

Spring 2020

# MICHIGAN SOYBEAN NEWS<sup>®</sup>

Volume 12 - Issue 2

*March is Grain Elevator  
Appreciation Month  
Pages 26-27*

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A publication of the Michigan Soybean Association

# Michigan Soybean News

Spring 2020  
Volume 12 - Issue 2

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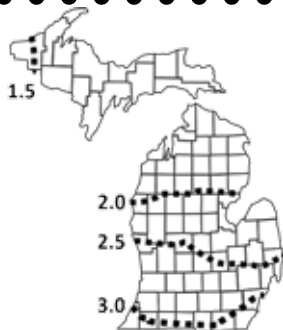
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members.



## Adjusting Management Practices to Account for Variable Soybean Planting Time

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*Comments and suggestions  
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### Michigan Soybean Association's Mission Statement

To improve and advocate for the Michigan soybean industry.

# Your MSA Board

The Michigan Soybean Association (MSA) held their Annual Meeting of Members on January 29, 2020 in conjunction with the 2020 Great Lakes Crop Summit. The large turnout participated in approving 2019 member business and welcomed three new directors to the MSA board: Larry Phelps, Kyle Crumbaugh and Nick Stone.

**Larry Phelps** is from Vicksburg and replaces Brian McKenzie in District 1. Phelps has been farming with his father for the past 23 years. They raise soybeans, corn and wheat on about 900 acres.

Larry has a Bachelors of Arts degree in Secondary Education from Taylor University. He is also a member of the Kalamazoo County Farm Bureau, serving as president for three years. He is a member of Kindle Community Church and enjoys coaching high school sports.

"Serving on the board is a great way to support and give back to the farmers who grow soybeans in Michigan. It is also an opportunity to meet other farmers and build relationships that strengthen our ag community," stated Larry.

**Kyle Crumbaugh** is from St. Louis and is replacing Earl Collier in District 7. Crumbaugh works on his family's cash crop farm of 3,600 acres, raising soybeans, sugar beets, corn and wheat. He has become heavily involved in the decision making on the farm, making plans for new investments and ventures, as well as day to day operational decisions.

Kyle has a Bachelor's Degree in Agribusiness Management from Michigan State University. He is a member of the Gratiot County Farm Bureau and the Bethany Township Planning Commission.

"I am looking forward to being involved in soybean policy to ensure it is a profitable option for Michigan farmers," shared Kyle.

**Nick Stone** is from Sandusky and replaces Jay Ferguson in District 4. Stone has worked on his family's 2,500 acre farm since 2011. He also has experience working for another farm operation pushing haylage and silage for a large dairy.

Nick graduated from Sandusky High School and attended St. Clair Community College. He has enjoyed working with the Sanilac County Farm Bureau and 4-H and enjoys working with youth and helping them learn the importance of farming.

"I would like to be more involved in the soybean industry and would like to help our communities learn more about the importance of soybean production," said Nick.

MSA advocates for the Michigan soybean industry in Lansing and D.C. and in doing so has outlined policy priorities for 2020: trade expansion, soy biobased product promotion, environmental policy, livestock and aquaculture, water quality and transportation and infrastructure.



Larry Phelps



Kyle Crumbaugh



Nick Stone

## MSA BOARD OF DIRECTORS

### District 1

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13412 Park West Blvd.  
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ASA Director*  
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# MICHIGAN SOYBEAN PROMOTION COMMITTEE

## FINANCIAL REPORT

### OCTOBER 1, 2018 - SEPTEMBER 30, 2019

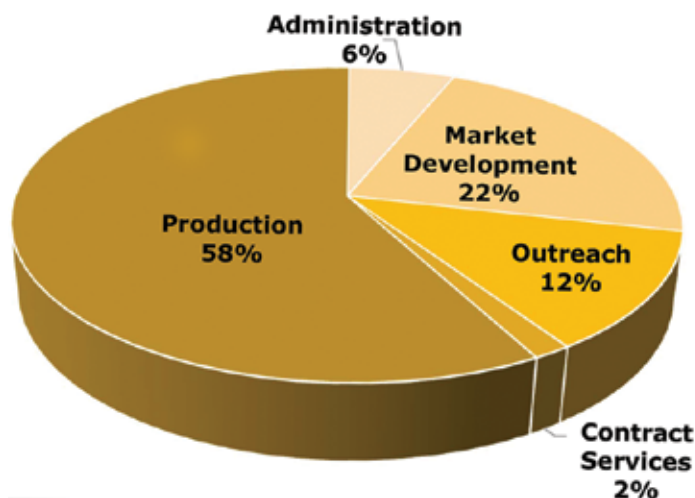
#### REVENUES COLLECTED

Assessments	\$4,533,421
Less:	
50% Transfer to USB	\$2,243,813
State of Origin Transfers	37,412
Net Assessments	<u>\$2,252,196</u>
Other Income	83,068
Total Revenue Collected	<u><u>\$2,355,264</u></u>

#### EXPENSES PAID

Production	\$1,321,375
Market Development	501,430
Outreach	278,918
Administration	137,957
Contract Services	36,040
Total Expenses Paid	<u><u>\$2,275,720</u></u>

#### FY19 Program Disbursement



#### Market Development

- Bridge Testing Program
- Promotion of Biodiesel and Biobased Products
- Soy Aquaculture Alliance
- Soy Global Trade Exchange
- Soy Transportation Coalition
- Soybean Genetic Marketing
- Trade Team Missions
- U.S. Soybean Export Council
- World Initiative for Soy in Human Health

#### Outreach

- College Scholarships
- Farmland DVD and Lesson Plans
- Lansing Ag Club Breakfast
- Leadership Development
- Legislator Lunch and Learn
- Michigan Ag Council
- Rural Education Days
- Soybeans Go to School Kit

#### Production

##### Contracted Research

- Agronomic Management
- Insects and Disease Control
- Irrigation
- Nutrient Management
- Production Systems
- Soybean Breeding
- Soybean Cyst Nematode
- Weed Control

##### Grower Communication

- Facebook
- Instagram
- *Michigan Soybean News*
- MSPC Soybean Weekly email
- On-Farm Research Report and Meetings
- Twitter
- YouTube Videos

- Great Lakes Crop Summit
- Grower Checkoff Awareness
- Herbicide Resistant Weed Screening
- North Central Soybean Research Program
- On-Farm Research Program
- Soybean Cyst Nematode Soil Sample Analysis

**THANK YOU** to our outgoing MSA directors for your nine years of service on behalf of Michigan soybean farmers. Brian McKenzie, Jay Ferguson and Earl Collier represented District 1, District 4 and District 7 on the Michigan Soybean Association board.



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# MEMBER BENEFITS

People making decisions in Lansing and Washington, D.C. are getting further and further away from the farm. In the past, families had someone who was a farmer they could visit, but now generations are far removed and don't have a direct connection. "I've met several legislators that have never set foot on a farm.

We as farmers need to be visiting with legislators and representing our land," stated Jay Ferguson, MSA director. "There is a lot of education that needs to occur to our politicians and the public."

Paying the soybean checkoff does not make you a Michigan Soybean Association member. Checkoff dollars cannot be used for lobbying.

## LIFETIME LOYALTY MEMBER PROGRAM

As of October 1, 2016, if you have been an MSA member for 15 consecutive years, you will no longer need to pay dues - you have become a LIFETIME LOYALTY MSA MEMBER!

Call the soybean office at 989.652.3294 to check on your membership.



Are you receiving the MSA eNews?  
Email [soyinfo@michigansoybean.org](mailto:soyinfo@michigansoybean.org) to sign up for this informative membership e-newsletter.

## PROTECT YOUR FARM AND WAY OF LIFE, JOIN THE MICHIGAN SOYBEAN ASSOCIATION TODAY!

### SOME MEMBERSHIP BENEFITS:

- 5% member discount purchase incentive on all IntelliFarms equipment and free admission to grain school and workshops
- Through Auto-Owners Insurance/Cedar River Insurance Agency, an offer of premium discounts up to 10% on select policies is available
- Scholarship opportunities for your children and grandchildren
- Preferred pricing on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- Cabela's gift card purchase discount
- Discounted registration to the Commodity Classic

### 3-YEAR OR LIFETIME MEMBERSHIPS:

- \$300 Specialty seed with a minimum order of 30 units
- \$50 certificate good for LG Seeds Roundup Ready 2 Xtend™ soybean seed **AND** \$50 soybean seed certificate good for Renk Seed
- 2-\$25 Soy Biodiesel certificates **OR** 2-\$25 Soybean Meal Bucks certificates

The MOST IMPORTANT MSA membership benefit: *Having a voice in Lansing and Washington, D.C.!*

# MEMBERSHIP APPLICATION

First Name: \_\_\_\_\_  
 Last Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Cell Phone: \_\_\_\_\_  
 Email: \_\_\_\_\_

1-yr: \$75     3-yr\*: \$190     Lifetime\*: \$750

Payment Amount & Method:  
 Check (Payable to MSA) or Credit Card  
 Credit Card Type: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
 Credit Card #: \_\_\_\_\_  
 Signature: \_\_\_\_\_

**Mail application with payment to:**  
 Michigan Soybean Association  
 PO Box 287, Frankenmuth, MI 48734

*Dues are not tax deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. 18% of member dues are allocated to lobbying activities and are not deductible.*

**For a list of all membership benefits, visit [www.misoy.org/member-benefits/](http://www.misoy.org/member-benefits/)**

\*3-year and Lifetime memberships can choose between receiving either (check one):

2-\$25 Soy Biodiesel Bucks certificates or  
 2-\$25 Soybean Meal Bucks certificates

Date of Birth: \_\_\_\_\_  
 Number of Soybean Acres: \_\_\_\_\_  
 Total Farm Acres: \_\_\_\_\_

Occupation (check one):  
 Farmer     Retired     Other

What issues interest you most?  
 (Check all that apply)

Biodiesel/Biobased Products  
 Farm Bill  
 Transportation Infrastructure  
 Trade Agreements  
 Conservation  
 Consumer Education  
 Biotechnology  
 Freedom to Operate  
 International Marketing  
 Soy and Nutrition  
 Other: \_\_\_\_\_



# KICKING OFF 2020

By: *The Frederick Group*

**G**overnor Whitmer's first year as Governor is in the books. Moving on to 2020 with the spirit of bipartisanship, there is still much work to be done. Here are some key issues facing our industry in 2020:

## **THE 2020 ELECTION**

The next time you turn on your television, listen to the radio or check your mailbox, it won't be hard to catch a political ad. This is the beginning of the Presidential campaign season. Additionally, Michigan's U.S. Senator Gary Peters and the entire state House of Representatives are up for election. Add to that the many local elections that will take place and the campaign season is sure to be a busy one.

If you are interested in hosting a legislator or political candidate (it's never too early to begin educating!) on your farm, please reach out to the soybean staff and they can connect you with us to discuss the opportunity.

Keep an eye out for campaign updates in future editions!

## **THE STATE BUDGET**

It wasn't until December 2019 that Governor Whitmer and the Republican controlled Senate and House were able to strike a deal on the majority of the state budget for the 2019-2020 Fiscal Year that began on October 1, 2019. This was nine months after Governor Whitmer presented her first budget proposal which included a \$0.45 gas tax increase. A government shutdown was avoided when the Legislature presented a budget to Governor Whitmer just before October 1, which did not include a \$0.45 gas tax increase. This budget season resulted in Governor Whitmer using her gubernatorial line-item veto authority to strike nearly \$1 billion and transfer \$625 million via the State Administrative Board (which is incredibly rare) to other budget priorities.

The December budget deal included supplemental appropriations bills to restore 27 out of the 147 line-item vetoes. In addition, budget boilerplate language was included for reforms to the State Administrative Board to limit further transfers without legislative approval going forward. A couple of important line-item veto restorations and State Administrative Board Transfer corrections for the Michigan Department of Agriculture and Rural Development include \$1.3 million for Pesticide and Plant Management, \$500,000

for a Farm Stress Program and \$400,000 for Animal Disease Management.

By the time you're reading this Governor Whitmer is expected to have already presented her 2020-2021 Fiscal Year Budget Proposal to the Legislature and then the budget process starts all over again.

## **CONCENTRATED ANIMAL FEEDING OPERATION (CAFO) PERMITS**

The Michigan Department of Environment, Great Lakes and Energy (EGLE) released draft permit Number MIG010000, the NPDES General Permit for Concentrated Animal Feeding Operations. More information on the specific changes to the currently in effect 2015 permit can be found by visiting: [www.mi.gov/CAFO](http://www.mi.gov/CAFO).

This is very important to our animal industry partners. The Michigan Soybean Association & Michigan Soybean Promotion Committee submitted a joint public comment to EGLE to express their concerns and show support for the livestock industry in Michigan. From their public comment: "Our organizations are invested in the success and sustainability of Michigan livestock operations for a variety of reasons. Farmers are extremely invested in taking care of the land and water they use to grow their crops and raise their livestock on – in fact farmers are often referred to as the original conservationists. Additionally, livestock are the number one consumer of soybean meal – 98 percent of all soybean meal is fed to livestock, primarily to hogs, poultry and cattle both domestically and around the world. The ability for livestock operations to successfully operate without unreasonable restrictions translates to our number one market remaining viable."

## **THE VALUE OF YOUR MSA MEMBERSHIP**

MSA continues to educate policymakers on the importance of our industry, our policy priorities and be available as a source of credible agriculture information. Our voice is amplified because of our members like you!

As always, The Frederick Group is here to represent you and advocate for your issues in Lansing. If you have any questions or if we can be of service, feel free to contact the office at 517-853-0413.



# NEW AND RENEWING MSA MEMBERS

**NEW:**

John and Laurie Boegner, Marlette  
 Charlie and Gwyn Lewis, North Street  
 MI Pork Producers Association, East Lansing  
 Brent and Debra Schmucker, Osseo  
 Corwin and Kay Tischer, Lake Odessa

Elgin Darling, Willis  
 Larry Dolegowski, Dorr  
 John Ferkowicz, Silverwood  
 Heather & Greg Feuerstein, Belding  
 Luke Gentz, Leonidas  
 Phil Gordon, Saline  
 Robert Letterman, Birch Run  
 Randy Maschke, Lowell  
 Clay Ottoni, Waterford  
 Brian Rueger, Standish  
 Dan Secord, Monroe

**RENEWING:**

Jeff and Julie Alexander, Hanover  
 Roger Betz, Eaton Rapids  
 Keith Blonde, Litchfield

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# Adjusting Management Practices to Account for Variable Soybean Planting Time

By: Tom Siler and Maninder Singh, Michigan State University

Soybean planting date can significantly influence yield and quality potential. The benefits of planting soybeans earlier in the growing season are well documented and planting earlier has quickly become a standard recommendation from many universities and seed companies. While early-season planting is ideal, it is not always practical in many production systems. Equipment restrictions, soil conditions and inclement weather result in Michigan soybean producers planting across a wide range of planting dates. This has led us to ask the question, are there benefits for soybean producers to adjust management practices based on planting date? Maturity group selection (Figure 1), seeding rate and seed treatment recommendations are made to growers based on previous regional research. These recommendations are often based on one soybean planting date, commonly between mid-May and early-June. Therefore, research exploring how various management strategies should be adjusted based on planting date can benefit growers who plant outside of this “typical” soybean planting window.

We conducted research during the 2018 and 2019 growing seasons at the Mason Research Farm in Mason, MI and the Saginaw Valley Research and Extension Center (SVREC) in Frankenmuth, MI (Figure 2). Each year, soybeans

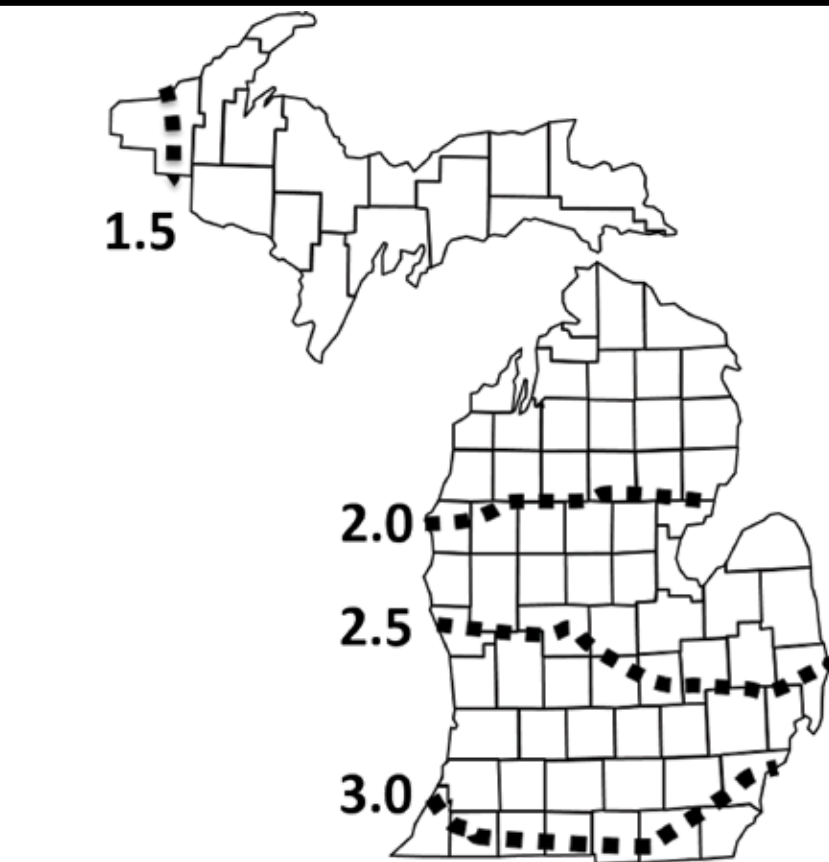


Figure 1: Soybean maturity groups best adapted to each region in Michigan as described by Mourtzinis, S., and S. P. Conley. 2017. Delineating Soybean Maturity Groups across the United States. *Agron. J.* 109:1397-1403.

were planted using four planting dates ranging from late-April to late-June. Six maturity groups ranging from 1.0 to 3.5, in 0.5 increments were planted. In a separate study, soybeans were planted with and without a complete seed treatment at five seeding rates ranging from 50,000 to 210,000 seeds per acre in 40,000 seeds per acre increments. This research was

conducted under a conventional tillage system in 15-inch row spacing. Planter settings were kept uniform across all planting dates. Results from this study are separated by early-season, mid-season and late-season planting dates. No differences in treatments were observed between mid-May and early-June planting dates, so results were pooled into mid-season planting.

**EARLY-SEASON  
PLANTING: LATE-APRIL  
TO EARLY-MAY**

Planting early in the season brings concerns of cool soils, which is often coupled with high soil moisture. These conditions create an ideal environment for many pests, suggesting that seed treatments may be beneficial at this time. In our study, seed treatments at the early planting time improved soybean stands, however they did not improve soybean yield at any of our locations.

Early-season planting can also extend the growing season for the crop. Selecting a maturity group that utilizes the entire available growing season while still maturing before a killing frost can build upon the benefits of planting early in the season. We found that planting a soybean maturity group at least 0.5 maturity longer than what is typically recommended (Figure 1) resulted in a 6 to 11 bushel per acre yield increase, while still maturing before a killing frost.

Soybean plant architecture is very responsive to changes in plant population (Figure 3). The number of branches, nodes and pods per plant that a soybean produces is influenced by how close the plants are planted together. This allows the plants to “compensate” for low plant populations. Previous research has often shown little to no yield difference between soybeans planted at different populations. In our study, increasing soybean seeding rates beyond 130,000 seeds per acre for early planted soybean did not improve yield.

**MID-SEASON PLANTING:  
MID-MAY TO EARLY-JUNE**

Typically, there is adequate soil moisture and the soil temperature is above 50°F during mid-season planting. Similar to our early-season planting results, seed treatment improved soybean stands, but there was no yield benefit.

There are several benefits to harvesting soybean earlier in the fall. Earlier harvest provides farmers the opportunity to perform

fall tillage, plant wheat and/or cover crops and fertilize fields for the spring, while avoiding poor field conditions. Planting earlier maturing soybean varieties is one way farmers can achieve an earlier soybean harvest. In our study, we found that planting shorter maturity group soybeans than what is recommended (Figure 1) resulted in no yield loss under mid-season planting.

To maximize net returns, farmers should identify seeding rates that reduce seed costs while not sacrificing yield. In our study, we found that there were no yield reductions from using seeding rates at or below 130,000 seeds per acre when soybeans were planted mid-season. This indicates that there is potential for growers to save on seed costs by using a lower seeding rate when planting is done mid-season, especially if soil conditions are ideal.

**LATE-SEASON PLANTING:  
MID-JUNE TO LATE-JUNE**

Excessive rainfall early in



Figure 2: Overhead photo of study plots in Mason, MI on September 20, 2019. The left study shows six maturity groups planted on four planting dates. The right study shows five different seeding rates with or without a seed treatment planted on the same four planting dates. Each pass is one planting date.

## Your Soybean Checkoff

the season can lead to delays in soybean planting. Generally, when soybean planting is delayed, soil temperatures are well above 50°F, but there can be a lack of soil moisture. These conditions often result in less pest pressure, which may negate any benefit from a seed treatment. Similar to the other planting dates, adding a seed treatment improved soybean stands but did not increase soybean yield.

Delayed planting also results in a shorter growing season and often increases the risk of soybeans not reaching maturity before a killing frost. Using a shorter maturity group can reduce these risks and improve harvest quality. In this study, a trend towards increased soybean yield was observed by planting shorter maturity groups. Furthermore, planting longer maturity group soybeans late in the season resulted in frosted and high-moisture soybeans.

Poor soil and growing

conditions commonly present later in the growing season can reduce a soybean crop's ability to achieve canopy closure in a timely manner, if at all. Previous research has shown that increased light interception is strongly related to increased soybean yield. Poor plant stand can result in delayed canopy closure and sub-optimal light interception, thus reducing yield. In our study, soybean seeding rates above 130,000 seeds per acre improved yield under late-planting conditions.

### RECOMMENDATIONS

- Adjusting soybean management practices based on time of planting is a viable way to improve soybean production.
- The benefits of a seed treatment are specific to environmental conditions. While there was no yield benefit from a seed treatment in this study, it is still a good practice to use a seed treatment when planting in poor soil conditions.

- The use of a longer maturity group when planting early-season can improve soybean yield. During mid-season planting, maturity group selection had a limited impact on yield. Using a shorter maturity group during late-season planting may have some yield benefit and can help avoid poor harvest conditions.
- Changing seeding rate has limited yield impact when planting is conducted early- or mid-season. When planting is delayed, using an increased seeding rate can improve soybean yield.

For more information, please visit <https://www.canr.msu.edu/agronomy/Extension/presentations>

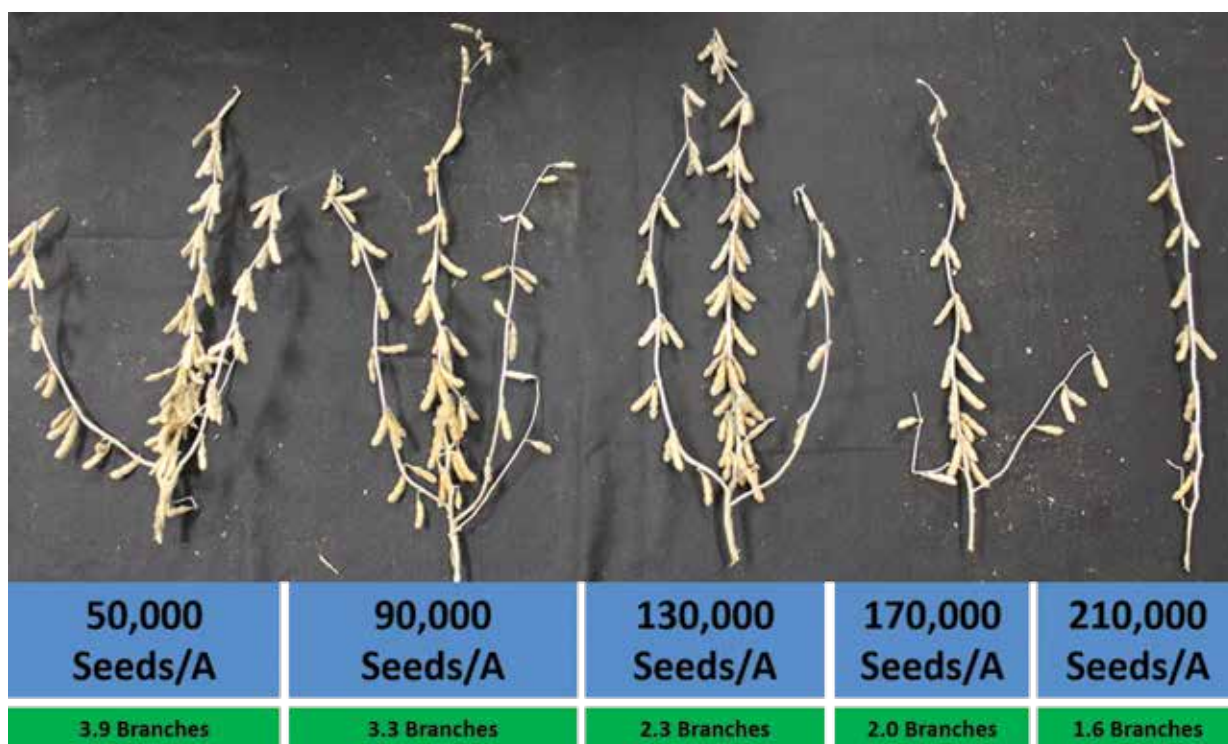


Figure 3: Difference in soybean plant architecture between five seeding rates used in this study. Plant architecture differs as seeding rate is changed, with the most noticeable being the number of branches each plant produces.



**1920** (L to R) Brothers and pioneer soybean growers Taylor, Finis and Noah Fouts on their Soyland farms in Camden, Ind., on Sept. 3, 1920, at the "First Corn Belt Soybean Field Day" where ASA was founded.

**2020** (L to R) John Heisdorffer, immediate past ASA chairman, Bill Gordon, ASA president and Davie Stephens, ASA chairman

# FROM SOYLAND TO CAPITOL HILL

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# Are Soybean Seed Treatments Profitable?

By: Mike Staton, MSU Extension Soybean Educator

Due to low commodity prices, Michigan soybean producers want to know if seed treatments are consistently profitable. Because of this, they identified seed treatments as a high priority for evaluation in on-farm research trials. Three research projects were designed to evaluate the yield and income benefits of seed treatments available for soybeans.

The first project ran from 2014 to 2018 and compared a base fungicide/insecticide seed treatment with and without Clariva® pn as it is not a stand-alone treatment. Clariva pn contains a naturally occurring soil bacteria (*Pasturia nishizawae*) having a direct mode of action on soybean cyst nematodes (SCN). The goals were to determine how the product affected (SCN) population development and soybean yields. The Clariva pn did not suppress SCN development at the four locations infested with SCN and it did not increase soybean yields in any of the seven trial locations.

ILeVO® seed treatment is marketed as having activity on Sudden Death Syndrome (SDS) and SCN, both of which are increasing in Michigan. ILeVO was tested in 19 trials conducted from 2016 to 2018. Like Clariva pn, ILeVO is not marketed as a stand-alone seed treatment so we compared a base fungicide/insecticide seed treatment with and without ILeVO at all locations.



When all 19 sites were combined, the ILeVO increased soybean yields by 1.9 bushels per acre despite very low levels of above-ground symptoms of SDS in any of the trials. Again, like Clariva pn, ILeVO did not significantly suppress SCN development.

The purpose of the third on-farm research project evaluating seed treatments was to provide an opportunity for cooperators to evaluate the performance of the base seed treatment of their choice on their farms in 2017, 2018 and 2019. This trial compared two treatments (a base seed treatment including multiple fungicides plus an insecticide vs. untreated seed from the same seed lot).

The base seed treatments increased soybean yields at nine of the 29 locations with the yield increases ranging from 1.2 to 10 bushels per acre. However, the seed treatments were profitable at only five of the locations. When

all 29 sites were combined, the seed treatment increased yields by 1.3 bushels per acre. This is slightly less than the 1.5 bushels per acre required to recover the cost of a basic fungicide plus insecticide seed treatment costing \$14.00 per acre. The base seed treatments also increased final plant stands by 4,500 plants per acre when all sites were combined.

In summary, Clariva pn and ILeVO seed treatments are not the most effective tool for managing SCN, as they did not suppress SCN development. More effective SCN management strategies include prevention, early SCN detection through regular soil sampling and testing, rotating with non-host crops, and the careful selection and use of SCN resistant varieties based on field-specific SCN type testing. ILeVO provided the highest yield increase of all the seed treatments tested when averaged across all locations and has a high probability of being profitable when used in fields having a history of moderate to severe SDS. The base fungicide/insecticide seed treatments provided modest yield increases when averaged across all locations but should be used when planting early into fine-textured soils that are cold and wet, when planting into grass sods and when manure or green plant material has been incorporated into the soil within two weeks of planting.

# 2019 Michigan Soybean Yield Contest Highlights



By: Ned Birkey, MSU Extension Educator Emeritus/Spartan Agricultural Consulting, LLC

2019 marked the 14th year for a soybean yield contest in Michigan. The goals of the contest have always been to increase soybean yield and profitability in Michigan. The contest provides a fun incentive for Michigan farmers to work at these goals. The contest information is used by sponsors to help increase farmer attention to the agronomics of soybean production. The contest is sponsored by the Michigan Soybean Promotion Committee and Spartan Agricultural Consulting, LLC.

For the 2019 contest, 82 farmers submitted 89 entries from 23 counties in Michigan. This year four farmers achieved yields over 90 bushels per acre and six farmers had yields over 80 bushels per acre. The highest overall yield was 99 bushels per acre by Don Stall of Eaton County. Don has achieved over 100 bushels per acre of soybeans for six of the past eight years. He first achieved over 100 bushels per acre in 2012, besting that yield since, with a new high yield for Michigan of 124.75 bushels per acre in 2018.

2019 winners and their yields were:

Class A; Late Maturity Non-irrigated	Riley Schipper of Allegan County	80.03 bu/A.
Class B; Late Maturity Irrigated	Don Stall of Eaton County	99.11 bu/A.
Class C; Mid Maturity Non-irrigated	Jim Schaendorf of Allegan County	90.24 bu/A.
Class D; Mid Maturity Irrigated	J.P. Clover of Ionia County	76.27 bu/A.
Class E; Early Maturity	Larry Lenhart of Allegan County	79.51 bu/A.
Class F; non-GMO	Joe Peyerck III of Huron County	69.47 bu/A.

What did the top ten yielding farmers do that perhaps other Michigan farmers can learn from to achieve higher yields in 2020? Some of the details are listed below.

1. The average seeding rate was 161,800 seeds per acre with seven planting in 15-inch rows, two in 7.5-inch rows and one in 30-inch rows. This was slightly higher than in past years, perhaps because planting dates were later than past years. One 83-bushel yield came from a field planted on June 24 that was seeded at 180,000 in 7.5-inch rows. The average seeding rate of all the participants was 154,000.
2. The earliest seeding date among the top ten was April 25, with seven others seeding in mid-May and two in June.
3. All the top yields had a complete seed treatment, plus inoculant.
4. All the top yields came from fields rotated from corn in 2018.
5. Eight of the top yields were in fields with tillage and only two were no-till, partly due to a later seeding date.
6. Only one of the top yields came from a field without a current soil test and 2/3 had a soil test in 2018 or 2019.
7. 83 percent of the top ten yields came from fields that had been tested and had no soybean cyst nematodes. One winning field tested positive for SCN Over 70 percent of the top yields had a starter fertilizer applied.
8. There was one variety, Golden Harvest GH 2788x that was planted in four of the top ten fields. Companies in the top ten included; Asgrow, Pioneer and Golden Harvest.

Prizes will be awarded to the winners and runner-up of each class and to all the farmers who completed the contest. For more information about the contest results, contact Ned Birkey of Spartan Ag at [birkey@msu.edu](mailto:birkey@msu.edu).

# Reducing Soybean Production Costs

*By: Mike Staton, MSU Extension Soybean Educator*

**S**oybean market prices for the 2020-2021 marketing year are projected to be below the breakeven price when land costs are included. This article provides a list of recommendations from Michigan State University Extension for reducing soybean production costs without significantly affecting yields.

## **ROTATE CROPS**

Planting soybeans after soybeans will reduce your yield potential up to 5 percent. Yield reductions can exceed 10 percent when soybeans are planted in the same field for a third year. In addition, long-term pests such as soybean cyst nematodes (SCN) and white mold are more likely to increase when soybeans are planted after soybeans.

## **REDUCE OR ELIMINATE TILLAGE OPERATIONS**

Tillage trials conducted across the U.S. and in Ontario have shown that tillage does not significantly affect soybean yield. In some cases, no-till yields were higher than tilled yields. If fields are relatively smooth and free from harvest ruts, and planting equipment is equipped to plant through the existing residue,

consider planting without additional tillage. Two on-farm tillage trials conducted in 2019 support this recommendation as one pass of a spring tillage operation reduced net income by \$8.00 per acre when both sites were combined.

## **SELECT HIGH-YIELDING AND PEST-RESISTANT VARIETIES**

Variety selection is always one of your most important decisions when planting soybeans. By choosing varieties carefully, you can increase your yield potential by 5 to 10 bushels per acre and reduce yield losses due to white mold, sudden death syndrome (SDS), Phytophthora root and stem rot and soybean cyst nematodes (SCN).

## **PLANT SOYBEANS EARLY**

Numerous planting date comparisons have shown that the optimum time to plant soybeans is the first week of May. Yield losses of 0.3 to 0.6 bushels per acre have been documented for each day that planting is delayed after May 8<sup>th</sup>. However, it is better to delay planting rather than to plant into soil that is too wet. Planting early into good soil conditions may also

prove to be an important way to avoid the problems associated with wet springs.

## **REDUCE PLANTING RATES**

In general, agronomists agree that 100,000 relatively uniformly spaced plants at harvest will produce the maximum economic return under most conditions. However, data collected from 49 replicated on-farm trials conducted from 2015 to 2019 showed that thin soybean stands can produce surprisingly high yields when planted in a timely manner. In fact, the 100,000 seeds per acre planting rate was more profitable than the 130,000 and 160,000 planting rates when all 49 sites were combined. Higher planting rates are recommended when planting into marginal soils and planting late, both of which will limit soybean growth. Higher rates are also recommended when planting in northern Michigan where early maturing varieties are planted. Under good planting conditions, planting rates should be 15 to 20 percent higher than your intended harvest populations.

## **BASE LIME APPLICATIONS ON SOIL TEST RESULTS**

Soybeans will generally



perform well at soil pH levels between 6.0 and 7.0. However, the optimal range is between 6.3 and 6.5, as this range maximizes nutrient availability and biological nitrogen fixation while minimizing SCN population growth. Variable rate lime applications are highly recommended to achieve more uniform soil pH levels.

### **DON'T APPLY NITROGEN FERTILIZER**

Hundreds of university trials have shown that nitrogen fertilizer applications to soybeans are rarely profitable. Recent on-farm trials conducted in Michigan support this, as a pre-plant application of 100 lbs. per acre of ammonium sulfate was profitable at only one of eight locations and it reduced net income by \$16.00 per acre when all sites were combined.

### **CONSIDER ELIMINATING FOLIAR FERTILIZER APPLICATIONS**

Foliar fertilizer applications to soybeans are rarely profitable. This has been demonstrated in hundreds of university trials conducted across the U.S. and in our on-farm foliar fertilizer trials, where they increased yields in only nine of the 133 replicated on-farm trials. The exception is foliar applications of manganese fertilizers, which are recommended to correct visible manganese deficiency symptoms occurring in the vegetative stages.

### **APPLY PHOSPHORUS (P) AND POTASSIUM (K) FERTILIZERS AS NEEDED TO MAINTAIN CRITICAL SOIL TEST LEVELS**

The critical level for a given nutrient is the soil test level at which 95 to 97 percent of the crop's yield potential will be reached with no additional inputs of the nutrient. The critical level for P is 15 ppm. Producers need to apply 0.8 pounds of P<sub>2</sub>O<sub>5</sub> per bushel of soybeans

to maintain P soil test levels. The critical K level is calculated by multiplying the cation exchange capacity (CEC) by 2.5 and adding 75. For example, the critical K level for a soil having a CEC of 10 meq/100g is 100 ppm [(10 x 2.5) + 75]. Producers need to apply 1.4 pounds of K<sub>2</sub>O per bushel of soybeans to maintain K soil test levels.

### **CONSIDER APPLYING SEED TREATMENTS ONLY WHEN WARRANTED**

Soybean seed treatments (fungicides, insecticides, inoculants and nematicides) have produced inconsistent yield benefits in university trials. For example, complete seed treatments were profitable in only five out of 29 replicated on-farm trials conducted in Michigan from 2017 to 2019. Seed treatments may be warranted when pest problems such as Sudden Death Syndrome (SDS) or Phytophthora root rot have been verified or when planting conditions favor pest damage. Planting conditions that may promote pest damage include: early planting (Pythium and SDS), planting into grass sods (white grubs and wireworms) and when manure or green plant material has been incorporated into the soil within two weeks of planting (seedcorn maggot).

### **CONSIDER ELIMINATING FOLIAR FUNGICIDE APPLICATIONS UNLESS FIELD AND WEATHER CONDITIONS ARE FAVORABLE FOR WHITE MOLD**

Prophylactic foliar fungicide applications have produced modest yield increases in Michigan on-farm research trials. Stratego® YLD was evaluated in nine trials in 2012 and 2013 producing an average yield increase of 1.4 bushels per acre. Priaxor™ increased yields by 2.1

bushels per acre when averaged across 22 trials conducted in 2014 and 2015. These yield increases are not sufficient to cover product and application costs given the projected market prices. This is also true when an insecticide is applied with the fungicide. Foliar applications including a fungicide and an insecticide were profitable in only 2 of 15 on-farm trials conducted in Michigan between 2017 and 2019.

However, foliar fungicides can be an important tool for managing white mold as they have reduced disease incidence by up to 80 percent in university trials. Using a combination of tactics is recommended when planting soybeans into fields having a history of white mold. These include wide rows, resistant varieties, reduced planting rates, tillage, foliar fungicides and irrigation water management. Also, the new Sporecaster App is a valuable tool to use when making fungicide application decisions.

### **SELECT AND APPLY HERBICIDES TO MAXIMIZE WEED CONTROL, MINIMIZE CROP DAMAGE AND REDUCE HERBICIDE RESISTANCE**

The MSU Weed Science Program evaluates commercially available weed control programs each year for GMO and non-GMO soybeans. Results are available online at: <https://www.canr.msu.edu/weeds/>. The most profitable weed control programs year-in and year-out provide the highest level of weed control and the least crop injury. Herbicide cost was also considered but it did not affect overall profitability as much as the level of weed control and crop injury.

# Directors Went to the Academy

In early January, the four newest Michigan Soybean Promotion Committee (MSPC) and Michigan Soybean Association (MSA) directors gathered with other farmers from 26 affiliate soybean associations at the inaugural American Soybean Association (ASA) Leadership Academy. This event is a training program to build leadership skills and a stronger voice for U.S. soy and agriculture.

New MSA Director Larry Phelps indicated, "meeting people from different areas of the country was very valuable. We are all different, but we have a lot in common."

Participants attended general sessions and were later separated into two tracks, one for new, emerging leaders and another for experienced leaders. All sessions were designed to enhance collaboration and foster interaction among senior soybean leadership and newer board members, creating strong peer relationships and networking opportunities.

New MSA Director Kyle Crumbaugh commented, "I found the leadership training very informative. It was a nice opportunity to meet the people I will be working with in Michigan as well as other soybean growing regions. I felt there was a nice mix of education and networking for our work with MSA and for personal growth. I look forward to working with our team through the challenges to come."

Other session topics included sustainability, infrastructure, market development and technology advancements. Nick Stone, another newly elected MSA director commented, "We are in the



*Left to right: Nick Stone, Mark Senk, Larry Phelps and Kyle Crumbaugh*

same business. We are all learning how to keep agriculture sustainable for generations to come. We heard from other farmers and learned about regulations they deal with in their areas." He also noted that, "the infrastructure conversations were important to ensuring those transportation channels remain viable into the future. Those are our competitive advantage in the U.S."

One particularly impactful session for our Michigan participants discussed communicating with the non-farm community. "We have to be less combative and listen more to others outside of agriculture. We need to earn their trust before we start educating them about agriculture," said Mark Senk, the newest governor-appointed MSPC director. "Nobody loves your stuff as much as you. Nobody loves what you do more than you. You need to tell people about it - tell people why

you care about agriculture."

From that same session, Phelps noted, "We need to recognize the 'conversation starting opportunities' and offer relatable agriculture education to everyone. Advocacy is a participation event. You cannot watch from the sidelines."

Additionally, new directors learned how state associations work with the national checkoff and ASA. Senk said, "A lot farmers believe that the checkoff dollars coming out of your elevator check make you a member of MSA/ASA already. It does not though. The organizations are different, and you have to become a member to be part of the association side."

If you are interested in learning more about future leadership opportunities through either MSPC or MSA, please contact our Michigan soybean office.

# Dairy, Pork & Poultry: Powered by Soy

Recently, the Michigan Department of Environment, Great Lakes and Energy (EGLE) released draft permit Number MIG010000, the NPDES General Permit for Concentrated Animal Feeding Operations. Changes outlined in the draft raised significant concerns with Michigan's large livestock operations. The Michigan Soybean Promotion Committee (MSPC) and Michigan Soybean Association (MSA) submitted joint comments to EGLE during the public comment period to show support for our livestock partners and to identify possible implications the rules may have on soybean farmers and the overall ag economy.

Because of the concerns that were raised and the timeliness of the topic, it seemed like a good time to highlight the important relationship between soybeans and the livestock industry in Michigan. Livestock are the number one market for soybeans both in the U.S. and internationally. In fact, 70 percent of soybeans are used to feed livestock, and 97 percent of all soybean meal goes into livestock rations. Dairy, poultry and hogs are the top consumers of soybean meal in Michigan.

"The new proposed CAFO rules by EGLE will have a detrimental effect on my livestock operation. My farm is considered a CAFO and I have been abiding by the rules that govern CAFOs since they were enacted. If the new rules go into effect, my barns would be out of compliance and would require additional storage to be constructed. That would push my remodel costs over the top and I would likely abandon those barns, which have paid my family's bills for 22 years," shared outgoing MSA President Brian McKenzie.

The common theme among all farmers and producers is to achieve peak efficiency and profit potential for long-term success. Livestock producers focus on keeping up with the latest in animal nutrition to market a high-quality product while being efficient. Soybean producers consistently evaluate variety and trait package options to protect and produce high yields every season. Animal nutritionists value U.S. soybean meal because of its protein, essential amino acids and energy. It is critical to the soybean industry to continue to raise a high-quality product, so they don't lose market share to competing feedstuffs.

"MSPC and MSA value the livestock industry as a critical market for our products. Additionally, many livestock farmers also grow soybeans. As a hog farmer myself, I know firsthand how important high-quality feed is for my production. Serving on the soybean checkoff board, which funds research and quality testing to produce high-quality soybeans, is a really full-circle experience. I am confident that the soybeans grown in Michigan are a great source of protein for the pigs I raise," stated MSPC Secretary Steve Koeman.

The relationship between soybeans and livestock is a strong and longstanding one. Michigan's soybean farmers are committed to maintaining it for years to come and we support livestock farmers' rights to continue to operate without burdensome and unrealistic regulations.



# Soy Biobased Products Hit the Road



The development of biobased products that utilize soy have been a priority of the United Soybean Board (USB) and the Michigan Soybean Promotion Committee for many years. Developing new markets for soy while introducing new, sustainable products to the market is a big win for U.S. Soy.

Because of checkoff investments in research and product development Biosynthetic Technologies® Motor Oil and a biobased asphalt polymer have found success in advancing soy-based technologies.

## HIGH OLEIC SOYBEAN OIL IN ASPHALT

The United Soybean Board partnered with the Iowa Soybean Association, the Asphalt Paving Association of Iowa and Iowa State University to conduct the research and host a product demonstration.

"We get pretty excited about what our beans can do and where they end up — particularly when it fills a market need and brings profit opportunities to farmers across the country," said Gregg Fujan, former USB director and soybean farmer from Weston, Nebraska. "It's our mission to innovate beyond the bushel, and we work hard to provide opportunities like this one through building strategic partnerships, funding innovative research and more to drive demand and preference for U.S. soybeans."

"Asphalt chemistry is very complex, and the oleic acid content in soybean oil is kind of the 'secret sauce' they've been able to use," shared Fujan.

The research team used high oleic soybean oil as a key ingredient for the rubber. When incorporated into asphalt, high oleic soybean oil increases the performance advantage, getting more mileage out of the asphalt. The polymer made from high oleic soybean oil offers a lower-cost and cleaner alternative to the traditional petroleum-based polymers used in asphalt.

## HIGH OLEIC SOYBEAN OIL IN MOTOR OIL

Motor oil has a new formulation in town, all thanks to high oleic soybean oil.

Biosynthetic® Technologies, a chemical company based in Indiana, has created a new choice in motor oil by uniting performance and sustainability at a competitive cost. The high oleic motor oil is USDA BioPreferred® certified with 26 percent renewable content.

According to Kerri Garvin, executive director of the Greater Indiana Clean Cities Coalition, if one percent of motor oil use is converted to biobased motor oil, 2.4 million gallons of petroleum would be taken out of the environment each year.

Every quart-size bottle of Biosynthetic motor oil formulated with high oleic soybean oil contains the equivalent of three pounds of soybeans. Proven to have a higher heat stability than

other oils, high oleic soybean oil is well-suited for high-temperature automotive and industrial applications.

The motor oil spent nearly two years in rigorous testing with 185 different government and military vehicles, from U.S. Postal Service vehicles to U.S. Homeland Security and NASA. The trial found the soy-based formulation provided environmental benefits, increased engine longevity and reduced petroleum use by 30 percent. It also met all performance requirements set by the United States Department of Defense.

The United Soybean Board supported research and development of this soy-based alternative to petroleum-based motor oil.

Biosynthetic Technologies currently has 5W-20 and 5W-30 motor oils available for purchase at [motoroil.biosynthetic.com](http://motoroil.biosynthetic.com), and it is also available on Amazon.

Learn more about these products by visiting [soynewuses.org](http://soynewuses.org).





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## MAINTAINING OUR REPUTATION TO DELIVER

*Whether shipping by river, road or rail, the soy checkoff is committed to ensuring America's infrastructure is a significant advantage for U.S. soybean farmers. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.*

*See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at [unitedsoybean.org](http://unitedsoybean.org)*



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# Michigan Attends the 36th Class of the ASA Young Leader Program

Michigan soybean farmers were well represented at the 36th class of American Soybean Association's (ASA) Corteva Agriscience Young Leader Program at the Corteva Agriscience Global Business Center in Indianapolis, Indiana.

The Indianapolis training session was the first phase of the program designed to identify future grower leaders within the agriculture community and provide them with opportunities to enhance their skills and network with other farmers. Representatives from 19 states and the Grain Farmers of Ontario participated in the program.

During the training, ASA President Bill Gordon (MN) provided participants with an association overview and United Soybean Board (USB) Director Mark Seib discussed the checkoff and engagement of future agricultural leaders. ASA Vice President Kevin Scott (SD) joined

the program via teleconference for a panel discussion and open forum on the soybean industry.

The Young Leaders also participated in leadership styles and communications training, discussed consumer trends and acceptance and learned about AgriNovus Indiana. Additional discussion provided updates on other soybean industry advancements.

"As a graduate of the Young Leader program, I've seen firsthand how this training provides participants with the tools and knowledge they need to be an effective advocate for agriculture," Gordon said. "Former Young Leaders can be found in leadership roles throughout the industry and in public policy. We are grateful to Corteva Agriscience for making this program possible and helping to lay the foundation of agriculture's future."

"Corteva Agriscience was proud to welcome the ASA Corteva Agriscience™ Young Leaders to Indianapolis, Indiana for the first time in our 36-year history as the program sponsor," said Susanne Wasson, President, Crop Protection Business Platform, Corteva Agriscience. "The Young Leader Program provides participants developmental training to hone their leadership skills and strengthen the voice of agriculture. After meeting with the 2019-2020 Young Leader participants, I am confident the future of the soybean industry is in good hands."

Michigan's participants in this year's program are Nathan and Amy Engelhard from Unionville and Allison Morse from Birch Run.

Nathan and Amy Engelhard of Engelhard Family Farms LLC operate a cash crop farm in Tuscola County. Their farm is comprised of over 300 acres of soybeans, wheat, organic

*The Engelhard Family*



*Allison Morse*



corn and conventional corn. "The best part about participating in this leadership program is the fact that the training aligns with my personal and professional objectives and goals. The content is modern and relevant, and I have gained confidence with my communication skills to continue effectively sharing our farming story and leading in my community," stated Nathan.

Allison Morse farms with her father on their 2,000 acre farm in Saginaw County. In addition to selling Pioneer seed, they grow soybeans, corn, wheat and sugar beets. "The 2019-2020 Corteva Young Leader Program exceeded

my expectations. It's a great way to meet like-minded people excited about agriculture across the U.S. and Canada and share our experiences. It's brought to light issues we face in ag every day and has given me tools to implement when addressing those issues. I recommend this program to any young ag professional looking to gain knowledge and networking experience," shared Allison.

The Young Leaders will complete their second phase of training February 25-29, 2020 in San Antonio, Texas, held in conjunction with Commodity Classic.



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# Carry Over Soybean Seed: Dead, Alive or Somewhere In-between?

One of the tales from the 2019 growing season is that some seed did not get planted as planned. Many farms have carried soybean seed over with intentions to plant it in 2020. A few bags or partial boxes of seed have been planted a year after they were purchased with good results, but the quantity of seed, and its value, carried over from 2019 suggests that we manage it more carefully.

The first step in managing this carryover seed is to figure out how much of it is still viable. Not only is it important to determine if it is still live seed, but if it has vigor to make a successful, productive soybean plant. While we all hope for ideal conditions at planting, it more likely that the seeds that are put in the ground will need to survive through some challenges. Jim Palmer, Michigan Crop Improvement Association Manager, suggests submitting seed samples for both warm and cold germination tests. "This will gauge seed performance in less than ideal conditions," Jim shared. These two tests require a two-pound seed sample and about two weeks to analyze.

When sampling carryover seed be sure to take a representative sample. This means taking seed



from multiple bags or reaching deep into seed boxes or tote bags. Samples can be taken anytime, as the biggest changes in seed quality have already happened between when it was harvested, maybe as long as 16 months ago, and now. Keep in mind that this seed was harvested in the fall of 2018, which included some challenging conditions leading to seed quality issues. The quality of seed is at its highest point when it dries down naturally in the pod. After that time it does not improve - the quality only decreases.

A few suggestions for getting the most out of carryover soybean seed are:

- Know both warm and cold germination rates
- Increase planting rate to adjust for decreased germination rate and/or vigor

- Plant into good conditions (warm soil, minimum residue)
- Handle as little as possible (to avoid seed damage)

Some growers have used a home germination test in wet paper towels to get an idea of seed viability. This should be used at a minimum, as it may only give you best-case scenario results since the seed is germinated indoors in warm conditions.

The fact that the seed is treated is not a good indicator of whether it will perform well a year later than it was intended to be used. Some seed-applied pesticides can negatively affect seed quality after a year of storage while others may improve seed performance. Conversely, untreated seed cannot be assumed to be high quality after being stored for extended periods.

Managing seed quality before planting will help to avoid problems such as a replant situation that would take a couple of weeks after planting to diagnose. There will be enough challenges in profitably producing crops in 2020, so let's take proactive steps to minimize the negative and maximize the positive.

## CONTACT INFORMATION FOR THE MICHIGAN CROP IMPROVEMENT ASSOCIATION:

To mail:

MCIA Seed Lab  
PO Box 21008  
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Phone: 517.332.3546

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[info@michcrop.com](mailto:info@michcrop.com)  
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# Up to \$1,000 Back For Using



**M**ichigan Soybean Promotion Committee (MSPC) is offering a biodiesel reimbursement program to users of the alternative fuel. The program is based on the biodiesel blend and gallons purchased: B99/B100 is reimbursed at \$1.00/gallon, B50 at \$0.50/gallon, B20 at \$0.20/gallon, B10 at \$0.10/gallon and B5 at \$0.05/gallon (B5 is the minimum bio blend allowed). Participants can use whatever blend or combination of blends to reach the required minimum 500 gallons of biodiesel purchased.

Every time you start an engine on your farm, you make an environmental impact. As customers continue to demand sustainable production, you can reduce your carbon footprint and support U.S.-grown soybeans with one simple decision: filling up with biodiesel blends. Biodiesel consumption in 2017 utilized 6.2 billion pounds of soybean oil or the oil from 532 million bushels of soybeans. U.S. consumers used nearly 2 billion gallons of biodiesel in 2017. For soybean farmers, that means an additional \$0.63 per bushel in value.

MSPC is signing people up today for this reimbursement program! The first 20 biodiesel users to call in will be enrolled in the program - call 877.769.6424 and ask for Noelle or email [soyinfo@michigansoybean.org](mailto:soyinfo@michigansoybean.org).

A minimum purchase of 500 gallons of biodiesel is required for the program. A maximum of \$1,000.00 will be reimbursed per participant. Call today!



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*The mission of the Michigan Soybean Promotion Committee is to manage checkoff resources to increase return on investment for Michigan soybean farmers while enhancing sustainable soybean production.*

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Leslie Farm Center, Leslie  
MAC, Lansing

## **IONIA**

Caledonia Farmers Elevator, Lake  
Odessa  
Gallagher Farms, Belding  
Ionia Grain, Ionia  
Musgrove Grain LLC, Lake Odessa

## **ISABELLA**

Brown Milling Inc., Mt. Pleasant  
Hauck Seed Farm, Mt. Pleasant  
Shepherd Elevator, Shepherd

## **JACKSON**

Commodity Exchange Inc., Grass  
Lake  
Springport Elevator Inc.,  
Springport

## **KALAMAZOO**

Battle Creek Farm Bureau Assn.,  
Climax

## **KENT**

Caledonia Farmer's Elevator,  
Caledonia

## **LENAWEE**

Kimerer Farms, Britton  
MAC, Blissfield  
MAC, Jasper  
Penn Acres, Clinton  
Witt Seed Farm, Jasper



**Michigan Soybean  
Promotion Committee**

*The Soybean Checkoff*  
**michigansoybean.org**

# Appreciation Month

## **LIVINGSTON**

Lott Elevator Inc., Cohoctah  
M & W Seeds, Eaton Rapids

## **MACOMB**

Armada Grain Co., Armada  
Esper Grain LLC, Lenox

## **MASON**

Acres Cooperative, Scottville

## **MIDLAND**

Simons, E. R. Co., Coleman

## **MISSAUKEE**

Falmouth Cooperative, Falmouth

## **MONROE**

ADM Grain Co., Ottawa Lake  
Ida Farmer's Coop, Ida  
Masserant's Feed & Grain, Newport  
Maybee Farmers Inc., Maybee  
Ottawa Lake Coop, Ottawa Lake

## **NEWAYGO**

Ceres Solutions, Fremont  
MAC, Newaygo

## **OTTAWA**

Farmer's Coop Elevator, Hudsonville  
Ionia Grain, LLC, Allendale  
Zeeland Farm Services Inc., Zeeland

## **SAGINAW**

Freeland Bean & Grain, Freeland  
Gasper Farms Elevator, Chesaning  
Gavilon, Carrollton  
Gavilon, Zilwaukee  
Great Lakes Grain & Transportation,  
Munger  
Star of the West Milling Co.,  
Frankenmuth  
Star of the West Milling Co., Gera  
The Andersons, Oakley  
The Andersons, Hemlock

## **SANILAC**

ADM Grain Co., Snover  
MAC, Brown City  
MAC, Marlette

## **SHIAWASSEE**

Durand Feed & Grain, Durand  
Harvest Mills Inc., Durand  
Morning Star Grain LLC, Lennon  
Zmitko Farms, Owosso

## **ST. CLAIR**

Star of the West Milling Co., Emmet  
Stop Loss Trading LLC, Port Huron  
Vogelsberg Grain Co., Yale  
Wittstock Bros., Allenton

## **ST. JOSEPH**

The Andersons, White Pigeon  
Michiana Agra, LLC, Constantine

## **TUSCOLA**

ADM Edible Bean Specialties, Inc.,  
Reese  
Bierlein Seed Inc., Reese  
Cooperative Elevator Co., Akron  
Harrington Seeds Inc., Reese  
Millington Elevator & Supply,  
Millington  
Star of the West Milling Co.,  
Fairgrove  
Star of the West Milling Co., Gilford  
Star of the West Milling Co., Reese  
Star of the West Milling Co., Richville  
Vita Plus, Gagetown

## **VAN BUREN**

Cargill, Decatur

## **WASHENTAW**

American Soy Products Inc., Saline  
Chelsea Grain LLC, Chelsea  
Marion, John Inc., Saline  
Vershum R & Sons Inc., Milan

*The Michigan Soybean Promotion Committee is grateful for the partnership with Michigan grain elevators and all they do for soybean farmers and agriculture.*

# 2020 Great Lakes Crop Summit



**T**he 2020 Great Lakes Crop Summit was held at the Soaring Eagle Casino and Resort in Mt. Pleasant and built on the success of the previous six years to offer the largest educational program and trade show for row crop farmers in Michigan. Each year this program is the result of more than a year of planning by the soybean, corn and wheat checkoff organizations. This year's event was host to over 1,000 attendees.

Contributions from the host commodity groups, event sponsors and agribusiness exhibitors allow attendees to pay less than half the cost of the program in registration fees. Attendance at this event affords farmers access to the information shared in the breakouts and keynote sessions and offers opportunities to interact with innovative farmers from across the state. Several attendees have stated that this peer interaction is one of the most valuable parts of the function.

Keynote speakers shared presentations on overarching topics in weather, climate and the future of the fuel industry including biofuels. Twenty-six breakout sessions offered the most current information on cutting edge topics and provided attendees the opportunity to attend sessions tailored to their interests. Specific soybean related topics included ultra-early planted soybeans, select checkoff funded research project reports and international demand for Michigan soybeans.

The Michigan Soybean Association (MSA) and the

Michigan Corn Growers Association again conducted their annual meeting during the summit, since many of their active members attend the event each year. Brian McKenzie, outgoing MSA president stated, "The crop summit is the right place for our members to join our annual meeting to learn about our activities and provide their perspective on future direction of our organizations."

Winners of the 2019 Michigan Soybean Yield Contest were shared during a lunch session. These results provide soybean growers with verified yields that can create optimism and a new outlook on the possibilities of high yields.

Plans for the 2021 Great Lakes Crop Summit are already underway. We are looking forward to another high quality event that attendees have grown to expect.



***Save the date for next year:  
January 27 - 28, 2021.***



Plaques for outgoing MSA directors



Keynote speaker: Denton Cinquegrana, OPIS (Oil Price information Service)  
"The Future of E15 & Other Fuel Fear Factors"



Breakout sessions: Paul Burke, USSEC  
"International Demand for Michigan Soybeans in the 2020s"  
Farmer panel, "Success in Diversifying the Farm Operation"



Well-attended trade show featuring 80 exhibitor booths

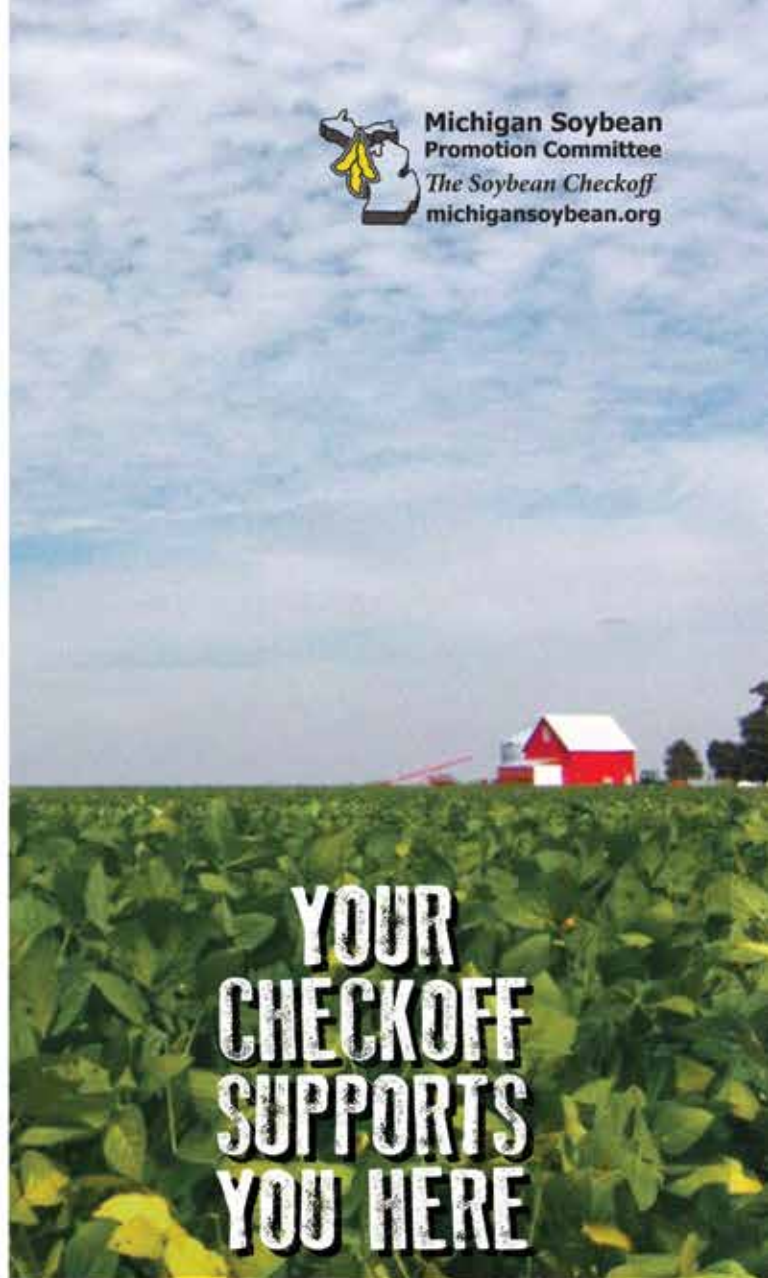




**YOUR  
MEMBERSHIP  
SUPPORTS  
YOU HERE**

**Michigan Soybean Association:**

Soybean farmers need their interests represented in Lansing and Washington, D.C. The Michigan Soybean Association (MSA) works to connect with legislators to share the story of soybean farmers and to prevent anti-agriculture legislation and regulation from being implemented. Soybean checkoff dollars cannot be used for lobbying purposes - your membership is vital to the success of our mission.



**YOUR  
CHECKOFF  
SUPPORTS  
YOU HERE**

**Michigan Soybean Promotion**

**Committee:** The soybean checkoff was established to help farmers. The Michigan Soybean Promotion Committee (MSPC) focuses on addressing production challenges, growing existing and developing new markets and sharing soybean information with key audiences. MSPC places a high priority on a strong return on investment for Michigan's soybean farmers - we work to maximize your profit opportunities.

# TWO ORGANIZATIONS WORKING TOGETHER FOR MICHIGAN SOYBEAN FARMERS



**Production**



**Outreach**

## MSA Board of Directors

- District 1: Larry Phelps
- District 2: Gary Parr
- District 3: Matt Stutzman
- District 4: Nick Stone
- District 5: Dan Keenan
- District 6: Samantha Krhovsky
- District 7: Kyle Crumbaugh
- At Large: Scott Wilson
- At Large: Heather Feuerstein

**Michigan Soybean  
District Map**



## MSPC Board of Directors

- District 1: Sarah Peterson
- District 2: Pete Crawford
- District 3: Laurie Isley
- District 4: Dennis Gardner
- District 5: Mike Sahr
- District 6: Mark Senk
- District 7: Steve Koeman



**Market Development**



**Advocacy**





[unitedsoybean.org](http://unitedsoybean.org)

# INVESTING IN NEW MARKETS FOR U.S. SOY

*From promoting the profitability of using high-quality soybean meal in India to training animal producers on nutrition in Colombia, the soy checkoff is working behind the scenes to develop more market opportunities for U.S. soy. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.*

See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at [unitedsoybean.org](http://unitedsoybean.org)

Brought to you by the soy checkoff.

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