

Winter Issue 2021

SOUTH DAKOTA SOYBEAN LEADER

A publication of the South Dakota Soybean Association

2021 Winter Check-In

- ▶ Soy Industry News
- ▶ Legislative Update
- ▶ Five Ways to Strengthen the Family Business
- ▶ Midwest Agricultural Export Summit

generation
SOY

Do You or You and Your Neighbor Have 300+ Acres of Clean Farm or Pasture Land? Lease Us Your Land!



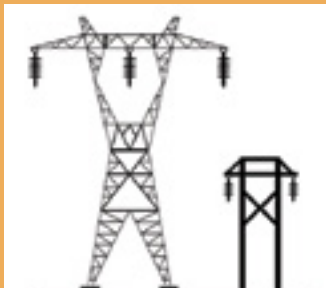
300 acres or more relatively level, clean farm or pastureland with a large transmission line crossing?

Lease Your Land for Solar Power Production

Extraordinary income to the right property owner(s)

If your property qualifies or your property along with neighbors qualify you may potentially receive long term income. (20 – 40-year lease)

\$800 - \$1200 Per acre Per year with incremental increases



Do You Have Power Lines Like This On Or Adjacent To Your Land?

- Can Not be Sub-Transmission Lines
- Must be Transmission Power Lines
- Must be 115 Kv to 345 Kv

Please Note the Four Essential Requirements Below

Transmission lines crossing or within 200 yards of property

300 or more acres (must be in recent cultivation or in pasture or clear open range)

No timberland or clear cuts

State or county maintained road bordering the property

CALL (828)-817-5400 or (828)-817-9101
Email Us at: InnovativeSolarFarms@gmail.com

Visit our website at innovativesolarsystemsllc.com to view recent projects



**SOUTH DAKOTA
SOYBEAN
ASSOCIATION**

President

Jordan Scott, Valley Springs

First Vice President

Jamie Johnson, Frankfort

Second Vice President

Kevin Deinert, Mount Vernon

Secretary

Derrick Scott, Geddes

Treasurer

Brent Greenway, Mitchell

Directors

- Jon Schaeffer, Viborg
- Jeff Thompson, Colton
- Chad Schooley, Castlewood
- Arne Harstad, Wilmot
- Josh Kayser, Emery
- Drew Peterson, Salem
- Jesse King, Toronto

Industry Representatives

- Kari Vander Wal, South Dakota Soybean Processors
- Joe Schefers, Bayer Crop Science
- Terry Schultz, Mustang Seeds
- Travis Bunde, Raven Industries
- Jeff Behrens, Pioneer

American Soybean Association

- Kevin Scott, Valley Springs
- Brandon Wipf, Huron

Editor/Design Director

Mariah Kessler, SD Soybean Communications Specialist

PRESIDENT'S OUTLOOK

By Jordan Scott, SDSA President



JORDAN SCOTT
SDSA President

ADVOCATING THE FUTURE OF OUR FARMS

My name is Jordan Scott, and I serve as President of the South Dakota Soybean Association (SDSA). I am a fifth-generation farmer that is lucky enough to farm with my parents just east of Sioux Falls near Valley Springs. We plant soybeans and corn in rotation and do not have any livestock unless you count two boys under three years old and a herd of stray farm cats. My wife is a nurse in Sioux falls at Avera and is the really hard worker in our family.

I have been aware of SDSA most of my life as my dad has been involved with soybean organizations for over 20 years. He is currently the president of the American Soybean Association (ASA), the national organization tasked with policy work on behalf of all U.S. soybean farmers. In 2017, I applied for and was selected as the ASA/Corteva Young Leader from South Dakota. The Young Leader program was a vital part of my leadership training, and the connections made through it are incredibly rewarding. If you or anyone you know is interested in being involved, I encourage you to consider this great program. As a result of being selected as ASA/Corteva Young Leader, I also received a Young Leader seat on the SDSA board of directors.

Many farmers I have spoken with believe they are a member of SDSA because they pay the checkoff; however, that is not the case. Since the soybean checkoff was created through legislation, checkoff monies may not be used to lobby or for membership in SDSA. The South Dakota Soybean Research and Promotion Council (SDSRPC) and SDSA are separate organizations with different boards and goals. The Soybean Association is a policy organization. We work closely under the South Dakota Soybean umbrella. The two organizations are most efficient and effective when working together to help soybean farmers

SDSA's current goals include growing our membership so we have a greater voice before the legislature and working closely with our D.C. Congressional delegation on national issues including EPA regulations and WOTUS, upcoming farm bill discussions, which will begin this year.

As a Young Leader, I was involved with lobbying efforts both in South Dakota and in Washington, D.C. Later, as an elected board member and now as president, I am much more involved with the policy work that SDSA is doing.

During the 2021 legislative session, I had the opportunity to testify before the House Ag Committee as a proponent of funding for the SDSU/School of Mines BioProducts Institute. This project will be a huge benefit to South Dakota soybean farmers and the world as they research new crop uses and streamline processes to bring them to the market quickly.

As a member of SDSA, your voice will be heard on important topics. Government policies have become increasingly impactful on everyday farming decisions, even since I started in 2017. They will continue to play a significant role in how we farm, and we would love for you to help us shape our messaging. To become a member and learn more about our organizations, please visit our website: www.sdssoybean.org/join ■

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.

www.sdssoybean.org | sdsa@sdssoybean.org

Comments and statewide news articles should be sent to the above address. Advertising space reservations must be made by the first of the month preceding publication. In consideration of the acceptance of advertisement, the agency and the advertiser must, in respect of the contents of the advertisement, indemnify and save the publisher harmless against any expense arising from claims or actions against the publisher because of the publication of the content of the advertisement.

Paying checkoff does not automatically make you a member of SDSA. SDSA has membership dues.

Advertising Information

Garrett Gross, AGE Media
(605) 251-6370 | garrett@agemedia.pub
www.agemedia.pub



SOUTH DAKOTA
**SOYBEAN
LEADER**

**WANT TO WIN
A \$100
TEXAS ROADHOUSE
GIFT CARD?**



**JOIN OUR
TEXT CLUB
TO GET THE
DIGITAL ISSUE
SENT RIGHT
TO YOUR PHONE.**

**TEXT SOYBEAN
TO 72727**

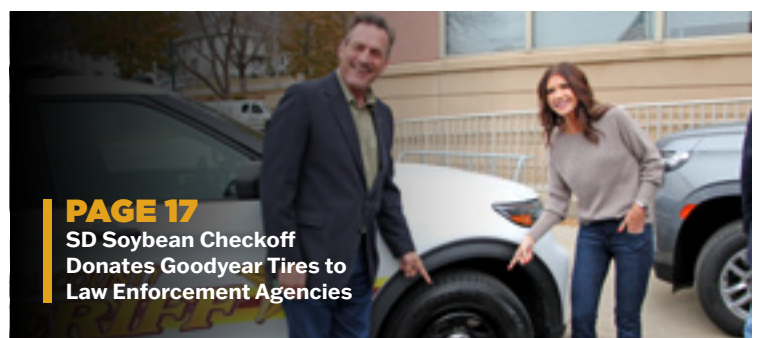
SDSL

SOUTH DAKOTA SOYBEAN LEADER

A publication of the South Dakota Soybean Association

Winter Issue 2021 | Volume 10 Number 4

- 3** President's Outlook
- 5** Letter from Your Chairman
- 6** Market Update
- 7** National Biodiesel News
- 8** Soy Industry News
- 10** SD Soybean Yield Contest Results
- 12** SDSA & Checkoff Feature
- 13** Letter from the Executive Director
- 14** Legislative Update
- 16** Five Ways to Strengthen the Family Business
- 17** SD Soybean Checkoff Donates Goodyear Tires to Law Enforcement Agencies
- 18** U.S. Meat Export Federation
- 20** Hungry for Truth
- 22** Midwest Agricultural Export Summit
- 24** SD Soybean Association Selects 2021-2022 Young Leader
- 25** Web Series Profiles SD Soybean Growers
- 26** 3 Things to Know About Farm Transitions
- 28** Soil Health
- 34** SDSA Membership: An Investment in the Future of Soybean Farming



PAGE 17

**SD Soybean Checkoff
Donates Goodyear Tires to
Law Enforcement Agencies**



THE CHECKOFF CREATES RETURN ON YOUR INVESTMENT

By Tim Ostrem, Chairman of the South Dakota Soybean Research and Promotion Council

I am Tim Ostrem, Chairman of the South Dakota Soybean Research and Promotion Council (SDSRPC), the board in charge of the South Dakota soybean checkoff. I farm with my brother and nephew between Centerville and Wakonda, South Dakota. My interest in serving on the SDSRPC began after participating in the checkoff's See for Yourself program for a tour to the Pacific Northwest (PNW). We saw how South Dakota soybeans move from local elevators onto unit trains and then to the west coast. Once they arrive at port, the soybeans are loaded directly onto ships for export. Exporting from the PNW is the fastest and most economical way for international customers to source U.S. soybeans.

Nine farmers serve on the SDSRPC. Each is elected to a three-year term, with a limit of three terms. Shortly after the See for Yourself trip, a council seat became available. I collected the signatures necessary to have my name placed on the ballot and was elected to the Council.

The soybean checkoff was created through federal legislation as part of the 1990 farm bill. The United Soybean Board (USB) oversees the national soybean checkoff. The board consists of 78 farmers appointed by the U.S. Secretary of Agriculture. South Dakota has four farmers serving on that board. USB retains one-half of soybean checkoff dollars collected nationally, and the other half goes to the state where the soybeans are grown.

Research has always been a priority for South Dakota farmers through their soybean checkoff, relying on the personnel and resources of South Dakota State University (SDSU) and other universities. The SDSRPC is a member of the North Central Soybean Research Program, a 13-state collaborative research and outreach organization that focuses on soybean farmers' interests and organizes research to leverage dollars and avoid duplication.

State and national projects range from production research to new uses. New uses include renewable diesel made from 100% soy oil, soy-based tires, printing inks, artificial turf, dietary fiber, lubricants, plastics, and more. The Council recently invested in the BioProducts Institute, a public/private research project developed by SDSU and the South Dakota Mines.

The SDSRPC directors continually debate which projects and activities will provide the best return on investment of your checkoff dollars. Promotion is typically a high priority since it helps drive demand for soybeans, and demand drives price. South Dakota farmers export about 65% of their soybean crop each year. We combine our checkoff dollars with other soybean-growing states to invest in the United States Soybean Export Council (USSEC) and World Initiative for Soy in Human Health (WISHH). These organizations engage with foreign buyers and users to promote the advantages of purchasing U.S.-grown soybeans.

We are also members of the United States Meat Export Federation (USMEF) and the United States of American Poultry & Egg Export Council (USAPEEC). Livestock is a tremendous consumer of soybeans, so promoting livestock worldwide increases demand for soybeans. There is satisfaction and reward in seeing the growth of uses and resulting demand generated by the checkoff. ■



TIM OSTREM
SDSRPC Chairman

THE RETURN OF VOLATILITY AND UNCERTAINTY

By Tregg Cronin, Grain Market Analyst at Halo Commodities

After a relatively sanguine market environment the previous 3-4 years, grain market volatility has roared back to life in 2020 and 2021. The increased volatility has brought with it uncertainty about every aspect of production agriculture.

Heighted volatility brings with it heightened opportunity, although not without heightened anxiety. Producers have watched grain prices rally in 2021, but so too have input costs, land prices, and equipment values. Much of the recent discussion has centered around inflation and the incredible amount of dollars circulating globally to try and speed the COVID-19 recovery. The quest for answers in the current ag economy has many looking back to the 1970s and 1980s for a possible roadmap moving forward.

There were two rounds of inflation surge in the 1970s and 1980s with the first peaking in November 1974/February 1975 at a 10-12% increase from the year before. The second surge came in April and June of 1980 at a 13-14% increase from the year before. To try and tame that inflation, the Federal Reserve raised interest rates, first to a high of 8.0% in 1974 and later to a high of 14.0% in October 1981 as evidenced by the discount rate for commercial banks. Retail rates to consumers were obviously much higher. The second round of interest rate hikes kicked off a long, steady decline in borrowing costs

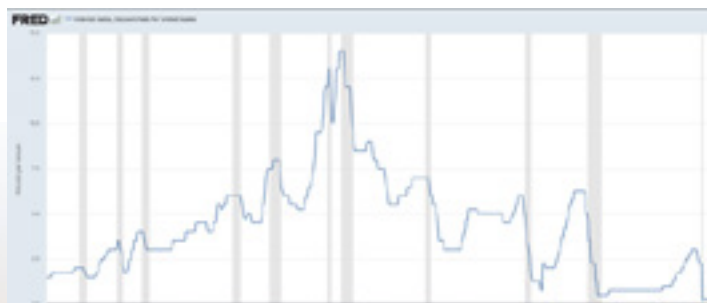
which didn't bottom out until after the Financial Crisis in January of 2010.

So how did grain prices fare during that timeframe? Spot corn prices peaked in October of 1974 at exactly \$4.00 per bushel before declining all the way to \$1.80 by August of 1977. During the second surge in inflation, corn prices peaked in December of 1980 at \$3.96 per bushel, beginning a decline until September 1982 at \$2.12 per bushel. Another rally in the summer of August of 1983 was short-lived before kicking off another selloff which didn't bottom until February of 1987. There were obviously a lot of other factors at play in the 1980s besides inflation and interest rates, but those certainly played an outsized role.



Inflation is still fairly mild compared to the 1970's and 1980's, although current inflation data has shown no signs of abating just yet.

Looking at the 1970s and 1980s would seem to suggest the inflationary aspect of grain prices could track broader inflation rather closely. By the time the Federal Reserve began raising interest rates to cool inflation, grain prices had already peaked and began pricing in the deflationary environment. I think this bout with inflation could pan out in similar fashion. Decisions made by Administrations and the Federal Reserve for the general public rarely have agriculture in mind. This time isn't likely to be any different. Producers need to be looking ahead and taking a proactive approach if history is to be any guide.



Borrowing costs are still incredibly cheap relative to history, although interest rates may not have to be as high as past inflation environments to inflict the same amount of financial stress.



BIODIESEL BLENDS BATTLE SNOW & ICE IN THE WINDY CITY

B20 POWERS CHICAGO PARK DISTRICT VEHICLES AS TEMPERATURES PLUNGE

December 15, 2021 | Source: National Biodiesel Board (NBB)

JEFFERSON CITY, MO.

With much of the country bracing for the onslaught of winter weather and the challenges it can bring, many fleets will power their diesel vehicles with biodiesel blends throughout the winter months, including the Chicago Park District (CPD).

Biodiesel blends up to 20% (B20), and sometimes even higher, are being used successfully throughout the nation, year-round. If properly managed, blends of ultra-low sulfur diesel and biodiesel of any feedstock can be used successfully in challenging winter climates.

“Here in Chicago, winter temperatures can drop to well below zero and we need to be sure our diesel vehicles operate smoothly even in extreme weather conditions,” said Mike Dimitroff, manager, Department of Cultural & Natural Resources, Chicago Park District. “The Park District uses a B20 biodiesel blend to fuel heavy pick-ups, stake trucks, forestry trucks, tower trucks and more, all winter. We take a few precautions to ensure smooth operation, just like we would do with petroleum diesel, and have had no problems.”

Since 2013, the Park District has powered its diesel vehicles and equipment with biodiesel blends, gradually increasing to an average year-round blend of 26% by 2020. The district uses biodiesel blends as high as 50% seasonally, in a variety of unmodified equipment ranging from lawnmowers to log loader trucks. In 2019, the Park District outfitted two refuse haulers with a biodiesel system made by Optimus Technologies to allow the use of 100% biodiesel (known as B100). The B100 fleet was recently expanded to include three bucket/tower trucks

All diesel fuel — including petroleum diesel and biodiesel — must be managed to ensure proper cold weather performance. Like petroleum diesel, biodiesel blends can be enhanced for cold weather performance using field proven additives and proactive tank management determined by knowledge of climatic conditions. These steps will ensure optimum winter operability as benchmarked by Cold Filter Plugging Point (CFPP) testing, which is the universal measurement of diesel fuel operability.

According to Dimitroff, the CPD takes several important steps to ensure optimal winter performance with biodiesel blends, including sourcing high quality fuel from a BQ-9000 certified supplier, ensuring proper blending, keeping water out of fuel storage and vehicle fuel lines, and using anti-gel additives.

“Biodiesel plays a key role in the CPD’s sustainability and carbon reduction goals,” Dimitroff added. “It’s one of the easiest things we can do to make a difference right now, lowering



emissions and protecting the health of Chicago residents. We’re proud of our work to continually increase biodiesel blend levels in order to achieve maximum clean air and public health benefits.”

As a biodiesel leader, the Chicago Park District is a member of the B20 Club, a partnership between the Illinois Soybean Association and the American Lung Association. It recognizes Illinois-based fleets committed to operating with biodiesel blends of 20% or higher, which B20 reduces carbon emissions by 14.8%.

“Biodiesel performs reliably in some of the coldest winter climates and is a proven carbon reducer,” said United Soybean Board Past Chair Dan Farney, an Illinois soybean grower. “Soybean farmers are proud of our early investment in biodiesel that has resulted in the high-quality, high-performing fuel for Chicago Park District and fleets throughout the nation.”

Made from an increasingly diverse mix of resources such as recycled cooking oil, soybean oil and animal fats, biodiesel and renewable diesel are better, cleaner fuels that are available now for use in existing diesel engines without modification. NBB is the U.S. trade association representing the entire biodiesel and renewable diesel value chain, including producers, feedstock suppliers, and fuel distributors.

NBB is funded in part by the United Soybean Board and state soybean board checkoff programs. ■





China Trade Team

S.D. Soybean Checkoff Hosts Tour for China Trade Team

South Dakota Soybean Checkoff brought a trade team from China to visit farms, elevators, and soy processing facilities down the eastern side of the state. South Dakota Soybean directors shared what harvest looks like on their farms and hosted conversations regarding agriculture, exports, and what the outlook may be for our industries.

SDSA Hosts Cropping Systems Bus Tour

SDSA hosted a cropping systems bus tour with a focus on soil health and conservation. Participants learned about a variety of no-till practices and could look at equipment up close on multiple farm tours. Interested in learning more about soybeans and soil health? Visit sdsoybean.org/topics/soil-health.



Kevin Scott, ASA President, invited the cropping systems bus tour participants to stop by his family's Valley Springs farm.

Uniting Ag Social

Farmers, ag industry folks, teachers, legislators, and more were welcomed to the Uniting Agriculture Social on December 8, at the Ramkota Event Center in Sioux Falls. Lieutenant Governor Larry Rhoden and Department of Agriculture and Natural Resources Secretary Hunter Roberts addressed the attendees and both presented awards.



The last six secretaries of ag attended the Uniting Ag Social.



LORIN PANKRATZ,
Soybean Dedicated & Distinguished Award



BOB GLANZER,
Soybean Advocate of the Year Award



BARRY DUNN,
Visionary Leadership Award



Kevin Scott, ASA President, attended the signing of the bipartisan infrastructure bill on Nov. 15

ASA Attends Infrastructure Bill Signing at the White House

ASA President Kevin Scott had a front row seat on the South Lawn of the White House as President Biden signed the highly anticipated Bipartisan Infrastructure Package into law on November 15. ASA was invited to attend the ceremony, and Scott joined a group of lawmakers, governors, mayors, business, and union leaders in D.C. for the bill's signing. Soy growers appreciate Congress and the president for working across the aisle to pass the bill, which will make much-needed investments in multimodal freight projects and updated safety improvements across the country. The bill should positively impact the competitiveness of soy and other agricultural products for years to come.

AgOutlook

The South Dakota Soybean Association hosted the AgOutlook Conference and Trade Show on December 9. Over 70 vendors had the opportunity to talk to farmers



about current and upcoming news, products, and technology. Attendees heard from three speakers throughout the event. Andrew Pritchard - Nutrien Senior Meteorologist "Understanding Disruptive Weather Patterns in Production Agriculture", VJ Smith - Inspirational Speaker "Richest Man in Town", and Tregg Cronin - DTN Progressive Farmer Analyst "Marketing 2021 - The Return of Volatility and Uncertainty"



New South Dakota Soybean Checkoff meeting room at the Raven Precision Agriculture building in Brookings, S.D.

Precision Agriculture

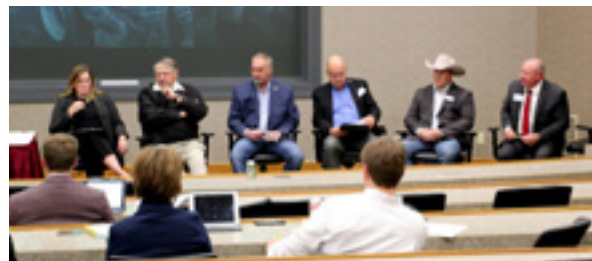
S.D. Soybean Checkoff directors attended the Raven Precision Agriculture ribbon cutting to debut the South Dakota Soybean Checkoff meeting room.

SD Soybean Program Manager, Bonnie Dybedahl,

ADVOCATES SOY AT LOCAL TRADE SHOWS

SD Soybean Program Manager, Bonnie Dybedahl, hosted a booth at Expo for Her in Sioux Falls. Attendees who stopped by the booth were able to engage in conversations about soybeans in food products and other unique uses. SD Soybean Checkoff brought dietitian Charlotte Rommereim to the show to demonstrate recipes and share the health benefits of soy. Soon after, Bonnie attended the GonnaGetWed Bridal Show in Sioux Falls. Attendees picked up a soy candle and engaged in conversations about soybean uses. Bonnie shared recipes and additional information about our the Hungry for Truth initiative.

SDSA Annual Meeting



SDSA meeting panel

The South Dakota Soybean Association met on December 8 to discuss policy and resolutions and hear a 2022 South Dakota Legislative Session Outlook. They also hosted a panel discussion with other S.D. commodity groups on "Creating Demand, Ensuring Our Future".



The South Dakota Soybean Association recognized and awarded the winners of the annual South Dakota Soybean Yield and Quality Contest.

2021 SOUTH DAKOTA SOYBEAN YIELD CONTEST RESULTS

NAME	AWARD	CATEGORY	COUNTY	BRAND	VARIETY	YIELD
Jerry Houslog	1st Place	Group 0 No-Till	Moody	Asgrow	AG09XF0	73.82
Mitchell McCranie	2nd Place	Group 0 No-Till	Brown	Asgrow	AG09XF0	72.94
Paul Voigt	3rd Place	Group 0 No-Till	Bon Homme	Asgrow	AG09X9	54.01
Adam Wiese	1st Place	Group 0 or 1 Irrigated	Moody	Pioneer	P09A62X	81.62
John Wipf	2nd Place	Group 0 or 1 Irrigated	Brookings	Channel	1619R2X	70.64
Aubrey Scherff	1st Place	Group 1 Non-Irrigated	Moody	Asgrow	AG16X0	84.22
Paul Scherff	2nd Place	Group 1 Non-Irrigated	Moody	Asgrow	AG16X0	84.13
Adam Wiese	3rd Place	Group 1 Non-Irrigated	Moody	Pioneer	P18A98X	79.96
Chuck Beving	1st Place	Group 1 No-Till	Clark	Pioneer	P11T55E	83.99
Garret Meier	2nd Place	Group 1 No-Till	Clark	Pioneer	P16T58E	76.01
Conrad Waldner	3rd Place	Group 1 No-Till	Beadle	Mustang Seeds Distributed by Legend Seeds	18X128	72.50
Rocky Schreurs	1st Place	Group 2 Non-Irrigated	Minnehaha	Apex Distributed by Mustang Seeds	AE2110	82.49
Harold Wipf	2nd Place	Group 2 Non-Irrigated	Hutchinson	Pioneer	P28A42X	80.71
David Rochel	3rd Place	Group 2 Non-Irrigated	Brookings	Asgrow	AG20X9	73.39
Doug Hanson	1st Place	Group 2 No-Till	Union	Golden Harvest	GH2818E3	84.21
Justin Reaves	2nd Place	Group 2 No-Till	Moody	Asgrow	AG20X9	80.03
Dean Bosse	3rd Place	Group 2 No-Till	Union	Golden Harvest	GH2922E3	74.33
Tonya Standy	1st Place	Group 2 or 3 Irrigated	Charles Mix	Asgrow	AG26XF1	108.82
Steve Hagena	2nd Place	Group 2 or 3 Irrigated	Turner	Pioneer	P28A42X	98.63
Jarrold Hagena	3rd Place	Group 2 or 3 Irrigated	Turner	Pioneer	P28A42X	92.18
James Hora	1st Place	Group 3 Non-Irrigated	Hutchinson	Pioneer	P31A95BX	70.72
Jon Schaeffer	2nd Place	Group 3 Non-Irrigated	Yankton	Pioneer	P31A95BX	62.77
Nicholas Kniffen	3rd Place	Group 3 Non-Irrigated	Bon Homme	Pioneer	P31A22X	62.66
Paul Voigt	1st Place	Group 3 No-till	Bon Homme	Asgrow	AG30X9	67.47
Brian Schmidt	2nd Place	Group 3 No-till	Turner	Asgrow	AG30XF1	63.24
Jay Kokes	3rd Place	Group 3 No-till	Charles Mix	Pioneer	P31A22X	60.16
Kory Standy	1st Place	MASTERS	Charles Mix	Pioneer	P28A42X	118.48

2021 SOUTH DAKOTA SOYBEAN YOUTH YIELD CONTEST RESULTS

NAME	AWARD	CATEGORY	COUNTY	BRAND	VARIETY	YIELD
Jackson Hauglid	1st Place	Group 0 or 1 Non-Irrigated	Moody	Integra	51629N	68.98
Myles Kokes	1st Place	Group 2 or 3 Non-Irrigated	Charles Mix	Pioneer	P21A28X	55.77

 Additional results are available online at: sdsoybean.org/programs-events/yield-contest

2021 SOUTH DAKOTA SOYBEAN YIELD CONTEST RESULTS

NAME	GROUP	AWARD	COUNTY	BRAND	VARIETY	OIL	PROTIEN	QUALITY/EPV
Paul Voigt	Group 0	1st Place	Bon Homme	Asgrow	AG09X9	19.9	34.8	174.7
Adam Wiese	Group 0	2nd Place	Moody	Pioneer	P09A62X	19	35.4	173.4
Thomas Hagedorn	Group 1	1st Place	Moody	NK	S13-E3	19.5	35.1	174.2
Richard Wiese	Group 1	2nd Place	Moody	Pioneer	P18A98X	19.5	34.7	173
Tim Hofer	Group 2	1st Place	Hutchinson	Mustang Seeds <small>Distributed by Legend Seeds</small>	27X827	19.3	35	173.2
Doug Hanson	Group 2	2nd Place	Union	Golden Harvest	GH2818E3	19.1	34.7	171.6
Paul Voigt	Group 3	1st Place	Bon Homme	Asgrow	AG30X9	19.6	35.7	176.4
Nicholas Kniffen	Group 3	2nd Place	Bon Homme	Pioneer	P31A22X	19.4	34.3	171.5

2021 SOUTH DAKOTA SOYBEAN YOUTH QUALITY CONTEST RESULTS

NAME	GROUP	AWARD	COUNTY	BRAND	VARIETY	OIL	PROTIEN	QUALITY/EPV
Jackson Hauglid	Group 1	1st Place	Moody	Integra	51629N	18.9	34.2	169.4
Myles Kokes	Group 2	1st Place	Charles Mix	Pioneer	P21A28X	20.3	33.2	166.4

*Estimated Processed Value (EPV) represents the sum of the values of a soybean's components (oil, protein, and hulls) and reflects market demand for those components



 Additional results are available online at: sdsoybean.org/programs-events/yield-contest



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

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

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

MISSION STATEMENT:

To improve the competitiveness and profitability of South Dakota soybean farmers through policy and education.



South Dakota Soybean Research & Promotion Council invests checkoff dollars in researching new production techniques, markets, and uses for soybeans that benefit South Dakota farmers.

SDSRPC's goal is to help South Dakota soybean farmers maintain their place among the most productive professionals in the world while helping develop new and increasingly profitable markets for their crops.

MISSION STATEMENT:

To enhance opportunities for South Dakota soybean farmers by investing checkoff dollars into marketing, research, education, and promotional initiatives.

We're working together and growing together to give the next generation every advantage. The South Dakota Soybean Research & Promotion Council represents the soybean farmers of South Dakota. We're joining forces to generate cutting-edge technologies, explore emerging global markets, and enhance the future for South Dakota soybean growers. Together, we're generation soy.

HOW SDSRPC AND SDSA WORK TOGETHER

By Jerry Schmitz, Executive Director of South Dakota Soybean

The South Dakota Soybean Research and Promotion Council (SDSRPC) and the South Dakota Soybean Association (SDSA) are two organizations with a shared goal—helping soybean farmers to be profitable and sustainable. Each plays a vital role in the future of the soybean industry by not only anticipating usage, practices, and policies but also creating an environment where increased production and utilization can flourish.

SDSRPC is a nine-member farmer board elected to manage South Dakota's share of soybean checkoff dollars. They continually look for ways to leverage your checkoff dollars to assist you in producing a high-quality, high-value product that is ever-increasing in demand for use in feed, food, fuel, fiber, and an endless list of industrial uses. Farmer ingenuity has been a tremendous asset in the journey to develop new products and uses. The concept for many soy-based products on the market today began as what-if discussions between farmer board members or was a suggestion offered by one of their neighbors.

Imagine a future where soy-based prebiotics and probiotics could be a part of animal feed rations to reduce the need for antibiotics. Or the potential for soy demand if those products could help to replace antibiotics in humans. Research indicates that soy improves heart health, possesses cancer-fighting properties, relieves sleep disorders, and may help manage diabetes. Utilizing soy to reduce dependence on antibiotics could be a huge driver of demand.

SDSA board is composed of twelve elected farmers and five appointed industry representatives. They share information with farmers and consumers about soybean production and the many products that include soy. Most board member time is focused on promoting soy products and usage at events and activities. SDSA received a two-year grant from NRCS to provide farmers with information related to sustainability, different types of tillage practices, and the benefits of soil health practices.

The most notable difference between the SDSRPC and SDSA is that checkoff monies cannot be used to fund lobbying or membership. Therefore, SDSRPC is prohibited from those activities but may use information gathered during research and statistical analysis to educate legislators and others.

SDSA can actively engage in policy discussion to influence policymakers on the local, state, and national levels. They have weighed in on discussions about wetlands, land usage, taxation, freedom to farm, inheritance, road use, livestock, drainage rights, crop insurance, CRP, and many others. In the future, they will actively lobby policies, including protection of personal electronic data, federal regulations, farm bill, and many others.

SDSRPC and SDSA working in tandem create a synergy to accomplish projects and promotions for the benefit of soybean farmers that would not exist by each acting on its own. They leverage the time and talents of their staff to achieve the goal of helping your farm to be more sustainable and profitable now and in the future.

Working together, listening to your interests and concerns, and keeping our eye on the prize will guarantee that we all have a very bright future. ■



JERRY SCHMITZ
Executive Director of SDSA
and SDSRPC

ALWAYS JUST A
CLICK AWAY FROM
THE LATEST SOY
RELATED NEWS
AND UPDATES.

STAY UP TO DATE
WITH US AT:

SDSOYBEAN.ORG

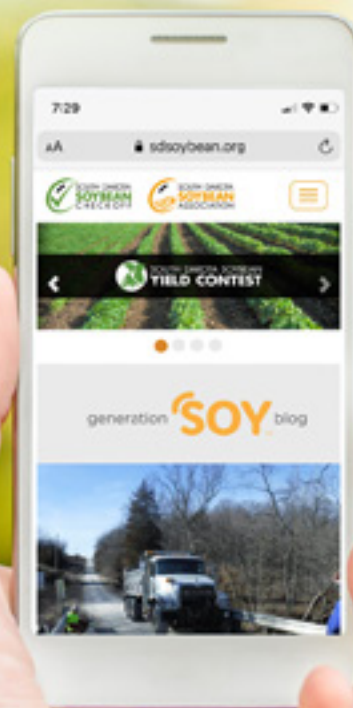
SOY TOPICS

PROGRAMS & EVENTS

NEWS & MEDIA

LEGISLATION

AND MUCH MORE



LEGISLATIVE UPDATE

It is a fact that South Dakota has a shorter soybean growing season compared to our midwestern neighbors. It is also a fact that South Dakota has one of the shortest and earliest legislative sessions in the country. While there may not be a correlation between the soybean growing season and the number of days that we meet in Pierre codified anywhere in our laws, I have to think it is based on the notion that we like to get a lot of work done in a short amount of time.

So, to what will we be paying attention to when our citizen legislators make the yearly pilgrimage to Pierre this coming January?

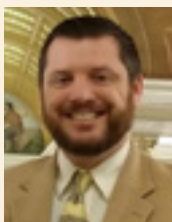
The first topic on everyone's mind is how the infrastructure bill will impact the ag community and how it will be directly implemented in South Dakota. This \$1.75 trillion act, while slender on direct farm aid, is aiming to revitalize rural communities by improving the agricultural transportation network, improve the national water infrastructure, and expand broadband connectivity and affordability in under-served localities.

The elephant in the room is how much does South Dakota get, and how will it be spent? That will be the major question this session, and we want to help supply those answers. While South Dakota will receive less money overall than most other states, we will actually receive one of the highest percentages of money per resident. South Dakota is set to get approximately \$2.8

billion total, with it being broken down as follows: \$1.9 billion for highways, \$225 million on bridges, \$124 million on public transportation, \$335 million on water infrastructure, and \$242.3 million on other projects. This comes out to approximately \$3.2k per resident. Again, our primary concern for the 2022 session is having a seat at the table during these spending discussions.

Outside of the Build Back Better Act, we have some home-grown issues on which to keep a weather eye. It is likely that someone will continue to bring pesticide and/or herbicide legislation relating to licensure, application, and effects on organic farming practices. There is also a discussion occurring at the Agricultural Land Assessment Implementation and Oversight Advisory Task Force regarding an "actual use" assessment on ag land as opposed to the currently used productivity value for taxation purposes. It is unlikely that the task force will recommend any specific changes to this format, but there could be some individual legislators that bring a bill to change assessment classification.

The primary objective we face each year is not only promoting our industry at each possible opportunity but making sure that policy discussions do not travel down dangerous paths. It is often the case that the success of a session is measured by how many bad bills are stopped as opposed to how many good bills are supported. ■



ABOUT JEROMY PANKRATZ

Jeromy joined Pankratz & Associates after spending 15 years in both public and private practice. After law school, Jeromy served as a judicial clerk for the First Circuit in South Dakota. As a private attorney, Jeromy started as a general practitioner with extensive experience in both trial and negotiations work and expanded into lobbying and public relations. During his time in private practice, Jeromy was the elected State's Attorney for Hamlin County. Jeromy also worked in Attorney General Marty Jackley's office, serving as the primary lobbyist for the office for six years. Jeromy now offers legal advice through Pankratz Law.

ENLIST POWER OF PION3ER.



What makes Pioneer® brand Enlist E3® soybeans different? Our knowledge of them. We've conducted hundreds of on-farm trials of Enlist E3 soybeans. Contact your local Pioneer sales representative to learn which variety works best for your operation.

Pioneer.com/DefeatWeeds



Varieties with Enlist E3® technology (E3): The transgenic soybean event in Enlist E3® soybeans is jointly developed and owned by Corteva Agriscience and M.S. Technologies L.L.C. The Enlist weed control system is owned and developed by Dow AgroSciences LLC. Enlist Duo® and Enlist One® herbicides are not registered for sale or use in all states or counties. Contact your state pesticide regulatory agency to determine if a product is registered for sale or use in your area. Enlist Duo and Enlist One herbicides are the only 2,4-D products authorized for use in Enlist crops. Always read and follow label directions. Consult Enlist herbicide labels for weed species controlled.

The transgenic soybean event in Enlist E3® soybeans is jointly developed and owned by Dow AgroSciences LLC and M.S. Technologies L.L.C.

Pioneer® brand products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents.™®SM Trademarks and service marks of Corteva Agriscience and its affiliated companies.© 2021 Corteva. 21D-1286

If you can smell it, it's too late.



Call today for conversation
without obligation.
712-336-0199

Text TSGC to 72727 to receive grain storage
tips and information.

Customized Grain Monitoring Systems

Tri-States Grain Conditioning, Inc.

Spirit Lake, Iowa TSGC@TSGCinc.com www.TSGCinc.com

FIVE WAYS TO STRENGTHEN THE FAMILY BUSINESS

By Amanda Radke, Ag speaker/ BEEF blogger

This past year has brought incredible challenges and hardships for people here and around the world, from isolation, to sickness, to depression, to loss of life, jobs, and opportunities.

Despite these hardships, what I've realized is it's even more important to rally together with our friends, neighbors, and peers in this agricultural community that we all love.

With that reminder, I also think it's important to tighten up and strengthen our farm operations. Tough times can be made even more challenging when family dynamics and unresolved conflicts create tension and vulnerabilities in the business.

SKM Associates, LLC, is a family business consulting company that offers advice for entrepreneurial families with multi-generations in the business, and I often reference their work for inspiration on what my family farm could do better in how we meet the needs of familial relationships while also strengthening the business we seek to grow and improve upon each year.

A recent article titled, "Challenges Can be Overcome in a Family Business", offers five things we can focus on to help our family business sustain themselves for the long haul — in good times and in bad.

1. RETENTION OF BOTH FAMILY AND NON-FAMILY TALENT

According to SKM, "Retention is nurtured through a level of trust, commitment to the vision, strong job knowledge, fair pay, a winning culture, and opportunity for growth."

2. WISE FINANCIAL MANAGEMENT WITH PATIENT CAPITAL

"Maintaining the concept of frugality allows the family, the business, and the ownership to be ready for the next opportunity and to weather the next downturn," says SKM.

3. OPENNESS AND TRANSPARENCY

"The family has a willingness to discuss sensitive issues with transparency and openness," they say.


4. EFFECTIVE STRUCTURES

SKM explains, "There is a commitment to systems, processes, and practices that provide the right structure for the family, business and customers."

5. INTENTIONAL DEVELOPMENT

"Families in business that are committed to the long haul, consistently and intentionally set aside time to discuss and revisit the first four themes so they can keep up with changes in the family, the business, and the ownership," they recommend.

As we evaluate this list, it may seem basic; however, an honest appraisal of the family ranching business may reveal we are all a bit rusty in one or more of these areas. Consider what you can implement in the next month and the next year, and get to work, for your future in agriculture and for the long-term success and sustainability of your family's multi-generational enterprise.



Amanda and her husband, Tyler, run cattle north of Mitchell. (Photo by Birdseye Imagery)



SD SOYBEAN CHECKOFF DONATES GOODYEAR TIRES TO LAW ENFORCEMENT AGENCIES

CHECKOFF TIRE DONATION HAS SHERIFF'S DEPARTMENTS RIDING ON SOY.

The South Dakota Soybean Checkoff is donating Goodyear soy-based tires to 50 South Dakota sheriff's departments, as well as to the South Dakota Highway Patrol and other state agencies. The partnership underscores the tire company's relationship with farmers and with first responders, according to Carly Bishop, government account manager for Goodyear Tire.

"Goodyear values our strong bond with law enforcement agencies because they've been a huge fundamental part of Goodyear's core values since the company was started," said Bishop. "We really want law enforcement officers to be on the best product with the best technology to make sure that they are as safe as possible in their jobs."

During a news conference announcing the donation, United Soybean Board Secretary and Toronto, South Dakota farmer, David Iverson, said the soy-based tires are another in a long line of bio-based products manufactured from soybeans.

"What a great win for all of us to have sustainably-grown product replacing petroleum," said Iverson, referring to soybeans, "a product that we grow a lot of here in South Dakota."

"The interesting thing is a lot of these ideas originate with farmers," said Jerry Schmitz, executive director of South Dakota Soybean. "They're the ones who have the ideas; they don't know how to accomplish them but work with companies like Goodyear and other industry partners to achieve the goal of new uses for soy."

To some in law enforcement, the relationship resulting in the soy-based tire donation goes beyond just saving money. "The partnership between Goodyear and the South Dakota Soybean Checkoff is awesome," said Mike Milstead, sheriff of Minnehaha County, during the news conference. "I can tell you my deputies appreciate it, I appreciate it, the citizens certainly appreciate it, because you saved us some tax dollars on buying tires."

Sheriff Milstead admits to being persnickety about the tires on Sheriff's Department cars, but that the donated tires fit the bill. "The [Goodyear] Eagle Enforcer All-Weather, they're pursuit-rated," he said, "but the other thing is, they're all-weather; it works for us in the winter, it works for us in the summer," meaning there's no need to change tires back and forth, depending on the season.

"It's a great way for us to see that our farmers support us and that we're able to support them," said Milstead, referring to the Soybean Checkoff donation and the protection of people and property in rural areas of South Dakota provided by the sheriff's departments, "because we're going to be the ones out there responding to calls in those communities."



"There is a cost savings, but the emotional boost for me and my staff," said Milstead, "that's also greatly appreciated."

A former South Dakota Soybean board member pointed out during the news conference that the use of soybeans in the manufacture of everyday items supports soybean demand. "We've all lived through tough years where prices were high and then prices were low," said South Dakota Governor Kristi Noem, who served in 2003 as South Dakota Soybean's Young Leader recipient. "Adding diversity to what we can use the products for stabilizes that and makes sure that they always have a price that will help cover the risk that they take every year when they go borrow money and buy seed and put it in the dirt and hope it rains and something grows."

While acknowledging that the tire donation is an assist to 50 South Dakota sheriff's departments, Governor Noem said the Goodyear tires made from soybeans are a benefit to farmers. "Adding this new market for what they do every day is incredibly important in making sure that they stay out there," said Governor Noem, "and they're able to raise their families here in South Dakota." ■



EXPORTING SOUTH DAKOTA SOYBEANS THROUGH U.S. PORK



In 2020 the value of pork exports to **South Dakota Soybeans = \$42.6 million**

(soybeans consumed by pork exports at average annual soybean price)

4.75 million bushels x \$8.98 per bushel

In 2020 pork exports accounted for **4.75 million bushels** of South Dakota soybean usage

In 2020 pork exports contributed **12% of bushel value = \$1.06** at an average price of \$8.98 per bushel

U.S. pork exports contributed **\$48.23 per South Dakota soybean acre**

at a yield of 45.5 bushels/acre in 2020



\$428 million

The projected market value of pork exports to South Dakota soybeans from 2021-2029

MARKET VALUE OF PORK EXPORTS TO U.S. SOYBEANS 2021-2029 (\$BILLIONS)





29.3%
of U.S. pork was exported



Pork exports were the **fastest growing category** of soybean meal use since 2015



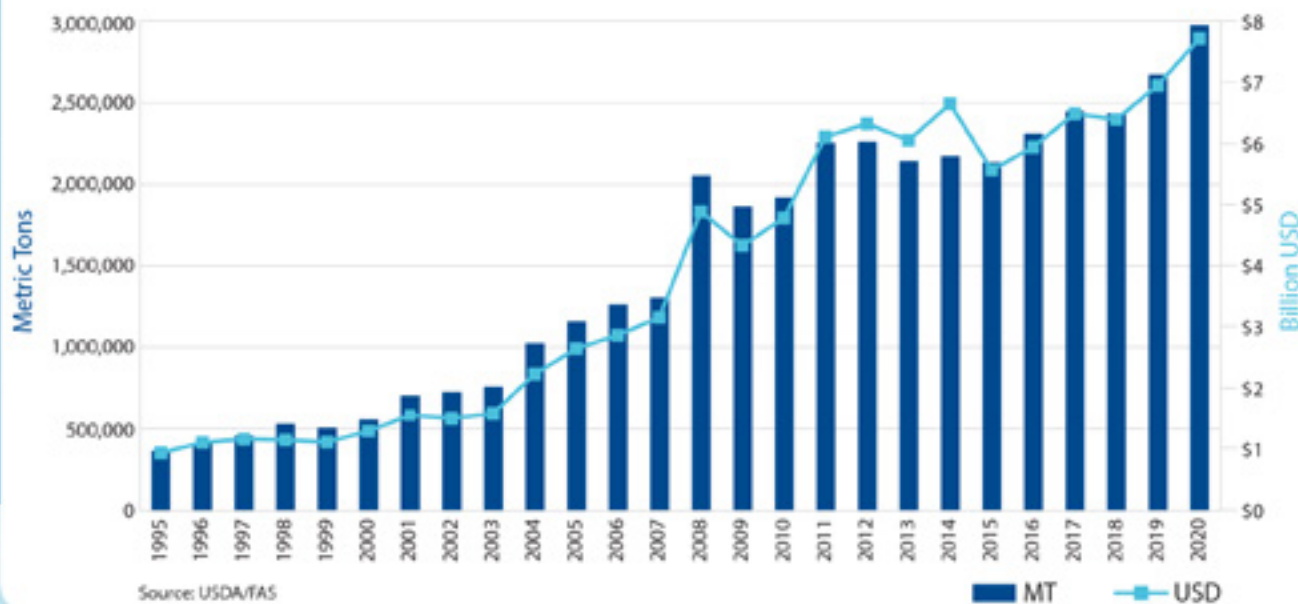
Pork export value equated to **\$58.65 per head** slaughtered (export value divided by 2020 commercial hog slaughter)



Pork exports accounted for **2.45 million metric tons** of soybean meal use, the equivalent of 103.2 million bushels of soybeans



U.S. PORK & VARIETY MEAT EXPORTS



“The soybean industry has been a solid partner in developing international markets for U.S. pork,” says USMEF Senior Vice President of Industry Relations John Hinners. “This support is critical to the export growth the pork industry has achieved.”



The U.S. Meat Export Federation (USMEF) is a non-profit trade association that works to create new opportunities and develop existing international markets for U.S. beef, pork and lamb. USMEF is a unique collaboration of nine distinct segments of American agriculture, joining together to implement successful marketing programs for U.S. pork, beef and lamb around the world.

U.S. Meat Export Federation
1660 Lincoln Street, Suite 2800
Denver, CO 80264
Tel 303.623.MEAT (6328)
Fax 303.623.0297
www.usmef.org



For more information about this independent study conducted by World Perspectives, contact John Hinners, Erin Borrer or Jessica Spreitzer.

Hungry for Truth.



MOM'S FAMOUS MEATLOAF

+ USING TECHNOLOGY TO GROW HEALTHY CROPS

The science of growing healthy crops and baking a world-class meatloaf couldn't be more different, but farmer Craig Converse of Brookings has a great recipe for both. Technically, he didn't create the meatloaf recipe. It's a family favorite straight out of his mother's kitchen, but he does use his background in agronomy and technology to grow the best soybeans to feed animals and people in South Dakota.

Craig is the third generation to work on their family farm, growing soybeans and corn with the help of his two sons. He lives in Brookings, but spends most days on the farm. Things have changed drastically since his grandfather bought the land in 1940, and a lot of it has to do with Craig. He uses his master's degree in agronomy from South Dakota State University to improve soil management and crop production plans for the farm.

According to Craig, there's no better way to enjoy the soybeans he grows than through home cooked comfort foods like meatloaf. Ingredients like milk, eggs, and beef all come from animals who eat soybeans as part of a healthy diet. Since Craig isn't an expert in the kitchen, his mom, Barb, has a recipe that keeps it simple and delicious. With only seven ingredients, her famous meatloaf is proven to fuel family time and conversations around the table.

MOM'S FAMOUS MEATLOAF

Hungry for Truth



Serves: 8 people

INGREDIENTS

- 1-1/2 lbs. ground beef
- 1 egg
- 3/4 cup milk
- 2-3 slices bread
- 1/4 fresh onion, chopped
- 1 tsp. salt
- 1 Tbsp. Worcestershire sauce
- Ketchup optional topping

INSTRUCTIONS

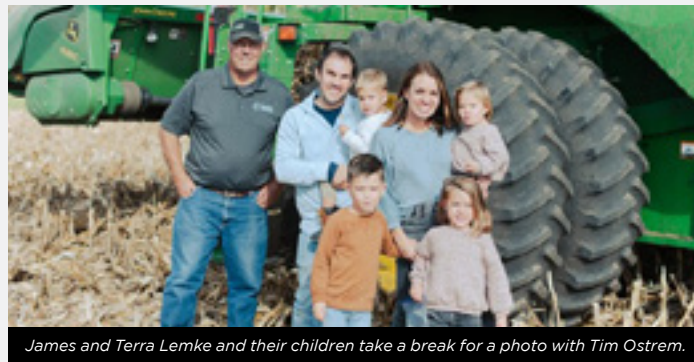
1. Preheat oven to 350°F.
2. Place ground beef in a bowl.
3. Combine egg, bread, and onion in a blender. Blend until somewhat smooth.
4. Pour mixture on top of ground beef.
5. Add salt and Worcestershire sauce. Mix all ingredients together by hand.
6. Pour into loaf pan and bake 1.5 hours.

 Find more recipes at hungryfortruthsd.com

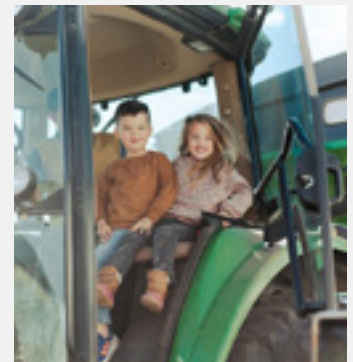
SOUTH DAKOTA INFLUENCER, TERRA LEMKE, TAKES TO THE FARM

Photos provided by Hungry for Truth

Having open conversations about food and farming with South Dakotans and the farmers who grow it is what we do. In fact, that’s what Hungry for Truth is all about. We had an exciting opportunity to connect South Dakota native, Terra Lemke, with Tim and Kari Ostrem of Centerville, South Dakota to chat about farming, harvest, and different farm technology. They spent a gorgeous afternoon together and Terra’s kids got to enjoy the intricacies of a farm operation. Today, Terra is sharing her perspective of her recent South Dakota farm visit.



James and Terra Lemke and their children take a break for a photo with Tim Ostrem.



Having both grown up in small towns in South Dakota, James and I feel it’s important for our children to learn about hard work, respecting others, and appreciating the land we live on. Today’s visit to the farm was all of this and more.

When we arrived at the Ostrem farm, we were immediately greeted by Kari, who was quick to take the kids to their family swing, which the kids absolutely loved. Soon after, we could hear the sound of a large semi-truck coming up to the farmyard with a load of corn. David jumped out of the semi-truck to meet us and talk to the kids. He showed the kids the grain auger, which Louis called, ‘a robot’. The kids were in awe watching the corn start under the semi and come up through the shoot and into the bins. I’m not sure we have seen all four of them that quiet in a long time!

After loading the corn into the bins, we all headed two miles north of the farmyard, where we met Tim and Greg. Greg pulled up in his tractor alongside the semi-truck and quickly invited me and the kids for a tractor ride. It was so fun watching the kids interact with Greg, asking him all the questions about the tractor, corn, and the technology inside the tractor. We learned that the weight of the corn for that pass was nearly 30,000 pounds.

Soon after, Tim pulled up in his large combine. Tim asked if we all wanted a ride, and I literally heard a ‘gasp’ of excitement from the kids. Without hesitation, we all climbed aboard. Tim explained how the combine used GPS systems that allowed him to push a button and the combine would drive itself. He explained how the augers tore up

the corn stalks and the importance of moisture for the stalks; and how a drought year can affect the maturity of his corn and yield. It was pretty incredible to see the amount of technology that was built into the combine.

Before our combine ride was officially over, Tim said he had a small treat for the kids, and they were so, so excited: SUCKERS!!

The kids (and adults) were so grateful for our experiences at the Ostrem farm. Before we even left, Louis said when he got home he was going to design his very own combine for our backyard; and would make sure he had all the technology that matched Tim, David, and Greg’s machinery from our visit.

Growing up in South Dakota, we know and hear about ‘South Dakota’ nice. Watching the Ostrem family connect with our children—sharing their time, passion, and treats—is helping us show our children the importance of hard work and respect. ■

Mothering two sets of twins keeps Terra pretty busy, can you say super-mom?! As a local to South Dakota, Terra has created a social media community around their family, while also juggling an insurance job. If you would like to learn more about Terra or follow along on their family adventures, connect with her via:



@the.house.of.twins



Terra Lynn

Find more stories at hungryfortruthsd.com

MIDWEST AGRICULTURAL EXPORT SUMMIT

Former Iowa Gov. Terry Branstad, multiple members of Congress, and numerous regional and national leaders in agriculture gathered on November 10 as Sioux Falls hosted the Midwest Agricultural Export Summit.

Hosted by the South Dakota District Export Council, the goal was to bring together regional policymakers and business leaders from various agricultural states and sectors to discuss ways to promote and increase exports.

“Farm and ranch politics are often regional rather than partisan, so an event like this enables dialogue about infrastructure investments, transportation issues and trade promotion activities,” said Luke Lindberg, former chief of staff and chief strategy officer at the Export-Import Bank of the United States, who now serves as Sanford Health’s executive director of global strategy, innovation, and world clinic.

“The South Dakota District Export Council is charged with increasing exports from South Dakota, and our organization knows that we must involve our neighbors to achieve success.”

Branstad, who also served as U.S. ambassador to China, began the day in a moderated conversation with Michelle Bekkering, director of national engagement at the U.S. Global Leadership Coalition.

“Most folks know of Terry Branstad as the governor of Iowa; however, I had the benefit of working with his team during his service as the U.S. ambassador to China,” Lindberg said. “Our farmers and ranchers are increasingly dependent on China, not only as an export market but also as a major producer of agricultural chemicals. Ambassador Branstad spoke to the challenges of navigating an increasingly distrustful U.S. and China relationship.”

Attendees at the invitation-only event also heard from a congressional panel that included Rep. Randy Feenstra of Iowa, Rep. Michelle Fischbach of Minnesota, and Rep. Dusty Johnson of South Dakota, moderated by Ken Barbic, head of policy government relations at Farmers Business Network. All serve on agriculture-related committees.

Another expert panel featured Kimberly Reed, former president and chairman of the Export-Import Bank of the United States; Ted McKinney, CEO of the National Association of State Departments of Agriculture and former undersecretary of agriculture for foreign trade and agricultural affairs; and Kip Tom, former U.S. ambassador to the United Nations Agencies for Food & Agriculture and chief of the U.S. mission to the United Nations. That conversation was moderated by Bill Even, CEO of the National Pork Board and former secretary of agriculture for South Dakota.

And Sen. John Thune of South Dakota closed the program with a fireside chat with Lindberg.

“We were fortunate to have an exceptional lineup of speakers with real experience getting the job done,” Lindberg said.



Luke Lindberg and Sen. John Thune (SD)

“Each speaker has directly impacted our ability to open new markets, expand agricultural exports and promote U.S. meats and grains around the world.”

“We were also fortunate to have Board Director Dawn Scheier from the South Dakota Soybean Research and Promotion Council attend the event. Dawn’s 4th-generation family farm in Salem, SD is a perfect example of who we are trying to reach.

The event drew agricultural policy and advocacy leaders from six states including South Dakota, North Dakota, Nebraska, Iowa, Minnesota, and Kansas.

“The future of family farms is directly tied to our ability to export,” Lindberg said.

“China is still a large importer of U.S. soybeans, but our farmers and ranchers are increasingly caught up in political gamesmanship lead by the Chinese Communist Party. We need to hold the CCP accountable to the commitments they made in the China Phase I trade deal. I’m proud to be working alongside Ambassador Branstad, Ambassador Tom, and Undersecretary McKinney and smart people like Deputy Secretary Steve Censky to accomplish this task. The best soybean market is one where our growers receive a paid a fair price for their beans. We need more free trade agreements to counter and hedge against Chinese influence in our agricultural markets.” ■



Michelle Bekkering, director of national engagement at the U.S. Global Leadership Coalition and former Iowa Gov. Terry Branstad



Left to right: Ken Barbic, head of policy government relations, Rep. Dusty Johnson (SD), Rep. Michelle Fischbach (MN), Rep. Randy Feenstra (IA)

SOUTH DAKOTA SOYBEAN ASSOCIATION SELECTS 2021- 2022 YOUNG LEADER



TANNER HENTO
2021-2022 SDSA Young
Leader

Tanner Hento of Avon, S.D. has been selected to represent the South Dakota Soybean Association (SDSA) in the 2021-2022 American Soybean Association/ Corteva Agriscience Young Leader program.

The Young Leader program—sponsored by SDSA, the American Soybean Association (ASA), and Corteva Agriscience—is a two-part educational program for individuals and couples with an interest in agricultural leadership. Young Leaders was founded in 1984 and continues to set the bar for leadership training in agriculture—identifying and training new, innovative, and engaged growers to serve as the voice of the American farmer.

Hento is involved in the family farming operation that began as a dream his great-great grandfather Jake had when he emigrated from Holland and arrived in America. As a fifth-generation farmer, he and his brother, Scott, raise soybeans, corn, and alfalfa.

“Farming has been embedded into my upbringing,” said Hento; however, returning to the family farm was not always part of his plan. Tragedy struck their family in December of 2012 when his father passed unexpectedly. He and his brother had to choose to return home to the family farm, leaving behind their careers and educational goals.

“The choice to come back was not difficult,” shared Hento, who holds a Bachelor of Science in Biology with a focus on Physiology and a Bachelor of Arts in English from University of South Dakota. “Rather, the memory of coming home the day after dad’s passing and seeing the farm was a memory I’ll always retain. The family farm brought instant peace and comfort in an otherwise terrible event.”

The brothers set out that spring without any guidance from older generations—something very rare in current farming culture. Hento said the experience kept them willing to hear new ideas and concepts—never shunting a practice simply due to it being out of their expertise. Since, their operation has made great strides. He said, “One of the most fundamental concepts I now believe in is that profitability is directly tied to resource stewardship.”



Tanner credits his wife, Sara, for playing a crucial role in their farming operation.

Outside of farming, Hento works 48 hours per week as an emergency medical technician for the Wagner/Lake Andes Ambulance, which is considered a “high-need” area, and serves as the president of the Avon Lions Club Chapter. He also enjoys working with students—specifically with local science fair projects that deal with soil fertility, drain tile, and an array of other agriculture-based studies. This involves allowing students to study on his land to further their knowledge of farming.

“One day, after I’m long gone, my goal is to be known as someone who led by example of what it means to be a farmer and was never afraid to help younger growers with questions,” shared Hento. “We have a finite amount of time on this earth and an even more limited amount of time to establish a reputation as a farmer. My passion for agriculture is a fundamental aspect of who I am.”

The lack of financial resources and incentives for young producers is one of the top issues in the soybean industry—and agriculture in general, according to Hento. “Although certain programs allow lower interest rates for young farmers, we need to make larger changes across the board. Incentivizing landowners to sell or rent their land to younger operators is something that needs to be incorporated in future farm bills. If we don’t invest in the youth of today, I truly believe agriculture is going to be paying a very heavy price in a very short amount of time as the average age of the American farmer continues to rise.”

Hento credits his wife, Sara, for playing a crucial role in managing their farming operation. “Even though she isn’t actively managing the operation or driving tractor, she provides support behind the scenes—supporting all my farming goals and dreams, running farm errands, preparing the farming books for taxes, and ensuring the household runs smoothly. In addition, she works full time as an Associate Attorney at KSB School Law out of Lincoln, NE.”

Although Hento is serving as the current Young Leader, he said he does not take the term “leader” lightly. “I really envision myself and my spouse as individuals with the long-term vision and knowledge to lead the soybean industry. Starting at the local level by bringing awareness to local growers on the issues facing soybeans and with an eventual goal of national government realizing the critical role agriculture plays in our country’s long-term success. That is not only something I want but something this country needs.” ■



CHECKOFF CHECKIN

WEB SERIES PROFILES SOUTH DAKOTA SOYBEAN GROWERS

SEEING THE BROADER PERSPECTIVE

By visiting different communities and lifting up the individual voices of producers across the state, the *South Dakota Soybean Checkoff Check-In* will celebrate the individuals and communities that have made agriculture the foundation of South Dakota's growth and prosperity.

"I think the value in sharing all of these stories is sometimes we become so involved in our own operations and businesses that we don't see the broader perspective and the many ways our farmers are leaders within their communities," says Jerry Schmitz, South Dakota Soybean Executive Director. "We want to highlight the strength and resiliency shown by producers across the state."

"We also want folks to gain an understanding of how the checkoff works," he adds, highlighting the various ways South Dakota soybean producers support demand for their product through the checkoff. "The checkoff has tremendous value, a very good return on investment and is helping growers achieve a more profitable future."

UNIQUE APPROACH WILL BRING AG NARRATIVE TO LIFE

Each installment of the web series will include three standalone segments:

- **Around Here**, which profiles an individual farm community and some of its strengths and challenges.
- **In the Field**, an in-depth look at an operation or two connected to that community.
- **Bean Market Insights**, which gives viewers a better understanding of new and emerging markets and how checkoff dollars are supporting demand.

A brand-new web series, the *South Dakota Soybean Checkoff Check-In*, launched in November and is now available to view online.

Sponsored by South Dakota soybean producers through the checkoff, the series is designed to showcase the many different ways agriculture—along with the growers who keep driving the industry forward—make a positive impact on communities across the state.

It also aims to educate producers and consumers alike on the new markets and demand growth currently being developed through checkoff efforts.

There will also be an emphasis on showing various approaches to the business of farming as seen across the state, putting a spotlight on the ag co-op model, diversified operations, soil health initiatives, and more.

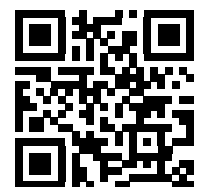
Schmitz is also eager to amplify the role women play within farming—one that has gone understated for far too long. "Something that really stands out for me is that there are women today who are leading the way, both in their operation and on the advocacy front," he says. "We've always known there are women in agriculture, but this is a great opportunity to share those stories."

Likewise, the role younger producers are playing on and off the farm will take center stage in the series. "You can't throw everyone into the same bucket," says Schmitz. "We really want to be able to highlight the diversity of operations across the state."

WATCH THE LATEST CHECKOFF CHECK-IN EPISODES

The first three installments of the *South Dakota Soybean Checkoff Check-In* highlight the rural communities of Mellette, Salem, and Mt. Vernon. New episodes will roll out in the coming months. ■

Scan this QR code to see the South Dakota Checkoff Check-in web series or visit bit.ly/SD-Soybean-Checkoff_Check-in



3 THINGS TO KNOW ABOUT FARM TRANSITIONS

(HINT: IT'S MORE THAN JUST HANDING OVER THE KEYS.)

An overwhelming majority of farms in the U.S. are family-owned, and most of those operations are transferred from one generation to the next. But passing on the reins to a farm operation is far more complex than giving the keys for the old family sedan to your oldest child.

It takes a fair amount of strategic planning and legal knowledge to execute a transition smoothly and set the next generation up for success.

Evan Schoenfelder, a 28-year-old producer from Dimock, South Dakota, can testify to the importance of approaching a transition with a proper amount of care and consideration. He farms with his father, Doug; his uncle, Ron; and his brother, Riley. They're still in the midst of transitioning the operation, but they have learned many valuable lessons along the way.

Here are three things you can do to plan for and execute a smooth transition of the family farm:



1. PLAN AHEAD FOR THE TRANSITION

A singular event transpired 25 years ago and helped set the course for the Schoenfelder family operation: Donald Schoenfelder, then only 62, decided he was ready to retire from the day-to-day business of farming.

His early retirement left the operation in the hands of his two sons, Doug and Ron, much sooner than had either had anticipated, but it also gave them an opportunity. The Schoenfelder brothers were forced to figure out the business of farming together, borrowing much wisdom from their father while putting some new practices and procedures in place.

Sometime within that process, they set up Schoenfelder Ag LLC to manage business operations, including commodity sales and expenditures. Years later, this limited liability company would provide a good framework for integrating Evan and, more recently, Riley into the operation.

"We thought the LLC really simplified the transition and buying-out process," says Evan, who now owns a minority share in the family operation and continues to buy additional shares each year. "The day-in and day-out of how the farm operates probably didn't change that much. Everybody still talks to each other; all decisions are made as a group."

Sometimes life events happen without warning, and you're forced to just roll with it. But if you do have the good fortune to plan out how a transition will take place, take advantage of it.





2. FOCUS ON FINANCIAL STABILITY

The biggest challenge a new producer faces in getting into the business of running a farm operation is on the financial side of things. You need sufficient equity to secure financing for equipment, inputs, livestock, and more.

Most young farmers, however, lack the capital or assets—chief among those being land, which commands a hefty price in today's market, to successfully jumping into a full-time operation without some additional off-farm income.

For Evan, the surest way to build equity quickly was to get into hog production. With a co-signature from his father (because, as he puts it, “Nobody in their right mind is giving a 20-year-old \$1.4 million!”), he secured financing for a pair of hog barns on a small corner of the Schoenfeld operation.

“It’s not fun,” says Evan. “Raising hogs, doing chores, pressure washing—it isn’t a heck of a lot of fun. But there is no better way to build equity in the ag industry at a faster pace.”

Evan has leveraged the sweat equity and financial success of his hog operation to begin buying into the row crop operation run by his father and uncle.

3. DIVERSIFY YOUR OPERATION

Just as putting up those hog barns helped Evan eventually buy shares in Schoenfelder Ag LLC, raising hogs now contributes to increased diversity and the financial stability it brings.

“You get a check every month,” he says, pointing out that this consistent income helps him manage day-to-day expenses and gives him greater leverage when seeking additional financing from the bank. “You have that cash flow, and you’re able to rely on it.” That, along with a rotation of row crops that includes corn, beans, wheat, and alfalfa, helps protect Evan from the volatility of commodity markets.

“It definitely hedges your risk substantially with having that many different parts of the operation,” says Evan. “It just protects you from the tough times.”

Particularly as you’re working through a transition—and until you’ve been able to amass sufficient capital—a diversified operation can shore up your ability to withstand fluctuating commodity markets, severe weather, and the like.

No Such Thing as the Right Time

There’s never a so-called “right time” to start planning the transition of ownership for your farm. That’s why it’s important to start now by having candid conversations with all involved in the operation and doing what it takes now to secure its financial stability far into the future. ■



**HEALTH PLANS FROM
PEOPLE YOU TRUST.**

SAVE OVER 35%

**TRUST GOES WITH THE
TERRITORY HERE.**

Introducing South Dakota Farm Bureau Health Plans, quality coverage for everyone, not just farmers. To get access to these savings, just join South Dakota Farm Bureau for \$60 a year.

 **SOUTH DAKOTA
FARM BUREAU®**
Health Plans

For a quote or to apply, visit:

LiveWellSD.com

LET THEM GRAZE

GRAZING CATTLE ON CROPLAND GIVES PRODUCERS FEEDING FLEXIBILITY, SOIL HEALTH BENEFITS

By Janelle Atyeo for the SDSA Soil Health Initiative



It turns out cattle can make you a better crop farmer.

Livestock have a symbiotic relationship with the land. They feed off of the lush, green cover and leave behind waste that provides nutrients for new growth. That's why integrating livestock is on the list of five principles for improving soil health¹.

Other principles have a more direct connection to soil: keep it covered, minimize disturbance, encourage plant diversity, and keep a living root in the ground. But livestock like cattle or sheep can do a lot for the critters underground—the earthworms and microbes that break down organic matter and keep soil porous and resilient. That can all translate to better crop yields.

One of the first worries farmers have about cattle on cropland is what those heavy hooves will do to the soil. Will compaction keep rain from soaking in? Prevent the next crop from establishing a good root?

Studies by the University of Nebraska-Lincoln² say no.

One study on the silty clay loam fields of eastern Nebraska found that 16 years of grazing corn residue after harvest didn't hurt soil properties or crop yields. In fact, soybean yields

improved by more than 3 bushels per acre after grazing, something the researchers said may be explained by an observed increase in microbial activity. In addition, cattle benefit your future soybean crop by eating volunteer corn seed, reducing the need for corn killer in next summer's spray tank.

Letting cattle chow down on crop residue may seem to conflict with another soil health principle: keeping the soil covered. But the Nebraska studies assured that's not an issue, either. Grazing should remove only about 15% of the residue cover, according to UNL experts. Nutrients remain in place, too. After 16 years, their studies measured no differences in soil organic matter. Most nutrients, such as nitrogen, potassium, phosphorus, and calcium, are put back onto the land as manure.

Growing a cover crop can provide several benefits for soil health. Not only does it provide more for cattle to eat when they're grazing after harvest, but it adds plant diversity and keeps a living root that feeds the below-ground livestock community.

For the cattle producer, the extra feed source is a major appeal. Producers can extend their grazing season by moving cows to corn stalks or cover crops after harvest. It gives pastures a rest and reduces the winter feed bill.

Among the dropped ears, cobs, husks and stalks, there's enough

nutrition for cattle to maintain a healthy body weight, at least early in the grazing period, according to an article by South Dakota State University Extension Beef Specialist Julie Walker³. Producers might need to supplement feed as cattle finish off the most palatable of the crop leftovers.

Growing up in Nebraska, Jamie Johnson's family always ran their Angus cattle on corn stalks after harvest. "It was just kind of less work if you let them feed themselves," she said. Now Johnson farms with her husband, Brian, and his parents, Alan and Mickie Johnson, near Frankfort in eastern South Dakota. The Johnson operation has long included cattle, but only in recent years did they start inviting the cows onto their cropland.

The Johnsons graze crop residue for different reasons than Jamie's family did when she was growing up. While they enjoy an extended grazing season and fewer chores like she did in Nebraska, the Johnsons are especially motivated by the soil health benefits of cattle on cropland. "They really do the work for you out there," said Johnson, who serves as first vice president on the South Dakota Soybean Association board of directors. They've already noticed an increase in organic matter, and that the fields need less fertilizer, Johnson said. Zone sampling their soils after harvesting this year, they determined they didn't need to add any P & K fertilizer. "That's super nice with input costs," Johnson said.

Before prices skyrocketed, the Soil Health Institute and Cargill did a survey of South Dakota farmers⁴ and found that soil health and nutrient management practices helped reduce fertilizer and amendment expenses by \$21.59 per acre for corn and \$7.30 per acre for soybean.

When the Johnsons give their grazing cattle supplemental feed, they do so strategically to help move the cattle and their manure around the field. They use a bale processor and lay the hay on a line across the stalks and move it 10-15 feet each time they feed. "You're distributing the organic matter evenly across the field," Johnson said.

For the last few years, the Johnsons have planted a cover crop of cereal rye on the coming season's soybean fields. Spring wheat acres are planted to a grazing mix that's especially palatable to livestock.

The Johnsons fly their cover crop seed onto their corn in August as the crop starts to mature. It can be tricky to apply it at the right time, Johnson said, so the seed falls through the tall corn crop and germinates.

This past year worked out perfectly. Because of the hot, dry summer, corn matured early. The earlier the cover crop is planted, the more time it has to grow lush and green before winter. And it turned out for the Johnsons that their rye went on just before it started raining—something of a miracle after a dry summer. "It looks fantastic," Johnson said. "The winter wheat is up and looks beautiful." Between the cover crops and winter wheat, over half the Johnson acres were green and growing well after fall harvest.

In mild winters, the Johnson cattle are able to graze until it's nearly time to plant. Last year, cattle were out on corn stalks until mid-March. Usually, though, they just aim to keep their cows grazing late into the fall before snow piles up.





“Our goal is always to get to Christmas,” Johnson said. “If we can get to Christmas, that’s a bonus.”

To avoid compaction issues, the Johnsons monitor field conditions and pull the herd if the ground gets too muddy. This fall, it rained before they moved their herd on to the rye, so they waited a week for the soil to absorb the moisture. If it’s warm and wet, the Johnsons pull the cattle, then return them to the field after a freeze firms up the land again. “You just have to be attentive to the soil in your field,” Johnson said.

After winter snow melts away, sometimes the herd is able to return to graze the spring growth. Then, soybeans are planted into standing rye. A couple days after planting, they spray the cover crop to terminate it and allow the beans to thrive. The Johnsons have been impressed by how the practices have helped production. “Even in a drought year, we still had excellent yields,” she said.

Cover crops for grazing count as another bonus. The dry year was hard on pastures, and hay production was not stellar, Johnson said. The rye helps fill in. “It’s kind of like an insurance policy almost, to have that in your back pocket,” she said.

There are some extra costs that go into Johnsons’ soil health practices. There’s the cost of cover crop seed, fencing, and water infrastructure. Cost share programs available through the Natural Resources Conservation Service (NRCS) helped the Johnsons get started. Now it’s just part of standard operating costs, Johnson said.

“Now the benefits outweigh the input costs,” she said, noting the options it provides for their farm and the resiliency they’ve seen come from it.

Others have recognized what the Johnsons are doing for their land. The family won the 2019 South Dakota Leopold Conservation Award. Earlier this year, Jamie Johnson was recognized with the Olin Sims Conservation Leadership Award from the National Association of Conservation Districts and NRCS. And in August, the family accepted the Environmental Stewardship Award for Region 7 from the National Cattlemen’s Beef Association.

It’s an honor to be recognized, but there’s always work to do, Johnson said.

“We’re always learning something new,” she said.

Even for operations without livestock, Johnson encourages farmers to partner with neighbors or look into a grazing exchange like that offered by the South Dakota Soil Health Coalition. She’s confident livestock producers will appreciate the reduced workload of having to feed cattle and haul bales - and they’ll appreciate healthier cattle, too. “Just let the cattle do what nature intended them to do,” she said. “Give them space and let them graze.” ■

SOURCES

- 1 farmers.gov/conservation/soil-health
- 2 cropresidueexchange.unl.edu/files/impact_of_cattle_on_cropland.pdf
- 3 extension.sdstate.edu/reduce-feed-cost-grazing-corn-stalks
- 4 soilhealthinstitute.org/wp-content/uploads/2021/04/Economics-of-Soil-Health-South-Dakota.pdf



Building Connections Soil Health Mentor Network

Giving Advice, Finding Solutions, and Building Connections for Healthier Soil, Healthier Crops, Healthier Livestock, and Healthier People.

South Dakota has a unique climate with a variety of ecosystems that encompass more than 800 different soil types, fluctuating precipitation, and geography as well as land uses. It can be challenging to successfully manage that landscape for healthy and productive natural resources with a positive bottom line. That's why a directory of agriculture and local foods producers throughout the state has been assembled with South Dakota people who are ready and willing to talk with other farmers and ranchers as they navigate through the process of building soil health and using regenerative practices.

"Building Connections" is a 40-page directory that lists volunteer mentors by county, giving their contact information along with a synopsis of their soil health building experiences. Some are using diverse crop rotations or full season cover crops. Others are experts in rotational grazing, multi-species livestock, no-till gardening, community gardening, or managing native grasses. The directory also lists contact information for natural resources management subject matter experts for advice on a one-on-one, personal basis. There are more than 120 mentors ranging from large operations to average size to small local producers or gardeners across South Dakota willing to share their knowledge experiences with others.

The Mentor Network is a free service available to anyone by contacting your local Natural Resources Conservation Service, Conservation District, the South Dakota Grassland Coalition or the South Dakota Soil Health Coalition.

A newly updated version of the "Building Connections" Mentor Network publication is now available. Request your free copy of the booklet today!

Natural Resources Conservation Service
www.sd.nrcs.usda.gov
(605) 352-1200

www.sdconservation.org
(800) 729-4099

www.sdgrass.org
(605) 280-0127

www.sdsolhealthcoalition.org
(605) 280-4190

**Mentor Network App
Coming Soon!**

USDA is an equal opportunity provider, employer and lender.

OPPORTUNITY FROM ADVERSITY

Farmers making plans for 2022 are facing some decisions they've not had to make in a very long time. Because of challenges getting necessary inputs like nitrogen fertilizer, farmers across the Midwest are reevaluating their planting intentions.

"Growers are having to make decisions that I haven't seen them have to make in a couple of decades," says Mustang Seeds CEO Terry Schultz. "Will I have the inputs I need to plant what I want to plant? There are things growers need to consider this year that we haven't had to look at in years."

Schultz says farmers are dealing not only with the high cost of fertilizer, but simply having it available in the spring to plant corn. The uncertainty of nutrient availability is prompting some farmers to adjust their plans for 2022.

"We're seeing growers switching to soybean acres more than corn, which puts even more demand on supplies of glyphosate and glufosinate," Schultz says.

Like fertilizer, supplies of glyphosate and glufosinate, the active ingredients in Roundup® and Liberty® herbicides, are tight. Global supply chain issues, a slowdown in production of glyphosate from China due to Beijing hosting the 2022 winter Olympics, and temporary shutdowns from U.S. production due to Hurricane Ida have combined to substantially limit availability.

Schultz says in recent years the market has shifted as growers use more glufosinate in triple stack varieties, like Xtendflex® or Enlist E3™ soybeans.

"There has not been enough worldwide ramp-up in production of glufosinate to catch up to the unexpected peak in the demand," Schultz explains.

The majority of glufosinate is produced outside the U.S.

"There might not have been enough supply in the first place, then all the supply chain issues just make it worse," adds Mason Roerig, Mustang Seeds soybean product manager.

CONVENTIONAL OPPORTUNITY

Without widespread access to glyphosate and glufosinate, Roerig says farmers will need to get creative in their weed management and herbicide plans. For some growers, planting conventional, non-GMO soybeans may be a good option.

"We've heard from ag retailers saying they've got a good supply of pre-emergence herbicides, and even some other post-emergence herbicides that could be used conventionally on soybeans to bridge the gap of having glyphosate and glufosinate limited in availability," Schultz says. "Growers should be looking at conventional, non-GMO varieties because they're already going to be treating their soybeans that way. Growers can capture a pretty healthy premium if that's the route they end up going."

Schultz says growers could realize as much as a \$2 per bushel premium for conventional soybeans.



"It's an option for growers if they are making that input and chemistry decision. It's really something they need to look at because they could potentially help the profitability of their farm that way," Schultz contends.

Farmers can save some money on seed by not planting traited varieties if glyphosate and glufosinate aren't available for them to use. Mustang Seeds has a range of high-yielding, conventional soybean varieties.

"These are products that we have in our research trials that are high yielding, conventional lines of soybeans, so growers aren't going to be sacrificing any yield," Schultz says.

Roerig says controlling weeds like kochia and waterhemp is a consideration for farmers regardless of what type of soybeans they plant.

"As long as they can control weeds in their field, farmers should at least sit down and consider the options of what this year could bring," Roerig says.

"If they get to that juncture in their input buying decisions, growers need to know there's another option for them to look at in order to get a premium for their farm," Schultz says.

To learn more about Mustang Seeds soybean varieties and options, talk to a local dealer or visit mustangseeds.com. ■



To learn more about what Mustang Seeds has to offer, visit www.mustangseeds.com.

SUPER SPROUTS

SPONSORED BY THE SOUTH DAKOTA SOYBEAN CHECKOFF

MEET SPROUT, THE MASCOT FOR THE SUPER SPROUTS EDUCATIONAL PROGRAM. SUPER SPROUTS AIMS TO PROVIDE AT HOME EDUCATIONAL ACTIVITIES FOR CHILDREN OF ALL AGES. SPROUT'S GOAL IS TO ENSURE EVERYONE KNOWS ABOUT THE SUPERPOWERS OF SOYBEANS!



SOYBEAN SUPER STORY

Instructions: Complete this super story by filling in the blanks!

Soybeans are in the world all around us. People, animals, and even machines use and consume products made from soy. You may eat _____ or drink _____ in your school lunch which can contain soy. Your pet _____ and your pet _____ may have soy in their food too! Oil removed from soybeans can be used on roads which _____ drive on. The _____ you take to school may even have soy tires! The _____ & _____ you use in school might have soy in their ink or wax. Soy truly is all around us! It's a _____ & _____ crop!

(food) (drink)
(animal) (animal)
(vehicle) (vehicle)
(school supply) (school supply)
(adjective) (adjective)

WANT MORE FUN? SHOW US YOUR ANSWERS!

SOYBEAN SWAG GIVEAWAY

With your parents help, complete this page and send a photo to mkessler@sds soybean.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 super story will be sent a super special soybean item! Entries must be received by February 11, 2022 to be eligible.



INVESTING CHECKOFF DOLLARS

HAVE FUN AND BE SURE TO ENTER!



SDSA MEMBERSHIP: AN INVESTMENT IN THE FUTURE OF SOYBEAN FARMING

By Drew Peterson, SDSA Director, District At Large, 2019-20 Young Leader

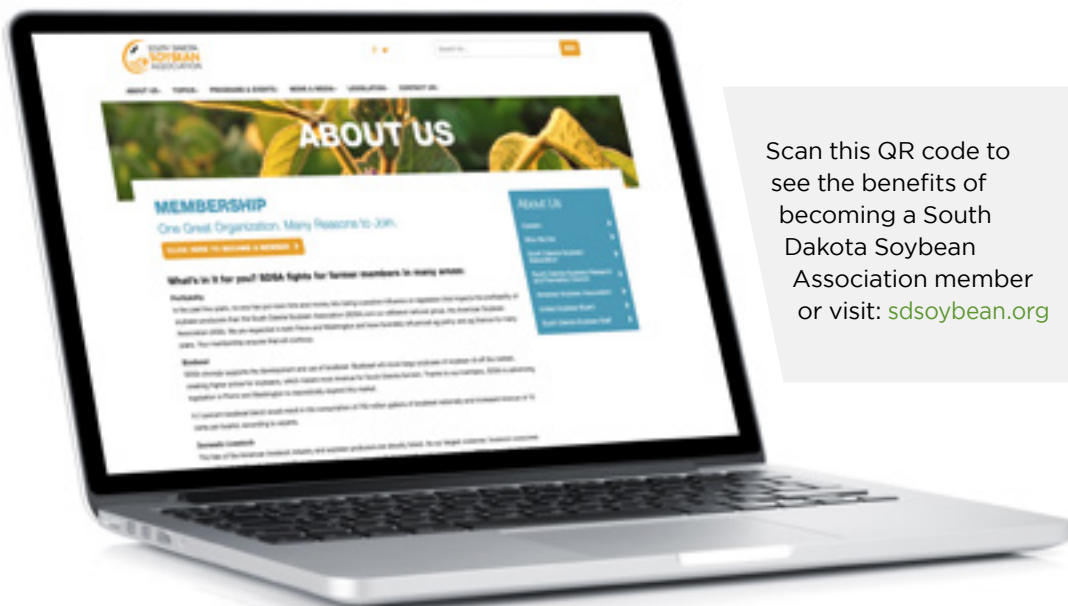


DREW PETERSON

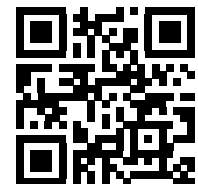
These are volatile, exciting, and sometimes scary times depending on whose ideas you hear that want to shape our farms and the way we farm them. Take some relief in knowing that the South Dakota Soybean Association is working with our political leaders to both enhance and protect what we do on the farm.

While our elected officials can't talk to every farmer on every issue, they do talk to us at the South Dakota Soybean Association. As farmer directors, we are all soybean farmers. We meet in person, over Zoom, and on the phone with political leaders and their staff to work through policy issues and how they affect us. Our voice as soybean farmers is heard, and it helps those in office better serve and advocate for all of our soybean farmers. We are their constituents, after all!

Member dues are a large part of the funds that we use to advocate for farmers on important issues at the local, state, and national levels. If you haven't done so, please consider becoming a member of the South Dakota Soybean Association, and help us advocate for you. ■



Scan this QR code to see the benefits of becoming a South Dakota Soybean Association member or visit: sds soybean.org





ALWAYS HERE. ALWAYS CARING.

For over 100 years, De Smet Farm Mutual has been helping to protect what we all love about South Dakota.

In good times and bad, we have remained committed to serving the families, farmers, and ranchers in this great state — providing the most progressive insurance policies and offering bundled plans that save you money and give you peace of mind.

While it may take some time to recognize our new look, you can have confidence that the values our company was founded on are stronger than ever.



FARM & RANCH



HOME



AUTO

SIGN UP FOR A FREE HITCH PIN!

Scan the QR Code or visit the website below, submit the online form and watch your mailbox!

www.DeSmetFarmMutual.com/soybean



(605) 854-3337 | www.DeSmetFarmMutual.com





(YOU)

You just increased your sales
to Egypt 708%. Bon voyage.

All soybean farmers, including you, have been busy racking up big sales with export markets. 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.



Moving Soy Forward.
Moving You Forward.

