the market as an alternative option and promises to entice builders and contractors seeking Leadership in Energy and Environmental Design (L.E.E.D.) certification.

### CABINETRY PLYWOOD

Manufacturers of decorative plywood used in cabinets and shelving units have harnessed adhesive properties inherent in renewable, nontoxic soybean meal to replace formaldehyde, which the Centers for Disease Control and Prevention has identified as a toxic substance. This breakthrough use has the potential to meet increasing demand for eco-friendly solutions for new construction and home renovation.

## LEARN MORE ABOUT NEW USES FOR SOY

New uses for soybeans continue to emerge on a regular basis. To stay up to date on the latest developments and soy-based innovation, talk with your South Dakota Soybean Research and Promotion Council district director or visit the soy uses page on our website.



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# SOY MEETS WORLD: HOW CHECKOFF INITIATIVES PREPARE OUR SOYBEAN INDUSTRY FOR THE FUTURE

**F**armers know as well as anyone that the actions we take now profoundly impact what will happen in the future. Enter the South Dakota Soybean Research and Promotion Council, which works to ensure today's younger growers have access to the resources and opportunities they need to secure a brighter future and, in turn, establish a legacy they can pass down to the next generation of farmers.

Let's take a closer look at some of the key ways South Dakota farmers are investing in the future of the soybean industry — and the up-and-coming leaders who will bring it to fruition — through their checkoff.

## LEADERSHIP DEVELOPMENT THROUGH SOUTH DAKOTA SOYBEAN

The South Dakota Soybean Genesis Leaders Program, now in its third year, is a shining example of the checkoff's focus on developing our next generation of industry leaders and advocates. Designed in partnership with the South Dakota Ag and Rural Leadership (SDARL) program, Genesis Leaders focuses on emerging leaders within the industry. It puts a cohort model to work to engage participants ages 21 and up in hands-on learning about industry infrastructure, policy, innovation, leadership development and more.

"We needed to figure out what people in the soybean industry would really want to learn more about," explained SDARL Program Director Jennifer Henrie. "So we came up with this series of four seminars that incorporated industry education and leadership development."

Henrie helped launch the Genesis Leaders initiative in 2021 and continues to guide it today. She noted that each cohort has included a mix of growers and leaders in other areas of the soybean industry. Some have prior experience serving as board members, while others are just beginning to explore leadership opportunities. "Organizations in the ag industry are looking for people to step up," she said. "Genesis Leaders gives them a taste of what they can learn elsewhere if they wanted to pursue additional leadership training, but it's not an overwhelming prospect from the get-go."

To that end, the farmer-led boards of South Dakota Soybean Research and Promotion Council and South Dakota Soybean Association have served as fertile ground for leadership development for younger producers.

John Horter is one such individual. The row crop farmer from Andover, SD, previously served on the South Dakota Soybean Association Board of Directors and is now District 8 Director for the South Dakota Soybean Research and Promotion Council.

"I wouldn't consider myself to be a very outspoken leader, but I've had the opportunity to participate in leadership development trainings that have brought that out in me," said Horter. "It has been a great experience."

He believes that opportunities for a younger generation of producers to get involved in leadership roles are key to the industry's future. "It's very important to get new people involved and hear their perspectives," said Horter. "A lot of people have a lot of ideas, but they don't always bring them forward or push them to where they need to be."

## BECOMING AMBASSADORS FOR THE SOYBEAN INDUSTRY

Sustaining global demand and strong, healthy export markets are crucial to soybean value, both today and far into the future. With increased competition from Brazil and Argentina, our farmers need to play an active role in building relationships around the world and promoting the advantages of soybeans grown here in the U.S.

Thankfully, younger producers have played a big role in representing the soybean industry through trade tours, both as hosts to international buyers who visit South Dakota and as delegates traveling to emerging markets in other countries.

Likewise, the Hungry for Truth initiative has played a key role in providing educational opportunities and building trust with consumers. Younger producers have contributed in many significant ways to Hungry for Truth's success by hosting farm visits with social media influencers and attending the annual Farm-to-Fork event.

"There's a huge disconnect between agriculture and today's consumers," said Horter. "They don't always understand what we're doing as farmers and they might get their information sources from someone that isn't necessarily reliable."

"We just want to be available to tell people what we do," explained Horter, "and that the way we're farming really does have their best interests in mind, too. Hungry for Truth is an opportunity to connect and allow people to ask questions about what we do."

Producers also have the opportunity through See For Yourself tours to visit U.S. ports where soybeans are shipped to overseas markets to better understand the logistical needs and checkoff investments in infrastructure to support soybean exports.

## LEVELING UP SOYBEAN PRODUCTION PRACTICES

For long-term profitability, soybean farmers must continuously fine-tune production practices in order to boost yields and increase the efficiency of their operations. That's why the Soybean Yield and Quality Contest is vital to advancing soybean yield outcomes in South Dakota.

Jointly sponsored by South Dakota Soybean Research and Promotion Council and South Dakota Soybean Processors, the annual contest allows growers to utilize different agronomic practices to get more out of every acre. Once yield results and field data are compiled, South Dakota State University Extension agronomists and field specialists analyze this information to provide insights to other soybean producers during the annual checkoff-sponsored Soy 100 event.

"Soy 100 is a great opportunity to share ideas, network and learn," said Horter. "The cost of production is way higher than it was 20 years ago, so how do we produce more to offset those costs?"

Farmers also fund a wide swath of agronomic research trials through their checkoff in partnership with SDSU Extension to address soil management, pest pressure, seed selection, planting practices and more, helping to inform on-farm decisions.

## STAY CONNECTED WITH YOUR CHECKOFF

These are just a few of the many ways soybean producers in South Dakota are securing a brighter future through their checkoff. To learn about other opportunities to grow both on and off the farm, please visit [sdsosoybean.org](http://sdsosoybean.org) or talk to your local district director. ■



Prairie AquaTech



Dr. Bob Thaler



Dakota BioWorx tour

# Hungry for Truth



## FOURTH GENERATION FARMER SHARES FARMING WITH YOUTUBE AUDIENCE

**C**ole Sonne, a fourth-generation farmer from Mt. Vernon is well known for his large following on YouTube today. Cole Sonne's accidental fall into content creation has transformed him into a vocal advocate for farmers. Growing up on his family farm in Mount Vernon, South Dakota, Cole knew a life in agriculture was the life for him.

During COVID-19, he came home from college with increased knowledge of agronomy and animal husbandry. He was ready more than ever to take over his family farm.

Cole flew around his family farm, capturing video with a drone. He was unsure where to upload the various drone clips so he decided to share his videos on YouTube. He had no idea that they would be a hit with a large audience. The Sonne Farms YouTube channel began and has continued to grow.

He offers a glimpse into farm life, entertaining viewers while providing valuable insights into farming practices. Cole emphasizes the importance of sharing genuine knowledge on social media platforms, countering the prevalent misinformation.

As a young farmer, Cole sheds light on the challenges faced. He highlights the crucial role of the organization Farm Rescue in assisting during critical seasons of illness or injury. Cole uses his voice to open conversations on mental health within the farming community. Cole advocates for breaking the stoic stereotype and creating a support system.

Cole Sonne's journey from accidental content creator to a voice for farmers reflects the changing of times. Cole embodies the characteristics of resilience, passion, and a commitment to sustainability. His story serves as an inspiration for the next generation of farmers. Encouraging new farmers to embrace change and cultivate a prosperous future for American agriculture.





# Hungry for Truth.

## MINI HAM AND CHEESE EGG BAKES

Prep Time: 8 Min | Total Time: 8 Min



### INGREDIENTS

- 8 eggs
- 1/2 cup Soy Milk
- 1 tsp Salt
- 1 tsp Pepper
- 1/4 cup green onions sliced
- 1/2 cup cheddar cheese freshly grated
- 5 oz ham diced

### INSTRUCTIONS

1. Preheat the oven to 375° F.
2. Spray a 12-cup muffin tin with non-stick spray.
3. Beat eggs, soy milk, salt, pepper and green onions in a medium mixing bowl until smooth.
4. Fill each muffin cup with an evenly distributed amount of ham and cheese.
5. Pour egg mixture on top of ham and cheese, dividing evenly.
6. Bake for about 8-10 minutes.
7. Using a rubber spatula, loosen the egg bakes from the muffin tin and plate. Serve immediately.



Find more recipes at  
[hungryfortruthsd.com](https://hungryfortruthsd.com)



David Struck and Jesse Carlson

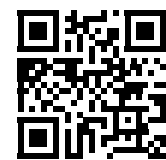
Check out our latest ambassador pairing where we had an exciting opportunity to connect farm-raised Business Development Banker at Dacotah Bank, Jesse Carlson, with David Struck, a fifth-generation farmer from Wolsey, S.D., to chat about farming, land, family, and much more.

# Hungry for Truth.

## Ambassador Program

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Read all our Ambassador Pairing stories online at [hungryfortruthsd.com/ambassador-program](https://hungryfortruthsd.com/ambassador-program)



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*with host, Tom Steever*

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### **Matt Gast On USB Supply Strategy**

As much as there is a strategy for building soybean demand domestically and globally, there is a strategy for filling that demand. We live in a hungry world, a world also in need of environmentally friendly, sustainable products, which take a huge supply of soybeans. In this episode of The Soybean POD, United Soybean Board Supply Action Team Chair Matt Gast, from southeastern North Dakota, gives a clearer picture of the United Soybean Board's plan for maintaining soybean supply.

### **Soybean Yield with Dr. Cheryl Reese**

The South Dakota Soybean Yield Contest is much more than a friendly competition for yield bragging rights. The contestants are, after all, South Dakotans, so there's not much outward bragging even for those with the best yields. The real value of the annual contest is in the data collected each year that, with expert analysis, helps improve yields in following years, according to Cheryl Reese, a senior lecturer at South Dakota State University who teaches soybean production. In this edition of The Soybean POD, we'll hear from Ms. Reese what agronomic traits most contribute to improvements in yield.



### **April Hemmes On USB Demand Strategy**

U.S.-grown soybeans provide the world with a huge amount of essential protein, from feed for livestock and aquaculture to directly feeding people. The United Soybean Board's mission is to maintain global demand for soy nutrition as well as demand for sustainable, environmentally friendly industrial products from lubricants to ink to tires to artificial turf and more. In this episode of The Soybean POD, April Hemmes, United Soybean Board Demand Action Team Chair, talks about USB's strategy for maintaining high demand for U.S.-grown soybeans.





## FULL CIRCLE: SOUTH DAKOTA SOYBEAN FARMERS SEE LONG-TERM INVESTMENTS PAY OFF

Mike McCranie answered questions about soybean production from BKP soybean meal and DDGs buyers while they visited his farm.

**O**n Monday, August 21, 2023 in a nondescript hotel meeting room in New York City, Mike McCranie watched one of the largest ingredient importers in Thailand sign a Memorandum of Understanding with the U.S. Soybean Export Council (USSEC) for support sourcing sustainable soybeans and soybean meal for food and animal feed ingredients.

In that moment, he saw much more than just a formal agreement leading to the purchase of U.S. Soy products. He saw proof of the payoff for deep industry collaboration, long-term soy checkoff investments and generations of ag industry service.

McCranie farms near Claremont, South Dakota, with his wife Monica and their sons Matthew and Mitchell. As a board member for the South Dakota Soybean Research and Promotion Council, he also serves as a director for Northern Soy Marketing, the United Soybean Board and USSEC.

“During a meeting organized by USSEC in Thailand, I heard the leadership of a major ingredients company request help sourcing sustainable soybeans, which led to the signing event during Soy Connex in New York City,” he explained. “The path to that point required lots of work and forward thinking over many years, and it was exciting to see an example of how that came together.”

The request from Bangkok Produce Merchandising (BKP), the purchasing arm of Charoen Pokphand Foods PCL, or CP Foods, came out of the combination of reliable sourcing, building genuine business relationships and proving sustainability.

Through his years of industry service — and even his family history — McCranie played a variety of small roles that contributed to making that agreement possible. He says this is just one result of many organizations working together, a variety of strategic



Mike McCranie learns more about consumer needs and priorities during his 2023 visit to Thailand.

investments and commitment from farmers like him to continue improving how they raise soybeans.

### BECOMING A RELIABLE SOURCE OF SOYBEANS

McCranie first served on the South Dakota Soybean Research and Promotion Council in the mid-1990s, when the organization had funded a feasibility study for a soybean crushing plant in South Dakota. That study and other efforts contributed to the eventual creation of South Dakota Soybean Processors.

After a hiatus while his sons were growing up, he returned to the board in 2016, when a similar checkoff-funded feasibility study showed that with the growth in soybean acres in South Dakota,

the state could support another crushing plant. McCranie participated in a local working group to showcase the potential for another crushing plant in his area of the state, specifically Aberdeen, and Ag Processing, Inc., commonly known as AGP, notes that these efforts contributed to the company's decision to open a crushing facility there in July 2019.

“The South Dakota Soybean Research and Promotion Council collaborated with other soybean checkoff organizations, including the United Soybean Board, to support and encourage other industry developments that solidify this region as a reliable source of soybeans,” McCranie said. “It took everybody working together to make that happen. A quote I like to repeat is, ‘Collaboration is the new currency.’”

The studies and information from those collaborations contributed to groundwork for infrastructure development of the rail and port system from the Northern Plains to the Pacific Northwest that gets South Dakota soybeans to global customers. For example, South Dakota Soybean Processors now operates two crushing plants, with plans to open a third in Mitchell in 2025. And, AGP acted on that information by expanding their soybean meal handling capabilities at the Port of Grays Harbor in Washington state.

“Today, we export about seven out of every 10 rows of soybeans we grow in South Dakota,” McCranie said.

## BUILDING CUSTOMER RELATIONSHIPS

At the same time, McCranie participated in building relationships with potential customers for those soybeans in Southeast Asia. Through his appointment to Northern Soy Marketing, he participated in a trade mission to Thailand in December 2016.

“We stressed the quality of our soybeans, because work focused on amino acid digestibility was just getting underway,” he remembered. “However, the potential customers in Thailand were very price-focused, making it a challenge for U.S. Soy to compete.”

Soy checkoff organizations continued investing in Thailand and in the export industry in the U.S. In August 2022, AGP hosted a small group from Bangkok Produce Merchandising, or BKP. Part of their planned tour included the soy crushing plant in Aberdeen.

“AGP contacted South Dakota Soybean Research and Promotion Council to ask if a farmer in the area would host the group on their farm, and my family jumped at the chance to welcome them,” McCranie said. “The group included their soybean meal and DDGs buyers, as well as a couple of their internal soybean crop experts.

## TIMELINE

**1881**

Mike McCranie's great-grandfather, Louis Johnson, homesteads in Brown County, South Dakota. The McCranies purchased this land and farm it today.

**1942**

Monica McCranie's grandfather, Frank Feser, becomes one of the first farmer board members of the South Dakota Association of Conservation Districts. He served as organization president from 1947 to 1955, leading a major sustainability effort for South Dakota farmers. The McCranies also purchased his land and farm it, as well.

**1950s AND 1960s**

Mike was born and grew up on his parents' farm near Shephard, Montana. Monica was born in Culbertson, Montana, and grew up in the Pacific Northwest.

**1971**

Mike begins renting a quarter of his grandfather's land near Claremont, South Dakota, as a summer job.

**1976**

Mike moves to South Dakota as his summer job evolves into his full-time career.

**1980s AND 1990s**

Mike and Monica married and expanded their operation over time, raising sons Matthew and Mitchell on the farm.

**1994**

Mike begins his first term with South Dakota Soybean Research and Promotion Council, when a feasibility study showed the potential of a crushing plant in the state.

**2016**

Mike visits Thailand for the first time to meet with potential customers, whose primary interest was price.



**2019**

AGP opens a soy crushing facility in Aberdeen, based in part on a feasibility study funded by the South Dakota Research and Promotion Council and local collaborative efforts Mike chaired.



**2022**

The McCranies welcomed the BKP group hosted by AGP to their farm.



**JULY 2023**

Mike reconnects with BKP team members that visited his farm during a USSEC meeting in Bangkok, Thailand.



**AUGUST 2023**

Mike with BKP leadership at the Memorandum of Understanding signing during Soy Connex in New York City.

“We showed them our soybean fields, gave combine rides and treated them to a steak lunch in nearby Amherst,” he recalled.

In July 2023, McCranie participated in a USSEC trip to Thailand, which included meetings with key businesses.

“CP Foods hosted our group to meet with BKP representatives,” he said. “As their team members filed into the meeting, I saw the two ladies who buy soybean meal and DDGs that had visited our farm the year before! We enjoyed reconnecting.”

### PROVEN SUSTAINABILITY

It was during that meeting that McCranie heard the request for help sourcing sustainable soybeans and soybean meal.

“Unlike my first trip to Thailand, the focus shifted to sustainability because that’s what CP Foods customers were interested in,” he explained. “For years, South Dakota and U.S. farmers have been demonstrating our commitment to sustainability and continuous improvement.”

He points to his wife Monica’s grandfather, Claremont farmer Frank Feser, who was on the initial board of the South Dakota Association of Soil Conservation Districts when it was formed in 1942. Feser served as president of the organization for several years.

“We continue building on his legacy of conservation and sustainability,” McCranie said. “We were fortunate to purchase

land he farmed, as well as the land my great-grandfather homesteaded in 1881, and we farm this ground still today. We have made vast productivity and sustainability improvements. That will continue as our sons Matthew and Mitchell continue farming. Our top goal is to pass the land on in better condition than when we started farming it.”

He explains that USSEC, U.S. Soy’s international marketing group, helps international customers document the sustainability of U.S. Soy through the U.S. Soy Sustainability Assurance Protocol, or SSAP. The SSAP verifies that soybeans and soy products produced in U.S. comply with set sustainability standards, and the certificates for documentation can be transferred along the supply chain, providing industry-wide assurance.

“The regional USSEC team in Thailand assured company leadership that we could help, as soon as the request was made,” he added. “The MOU signing in New York City was the result.”

When he looks back to his first years serving on soy checkoff boards, he realizes that progress requires the collaboration of many different groups, working toward overall, long-term goals.

“You never know the value of the relationships created through these efforts, but it is clearly so important to build them,” McCranie concluded. “It makes me incredibly proud of our checkoff organizations and what we have accomplished.” ■



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# RESEARCH REPORTS

South Dakota Soybean Checkoff Research



## Real-Time Weather Data for **Spray Applications**

When concerns surrounding dicamba drift surfaced for soybean producers around 2015, the need for access to accurate, real-time information about weather conditions became urgent.

“The kind of weather data that applicators needed to know to comply with the dicamba label basically wasn’t available,” explains Dr. Laura Edwards, South Dakota State University Extension Climatologist. That’s when South Dakota Soybean Research and Promotion Council partnered with SDSU Extension and SDSU’s Mesonet initiative to develop a user-friendly tool to report on localized conditions for spray applications.

**(Continued on next page)**

## 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.sdsosoybean.org](http://onfarmresearch.sdsosoybean.org) today.



# Real-Time Weather Data for Spray Applications

## A state-of-the-art reporting system

“We’re collaborating on this to provide real-time weather data for pesticide applicators,” says Edwards. Paid for by South Dakota soybean farmers through their checkoff, the Mesonet Spray Tool features a website (<https://climate.sdstate.edu/spray>) built for desktop and mobile devices that shares up-to-date information on key measurements recorded at each of the state’s 49 weather stations. These recordings include:

- **3-ft Wind Speed:** This measures the wind speed at the standard boom height for spray applications, which can sometimes vary dramatically from general wind speeds.
- **Inversions:** An inversion occurs when the air mass closer to the ground exhibits an air temperature that is lower than that of the air mass above it. This can cause dicamba droplets to remain within the air mass and thereby facilitate drift.
- **▲T (Delta T):** Delta T is a means of measuring the humidity levels within the atmosphere and is useful in determining evaporation rates for droplets.
- **Precipitation:** The level of precipitation — both actual (since midnight) and forecast — in your region can help guide application decisions as well.

The inversion values were particularly important to Edwards and her team. “With support from South Dakota Soybean, we deployed additional thermometers out on the weather stations at that time to directly measure temperature inversion,” she says.

As noted above, an inversion occurs when the air temperature close to the ground is cooler than the air above it. “If you are spraying pesticide in an inversion, those droplets can basically stay airborne until there is wind,” says Edwards. “And that’s what can cause drift — when those droplets stay airborne and then blow to a neighbor’s farm or another field and potentially cause damage.”

## Access real-time data as well as forecast values

Edwards points out that the Mesonet Spray Tool updates measurement data every 5 minutes; forecast values are updated hourly. The forecast feature is relatively new to the tool, providing producers and applicators with a better picture of conditions over the next 24 hours to aid with planning.

When visiting the Mesonet Spray Tool website, users can enter their specific location or browse the map to access site-specific information. Another feature worth noting is the ability to take a snapshot of weather data and send it to your personal email address by using the Record by Email button in the upper right corner of each location’s page.

## Mesonet expansion is in the works

“With the Mesonet expanding to 150 stations or so statewide over the next few years, we’re going to be able to provide even more accurate data specific to locations all across the state,” says Edwards, acknowledging the support of farmers through their checkoff.





# Soybean Meal Rations

SD Soybean  
Checkoff  
Research  
Reports  
Continued

## Boosting Soybean Meal Levels in Pig Rations

The most important driver of soybean meal demand is livestock development — both here at home and in international markets around the world. And while the South Dakota Soybean Research and Promotion Council has invested greatly in trade relations with developing nations where meat consumption is on the rise, checkoff leaders remain committed to another important component of livestock development: soybean meal rations.

“Soybean meal levels have been reduced in pig diets for the past 10 to 15 years,” says Dr. Eric Weaver, assistant professor in South Dakota State University’s swine program. “Synthetic amino acids and dried distillers grains (DDGs) are contributing more of the essential amino acid needs of the pig than ever.”

Weaver spent most of his career in executive leadership in the swine nutrition industry before joining the ranks of academia, and he has recently begun working on a research project funded dually by South Dakota Soybean and United Soybean Board. “We’re trying to determine if using higher levels of soybean meal will be both good nutrition-wise for the pig and economically for the producer,” explains Weaver. “There’s a good possibility that a higher soybean meal level in rations offers better value.”

## Changing Pig Rations to Meet Evolving Dietary Needs

The inclusion of soybean meal in typical pig rations currently ranges from 12 to 14 percent, but Weaver believes an optimal level might be close to twice that amount.

“We set up a control that is typical of what the industry’s feeding today with fairly high levels of synthetic amino acids and DDGs,” says Weaver. “We’re studying performance — average daily weight gain, feed intake, feed conversion — and we’re also looking at the impact on carcass characteristics.”

To learn more about increasing soybean meal levels in rations, Weaver and his research team set up a control that mirrors swine nutrition in nearby Iowa and Minnesota — both of which are among the leaders nationally in overall pork production. These diets exhibit fairly high levels of synthetic amino acids and DDGs, the latter being of particular interest to Weaver.

“DDGs have gone from being a high-energy ingredient to a lower-energy ingredient,” he says. “So, in that change, there’s a good possibility that a higher soybean meal level offers a better value.”

Weaver also notes that swine dietary needs have evolved as well. “Pig genetics have changed a lot,” he says. “They demand higher amino acid levels than ever. There might be more value for soybean meal in the modern pig than what was determined 15 or 20 years ago.” Hence the research focus on the nutritional impact of synthetic versus naturally occurring amino acids.

**(Continued on next page)**



# Soybean Meal Rations

## A Timely Research Project

As domestic demand for soybean oil continues to rise to meet the production needs of the biofuels industry — namely, renewable diesel and sustainable aviation fuel — the market could find itself with a far larger inventory of soybean meal on hand. Understanding the value of increased meal levels in swine diets, therefore, is essential to the bottom lines of soybean producers in South Dakota.

Weaver also foresees the very real scenario of a shift toward increased swine production in South Dakota as a result, particularly as new soybean processing plants come online in-state. “You always have to update your data for the current market conditions. Pigs are going to go where feed is a better value,” he says. “And that helps out both industries, I think.”

While hesitant to share results from his research until the study is complete, Weaver is optimistic that findings will bode well for soybean growers and hog producers alike. His research will conclude by summer’s end, with a summary of results available later in the fall.

“I think it’s timely research, for sure,” says Weaver. “It benefits producers here because of the potential for a higher soybean meal level in those pig diets.”

To learn more about this research project and other livestock development initiatives sponsored by South Dakota Soybean, please visit [sdsoybean.org/animal-ag](https://sdsoybean.org/animal-ag).



# How to Manage Herbicide Resistant Weeds

SD Soybean  
Checkoff  
Research  
Reports  
Continued

## How Does Herbicide Resistance Impact South Dakota?

SDSU Extension continually updates its collection of South Dakota Pest Management Guides to assist growers, and the topic of herbicide resistance is addressed thoroughly therein. The two broadleaf weeds showing the most resistance in South Dakota are common waterhemp and kochia, according to SDSU Extension. South Dakota growers have also dealt with resistance in common ragweed, marehail and common lambsquarters to a lesser degree. Both common waterhemp and kochia have shown widespread resistance to glyphosate and SU herbicides, with the former also presenting resistance to post-emergent PPO inhibitors. Kochia, meanwhile, creates challenges for growers because they have fewer post-emergence herbicides available in their toolkit. Despite the chokehold these weeds can put on soybean yield potential, SDSU Extension Weed Science Coordinator Paul O. Johnson believes growers can overcome this challenge with the right integrated weed management program in place.

## It Pays to Plan Ahead



According to Johnson, one critical step growers can take is to pay more attention to their pre-emergence herbicide program. “We talk about the challenges of the POST program, but we can’t just be depending on POST or we’re gonna have real issues there,” he says. “And so we need to make sure we’ve got a good PRE program to start with.” Johnson continues to explain the importance of addressing weeds in the pre-emergence stage. “With a good PRE program, 90 percent of the weeds are already taken care of. And so, consequently, that post-emergence program only needs to get 10 percent of the weeds,” says Johnson.

In fact, Johnson believes that pre-emergence applications are so important that it might actually pay off to forgo planting a few acres when timing is of concern in favor of spraying for weeds. “If we’ve got a whole bunch of acres that are not planted right,” he explains, “then consequently we lose more yield there than maybe not getting one field or two fields planted.” For many growers, that pre-emergence weed management program begins in the fall. “One of the things I always like to say is when you’re combining, evaluate what you have for weed escapes,” he advises. “That way, you know what’s probably gonna be your issues the next year.” Post-harvest fall herbicide applications can be wise, too, provided there is sufficient moisture to activate the chemistries to kill off weeds.

## Rotate. Repeat. Rotate. Repeat.

Johnson is also a staunch advocate for rotating herbicides to keep resistance in check. One of the main culprits in the rise of herbicide-resistant weeds has been sticking to the same herbicide mode(s) of action year after year. That’s why it’s important to be mindful of herbicide rotations in order to maintain a higher degree of efficacy. “We don’t want just Roundup® on Roundup®,” says Johnson. “We’ve learned that we want to use different chemistries.” An added benefit of implementing a pre-emergence herbicide program is that it forces growers to use different chemistries. Likewise with crop rotations. “Anything we can do to switch around chemistries is going to help,” says Johnson. It should be noted that integrating cover crops into the rotation can also support the suppression of weeds in general, as can other soil management practices apart from your herbicide applications. When executed properly and with sufficient preparation, an integrated weed management program can successfully mitigate the effects of herbicide-resistant weeds.

## SDSU Extension Resources

Johnson and his colleagues at SDSU Extension can serve as a great resource in your efforts to combat resistance in your fields. The aforementioned soybean pest management guide is available for free at [extension.sdstate.edu](http://extension.sdstate.edu), along with an entire library of other topical articles and insights for better production practices.

# How Livestock Development can Boost Profitability

Successful livestock nutrition programs have incorporated soybean meal as a primary staple for several generations. Soybean meal offers livestock producers a highly digestible source of protein rich in essential amino acids. And while meal may not fetch the same premium as oil in today's price environment, it nevertheless remains critical to the bottom lines of soybean producers in South Dakota and across the country.

With that in mind, the South Dakota Soybean Research and Promotion Council has committed to supporting livestock development initiatives at home and abroad, investing in research on animal nutrition and educating producers on the merits of livestock diets built around soybean meal.

## Livestock Development and Soybean Profitability

The impact of a healthy, robust livestock industry on soybean profitability cannot be understated. According to USDA data, approximately 60 percent of all soybean meal produced in the U.S. is consumed by livestock domestically. The remaining 40 percent goes toward livestock production around the globe, which accounted for \$6.16 billion worth of revenue in 2022. The above does not reflect whole bean exports — valued at \$34.39 billion for the year — and the overall demand for soybean meal worldwide. Dave Iverson, South Dakota Soybean Research and Promotion Council District 4 Director, points out that soybean processing yields a 4:1 meal-to-oil ratio. That fact, coupled with higher yields and increased planted acres, makes supporting meal demand all the more important.

“We need to create more meal demand, and livestock is the perfect opportunity for soybean producers,” says Iverson, who farms near Astoria.

## Domestic Production Thrives

In Iverson's mind, that demand growth starts at home. “It's really important to keep our focus on increasing animal production here in South Dakota,” he says. A strong domestic livestock industry provides market stability. It also requires less freight and other trade-related costs for homegrown soybean meal. South Dakota Soybean has long played an active role in supporting research and education to advance livestock nutrition using soybean meal in diets for swine, poultry and dairy cattle. More recently, however, the checkoff has turned its attention to aquaculture production as an emerging destination for meal.

Iverson also notes that new processing facilities in South Dakota offer soybean producers the possibility of increased returns with a strong livestock industry in place. “That's a great opportunity for South Dakota producers to keep that value in-state,” he explains. South Dakota Soybean Association board member Brent Greenway agrees. “If we could consume all of the soybean meal that we grow and create in South Dakota, that'd be just a phenomenal boon for the state,” he says.

Greenway grows row crops, runs a cow-calf operation and finishes hogs outside of Mt. Vernon. He says he currently feeds more meal to the pigs in his finishing barns than his farm produces and is excited about a new processing facility slated for nearby Mitchell.

## Global Meal Demand Grows

Their emphasis on domestic livestock development notwithstanding, both farmers also assert the value of their checkoff developing global markets for soybean meal. An emerging middle class is creating additional demand for livestock production on the international side. South Dakota Soybean has responded to this promising development by working alongside other checkoff organizations and industry leaders to nurture trade relationships and advance the nutritional value of soybean meal in livestock diets.

“There's a vast number of things that the checkoff is doing that helps the producer fetch a higher price for their beans,” says Greenway. South Dakota Soybean sponsored a trade mission in January to Morocco in the Middle East/North Africa (MENA) region, which has emerged as a leading destination for U.S. soybean meal. “These trade missions that we're doing are showing the effectiveness of soybean meal as a feed product for livestock,” he says.





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- Jerry Schmitz, Executive Director,  
South Dakota Soybean Association



Learn more about Farmers for Soil Health by visiting [FarmersForSoilHealth.com](http://FarmersForSoilHealth.com). Or contact your South Dakota technical advisor, Julia Gerlach, at [gerlach@ctic.org](mailto:gerlach@ctic.org) or 414-394-9973.

This material is based upon work supported by the U.S. Department of Agriculture, under agreement number NR233A750004G003.

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## SOUTH DAKOTA SOYBEAN STORIES: **TANNER HENTO**



**T**anner Hento is an advocate for mental health among his fellow farmers. Hento, secretary of the South Dakota Soybean Association from Avon, lost his mother to suicide when he was 22. Although certainly not a pleasant subject to bring up, according to Hento, talking about one's response to stress is important.

"I'm just kind of trying to be more overt about it and talking about things when we do have a problem, and I've kind of carried that with me with agriculture," Hento told the South Dakota Soybean Network. "I'm well aware of the stresses and it's somewhat mitigated now that prices have been better, but times are going to get tough again, and I think farmers try to be very stoic and act like everything is ok. I try to push that it's ok to say we need help. Your mental health is no different to me than if you have a heart problem."

There will always be circumstances resulting in stress, and while farmers are not the most likely to discuss feelings, in Hento's opinion, sharing one's burdens is essential.

"It's ok to not be ok and talk about when you do have a problem, especially to family, before something gets worse," he said. "Being a really big proponent of openness is really what I'm going for."

Hento said the loss of his mother was not connected to agriculture, but he adds that reaching out to caring individuals,

either professionals or loved ones, might prevent something that leaves survivors with deep scars.

"Even if you don't want to divulge too much, just admitting that things aren't ok goes a long way," said Hento. "A lot of people just want to be heard even if there isn't a solution, just knowing that there's somebody there for you when you are ready. I think, especially for my own mother, the loneliness and feeling of alone is what got her, so I think if we can just learn to somewhat lean on each other. Even if it's something as simple as saying 'I'm not ok,' I think would be a great way to start."

Hento had his own stress to cope with. He lost both parents within six months of each other. He remains comfortable with his decision a decade ago to leave med school and return, with his brother, to run the family farm.

"I really felt at peace with the farm. I knew that it was my calling. I knew that there was something greater for me to do than my career in medicine at the time," he said. "It was really agriculture that pushed me through. It was a love of the fam, feeling that even though my parents were gone in this mortal world, they were still with me out there in the field," concluded Hento. "That's how I handled that." ■

# SOY TRANSPORTATION COALITION CONTRIBUTION FURTHERS GREAT LAKES PORT

**M**ike Steenhoek believes a contribution the Soy Transportation Coalition (STC) made toward work being done at Port Milwaukee will pay off for Upper Midwest soybean growers, including those in South Dakota. Steenhoek, the coalition's executive director, says the \$200,000 contribution will help underwrite several facets of the project's second phase. The money is a show of support by soybean farmers to the Great Lakes/St. Lawrence Seaway, according to Steenhoek, who calls that shipping lane "modest in comparison to places like the Mississippi Gulf, the Pacific Northwest and some of our other key export regions," he said. "We do believe that it can and should be a more viable option for U.S. agriculture all in this effort to try to diversify our supply chain."

The investment from the Soy Transportation Coalition augments a nearly \$9.3 million Port Infrastructure Grant from the U.S. Maritime Administration to the DeLong Company's Agriculture Maritime Export Facility's Phase II project at the port.

"It's just a good example of soybean farmers really finding opportunities to make tangible investments in the supply chain to better position our industry for success," Steenhoek said. "We've had a number of examples of this, and farmers really respond to it. They like seeing something tangible happen with their checkoff dollars."

Phase I of the facility was opened in July of 2023, and primarily has been used to export distillers dried grains to international markets via the Great Lakes/St. Lawrence Seaway, according to a news release from the STC. Phase II of the project will involve the construction of two grain storage silos, electrical service upgrades, and additional handling equipment, the release continued. Once Phase II is completed, DeLong estimates they will be exporting 120,000 additional metric tons of soybeans from the facility. Soybean meal exports are also a potential area of growth in the future.

In its news release, the STC cited three areas of motivation to provide funding for this project: It provides meaningful investment to a project that will enhance U.S. soybean and soy product exports in the near future. It's an opportunity to invest in the Great Lakes/St. Lawrence Seaway, a supply chain option that can be a more significant conduit to the global marketplace. Finally, it's an opportunity for the DeLong Company and Port Milwaukee to be able to highlight the funding commitment from a farmer organization, which enhances the viability and competitiveness of the organizations' grant application.

Attention is necessarily being paid to every possible export path for U.S.-grown soybeans. Among the reasons, according to



Barge Flotilla Lock and Dam



Bulk Vessel IV - Port of Vancouver

Steenhoek, is that greater soy-based renewable fuels production has resulted in greater supplies of soybean meal not only for domestic use but also to satisfy export demand. Most, but not all of that exported soybean meal will exit through the Gulf of Mexico or the Pacific Northwest.

"We think some of that will also go to the Great Lakes system and I think there are going to be a number of states. That will be a pleasant surprise how many states actually feed into it, and it could be the states of North and South Dakota," said Steenhoek. "Obviously, that remains to be seen but it's an interesting prospect." ■





Josh Kayser

Brian Gilbert

Phil DeGroot

Grant Olson

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2023

# AG OUTLOOK AWARDS



## DEDICATED AND DISTINGUISHED

### TIM OSTREAM

The SD Soybean Association proudly presents the Distinguished Service Award, honoring an individual's unwavering dedication and years of service to advancing the soybean industry, embodying excellence, leadership, and innovation.

Tim and his family live and farm near Centerville. He has served several years as a Director and officer on the South Dakota Soybean Research and Promotion Council, Clean Fuels board, and United Soybean Board.

## SOY ADVOCATE OF THE YEAR

### ROGER CHASE

The SD Soybean Association celebrates the Soy Advocate of the Year, recognizing outstanding commitment to promoting and advancing the soybean industry through advocacy, leadership, and passion for sustainable agriculture.

Roger has served in the SD House of Representatives since 2017. As a member of the House Ag Committee, Roger has carried the torch for farmers across the state. Roger farms with his family near Huron.



## VISIONARY LEADERSHIP

### STEVE DICK

The Visionary Leadership Award, bestowed by the SD Soybean Research and Promotion Council, honors an individual's exceptional foresight, innovation, and years of dedicated service in advancing South Dakota agriculture.

Steve was appointed by the Biden Administration to serve as the Executive Director of the USDA Farm Service Agency in South Dakota. Prior to that, he served 17 years as Executive Director for Ag United. Steve is a native of Canistota where he fed cattle and grew corn and soybeans.





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<sup>1</sup>Data is based on an average of 2022 on-farm and IMPACT™ trial comparisons made in the U.S. of top 25 demand planned A-Series Enlist E3® varieties through November 20, 2022. Comparisons are against Asgrow® XtendFlex® varieties and within a +/- 3 RM of the competitive brand. Product responses are variable and subject to any number of environmental, disease and pest pressures. Individual results may vary. Multi-year and multi-location data are a better predictor of future performance. DO NOT USE THIS OR ANY OTHER DATA FROM A LIMITED NUMBER OF TRIALS AS A SIGNIFICANT FACTOR IN PRODUCT SELECTION. Refer to [www.pioneer.com](http://www.pioneer.com) or contact a Pioneer sales representative or authorized dealer for the latest and complete listing of traits and scores for each Pioneer® brand product.

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