

# THE NORTH DAKOTA Soybean GROWER MAGAZINE

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# Legislature funds many ag priorities

Given the looming budget constraints brought about by reduced commodity prices, including oil, North Dakota

legislators entered the 64th Legislative Session facing a sizable anticipated drop in revenue. Given that backdrop, funding and support for agriculture research and education in the next biennium fared about as well as most people in the industry could have hoped.

House Bill 1020 contains funding for agriculture research and North Dakota State University (NDSU) Extension Service. Priorities for those areas are set by farmers on behalf of all the state's agricultural interests through the State Board of Agricultural Research and Education (SBARE). SBARE is composed of 16 people, representing the state's diverse agriculture industry, and is responsible for budgeting and policy-making associated with the supervision of the North Dakota Agricultural Experiment Station and NDSU Extension Service. SBARE provides the legislature with a list of funding priorities for consideration.

"Growers decide what the priorities are, which makes our job easier," says Sen. Bill Bowman of Bowman, North Dakota. Sen. Bowman is vice chairman of the Senate Appropriations Committee and led the Senate's conference committee for House Bill 1020. "They (SBARE) spend the time researching the priorities, so we, as legislators, can rely on their expertise."

Prioritization of funding may have been simplified, but deciding how much could be funded was

not. Priority needs that were supported included construction of a new Veterinary Diagnostic Lab at NDSU in Fargo, local cooperative land acquisitions for the Langdon and Dickinson research extension centers (RECs), positive critical revisions for the REC's equipment-funding process, seed cleaning equipment at the Carrington and Minot RECs, an agronomy lab funding agreement for Streeter's Central Grasslands REC, bioinformaticists and technical support, and precision ag needs.

The bill also contained ongoing operational budgets for the main research center in Fargo; the branch research centers at Carrington, Dickinson, Hettinger, Langdon, Minot, Streeter and Williston; NDSU Extension Services and others.

"I'm really pleased with the outcome of the bill," adds Rep. David Monson of Osnabrock, North Dakota. Rep. Monson chaired the House Appropriations Education and Environmental Division sub-committee of the House Appropriations Committee. He also chaired the conference committee for House Bill 1020. "Being a farmer and a long-time legislator, I have a soft spot for farming. I think we did a pretty good job on the bill."

A highlight of the bill is funding for a new Veterinary Diagnostic Lab at NDSU in Fargo. Listed as SBARE's top priority, legislators fought to fully fund the facility's construction in a time of

diminished revenue.

"Funding for the Vet Lab was the number one priority," Sen. Bowman says. "We had to work extremely hard to get it through because of the numbers, but with the outbreak of avian influenza, we needed to do it."

"It's spectacular that the legislature was able to fund the Veterinary Diagnostic lab all at once because it's desperately needed," adds Scott Rising, legislative director for the North Dakota Soybean Growers Association (NDSGA).

After negotiating through the end of the legislative session, the conference committee was able to come up with a measure that supported as many priorities as possible.

"We knew oil was under pressure, and with prices dropping, we knew we'd be hitting some triggers," adds Rep. Monson. "We didn't want to make commitments

we couldn't keep. In the end, we didn't have to trim as much as we initially planned."

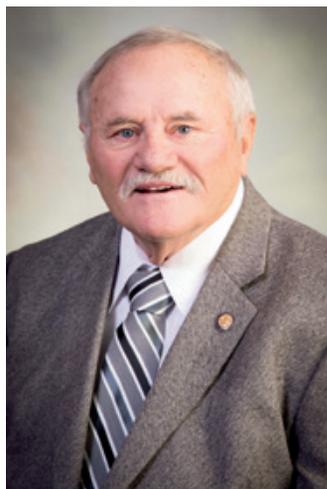
Because the SBARE funding priorities come from the state's producers, groups such as the NDSGA give SBARE its support.

"We work hard to support whatever SBARE puts forward," Rising adds. "It's key that the SBARE list identifies prioritized needs. Any 'wants' are way down the list."

Both Sen. Bowman and Rep. Monson understand the importance of supporting agriculture, whether it's focused on crops or livestock.

"If we're going to invest, agriculture is the best investment," says Sen. Bowman. "Oil and our other industries are important, but investing in agriculture is best."

"Both Sen. Bowman and I have our hearts in agriculture, and try to do the best we can for both crops and livestock," Rep. Monson explains. "We also recognize the importance of conducting research and getting it into the hands of people through Extension."



Sen. Bill Bowman



Rep. David Monson

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# O n the cover

Potential customers learn more about using soybean meal as a feed ingredient at the Northern Crops Institute (NCI) Feed Production Center. Dr. Kim Koch, feed center manager, speaking, gives a group from Vietnam, Thailand, Sri Lanka and Indonesia an overview of the facility's operations.



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# Trade agreements are key to market access

Of all North Dakota crops, soybeans are among the most widely exported. Nationally, soybeans are the largest

agricultural export commodity.

Getting those soybeans to markets around the world takes more than just infrastructure and logistical choreography. In most cases, the markets opened because of trade agreements. Farmers owe much of their market access to negotiated agreements.

“It’s tough to overstate the importance of trade to the industry,” says Patrick Delaney, policy communication director for the American Soybean Association (ASA). “We rely on a full range of trade agreements with other countries around the globe to ensure we maintain our role as the leader in agricultural trade here in the U.S. and worldwide.”

Agreements such as the North American Free Trade Agreement (NAFTA) and recent treaties with Panama, Colombia and South Korea were the result of long

and often arduous negotiations. According to the USDA Foreign Ag Service, from NAFTA’s 1994 enactment to 2014, Mexico alone imported more than \$200 billion in agricultural products, including \$21 billion in soybeans. Trade negotiations are still occurring as the United States works to solidify mutually beneficial trade relationships.

“If we don’t have trade agreements in place, we don’t have a seat at the table,” adds Valley City, North Dakota, farmer and ASA director Monte Peterson. “Without them, we can’t begin to do what needs to be done to gain market access. It’s all about competition for that access. Without policies in place, we may not be able to even discuss what we have to offer.”

## Trade Promotion Authority

Congress approved and the president has signed fast track, or

Trade Promotion Authority (TPA), giving the administration the power to negotiate trade agreements.

Congress must still approve or disapprove any agreements, but it cannot make amendments or filibuster. This TPA authority is granted by Congress and has been in place off and on since the mid-1970s. Authority had expired, but legislation restoring TPA was approved in June.

“TPA enables our negotiators and their foreign counterparts to get the best offer and the best agreement as quickly as possible. Without TPA, each trade agreement would potentially be subject to agreement-derailing amendments from all 535 members of Congress,” Delaney says.

TPA was a priority issue for ASA during the 114th Congress.

## Trans-Pacific Partnership

The Trans-Pacific Partnership is a multinational agreement being hammered out among 12 countries: Canada, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, Japan, Australia, Mexico, Vietnam and the United States. The agreement would deepen economic

ties among the nations and would reduce, or even remove, some tariffs. There are concerns about agricultural trade, particularly livestock, which is a vital industry to soybean farmers.

## Transatlantic Trade and Investment Partnership

The Transatlantic Trade and Investment Partnership, or TTIP, is a proposed free-trade agreement between the United States and the 28 member nations of the European Union (EU). The agreement would foster free trade, reduce tariffs and potentially reduce trade barriers. EU members have typically had concerns about biotechnology and sustainability. Negotiations for this agreement began in 2013, but Delaney says that final agreement is not imminent because discussions are in their early stages.

Not every agreement is a direct win for soybean farmers because trade involves multiple, sometimes competing industries. As Peterson adds, getting a foot in the door is the first part of the trade equation. “It’s not all about getting the first deal done,” he says. “It’s also important to maintain customer confidence.”

“Without policies in place, we may not be able to even discuss what we have to offer.”

# I always like this time of year.

Combines are moving through the small grains and usually the weather is nice. During this time, soybeans can also see an increase in yield potential with timely rains and continued good growing conditions.

With soybean harvest nearing, it is important that we take a closer look at where the majority of our state's soybeans end up. Most of our soybeans are exported, with the majority being transported by rail to the Pacific Northwest and shipped to Asian countries.

The North Dakota Soybean Council does a great job promoting our soybeans to our top customers who use the commodity for animal feed and food products. Buyers around the world have many options when sourcing soybeans, so market promotion and customer service play key roles in maintaining current market share and in

opening up new opportunities. The Council actively does this by visiting customers overseas to promote our crop and address their concerns. Promotion efforts also include bringing buyers here to North Dakota to see soybean production firsthand.

The North Dakota Soybean Growers Association (NDSGA) and the American Soybean Association (ASA) work together effectively when it comes to opening up new market opportunities. Effective trade policy and trade agreements are a productive way to gain new market share and to provide fair trading opportunities. This is why we work with U.S. policy makers to create trade policy that benefits North Dakota soybean growers. The steps that we have taken as an association to promote more trade agreements will only help our

bottom line as farmers. If we have the chance to sell our soybeans to more markets in the future, it will help with our state's ability to grow and sell a good product.

As farmers, it is important to invest in being a member of the North Dakota Soybean Growers Association so we can have the opportunity to expand our trading ability. With all of our efforts combined, we can deliver a high quality product to an expanding demand.

I encourage each and every one of you to consider a membership in our organization to help enhance our ability to expand North Dakota soybean markets wherever in the world they may be.

I wish you all a great end of summer season and look forward to a successful and safe soybean harvest.



**Craig Olson, President  
North Dakota Soybean  
Growers Association**



## Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: \_\_\_\_\_  
 Spouse: \_\_\_\_\_  
 Date of Birth: \_\_\_\_\_  
 Farm/Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 County: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Cell: \_\_\_\_\_  
 Email Address: \_\_\_\_\_

Occupation (Please check all that apply)  
 Farmer     Retired     Agribusiness  
 Finance     Elevator     Other

Do you currently grow soybeans?  
 Yes \_\_\_\_\_  No \_\_\_\_\_  
 Soybean Acres: \_\_\_\_\_ Total Acres Farmed: \_\_\_\_\_

Do you raise:  
 Cattle     Hogs     Poultry     Dairy

How did you hear about NDSGA? (Please circle one)  
 Recruited in person; Recruited by phone, Magazine;  
 Internet; Mailing; Radio; Event; Other

3-Year Membership \$200     1-Year Membership \$75  
 Check enclosed (please make checks payable to NDSGA)  
 Credit Card: Visa / MasterCard / Discover / American Express  
 Card Number: \_\_\_\_\_  
 Expiration Date: \_\_\_\_/\_\_\_\_ CVC: \_\_\_\_\_  
 Name on Card (Please print): \_\_\_\_\_  
 Signature: \_\_\_\_\_

Mail application with payment to:  
 North Dakota Soybean Growers Association  
 1555 43rd Street S., Suite 103  
 Fargo, ND 58103



# Valley City Farmer is **BULLISH** ~ on ~ **BEANS**

**M**onte Peterson's farm fields south of Valley City, North Dakota, once produced wheat and barley with a

few acres of corn and sunflowers thrown in for good measure. Now, his prairie fields atop the banks of the Sheyenne River are largely dedicated to corn and soybeans, reflecting the growing demand for and production of those crops.

Peterson has both witnessed and participated in the growth of soybean acres in North Dakota.

Once he graduated college in 1980, Peterson came back to the family farm. With farm help from his brother, his father in law and another employee during the last several years, Peterson found time to give back to the promotion of the soybean industry.

## Remarkable growth

As disease issues began to take their toll on staple crops such as wheat and barley in the mid-1990s, growers like Peterson began to mix more soybeans into their rotation in order to break the disease cycle. Thanks to improved equipment and genetics adapted to North Dakota's growing season, soybeans did more than offer farmers an alternative; they thrived.

"The soybean industry has evolved in North Dakota, and it's been exciting to witness the growth to 5.9 million acres last year," says Peterson. "There are many reasons for that growth, but economic

competitiveness is a vital reason."

Having served on the North Dakota Soybean Council (NDSC) for 7 years, Peterson has more than casual knowledge about the state's soybean industry. His initial focus was on research, serving as the research committee chair and representing North Dakota on the North Central Soybean Research Program. When he was first elected to the NDSC, soybean acreage across the state was about 2.5 million acres. By 2014, the total acres planted topped 5.9 million acres.

"It was exciting to see the expansion of soybeans, and being part of that process was encouraging and

rewarding," Peterson adds.

From 1980 to 2014, North Dakota's soybean acreage grew an amazing 579 percent. That expansion may not be finished. As global soy demand multiplies, so does the potential for the state's farmers to add even more soybean acres to their rotations.

"We currently have about 22.8 million acres of crops planted in North Dakota, and about 25 percent of that is in soybeans," Peterson explains. "It's possible we could go to 10 million acres or more."

Peterson says that he is encouraged to see ADM retool its processing plant in Enderlin, North Dakota, to crush soybeans. It's also good news for the state's soybean farmers that Ag Processing, Inc.



## Congratulations!



Bob Runck, Jr., Casselton, N.D., recently retired from the North Dakota Soybean Growers Association (NDSGA) Board of Directors. He received a plaque commemorating his service from Craig Olson, NDSGA president.

(AGP) intends to build a soybean-processing facility somewhere in the Dakotas, reflecting the increased soybean availability and demand. The additional processing will also help capture more soybean value close to home.

### Policy focus

After retiring as chairman of the NDSC board, Peterson began a

new challenge as the state's second American Soybean Association (ASA) national director. He was recently selected for the ASA board and attended his first meeting last December. The change from overseeing the investment of checkoff funds to a focus on farm policy gave Peterson a different perspective about the challenges that the soybean industry faces.

“It’s pretty common for us as farmers to not look beyond our farm gate at the bigger issues that can affect our profitability.”

“The checkoff continues to do tremendous work on behalf of the producer, but so much of what farmers contend with is related to policy,” he adds. “I’m intrigued by what can be done.”

Having been on the ASA board for just a short time, Peterson says that he is still learning but is becoming increasingly aware of issues that impact farmers’ freedom to operate. Issues such as regulatory policies, consumer confidence and even trade partner trust can impact farmers.

“It’s pretty common for us as farmers to not look beyond our farm gate at the bigger issues that can affect our profitability,” he adds.

Because about 95 percent of the state’s annual production leaves the state and about 70 percent is sent overseas through the Pacific Northwest, issues related to international marketing are of particular importance to North Dakota soybean farmers. Peterson believes that building and maintaining demand for soy products among

international customers is vital to a sustainable industry. Interruptions anywhere along the supply chain can erode customer confidence, putting concerns with trade policy, transportation infrastructure and even labor disputes at shipping ports squarely in Peterson’s view.

“We have to be able to provide a steady, reliable, quality product for our customers,” Peterson contends. “We’re just one supplier to our customers, and we have competition from South America. It doesn’t take long to pick up the phone and go somewhere else. We can’t afford to lose our credibility of being a dependable source for soy.”

Peterson also contends that farmers need to focus on the quality of what they’re producing. Domestic and overseas customers are demanding higher-quality meal and oil. A focus on quality plays into the hands of North Dakota growers because of the higher beneficial essential amino acid content of soybeans from northern regions.

## Dear valued soybean producers,

During a recent “See for Yourself” soybean farmer trip to the Pacific Northwest, I was asked to describe the North Dakota Soybean Council (NDSC) – what we do, how we are governed and the practices we have in place to ensure we are well positioned for the future. NDSC is 100 percent committed to delivering value to you. We aggressively work to support your success by investing your checkoff dollars in programs that will help you be more knowledgeable, competitive and profitable.

### **NDSC is governed by a 12 member board of directors who are all soybean farmers.**

They are eligible to serve a maximum of two – 3 year terms. Our directors are intelligent, strategic and take their jobs very seriously. Considerable thought and due diligence goes into every decision our board members make relative to checkoff investments. We ask two questions in the board room: 1) how will this investment bring value to you and 2) how will this investment create demand for our soybeans?

### **Planning for the future**

**and the unexpected is at the top of our list.** Our strategic plan is reviewed annually and updated as needed to reflect industry changes. In the event of a planned or unplanned departure of the CEO, NDSC has a succession plan in place the board can easily activate if necessary. In the event of a natural disaster that renders the NDSC office inoperable, we have a disaster recovery plan in place to ensure NDSC can remain operational. NDSC also has a board policy manual in place that guides how our directors conduct business. This document is reviewed quarterly and updated as warranted.

**You have five exceptional NDSC employees** working on your behalf everyday who are experienced, highly knowledgeable and effective leaders with great passion for serving the soybean industry.

**Our board and staff have a passion for continuous learning.** NDSC provides educational opportunities to ensure we continue to be effective industry leaders. Board governance and leadership training

are just two examples of education provided.

You will be pleased to know that as a state agency, **our financials, contracts and related documents are audited annually by the State of North Dakota** and every year, our audits have been very clean. We also undergo a compliance review every five years as part of being regulated by the U.S. Department of Agriculture. These reviews are done to reaffirm that our checkoff investments align with federal soybean checkoff regulations and that your dollars are being invested in programs that bring value to you. Our next review is scheduled for 2016.

Finally, we pride ourselves on being a **very transparent organization.** Please contact me at any time with questions, constructive feedback or suggestions about what we can do to make our industry the very best it can be. We work for you and there is no other group of people we could be more honored to serve.

I wish you a safe and profitable harvest season!



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# Board Approves Strategic Plan for Fiscal Year 2016

More than 200 million bushels of soybeans were produced in North Dakota last year. How can we ensure the beans we grow now always have an end user? How will we be as successful in the future as we have been in the past? The need to continually innovate is one of our greatest challenges. These are some of the issues the North Dakota Soybean Council (NDSC) considered in developing their strategic plan. NDSC's plan will keep the board focused on innovation within four key strategic areas:

- 1. Soybean Quality** – Increase the value of North Dakota soybeans through continued research in Essential Amino Acids (EAA); identification and communication of marketing opportunities and education to international customers that higher EAA values is a key advantage.
- 2. International and Domestic Marketing** – Create and expand marketing opportunities for North Dakota soybeans in

the U.S. and overseas markets through a continued focus on education, diversification and transportation.

- 3. Agronomy** – Address North Dakota soybean producer's greatest production challenges through continued investment in research programs.
- 4. Branding** – Continue to enhance the image of the soybean industry and NDSC through communication, education and promotion.

This plan will help NDSC to act with thoughtfulness and boldness when evaluating programs to fund. Soybean farmers can be assured that checkoff dollars will be invested in programs that align with NDSC's strategic plan, are most relevant and will bring the greatest value. NDSC is committed to carefully and thoughtfully managing resources and keeping focused on what matters most.



## Ag Education can be Delicious

The North Dakota Soybean Council (NDSC) passed out soynut butter cookies and soymilk to fairgoers at the Ag Education Center during the Red River Valley Fair in West Fargo July 10. The

Ag Education Center gave families the opportunity to learn about our region's commodities and livestock. NDSC is a proud sponsor of the Red River Valley Fair's Ag Education Center.

## Soybean Night at the Fargo RedHawks Game

The North Dakota Soybean Council (NDSC) sponsored the June 25 RedHawks baseball game in Fargo with a "Soybean Theme Night" at the ballpark. The first one thousand fans at the game received free slap can koozies from the NDSC. NDSC Vice Chairman Mike Appert of Hazelton, North Dakota, right, threw out the ceremonial first pitch. NDSC's logo was highlighted on the video scoreboard throughout the night, and many NDSC messages were delivered over the stadium public address system. NDSC reminded game attendees about the importance of the soybean checkoff to farmers; the importance of agriculture to the state of North Dakota; and how soybean farmers take great pride in producing safe, affordable, accessible and nutritious food.





Funded by the North Dakota soybean checkoff.

# See For Yourself Program Showed North Dakota Soybean Farmers First-Hand Their Checkoff Dollars At Work

Each year, approximately 70 percent of North Dakota’s soybean crop is transported by rail to the

Pacific Northwest (PNW), where it is shipped overseas to international customers. A group of North Dakota soybean farmers who wanted to know more about their customers beyond the elevator and the soy checkoff’s role in marketing U.S. soy to those

customers, participated in the North Dakota Soybean Council’s (NDSC) “See for Yourself” program in Portland, Oregon, July 14-17.

Portland and the PNW is a crucial port for exporting North Dakota soybeans to China and

Southeast Asia. The group toured the Port of Kalama, Export Grain Terminal (EGT) and Tacoma Export Marketing Company (TEMCO). They also toured BNSF Railway Terminal, the Bonneville Lock and Dam, Abernathy Fish Technology

Center, Bob’s Red Mill and TriMet, Portland’s city transportation hub, where the farm group learned how city buses run on biodiesel.

“Our annual ‘See For Yourself’ program is an excellent opportunity for North Dakota soybean producers to engage directly with



The Tacoma Export Marketing Company (TEMCO) is a joint venture of Cargill and CHS, located at the Port of Kalama in Kalama, Wash. The facility was built in the 1960s. After a recent TEMCO expansion, the facility has capacity to move 200 million bushels of grain per year. While the North Dakota group was visiting, a large Panamax ship was docked, loading corn bound for Japan.



The primary functions of Bonneville Lock and Dam are electrical power generation and river navigation. The dam was built and is managed by the United States Army Corps of Engineers.



**North Dakota soybean farmers gained a better understanding of their checkoff activities and how the North Dakota Soybean Council is committed to increasing the profitability of their soybeans.**

the programs their checkoff dollars fund,” says NDSC Director of Marketing Stephanie Sinner. “For North Dakota, transporting our soybeans to export markets is a critical piece of our story. This program is an opportunity to see all the pieces in action, including meeting the important folks who help get North Dakota soybeans to our customers around the world. We enjoy getting to know our soybean farmers from all over North Dakota as we travel together and participate in the industry tours.”

The delegation of North Dakota farmers included: Matt Danuser, Marion; Rodney and Wanda Binstock, McKenzie; Dan Mock, Braddock; Keith Forde, Tolna; Kelly Kohousteck, Lidgerwood; Lance Renner, Mandan; Richie Heinrich, Medina; Thomas Volochenko, Butte; Jeff Erbes, Barney; Tony Fisher, Ypsilanti; Jeremy Wilson, Jamestown; Kristi Schultz, Wheatland; Vanessa and Paul Kummer, Colfax; and NDSC CEO Diana Beitelspacher. The trip was coordinated by NDSC Director of Marketing Stephanie

Sinner and NDSC Director of Finance Molly Fern. Sarah Heinrich, farm director for KFGO attended and provided daily radio updates.

“The trip opened my eyes and increased my knowledge about how our soybeans get to market after they leave our North Dakota elevators,” says Matt Danuser,



**Clean fuel policies in Oregon are helping drive the advanced biofuel industry. North Dakota soybean farmers saw first-hand city buses in Portland successfully using biodiesel.**

NDSC board member. “I feel more confident now that our ever-increasing Asian customers are able to quickly and efficiently receive our soybeans, thanks to the expansions and new investments in the PNW’s ports and rail yards.”

Interested in seeing these locations for yourself or learning more about your checkoff

investments? Join NDSC next year for the annual “See For Yourself” program. Watch for more information in future *North Dakota Soybean Grower Magazine* issues, or send your email address to be added to NDSC’s email list and be the first to learn about these opportunities. Email address to [swolf@ndsoybean.org](mailto:swolf@ndsoybean.org).



**North Dakota soybean farmer participants toured Bob’s Red Mill Natural Foods in Milwaukie, Ore. The company was established in 1978 by Bob Moore. Bob’s Red Mill Natural Foods produces lines of natural, certified organic and gluten-free milled grain products, including soy.**



# Don't Ignore Heart Attack Symptoms

**R**yan Radermacher knew something was wrong. The afternoon was hot and muggy, but not enough to cause

heavy sweating. He'd been working all afternoon on his rural Casselton, North Dakota farm, repairing some equipment in preparation for the upcoming harvest, but it was nothing too strenuous compared to the hard work he performed every day. "I was wringing wet. Every pore was sweating," says Ryan. "I went into the house to cool off. I was sure I had heat exhaustion or heat stroke."

While his wife, Kim, checked with the nurse phone line, another symptom emerged. Ryan felt pressure in his chest and aching in his arms.

"That's when we knew we needed to call 9-1-1," says Ryan. "A heart attack is not the time to play Mr. Tough Guy."

Calling 9-1-1 activated a finely-tuned response team.

For the next several minutes, the Radermacher farm became a hub of activity. A first responder arrived, taking Ryan's vitals and giving him oxygen. Others followed, including the Casselton Ambulance, and FM Ambulance from Fargo. All worked together in a well-practiced, coordinated effort to rapidly connect Ryan with the high-level care he needed.

"It was a little different being on the patient-side of things," says Ryan, a soybean farmer who served 25 years on the Casselton Fire and Rescue Squad.

Paramedics administered medication to address Ryan's chest pain and an ECG to assess him for a heart attack. Ryan's ECG results were transmitted instantly to the nearest percutaneous coronary intervention (PCI) hospital, which was 45 minutes away. The hospital confirmed that Ryan was having an acute heart attack. He was prepared for quick transport via Sanford AirMed to Fargo.

"Part of me couldn't believe this was happening," says Ryan. "I was 45, harvest was a month away. Really? A heart attack? Now?"

A well-prepared heart team was waiting for Ryan. Advanced tests showed Ryan had a complete blockage in his right artery. Angioplasty cleared the blockage and then a stent was inserted to help keep it open. After two days in the hospital, Ryan was able to go home, but he was required to perform several weeks of outpatient cardiac rehab.

Today, Ryan reflects on the rapid response that saved his life. "It's

pretty amazing," he says. "From the ECG in my driveway to the stent in the cath lab, it took just 38 minutes. Because of that, I'm here, I'm feeling great and I have no heart damage. That's impressive."

Ryan's story is impressive, but it is becoming more the rule than the exception in North Dakota thanks to the efforts of the American Heart Association's *Mission:*

*Lifeline* program. Launched in 2011, the North Dakota *Mission: Lifeline* project is an unprecedented collaborative effort that received funding from several key partners, including The Leona M. and Harry B. Helmsley Charitable Trust, the State of North Dakota, and the American Heart Association.

The *Mission: Lifeline* program has changed the landscape of cardiac care in the state, which is now exceeding national statistics for treatment of acute heart attack patients. With nearly 740,000 residents spread over 69,000 square miles in 53 counties, North Dakota faces unique challenges to identify and transport heart attack patients to one of only six hospitals capable of performing PCI procedures. *Mission: Lifeline* sought to unify the state and establish care standards to ensure that where a heart attack patient lives does not determine if they survive.



Ryan Radermacher



Heart disease is the number one killer in North Dakota and nationwide annually. This year, an estimated 1.4 million Americans will suffer a heart attack. Approximately 400,000 of those victims will experience an ST segment elevation myocardial infarction (STEMI), in which blood flow is completely blocked to a portion of the heart. Unless the blockage is eliminated quickly, the patient's health and life are at serious risk.

Unfortunately, many STEMI patients do not receive treatment within the recommended window of time.

"Time is muscle," said Thomas Haldis, an interventional cardiologist with Sanford Health in

Fargo and the current chair of the North Dakota Cardiac Taskforce. "The outcome of STEMI events depends greatly on the care patients receive and the timeframe in which they receive it. The American Heart Association and the American College of Cardiology's guidelines recommend that balloon angioplasty be performed within 90 minutes – preferably less – of arrival at any hospital."

*Mission: Lifeline* seeks to save lives by closing the gaps that separate STEMI patients from timely access to appropriate treatments.

The grant funded the critical elements of an optimal STEMI system of care: assistance to every ambulance service in the state in

acquiring 12-lead ECG equipment and comprehensive 12-lead ECG training; transmission and receiving equipment for STEMI-referring and receiving hospitals; a system-wide data tool for quality measurement and improvement; ongoing medical provider training and education; development of STEMI protocols for EMS and hospital personnel; regional plans for rapid transport and/or transfer of patients; and, an aggressive public education campaign on heart attack signs and symptoms and the need to activate the 9-1-1 system.

At the time of the grant award, North Dakota was in the Class 5 category for STEMI death rates,

giving it one of the highest STEMI death rates in the nation, according to the Centers for Disease Control. Today, statistics show that North Dakota is exceeding national benchmarks in cardiac care in several categories.

"North Dakota has become a model system for rural states across the nation," said Jeffrey Sather, an emergency physician at Trinity Health in Minot, North Dakota and the former co-chair of the North Dakota *Mission: Lifeline* Task Force. "This is really a new standard of rural care for heart attack patients and it is very exciting that in a very short time North Dakota has gone from leading the country in heart attack death rates to leading the way in heart attack care."

## 2015 North Dakota State FFA Convention



### Fiber &/or Oil Crop Production Proficiency Award sponsored by: North Dakota Soybean Council

Jeremiah Heupel-Medina; Winner, Damon Mellmer-Scranton; Suzanne Wolf-sponsor

Damon Mellmer's family farms near Reeder. The son of Heidi and Mike Mellmer, Damon is a member of the Scranton FFA Chapter. It is involvement with his family farm and his other skills that have earned him the 2015 Fiber/Oil Crop Production Proficiency award at the North Dakota State FFA Convention in June. In addition to oil crop production, Damon purchased a grain cleaner from an old elevator and a trailer and started his own seed cleaning business.





# NDSU Research and Extension Faculty Get Answers to Soil Health Questions

Soils vary greatly from farm to farm and even within a single field. There is no “one-size-fits-all” management strategy for soil health or for any agricultural system.

“Producers are concerned about salt-affected soils, soil loss through erosion and overall reduced soil health leading to yield drag and inconsistencies in production,” says North Dakota State University (NDSU) Extension Soil Health Specialist Dr. Abbey Wick.

The North Dakota Soybean Council has supported research and extension efforts at NDSU for the past several years. Here are some examples of projects intended to help soybean growers across the state.

In 2013, the Soil Health Agriculture Research and Extension (SHARE) Farm in Richland County was established. The SHARE Farm is a quarter-section of land that uses an integrated approach to determine the effectiveness of various management strategies that producers want tested, explains Wick. She and

Dr. Frank Casey, director for the School of Natural Resource Sciences at NDSU, are working to answer questions that farmers have about salinity management.

“In 2014, tile drainage was installed on half of the SHARE Farm to compare management strategies between tilled and untilled land,” says Casey. “We hope to answer the question ‘How much salt and at what rate do salts move throughout the soil profile?’ once tile drain is installed.”

The SHARE Farm also serves as the primary hub for the annual soil health field day and has spurred other extension activities, such as café talks, where producers can interact with NDSU specialists and researchers in an informal setting. Chandra Heglund, the research extension technician who coordinates these events, says, “these field days and meetings are meant to be relaxed so that information can be shared between growers and specialists.”

Soil health is often linked with

other pest and disease issues. Soil health concepts have also been paired with entomology and plant pathology to investigate how soil salinity affects soybean productivity, and pest and disease pressures including spider mites, soybean cyst nematode and Phytophthora root rot. This pairing of disciplines connects growers to research scientists on the main campus, including Dr. Jason Harmon and Dr. Deirdre Prischmann-Voldseth in Entomology, as well as Dr. Berlin Nelson in the Plant Pathology Department. Finding linkages among the different disciplines is of great benefit to producers and is something that has not previously been done, Wick says.

Sodicity is another salt-affected soil issue that producers are dealing with across the state. Although not as extensive as salinity, sodic patches can be found on the landscape.

“When sodic areas are wet, they are really wet, and when they are dry, they resemble concrete, neither of which is good for agricultural production,” explains Dr. Tom DeSutter, associate professor of Soil Science at NDSU.

To better understand sodic soil management, research sites have been established in Sargent County using alfalfa to help facilitate the movement of surface applied soil amendments into the soil profile in the hope of preparing the land for soybean production.

Conservation tillage is another area of interest to producers. Dr. Aaron Daigh, assistant professor of soil physics at NDSU, explains, “growers want to know how the

soils warm, moisture differences and changes in soil health under reduced tillage practices.”

To do this research, Daigh teamed up with Jodi DeJong Hughes, extension educator with University of Minnesota Extension and Wick to set up large-scale plots running the length of a quarter-section to look at chisel plow, strip tillage and vertical tillage. “This research project has brought together extension in two states to get more information to farmers”, explains DeJong-Hughes. She and Wick hosted the 10th Annual Conservation Tillage Conference (CTC) in Fargo last winter, the first time this conference was held in North Dakota.

To round out the soil health program, information from each of these projects is being used to build economic models. “We plan to make the economic models available online to help producers make on-farm decisions based on soil conditions, crop prices, inputs, land prices, etc.,” says Dr. Dave Ripplinger, assistant professor in the Department of Agribusiness and Applied Economics.

Beyond extension field days and workshops, web-based resources are being created to serve as resources for producers. Short videos are being produced on topics ranging from tips on planting cover crops to tillage equipment effectiveness and research project updates. These videos, along with other soil health information, can be found on the NDSU Soil Health webpage ([www.ndsu.edu/soilhealth](http://www.ndsu.edu/soilhealth)). Please check the webpage to learn more about each of these projects and about soil health in general.

“New information and more videos are constantly being added, so visit often” says Wick.



**Doug Toussaint of Wahpeton with Dr. Abbey Wick examine a turnip in his soybean field. This field was barley in 2014 followed by the cover crop and then no-tilled into soybean.**



# The Root Microbiome

We all know that soybean roots are important for the plant's productivity. There are many factors that affect root activity, and here in North Dakota, most growers are aware of pathogens that can kill plants or reduce plant growth through their activity in the roots. The soil is a very complex environment with a multitude of different living organisms competing for the carbon sources. Roots have to live in the soil with numerous neighbors of all types: fungi, bacteria, nematodes, arthropods, earthworms, algae, protozoa, etc. Many of these organisms, such as bacteria and fungi, or fungal-like organisms, live inside the root; some organisms

are on the roots' surface; and many organisms only live in the area around the roots that we call the rhizosphere. This area is heavily influenced by the root through root exudates and other activities. This community of microbes in and around the root is important for root health. One major challenge for improving root health is to understand the microorganisms in and around the roots that promote root health. In past years, those of us in plant pathology who study root health have focused on identifying the major pathogens and understanding their biology in order to figure out ways to manage them. That is vitally important because these pathogens can cause

large yield losses. Pathogens such as *Phytophthora sojae*, *Fusarium solani*, *Rhizoctonia solani* and soybean cyst nematode are some of the best examples. We will always have to deal with these pathogens to keep up with their changing evolution as they develop ways of getting around our management methods.

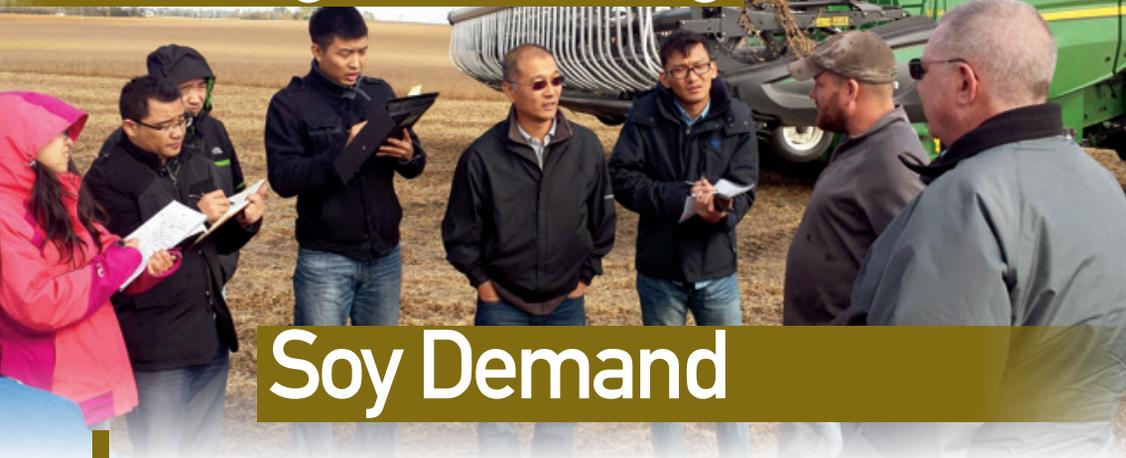
Besides these major pathogens, there is another aspect of root health that is important. It's the community of organisms around and in those roots as well as the interactions between those organisms and the plant. The soil microbial community has the greatest biological diversity. Some studies have shown up to 1011 microbial

cells per gram of roots, and more than 30,000 species of bacteria-like organisms can be associated with the roots' rhizosphere. Some of these organisms are involved with assisting plants with the uptake of nutrients, weathering of minerals, protecting roots from other microbes and other activities. We do not know exactly how many microbes are associated with roots, but there are estimates that it could be in the tens of thousands of species. We do not understand all the microbe-microbe and plant-microbe interactions that occur. The science is still in its infancy. We have evidence from research that, if we could understand, and manipulate or change that community around the root, we could improve root health. For example, considerable research about disease-suppressive soils has shown that the rhizosphere's microbial composition can have a direct effect on the root's pathogen activity. In the future, as we attempt to increase plant productivity with more intensive management, understanding this community and the role it plays in root health will become even more important. It will require a great deal of research from a diverse group of dedicated scientists, with some studies being long-term, basic research, if we are going to learn how to use this knowledge to our benefit. This research's rewards for agriculture could be enormous. Soybeans will be one of the important crops that benefit from such studies.



Soybeans growing in pots immersed in a water bath to maintain a constant temperature for studying root-microorganism interactions.

# Meeting a Growing



## Soy Demand

It seems that the world can't get enough soybeans. For the better part of two decades, North Dakota farmers

have been doing their part to help feed a mounting global appetite. With escalating worldwide soy demand projected for the foreseeable future, the state's soybean farmers are likely to see their opportunities grow.

According to the U.S. Soybean Export Council (USSEC), worldwide soybean demand rose by 176 percent from 1990 to 2015. In 2015, global soy consumption is expected to top 289 million metric tons, or over 10.6 billion bushels. If current growth trends continue, experts predict that worldwide soybean production will need to increase by an additional 2.9 billion bushels in the next decade.

North Dakota soybean

production mirrors the global soy trend. It wasn't until 1996 that the state's farmers produced 25 million bushels of soybeans. Less than two decades later, 2014 production topped 200 million bushels. From 1980 to 2014, North Dakota soybean production increased a remarkable 579 percent. North Dakota now ranks as the nation's ninth-largest soybean-producing state and boasts five of the top 20 soybean-producing counties in the United States.

### More than production

While the U.S. domestic soybean crushing has stayed largely steady for the past 15 years, exports have nearly doubled. In 2000, U.S. farmers

exported over 27 million metric tons of soybeans and soy products. In 2015, exports are expected to top 48.7 million metric tons.

China is, by far, the world's top soybean importer, bringing in over 74 million metric tons of soy products in 2014. China's total soybean consumption is expected to top 3 billion bushels this year. In 2014, China imported a record 1.1 billion bushels from the United States, a remarkable transformation considering that China was a net soybean exporter just 20 years ago.

China and the rest of Southeast Asia are important markets for North Dakota farmers. About 95 percent of North Dakota soybeans leave the state, and about 70 percent are exported globally via ports in the Pacific Northwest. Because of access to rail and expanded ocean ports in the Pacific Northwest, North Dakota soybeans can reach China in about 25 days. Other top markets for North

Dakota soy in that region include Indonesia, Bangladesh and Vietnam.

Will McNair, stakeholder relations manager for USSEC, cites the changing demographics and increased economic growth in developing countries as driving forces behind global soy demand. Many developing nations, particularly in Southeast Asia, are seeing both population and economic growth. They're also growing much faster than more established markets such as Japan.

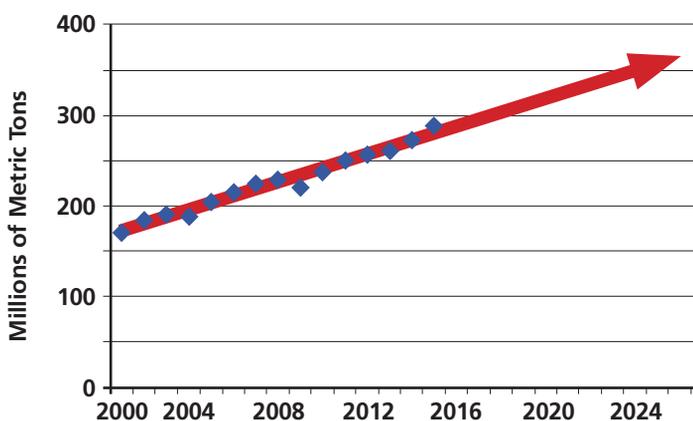
"Indonesia's population in the past 20 to 30 years has increased substantially," McNair says. "There is also a growing middle class. If they go from earning \$1 to \$2 per day to \$3 to \$4, there will be an increased pull for protein. That demand in many areas means fish or chicken, all of which are soy fed."

The same can be said for the key North Dakota markets of Vietnam and Bangladesh, where the populations, economies and U.S. soy imports are growing very quickly. "They weren't even markets for us just a few years ago," adds McNair.

### Promoting soy demand

Just because developing nations are experiencing growth doesn't instantly equate to market access for U.S. farmers. North Dakota soybean farmers have invested in key projects in China, Indonesia and throughout Southeast Asia. Supporting projects through USSEC such as the Chinese Industry Partnership Program, Southeast Asia buyer's conference and an Indonesia tempeh promotion

Global Soybean Consumption 2000-2014 with trend line to 2024



“Buyers like to know what to expect in terms of soybean quality and quantity.”



**Peter Lovas, Hillsboro, N.D. producer, answered questions from a team of Vietnamese purchasing managers who visited his farm.**

project, North Dakota farmers are working to support their own future.

Farmers also promote soybean exports closer to home. Each year, trade teams from around the world travel to North Dakota to learn about the industry and meet the farmers who grow the soybeans they buy. These delegations are an important part of the market-development process.

“These visits are really vital,” says Brent Kohls of Mayville, North Dakota. Kohls has hosted teams on his farm several times. “It’s important in building and strengthening our relationships. They (buyers) like to know what to expect in terms of soybean quality and quantity.

With bean acres at record numbers around the world, there’s a

definite need because it can be a springboard to market growth.”

Kohls says that not all soybean farmers are directly involved with building trade relations, but it’s important that they know how growers are working on their behalf.

Ed Erickson, Jr. of Milnor, North Dakota, serves on the American Soybean Association’s Trade Policy and International Affairs Committee. The committee helps make decisions about trade issues and works with the USSEC on market access. Erickson says that it takes effort to establish relationships where customers get to the point of actually buying U.S. soybeans.

“Sometimes, it takes us as farmers to go overseas, meet with customers and convince them that we have the

best beans,” Erickson says.

Erickson also says that it takes the support of congressmen and senators to build relationships and trade policies that benefit farmers. Support for programs such as the Market Access Program (MAP) and Foreign Market Development (FMD) can be critical, especially for soybeans which are the nation’s number one agricultural export commodity.

“That’s what we’re working for, to show that money allocated for trade is money well spent because we’re making money for America,” he adds.

### **An eye to the future**

Through the work of U.S. soybean farmers and partner organizations, new markets are

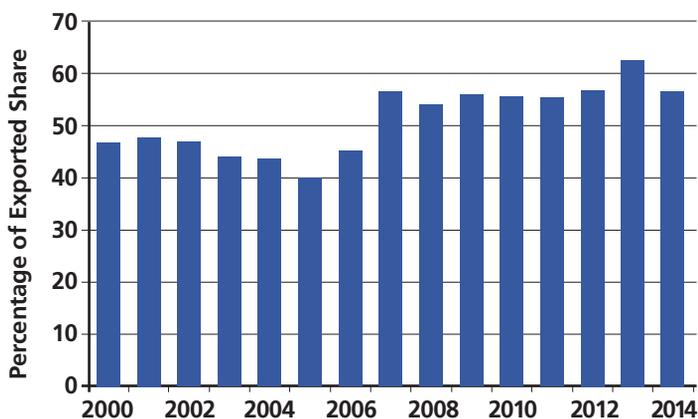
emerging with the potential for substantial soybean consumption.

Mexico is the United States’ second-largest customer for whole soybeans, buying about 125 million bushels last year. Mexico is also the top soybean-meal customer. Mexico represents a growing market because soybean exports were up 24 percent in 2014 compared to 2013 and because soybean meal was up 11 percent.

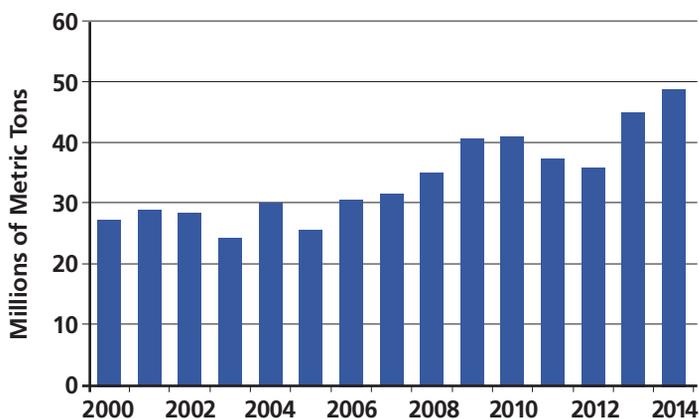
Indonesia is the world’s fourth-largest country by population; there are over 253 million people and a growing number of affluent and middle-class consumers. U.S. farmers shipped roughly 75 million bushels of soybeans to Indonesia and exported about 30 million

—continued on page 18

**U.S. production exported as soybeans, soy meal or soy oil.**



**U.S. Soybean exports.**



—continued from page 17

metric tons of meal. The Indonesian market is expected to grow due to a preference for the quality of U.S. soybeans to produce the traditional soy food, tempeh.

India's population is expected to surpass China's by 2030, and its food demand is increasing at the same pace. For many years, India has been a net exporter of meal, but the country now uses more soy domestically and exports less. It's estimated that, within a few years, India may not export any meal, opening it and some neighboring countries that it currently serves to U.S. exports. Bangladesh and Vietnam are examples of potential markets that India serves and that could purchase more U.S. exports.

Although it's already a market for North Dakota soybeans, growth potential exists in Southeast Asia. Collectively, the nations of Brunei, Burma, Cambodia, Indonesia, Laos, Malaysia, the Philippines, Singapore, Thailand and Vietnam represent the world's sixth-largest economy. These countries are typically market driven, and their economies are expected to grow faster than the global economy. Meat consumption is expected to grow 50 percent by 2020,



**Quality soybeans and proximity to Asian markets through shipping ports in the Pacific Northwest make North Dakota soybeans attractive to overseas buyers.**

presenting real potential for U.S. soybeans and meal.

North Dakota farmers planted about 5.8 million acres of soybeans in 2015. If the markets continue to develop, the state's production could continue climbing to new levels.



**Brent Kohls, Mayville, N.D., soybean producer answers questions from a crop sampling delegation from China, Indonesia, Vietnam and Thailand.**

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# Soy Growers Honor Heitkamp as a Soy Champion

## North Dakota Senator Heidi Heitkamp has been honored by the American Soybean Association (ASA)

with the Soy Champion Award in recognition of her outstanding advocacy for soybean farmers. The award honors Heitkamp for her considerable work on biodiesel, farm programs, trade and transportation as a member of the Senate Agriculture Committee. The award was presented to Heitkamp July 14 in Washington D.C.

“Senator Heitkamp has proven herself to be a strong voice for North Dakota soybean farmers,” says Ed Erickson, Jr., a soybean farmer and ASA director from

Milnor, North Dakota. “She has relentlessly and consistently reached across the aisle to fight for the priorities of soybean farmers, both in North Dakota and across the country.”

ASA presented Sen. Heitkamp with the award during the association’s annual July board meeting and Legislative Forum, in which the ASA directors and representatives from 30 soybean-growing states gather in Washington to meet with lawmakers to raise the profile of

public policy issues impacting soybean farmers.

“Growing up in a small town in rural North Dakota, I understand the importance of farms to supporting our way of life. And throughout my career in public service, including in the U.S. Senate, I’ve been an advocate for rural America,” Sen. Heitkamp says. “I greatly appreciate this award, which reinforces that the work we do in Congress has serious impacts on farmers and our communities. We need strong policies that give

soybean farmers and all farmers the certainty to do their jobs, help biodiesel production grow, and enable farmers to export their products around the world. Working together in a bipartisan way, we can accomplish these goals to support our farms, families, and our country.”

Sen. Heitkamp sits on the Senate Committee on Agriculture, Nutrition and Forestry, on which she helped write, negotiate and pass the 2014 Farm Bill. She has been a leader in pressing the EPA to set strong Renewable Volume Obligations for biodiesel and ethanol to get the Renewable Fuel Standard back on track after years of delays. She has helped introduce bipartisan legislation to provide certainty for farmers, ranchers, and small businesses by requiring the EPA to redo its proposed Waters of the U.S. rule and Sen. Heitkamp introduced a bipartisan bill to help support and improve the export of American agricultural commodities to Cuba.



Senator Heidi Heitkamp was congratulated on her award by Ed Erickson, Jr., Milnor N.D., an ASA director.

## WISHH Builds Soy Feed and Food Markets in Fast-Growing Developing Economies

In the early 2000s, forward-thinking U.S. soybean grower leaders in multiple states recognized that the

growing protein demand in developing countries was a driver for their soybean sales. Well-researched studies showed that most future growth in food demand would be in developing and middle-income countries where populations and incomes were both on the rise.

U.S. soybean growers used their checkoff dollars to launch the World Initiative for Soy in Human

Health (WISHH) Program, making its headquarters at the American Soybean Association (ASA) in St. Louis. By 2003, the North Dakota Soybean Council (NDSC) was one of 18 states that had invested in WISHH.

On the national level, NDSC has helped lead WISHH through farmer representation. North Dakota soybean grower Darren Kadlec of Pisek became an early

WISHH Program Committee member. After Kadlec, North Dakota's Jared Hagert of Emerado and then Art Wosick of Minto have also served on the WISHH leadership team. USB Director Joel Thorsrud of Hillsboro, North Dakota has visited WISHH programs in Africa as well as Central America.

Today, the trends are even clearer why WISHH-founding farmers

planned well. WISHH's role is to help soybean farmers be trailblazers for trade of U.S. soy in feed as well as food in developing countries. According to U.S. Department of Agriculture (USDA) and other economic analysis, developing countries dominate world demand growth for agricultural products. USDA expects developing countries' demand for agricultural products will increase faster than their production. As a result, these countries will account for 92 percent of the total increase in world oilseed and meat imports in 2013-2022.

Through WISHH, U.S. soybean farmers diversify their marketing investments. At the same time, WISHH creates economic opportunities in developing countries as they strengthen their agricultural and food supply chains. Lifting low-income consumers out of poverty is the most important factor in future global demand for food. As the world moves toward nearly 10 billion people in 2100, most protein demand growth will come from developing countries.

WISHH helps businesses in developing countries become more profitable by putting U.S. soy inside breads, beverages, meats and more for humans as well as livestock and aquaculture feeds. As a result, WISHH's supply chain partners are able to help fill the protein gap that exists in the diets of many developing countries.

WISHH and the U.S. Soybean Export Council (USSEC) are paving complementary trade routes that grow U.S. soy markets. In January, WISHH convened the first U.S. Soy Foods Seminar in Myanmar with support from NDSC and USDA. It attracted Asian food industry representatives who gained insight into how they



WISHH has supplied technical assistance on the integration of soyfoods to improve nutritional value of food and nutritional impact.



can offer a variety of nutritious foods made with soy and soy ingredients. In June, WISHH brought a trade delegation from

Myanmar to North Dakota (see story on page 22) These WISHH activities complement the work that USSEC began about four years ago

to develop markets for U.S. soy-based aquaculture in the country.

“We are pleased to coordinate with USSEC on Myanmar as well as other countries to make the most of soybean checkoff trade development investments,” said Art Wosick, who serves as a director of NDSC as well as on the WISHH Program Committee. “WISHH is opening markets for U.S. soy and turning them to USSEC for long-term market development.”

On October 1, 2015, WISHH will transition Bangladesh operations to USSEC since the country’s annual soy purchases have now reached more than \$1 million. USSEC will continue the work done in the human food sector over the past two years. USDA funding aided WISHH in forging key relationships with organizations like the Bangladesh Bakery Association that signed a February 2015 agreement to conduct soy flour trials under a USDA Quality Samples Program.

After the transition to USSEC,

WISHH will continue pursuing non-soybean farmer funding for work in Bangladesh, especially in aquaculture and livestock.

### World Soy Foundation

By supporting the World Soy Foundation, North Dakota soybean growers and companies have shown their generosity and belief in the power of U.S. soy to help hungry children. Founded in 2006, the World Soy Foundation is a 501(c)(3) charitable organization. It is not funded with checkoff funds. Individual and corporate donations are tax deductible to the extent allowable by the law.

Support of the World Soy Foundation is an optional charitable donation that farmers and companies may choose to make a life-long improvement in children’s lives as well as to train people on the role of soy for health. The World Soy Foundation Acre Challenge is a fundraising campaign started by farmers for farmers. U.S. soybean farmers can help alleviate hunger and malnutrition around the world by donating the value of an acre of soybeans. Each year, the campaign gives individuals a way to ensure that the valuable protein from the soybeans they grow makes it to the impoverished people who need it most.

Donations can be made online at [www.worldsoyfoundation.org](http://www.worldsoyfoundation.org) or by mailing checks:  
World Soy Foundation  
12125 Woodcrest Executive Drive  
Suite 100  
St. Louis, MO 63141



WISHH has been enhancing the protein intake of many nations through market development, education and research. WISHH recognizes that the developing nations of today are tomorrow’s customers for U.S. soy and soy protein



The World Initiative for Soy in Human Health (WISHH) program is a trailblazer for U.S. soy trade in both feed and food. WISHH builds markets and creates commercial customers for U.S. soy in programs that complement and transition to the U.S. Soybean Export Council. The World Soy Foundation nourishes children through humanitarian activities that farmers and companies voluntarily support.

## WISHH Brings African Repeat Soy Flour Buyers and Introduces Asian Food Leaders to North Dakota Soy

In June, the North Dakota Soybean Council (NDSC) hosted African and Asian trade teams in cooperation with the World Initiative for Soy in Human Health (WISHH) Program. The African group included repeat customers for U.S. soy flour while the Asian delegation resulted from WISHH's work that began this year in Myanmar with direct support from NDSC and the U.S. Department of Agriculture (USDA).

The African participants showed how a few years of relationship building creates committed customers for U.S. soy. In 2011, WISHH signed a memorandum of understanding with the founder of the Ugandan food processor SESACO. The agreement helped the company expand its product lines by using U.S. soy flour in nutritious African foods. SESACO's loyalty with the continued use of

U.S. soy flour prompted the company to send its co-manager on WISHH's 2015 U.S. trade trip as well as to bring two of its clients who have also started buying U.S. soy flour.

Art Wosick of Minto, North Dakota, joined the group during training at the Northern Crops Institute (NCI) in Fargo. "Members of the group sounded like they want to keep using soy and they are going to get their people to like it," says Wosick, who serves on the WISHH Program Committee.

NDSC funding supported the NCI training for both the African and Myanmar trade teams. NCI presentations and hands-on training helped the participants incorporate defatted soy flour in baking recipes for soy-fortified foods that would be popular in the different countries.

United Soybean Board (USB) Director Joel Thorsrud met with

the African delegation and hosted the Myanmar group at his Hillsboro, North Dakota farm where they enjoyed climbing aboard tractors and looking at his crops. Thorsrud has traveled to Africa on past WISHH trips where he witnessed the opportunities for soy. He says it's important to introduce U.S. soy in a variety of countries because developing nations will grow as customers for soy.

"We often think that the poorer nations will never become customers for soybeans, but that is not true," Thorsrud adds. "While they have many poor people, they also have people who have some income and want a better diet. When they hear and see the benefits of soy, they quickly become consumers of soy."

Located between India and China, Myanmar is formerly known as Burma. Because of potential opportunities for U.S. soy trade there, the U.S. Department of Agriculture Foreign Agricultural Service funded WISHH to bring five key food industry leaders to the United States for training and introductions.

The U.S. trade tour built on a USDA-funded WISHH study in Myanmar about the growth potential for using U.S. soy. The research found opportunities to increase the consumption of soy-based foods in Myanmar. The study recommended partnering with the local industry to improve soy processing and to increase awareness for soy and soy-based foods.

To kick start such partnerships, in January 2015, WISHH convened the first soy foods seminar in Myanmar. The seminar helped Myanmar's food processors, importers and others learn why U.S. soybeans are already popular in foods throughout Asia and around the world. The Myanmar Food Processors and Exporters Association and the Myanmar Edible Oil Dealer's Association endorsed the program.

The market for soy-based foods is currently small in the country that is home to more than 51 million people. Myanmar is already using soy in some foods, including soy nuggets, rice-soy blends, soybean curd, soy cookies and crackers and soy beverages. Soy milk is increasingly popular in major cities. Myanmar's consumers also use large amounts of vegetable oils for frying as well as for ingredient in sauces, soups and curries.



**WISHH's African trade team included eight food industry leaders who are already buying U.S. soy as a result of WISHH's work in Africa. To provide them with additional knowledge about soy, NDSC supported soy baking training for the group at the Northern Crops Institute. Each participant's African company or organization paid the airfare to the United States.**



**USB Director Joel Thorsrud discussed U.S. soy production with Sein Oo and Thein Han during their visit to his Hillsboro farm. Because of the potential opportunities for U.S. soy trade, the U.S. Department of Agriculture Foreign Agricultural Service funded WISHH to bring the five key food industry leaders from Myanmar. NDSC also supports WISHH's work in Myanmar that began this year.**



PART 3 OF A 3-PART SERIES

# Bringing Home the Message of EAA: Hosting International Soybean Buyers

Quality is one of the leading reasons why countries around the world buy North Dakota soybeans. Part of the role of the North Dakota Soybean Council (NDSC) in international marketing is to carry the message of our quality soybeans around the globe; but the other side of that mission is to bring soybean buyers here to North Dakota for a first-hand, on-farm experience. While buyers may have been purchasing North Dakota soybeans for years or months, there is truly no better way to build a relationship than to bring them to fields right here in North Dakota and show them a soybean harvest in action.

Hosting soybean buyers gives our producers and NDSC an opportunity to demonstrate the soybean's full nutritional potential. It offers the platform to discuss the value of buying northern-grown soybeans that are naturally high in the essential amino acids they depend on as feed millers and livestock producers. Riding in a combine in Colgate, North Dakota, is different than looking at an order sheet for a shipment of No. 1 soybeans that just arrived at your unloading dock in Shanghai.

For soybean purchasers from our major markets, there is no replacing the experience of seeing soybeans, newly-harvested from the field. Buyers can see soybean size, color and shape, and the quality of the environment in which they are raised and cleanliness with which they are harvested and handled. Finally, on the farm, buyers can see

the quality of the environment in which soybeans are stored, helping ensure the consistent quality they know North Dakota farmers supply.

While in North Dakota, international soybean buyers visit local elevators and shuttle loading facilities that are the first handlers in the marketing chain. They can see the soybeans delivered by each truck and witness the on-site testing and how soybeans are handled at delivery.

The ability to host international buyers on our North Dakota farms is where we can really shine. Buyers visiting with a North Dakota soybean producer in the farm shop or during a shared meal at the local café get the story behind each crop year. Producers can explain the good and bad elements that affected the crop during the growing year, leaving buyers with a better understanding of the sweat and hard work put into producing a quality soybean crop, including the

challenges that come in a production cycle. Finally, by witnessing harvest and talking to the farmer, international buyers can gauge the yield and availability of the soybeans against what they read in the media and can begin to formulate their risk and purchase decisions.

Technology and competition have altered the marketing landscape for the sale and promotion of soy products in ways that even a decade ago appeared improbable. Through NDSC's essential amino acids (EAA) project and the critical amino acid value (CAAV) measure, NDSC has an opportunity to present visitors with the latest research on the quality of amino acids in soybeans and the importance of this naturally occurring component of

northern-grown soybeans. Due to the complex world of trading soybeans, visits to North Dakota farms, facilities and educational institutions remain an indispensable part of the positioning and marketing of our whole soybeans to export markets.

Foreign buyers purchase around 70 percent of North Dakota soybeans, and North Dakota is on track to be the largest net exporter of whole soybeans in 2015. With nearly 6 million acres of soybeans harvested in the state, it is ever more critical to connect buyers to farmers here in North Dakota and to spend time with them one-on-one. For more information on EAA, visit [www.soyeaa.com](http://www.soyeaa.com).



NDSC Board Member Scott Gauslow, Colfax, hosted leading feed manufacturers from China on his farm last year.



Soybean farmer Dennis Peterson, Grandin, visits with international buyers last year.



# Successful Ladies Night Out for CommonGround North Dakota

Sixteen Jamestown-area women gathered at the Jeremy and Sarah Wilson farm south of Jamestown,

North Dakota, for the first-ever CommonGround Ladies Night Out on the Farm on June 16. A rainy night prevented the group from taking planned crop tours, but the festivities inside were warm and inviting. Sarah Wilson, a

CommonGround volunteer, hosted the event with several area sponsors donating wine, cheese and gifts for swag bags each attendee took home.

Wilson and CommonGround North Dakota coordinator Katie Pinke opened with introductions

and shared information about the goals and mission of the CommonGround program. CommonGround works to bring non-agriculture consumers closer to where their food comes from. Pinke and Wilson were also available to

answer any questions the group had about food choices or farming practices.

Wilson shared her personal story which began selling produce at urban farmers markets in and around Baltimore, Maryland as a child, becoming a Maryland dairy princess to attending North Dakota State University (NDSU). She earned a graduate degree in animal science at NDSU, which led her to work for North Dakota Farm Bureau and marry her husband Jeremy. She detailed the rich history of the Wilson farm and what has brought Jeremy and her to farm together and to raise their children as the fifth generation on the farm. Sarah also explained details about no-till farming and growing soybeans, corn, wheat and the array of cover crops such as radishes and turnips for soil health.

All the women attending enjoyed an array of cheeses and donated wine from Dakota Sun Gardens of Carrington, North Dakota. Kustom Kreations of Jamestown demonstrated repurposing “junk” into garden pots and planters. Each attendee took home a plant in a repurposed junk-to-now-treasured pot.

Attendee Carla Kroeber, a teacher, mom and wife from Jamestown says, “the Ladies Night Out was a genius idea. It allowed



Jamestown area women discuss food and farming June 16th.



a wide diversity of woman to sit down and explore the importance of our North Dakota farms. Being the daughter of a farmer, my favorite part was spending time on a farm and bringing back memories of my childhood. We enjoyed some delicious North Dakota products including wine made in Carrington. I loved creating planters using refurbished items. I also liked the opportunity to meet many new people, hear about their

backgrounds and create relationships. There are not a lot of opportunities with our busy lifestyles to sit down and learn, relax, and have fun. Our Night on the Farm was able to accomplish all of this!”

Local nurse, mom and wife Katrina Hetletvedt adds, “I am so blessed to have spent time with other women laughing and enjoying time with each other, making connections with people we

had never met before. It is great to be encouraged to be knowledgeable about our food, know where it comes from and make the choice that is best for our families and not to choose based on what others say. It was great to see a group of women, with a variety of backgrounds come together and make a connection through agriculture. I would love to do it again.”

Following the event, Wilson shared, “Connecting local women I

see at church, the library, my children’s schools or dance class to our farm and where food comes from was so rewarding at Ladies Night on the Farm. I met new ladies also and developed friendships. They now actually know a farmer they can ask questions of anytime. It’s definitely an event I hope CommonGround continues in North Dakota. The effort can eventually connect people to farms of all sizes and kinds.”

## CommonGround ND Panel Discusses Food and Farming at Fargo Health Conference

CommonGround North Dakota volunteers were part of a five farm woman panel representing various segments of agriculture in the state, during Women’s Health Conference May 18 at the Fargo Ramada. The goal was to help bring clarity about food and farming.

GMO, Non-GMO, Gluten-Free or Natural? Clarity in Your Food Choices was the title of the panel which was hosted twice during the conference. It focused on bringing clarity to the confusion many non-ag

consumers have about food choices. Each CommonGround volunteer shared information about her farming practices and healthy food choices.

The panel also answered audience questions. The most commonly asked food trend questions from the audience focused on antibiotic use among food animals along with questions about GMO and non-GMO crops. Each attendee was able to learn about myths surrounding food trends and to obtain a farmer’s perspective to the questions.



Soybean farmer Julie Peterson right, of Harwood, and CommonGround North Dakota Coordinator Katie Pinke of Wishek, talked with North Dakota Today anchors Chris Berg and Andrea Larson of KVLY TV Fargo prior to panel discussion.



From left to right, panel members included: Julie Peterson, Harwood; Joey Tigges, Durbin; Annie Carlson, Mercer; Ronda Thoerner, Cogswell; and Vanessa Kummer (in blue), Colfax. The panel was moderated by Katie Pinke, Wishek, far right.



# What Food Manufacturers Look for in North Dakota raised Tofu, Soymilk and Natto Soybeans

About 500,000 to 600,000 acres annually of food-grade soybeans are grown in North Dakota soybean production. What are the types of food-grade soybeans do North Dakota growers most often grow for a premium? Tofu, soymilk and Natto varieties are most common.

There are five aspects to know about when growing tofu soybeans. First, keep in mind what is important to the tofu manufacturer. Most important is protein content of the bean. The protein is what is extracted to make the tofu. The higher the soybean protein, the better the tofu yields. Approximately 275 to 300 pieces of tofu are made per bushel of soybeans. Since researchers have struggled for years to positively correlate soybean yield and soybean protein, premiums paid to producers with high protein are

normally higher to offset some yield drag.

Soaking time is also important to tofu manufacturers. This can be impacted by the size of the beans, hull thickness and soybean uniformity. Because of this, specific identity-preserved variety soybeans are important. Typically larger beans with thinner seed coats are preferred for good tofu production results. Faster soaking times and more consistency happen with larger tofu beans.

Color of the tofu is also an important characteristic in tofu beans. Pale yellow soybeans are preferred as they make a more pure white appearance in the tofu. Consumers prefer a nice white tofu.

The taste is important in tofu beans. With exception of Taiwan, most consumers want a less soybean taste and flavor. Many of

the soybean internal characteristics can impact the taste and flavors of the tofu. A good balance of amino acids, sugars and carbohydrates are necessary.

Lastly, every food manufacturer is concerned about price. Quality is important, but price is also important. Suppliers of identity-preserved soybeans into the tofu market realize this and continually invest in soybean research to identify improved genetics, both for the producer and the soyfoods manufacturer.

Soymilk manufacturers have similar needs to tofu. The first process in the tofu process is the production of the soymilk. Therefore, many of the requirements are similar. Tofu is simply soymilk with coagulation added to create the firmer and more flexible food product. Taste and color are important in the selection of soybean varieties used for soymilk. Protein and yield remain important but there is less emphasis on protein in soymilk varieties than tofu.

In soymilk production, soybean size isn't quite as critical but manufacturers still ideally prefer larger beans. Soymilk is a very price competitive industry and ultimately color, taste and flavor are most important to manufacturers.

Consumers of soymilk prefer the less beanie flavor including most Americans, Japanese and Korean markets. Taiwan and some Chinese consumers prefer strong beany flavor.

Larger beans are typically considered 2000 to 2500 seeds per

pound for both tofu and soymilk soybean production.

Natto is a fermented soyfood product. The final retail product is simply the whole bean that is steamed and fermented before packaging. No further processing is done. The process is however unique and each manufacturer has unique requirements for the Natto soybeans they purchase.

The northern region of the U.S. and specifically North Dakota is known widely among Japan Natto manufacturers. At least 60 percent of the soybeans used in the Natto industry come from this region. The texture and taste of Natto is critical. Smaller beans are preferred and the soybeans supplied are normally between 5,000 to 6,000 seeds per pound.

All Natto soybeans must be clear or yellow hilum beans. Even though Japan is home to the largest consumption of Natto in the world, other north Asian countries are beginning to adopt it. Many consumers dislike Natto due to the offensive taste and smell. Regardless, Natto is considered one of the healthiest soyfoods in the world. You will see Japanese most often eat Natto with mustard but also with wasabi, salt, green onion or soy sauce.

To learn more about raising food-grade soybeans on your farm, contact the Northern Food Grade Soybean Association at [www.nfgsa.org/contact](http://www.nfgsa.org/contact) or connect on Facebook at [www.facebook.com/foodgradesoybeans](http://www.facebook.com/foodgradesoybeans)



Soymilk, tofu, edamame, soynuts and soybeans.



# Why Soy Protein is a Great Choice for Healthful Snacks

Diet and lifestyle considerations, including the rise of snacking, are increasingly driving the way America eats. Currently, snacks represent approximately 50 percent of eating occasions. That's why more Americans are discovering the multifaceted benefits of soy snacks such as soy yogurt, soynuts, dried edamame-based snack mixes and dips and smoothies made with tofu or soymilk. Each serving of soyfoods offers from 7 to 15 grams of high-quality protein. Unlike many other high protein foods, soyfoods are cholesterol-free and low in saturated fat.

A. Elizabeth Sloan, president of Sloan Trends, identifies reasonable snacking as one of the Top 10 Food Trends for 2015 and beyond. Diet-conscious consumers on the go are looking for healthful snacks throughout the day. In 2013, for example, the fastest-growing

healthy snacks included yogurt, smoothies, nutrition bars, trail mixes, specialty nut butters and popcorn. Soy snack choices include soy yogurt, soymilk smoothies, nutrition bars, soynut butter and trail mixes incorporating soyfoods.

"Soy is among the fastest-

growing snack claims in the U.S., along with gluten-free, natural, protein and a new claim—the type of oil," Sloan says. She notes that soy and protein have been among the top five snack claims and categories driving growth.

Not only are soy snacks healthful, they also fit with other

trends. According to the National Restaurant Association's What's Hot in 2015—an annual Menu Trends survey of professional chefs—the top 10 trends include environmental sustainability and healthy kids' meals. As a plant-based protein, soy meets both these needs.

## Soynut Butter Pita Pocket

Yield: 1 pita half

- ½ whole wheat pita pocket
- 1 Tbsp SoyNut Butter
- 1 Tbsp apple butter
- 6 apple slices

Spread SoyNut butter and apple butter on pita half. Arrange apple inside pita.



## Edamame and Tan Soybean Spread

Yield: 1½ cups

- 10 ounces (1 bag) frozen shelled edamame, cooked
- 2 cloves garlic, minced
- ½ cup canned tan soybeans, rinsed and drained
- 2 tablespoons soybean oil
- 2 teaspoons lemon juice
- salt and pepper to taste

Combine all ingredients in food processor, pulse until mixture is smooth.

Serving suggestions:

- On a turkey sandwich in place of mayonnaise
- On crackers as a dip

# Senators, USDA Official Promote Vital Role of Women in Agriculture



## United States Department of Agriculture (USDA) Deputy Secretary Krysta Harden and U.S. Senators

Heidi Heitkamp of North Dakota and Amy Klobuchar of Minnesota came to Fargo this spring to encourage women to take on greater leadership roles in the agricultural industry.

The trio engaged with other female farm leaders from across the region for a Women in Agriculture event to discuss ways to improve outreach and to promote more female leadership in the agriculture sector. Recent data shows women make up about 10 percent of principal farm operators in North Dakota, compared to 30 percent nationwide. Heitkamp says she is working to make sure that women, who help generate more than \$136 million in annual agricultural sales across North Dakota, remain a strong force in the nation's agricultural industry.

"Throughout the years, women have been part of the backbone of our agriculture industry, commanding leading roles at our farms and ranches, laboratories, executive board rooms," says Heitkamp. "But the presence of women in the agricultural

sector needs to grow and we need to make sure we're doing everything we can to facilitate greater involvement."

"Women have been a critical part of farm and ranch operations across the country and globe for centuries," Harden says. "This is

nothing new. But as women in agriculture, we have the unique opportunity to be the change we want to see in our industry. We must build on the incredible legacy of stewardship, innovation and productivity we have in agriculture and help one another succeed."

Heitkamp, Klobuchar and Harden visited the Colfax, North Dakota farm of agricultural leader Vanessa Kummer to talk with her about her leadership and agricultural work. Kummer is a past president of the North Dakota Soybean Growers Association and was the first North Dakotan and the first woman to chair the United Soybean Board.

Senators Heitkamp and Klobuchar and Deputy Secretary Harden were among a dozen speakers who addressed the Women in Agriculture Event held in May at the Skills and Technology Center in Fargo.



**NDSGA Executive Director Nancy Johnson addresses the panel during the Women in Agriculture Conference held in Fargo. From left, Jennifer Holle of Northern Lights Dairy, Mandan, N.D.; Johnson; Vanessa Kummer, Colfax, N.D.; North Dakota Sen. Heidi Heitkamp; USDA Deputy Secretary Krysta Harden; Minnesota Sen. Amy Klobuchar.**

# Apply Now for the 2015-16 ASA DuPont Young Leader Program

The North Dakota Soybean Growers Association (NDSGA) and DuPont are seeking applicants for the 2015-16 American Soybean Association (ASA) DuPont Young Leader Program.

For more than 30 years, the ASA DuPont Young Leader Program has identified and developed grower leaders who continue to shape the future of agriculture.

“The ASA DuPont Young Leader Program has been a game changer for not only the soybean industry but all of agriculture,” said ASA President Wade Cowan. “The program provides industry-leading training that helps unleash participants’ leadership potential while fostering collaboration among farmers throughout the U.S. and Canada. Grower participants gain experience and build lifelong friendships. From the time the program began in 1984, it has recognized the important roles that women and young farmers play in agriculture, and we are proud of the strength of that heritage. We’re also extremely grateful to DuPont for their longstanding support of the program.”

The ASA DuPont Young Leader Program is a challenging and educational two-part training program. Phase I of the training takes place at the DuPont Pioneer headquarters in Johnston, Iowa, on Dec. 1-4, 2015. The program continues on March 1-4, 2016, in New Orleans, Louisiana, with training held in conjunction with the Commodity Classic Convention and Trade Show.

“DuPont is committed to our continued partnership with the American Soybean Association in support of the DuPont Young Leader Program,” said Jim Hay,

director, North America Crop Protection. “Every year, we look forward to meeting and working with the class of talented, young soybean leaders who will help define the future of agriculture’s success.”

Grower couples and individuals are encouraged to apply for the program which focuses on leadership and communication, agricultural information and the development of a strong peer network. ASA and its 26 state

affiliates, including the NDSGA and DuPont, will work together in order to identify the top producers to represent their states as part of this program.

“The opportunity to learn, in depth, about issues facing soybean farmers was invaluable. Through the DuPont Young Leader Program, we were able to gain a greater understanding of the roles in leadership in the soybean industry,” Jason Mewes, a program participant and

past NDSGA president. “We appreciated meeting soybean farmer leaders and gaining an understanding of how they are representing growers. Equally important was the opportunity to meet other farmers who are up-and-coming leaders in the soybean industry. We highly encourage other farmers to participate in the DuPont Young Leader Program in the future.” Applications are being accepted online now! Interested applicants should go to <https://soygrowers.com/learn/young-leader-program/> to apply.

## SCN Sampling Program Q&A



Got questions?  
We'll help you  
dig for answers.

**Wondering if you have Soybean Cyst Nematodes (SCN)? Let the North Dakota Soybean Council (NDSC) help.**

**Q:** How does the SCN sampling program work?

**A:** The NDSC covers the cost of up to 2,000 SCN samples for growers in N.D. NDSU labels, codes and distributes sample bags. Growers bag and mail sample bags to the lab.

**Q:** When will the sampling program begin?

**A:** Sample bags will be at County Extension offices in mid-late August and at SCN field days.

**Q:** How do I receive sample bags?

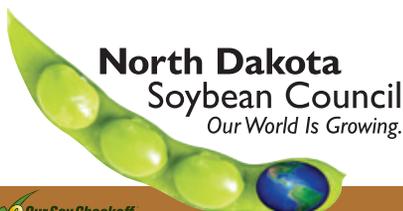
**A:** Each N.D. grower can get up to three bags at their County Extension office or by attending a field day (tentatively located in Richland, Cass and Southern Traill Counties. Dates TBD). This is a first-come first-serve program.

**Q:** When is the best time to sample?

**A:** The number of eggs and cysts in the soil increases throughout the growing season, making SCN detection most likely if you sample at the end of the season; from just before harvest to just before freeze-up is generally recommended.

**Q:** What do the results tell me?

**A:** Results indicate if you have SCN or not. If you do, you will want to actively manage it; resistance, rotation and maybe seed treatments. If you don't have it, be happy, and test again in coming years.



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# Scholarship Winner Dives Into Agriculture Industry

**F**or Daniel Landman, going back home to help on the family farm is more of a vacation than it is work.

Landman grew up on a farm southwest of Larimore, North Dakota, which his dad and older brother operate, growing soybeans, corn, wheat, edible beans and even some peas.

Landman will graduate from North Dakota State University (NDSU) in December with a degree in agriculture economics and a minor in business administration. He's also set to start graduate school this fall while finishing up his undergraduate credits.

Landman is the 2015 recipient of the NDSU Development Foundation North Dakota Soybean Growers Association (NDSGA) Scholarship. The scholarship

provides \$5,000 to a student in NDSU's College of Agriculture, Food Systems and Natural Resources. Students must be enrolled at NDSU, have completed at least 90 credits, and be the child or grandchild of an NDSGA member. His parents, Bob and Karen Landman, are NDSGA members.

This summer, the 21-year-old Landman is putting his education to use as an intern at the ADM elevator in Rogers, North Dakota. The training is helping bring classroom concepts to the commodity marketing world.

"I'm learning about contracts and strategies for each farmer,

including how to market in poor conditions," Landman says. "I'm also learning how to move grain when farmers aren't motivated to sell and developing different strategies for different situations."

Landman is getting a well-rounded exposure to the soybean industry. In addition to growing soybeans on the family farm, he has also worked on the agronomy side of industry through a previous internship with CHS. His education at NDSU includes working in the Commodity Trading Room in Barry Hall, which gives students hands-on experience learning about the risks related to financial management and



**Daniel Landman**

commodity marketing.

Landman says that, while he enjoys farming, he hopes to stay in the merchandising part of the industry. His initial interest is to work in commodity marketing and training once he completes his schooling.

Despite his young age, Landman's experiences and education have already exposed him to many possibilities for the future of agriculture.

"Globalization will continue to affect us," he says. "It's up to us to be efficient. We also need to keep finding new uses. Value-added uses like biodiesel and soy flour are a couple examples. We need to keep innovating to stay ahead of the rest of the world."

Landman says that he is grateful to be awarded the NDSGA scholarship for more reasons than just the financial support he'll get to further his education.

"This means I can put that much more time into studying and learning," Landman adds. "It helps quite a bit. I'm honored to see that my hard work wasn't going unnoticed."

Scholarship candidates are required to fill out an application to be considered for the NDSGA scholarship. It's a process Landman heartily endorses.

"It's a great opportunity, and I recommend it to anybody," he says.



**NDSGA scholarship winner Daniel Landman's education included a summer internship learning about grain marketing at ADM in Rogers, N.D. Landman plans to put his education to work in grain merchandising.**

# Your Conservation Efforts Could Make You a Winner



Farmers who go the extra mile for conservation could be recognized for their efforts with a Conservation Legacy Award. All U.S. soybean farmers are eligible to enter to win a Conservation Legacy Award which recognizes soybean farmers who distinguish themselves through outstanding environmental and conservation practices while remaining profitable. Entries are judged on soil

management, water management, input management, farmstead protection, and conservation and environmental management. Three regional winners and one national winner are selected.

Award winners receive an expense-paid trip for two to Commodity Classic in New Orleans; recognition at the Commodity Classics ASA Awards Banquet; a feature on your farm and conservation practices in Corn & Soybean Digest, and a special online video. There is also the potential opportunity to join other farmer-

leaders on a trip to visit international soybean customers.

The Conservation Legacy Awards are sponsored by the American Soybean Association, BASF, Corn & Soybean Digest, Monsanto and the United Soybean Board/soybean checkoff.

More information about past award winners as well as how to submit your application is available at [soygrowers.com](http://soygrowers.com). All applications must be submitted by Sept. 1, 2015.

## Voluntary GMO Food Labeling Act Clears Hurdle

A key step forward in the development of a national food labeling standard is being applauded by many agricultural groups including the American Soybean Association (ASA). The U.S. House of Representatives has approved the Safe and Accurate Food Labeling Act, which establishes a national, voluntary framework for labeling foods either containing or not containing genetically modified (GMO) ingredients.

The legislation would require developers of genetically engineered plants to obtain Food and Drug Administration (FDA) safety clearance on all new plant varieties, it upholds FDA's authority to specify special labeling if it finds varieties pose a health or safety risk, it creates a legal framework governing the use of label claims regarding either the absence or presence of GMOs in a food product and it requires FDA to define the term 'natural' on food labels.

"The bill accomplishes much, including the prevention of a state-by-state patchwork of conflicting labeling laws that would drive up grocery costs," says Wade Cowan, ASA president and a soybean farmer from Brownfield, Texas.

"The bill empowers and guides those companies who wish to label and market their products as GMO-free to do so by through a USDA-accredited certification process."

The focus now shifts to the Senate, where a companion bill from North Dakota Sen. John Hoeven awaits markup in the Agriculture Committee.



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### President Signs Trade Promotion Authority

Trade promotion authority (TPA) will soon help create and strengthen international trade agreements, opening valuable markets and providing an advantage for U.S. farmers. President Barack Obama signed TPA into law in late June.

Soybeans represent the nation's most important agricultural export, and international trade plays a crucial role in the industry. TPA was a key priority for the American Soybean Association (ASA) in the 114th Congress. The bill gives the U.S. trade representative the ability to get the best deal possible, and it provides Congress with the oversight needed to ensure that every agreement will work for American farmers.

TPA is critical for soybean farmers because new trade agreements expand market access. New trade agreements will also expand live-stock product exports, which are important for U.S. soybean farmers.

TPA passage is also seen as a vital step toward finalizing negotiations on the Trans-Pacific Partnership (TPP), which includes important export markets for U.S. soybeans and meats as well as the developing markets with increased demand for American soy every day.

### North Dakota Farmer Engages Public Through Online Event

North Dakota farmer Jenny Rohrich encouraged the public to ask her anything about farming. Rohrich participated in a live, online Q&A online through Reddit, answering questions about modern agriculture.

Reddit is a social-news website that contains hundreds of different forums, called sub-reddits, that are tailored to specific interests



**North Dakota farmer Jenny Rohrich took to a popular social media site to answer questions about modern farming practices.**

and themes. One of the largest sub-reddits, with 3 million users, is "IamA...Ask Me Anything" otherwise known as "AMA."

Some people you may know of who have done an "AMA" include Bill Gates and President Obama. This platform is also for everyday people with out-of-the-ordinary jobs or circumstances about which other people want to learn more.

During the AMA, Rohrich began by introducing herself: "I am a farmer's wife from North Dakota. On our third-generation farm, we grow wheat, corn, soybeans and sunflowers: Ask Me Anything." From there, she answered questions from the public about modern agriculture.

### FDA Adds Time for High-Oleic Soybean Oil to Meet Market Needs

Following a final ruling from the U.S. Food and Drug Administration that rescinds the generally regarded as safe (GRAS) designation for partially hydrogenated oils (PHOs), ASA noted the industry's ongoing progress to remove trans fats from American diets and thanked the FDA for the 3-year time period for the food industry to replace most uses of PHOs. The industry has until June 2018

to replace partially hydrogenated oils. This compliance period will allow the U.S. soybean industry to ramp up production of high-oleic soybean oil that can safely replace PHOs and highly saturated fats, such as palm oil, in many food applications.

ASA called on the FDA to give the soybean industry time to increase the production of high-oleic soybean varieties which provide the functionality of PHOs in many baking and frying applications without the addition of trans fats.

"High-oleic soybeans represent a key evolution in soybean farmers' ability to meet the needs of our customers," says Wade Cowan, ASA president and a soybean farmer from Brownfield, Texas. "But we've emphasized to FDA all along that we need the time to get the high-oleic trait integrated into soybean varieties and approved in overseas markets, so we can produce what the industry demands."

By June of 2018, the food industry must replace the existing use of PHOs in the marketplace, estimated at between 2 and 2.5 billion pounds. Soybean farmers are

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concerned that, without a suitable ramp-up timeframe, the food industry would turn to competing oils, such as palm oil, that are either high in saturated fat or that create a detrimental environmental impact.

### **ASA, Others Challenge VT GMO Labeling Law**

ASA and numerous other organizations, including the National Corn Growers Association, the National Cotton Council and the Corn Refiners Association, signed a brief supporting the Grocery Manufacturers of America (GMA) and others in challenging Vermont's law requiring that food products containing biotech ingredients be labeled.

The law, enacted in 2015 and due to go into effect in June 2016, would require food manufacturers to place a pejorative "contains GMO" label on products sold in Vermont. ASA and other farm organizations support the Grocery Manufacturer's argument that the law disrupts interstate commerce and will be expensive for consumers who would pay the costs for labeling and repackaging the products sold in Vermont.

ASA is an active member of the Coalition for Safe Affordable Food, which supports federal legislation to establish a voluntary national standard for labeling non-GMO products and to preempt state biotech-labeling laws.

### **Groups Call for Coordinated, Ag-Based Effort to Meet Global Food Security Needs**

A coalition of farm and international development organizations and agriculture-related foundations sent a letter to a number of congressional committees. The letter called for a coordinated approach from the federal government to meet global food-security needs.

In their letter, the groups stated that international agricultural development is essential for meeting the urgent goal of feeding the world's growing population, expected to rise from 7.2 to 9.1 billion by 2050. Global demand for food will increase by 60 percent during the same period.

"The American Soybean Association has a long history of improving access to food and building markets through the work of the World Initiative for Soy in Human Health. ASA is eager to continue that legacy by being a part of the solution to address global food security issues through agricultural development," says Wade Cowan, the association's president and a soybean farmer from Brownfield, Texas. "Training and engaging in technology transfers with people in least-developed countries helps to alleviate hunger and increase economic opportunities for local people, and provides long-term market growth for U.S. agricultural products abroad."

The letter also emphasized that the Department of Agriculture, the U.S. land-grant university system, farm organizations and agribusiness should be leveraged more prominently in international agricultural development efforts, working in coordination with other development and humanitarian programs that are administered by the U.S. Agency for International Development.

### **USDA Funds Phase Two of ASA WISHH's FEEDing Pakistan**

The U.S. Department of Agriculture has approved Phase Two of ASA's World Initiative for Soy in Human Health (WISHH) FEEDing Pakistan program to further develop Pakistan's aquaculture sector and its use of feeds made from U.S. soy.

The additional year of funding allows WISHH to create more demand for soy-based feeds, building upon the success of local fish farmers as well as private investment by the Pakistani feed industry.

Launched in 2011, WISHH's FEEDing Pakistan program has assisted approximately 2,000 Pakistani fish farmers and helped increase the market value of farm-raised tilapia from zero at the beginning of the project to an estimated 450 million rupees (\$4.5 million USD) in 2014.

FEEDing Pakistan's tilapia averaged 600 grams per fish, double the weight of traditional Pakistani fish harvests.

"Pakistani fish farmers had never seen such results," says R.S.N. Janjua, who leads the project as the ASA/WISHH country representative. "The tilapia received a premium in the local marketplace and increased enthusiasm for further development of Pakistan's

aquaculture industry with soy-based fish feeds."

A 2013 USDA Global Agricultural Information Network report projected a 525 percent increase for Pakistan's aquaculture production and an accompanying increase in the demand for fish feed. Aquaculture production would increase from 120,000 tons in 2012 to 750,000 tons in 2022. The demand for fish feed will increase from 210,000 tons to 1.3 million tons, and soybean meal demand will go from 42,000 tons to 260,000 tons.

Phase Two will allow WISHH to provide additional training in order to improve feed management and to increase feed production and demand.

Since U.S. soybean farmers founded WISHH in 2000, it has worked in 24 countries to improve diets as well as to encourage the growth of food industries. For more information, visit the WISHH website at wishh.org.



**WISHH's FEEDing Pakistan project develops Pakistan's aquaculture sector and its use of feeds made with soy. A 2013 U.S. Department of Agriculture Report projected a 525 percent increase in aquaculture production in Pakistan and a complementary increase in the demand for fish feed between 2012 and 2022.**

## Getting to Know the Grower



**Joe Morken**  
Casselton, N.D.

### Tell us about your farm.

We are a third-generation, small grain farm. We grow soybeans, wheat, sugarbeets and corn.

### Why did becoming North Dakota Soybean Council director interest you?

Through the annual Northern Soybean Expos I've attended, I was familiar with the North Dakota Soybean Council and their work. I felt I could help with those efforts as part of the board. I feel all farmers have a responsibility to help their industry.

### What are the other organizations with which you have been active?

I'm treasurer on the Cass County Ag Improvement Association and a member of the North Dakota Soybean Growers Association.

### If you could change something about the current operating climate, what would it be?

That we all [in agriculture] just get along. I support GMOs, organics and non-GMOs, and I wish we would all promote without condemning each other. We each have

an important role in agriculture today.

### What has changed most about farming since you've been involved?

Technology -- in all areas of the farm, from the house to the tractor cab. For example, we used to communicate with CB radios (citizen band) and now we use cell phones and texting.

### What do you like to do outside of farming?

My wife Robin and I like to ride motorcycle whenever we get a chance, which with two little ones, doesn't happen very much. I still also like to do a little hunting now and then.

### If you could go anywhere in the world, where would it be?

We'd love to go to Australia.

### It's a beautiful North Dakota summer night, and you're sitting down to dinner. What's on the menu?

Rib-eye steak and cubed potatoes cooked on the grill.

### What do you like best about farming?

The changes of workload that comes with the seasons and working with family.



**Ed Erickson**  
Milnor, N.D.

### Tell us about your farm.

I farm with my brother, Terry, raising corn and soybeans on our fourth-generation farm. My mom and dad still live on the home farm. I started on my own in 1986 and

convinced my brother to join me about 9 years ago. The family also owns Erickson Manufacturing. We make the Eagle Ditcher. I also sell fertilizer and micronutrients through Conklin.

### How did you become a member of the North Dakota Soybean Growers Association's Board of Directors?

I was first asked to be on our county Crop Improvement Board. Later, I was asked to be on the Growers Board. I thought the work was important, and I kind of got hooked. I'm now the longest-tenured board member. We work and align ourselves with partners on issues that benefit not only farmers, but the whole state.

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### **Why did becoming an American Soybean Association director interest you?**

Being involved in policy kind of got in my blood. It's so important what the board does for North Dakota soybean farmers and what ASA does on the national level. It takes a lot of time, and all of our time is volunteered, but it's important work that needs to be done.

### **If you could change something about the current operating climate, what would it be?**

We feed the world, but it's scary out here that there's not enough right

now to always cover land and input costs with our crop prices. Farm bills can get watered down. I'd like to see more structure and more of a safety net for when prices do collapse. It can be especially hard on our young farmers.

### **What has changed most about farming since you've been involved?**

Definitely technology.

### **What do you like to do outside of farming?**

I love working. I like being busy and focused. I do love to rebuild old tractors. I have a 1968 International 806 that I'm adapting a Cummins engine to fit, so I'm going from

90 to 215 horsepower. I also have a 2236 McCormick-Deering tractor I'm working on. I also enjoy riding four-wheelers. My sister has organized a ride to support suicide prevention, so it's fun to go on rides like that.

### **If you could go anywhere in the world, where would it be?**

I would love to go to Norway and Sweden where my ancestors came from and try to find out where my relatives came from. That would be just awesome.

### **It's a beautiful North Dakota summer night,**

### **and you're sitting down to dinner. What's on the menu?**

I have a wood-pellet grill, so a ribeye on there with grilled vegetables or a bacon-wrapped tenderloin.

### **What do you like best about farming?**

Farming with family and teaching my son what I've been doing all these years and what I've learned from my dad. My dad is the greatest man I know. He has so much vision. I have five children and two grandchildren, so building a farm with my family is great. I love doing it all and being involved, but farming with family is most important.

# **Biodiesel Tax Credit Moves Forward**

**T**he Senate Finance Committee voted in late July to extend several expired tax provisions, commonly called

“tax extenders.” Among the key provisions is a dollar-per-gallon biodiesel tax credit.

The \$1-per-gallon tax credit is intended to make biodiesel more cost-competitive with petroleum diesel. The previous tax extenders package expired at the end of 2014.

Since being implemented in 2005, the biodiesel tax incentive has played a significant role in stimulating growth in the U.S. biodiesel industry, helping it become the first EPA-designated Advanced Biofuel to exceed 1 billion gallons of annual production.

The draft bill initially included a two-year extension of the biodiesel blender's tax credit as it has been previously structured, but several senators sponsored an amendment shifting the biodiesel tax credit from a blender's credit to a production tax credit beginning in 2016. The shift means biodiesel producers would be eligible for the income tax credit, not those who blend biodiesel.

“This is something the industry has been pushing for the past

number of years and really puts more focus on domestic biodiesel production,” says Ben Evans, director of federal communications for the National Biodiesel Board (NBB). “It targets biodiesel produced here in the United States.”

Previously, the biodiesel tax credit was available to thousands of entities that blended biodiesel. A production credit would streamline the process because there are about 200 biodiesel production facilities that would be eligible for the credit, making it easier for the government to administer. Some of those biodiesel refineries are farmer owned.

The tax extenders bill was passed by the committee and now awaits consideration by the full Senate, which will likely occur in the fall.

A recent economic study commissioned by NBB found that the industry supports about 50,000 jobs along with billions of dollars in GDP and household income, and at least \$628 million in federal, state and local tax revenues.

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