

Spring 2019

MICHIGAN SOYBEAN NEWS[®]

Volume 11 - Issue 2

*Reducing Planting
Rates Can Increase
Income
Pages 14-15*



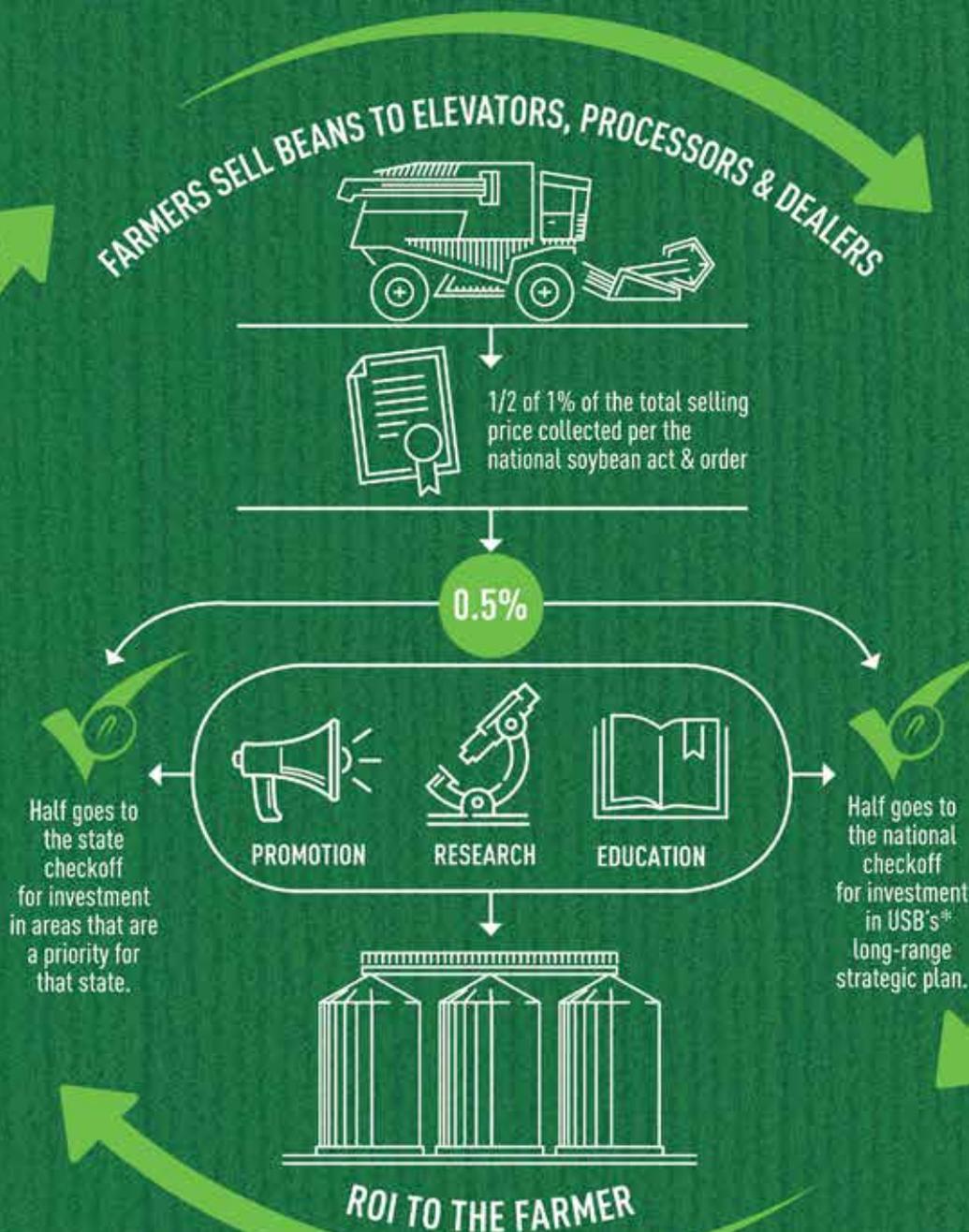
NON-PROFIT
US POSTAGE
PAID
PERMIT 20
FRANKENMUTH, MI

MICHIGAN SOYBEAN ASSOCIATION, PO BOX 287, FRANKENMUTH, MI 48734

A publication of the Michigan Soybean Association

FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

unitedsoybean.org



Michigan Soybean News

Spring 2019
Volume 11 - Issue 2

Soybean Staff

Kathy Maurer

Financial and International
Marketing Director
kmaurer@michigansoybean.org

Mark Seamon

Research Coordinator
mseamon@michigansoybean.org

Noelle Byerley

Executive Assistant
nbyerley@michigansoybean.org

Sonja Lapak

Communication Director
slapak@michigansoybean.org

Ty Bodeis

Soybean Production Specialist
tbodeis@michigansoybean.org

Michigan Soybean Association
PO Box 287
Frankenmuth, MI 48734
Phone: 989.652.3294
Fax: 989.652.3296
soyinfo@michigansoybean.org

Sales

Tim Rogers - Regional

Phone: 517.323.6543
trogers@michfb.com

J.L. Farmakis Inc. - National

Phone: 203.834.8832
bill@jlfarmakis.com

Copyright 2018 by Michigan Soybean
Association; all rights reserved.

Magazine Circulation: 14,500

Michigan Soybean News is
published quarterly.



Visit the Michigan
Soybean Association
website at
www.misoy.org

See what MSA is doing for its
members.



2018 Michigan Soybean Yield Contest Winners

Pages 10-11



2018 SCN Awareness in Michigan

Pages 17



March - Grain Elevator Appreciation Month

Pages 22-23



*Comments and suggestions
can be submitted to:*
Michigan Soybean Association
PO Box 287
Frankenmuth, MI 48734
soyinfo@michigansoybean.org

Disclaimer:

Advertisements within this publication
contain the opinions and information
of the advertisers and do not
necessarily reflect the opinions
or views of the Michigan Soybean
Association or affiliated groups.
The United Soybean Board/soybean
checkoff neither recommends nor
discourages the implementation of
any advice contained herein, and is
not liable for the use or misuse of the
information provided.

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, 2019 in conjunction with the 2019 Great Lakes Crop Summit. The large turnout participated in approving 2018 member business and welcomed two new directors to the MSA board, Samantha Krhovsky and Scott Wilson.



Samantha Krhovsky is from Corunna and replaces David Williams in representing District 6. Krhovsky Farms raises approximately 1,000 acres of corn, soybeans and wheat and consists of her husband, John, in-laws, Martin and Mary, and herself. They have been in operation almost 90 years and also run Big SKY Produce and Farm Market during the summertime.

Samantha has a Bachelor's Degree in Agronomy from Purdue University College of Agriculture and a Master's Degree in Crop and Soil Sciences from Oklahoma State University College of Agriculture.

Samantha is a Monsanto District Sales Manager for DEKALB/Asgrow and a certified crop advisor. She is also on the Corunna FFA Advisory Board and a member of the American Society of Agronomy, Michigan Women in Agriculture and St. Paul's Catholic Church.

"I want to assist with being a voice for the Michigan soybean industry, especially in our home district, in this time of commodity challenges, and to help educate those outside the ag industry to better understand how Michigan farmers impact their families in a positive way."



Scott Wilson is from Lexington and has replaced Bill Spike in representing the at-large district. Scott has farmed full-time with his dad for the past four years after working off-farm for 20 years in the automotive industry. During his off-farm years, Scott was still involved with farming, spending vacation time in the spring and fall to help with planting and harvest.

Scott graduated from Central Michigan University in 1995 with a Bachelor of Science Degree in Mechanical Engineering Technology.

Scott has participated in the DuPont/ASA Young Leader Program and USB See For Yourself Program, and is a member of the Michigan Corn Growers Association.

"As a soybean grower, I feel it is my obligation to continue the hard work that's been done to make sure our voice is heard."

MSA's advocates for the Michigan soybean industry in Lansing and D.C. and in doing so has outlined policy priorities for 2019: trade expansion, soy biobased product promotion, Farm Bill implementation, environmental regulations, aquaculture, water quality and transportation and infrastructure.



MSA BOARD OF DIRECTORS

District 1-Brian McKenzie,
President

17645 McKenzie St.
Cassopolis, MI 49031
(C) 269.587.0062

District 2-Gary Parr
4949 Wheaton Rd.
Charlotte, MI 48813
(C) 517.231.1987

District 3-Matt Stutzman,
Treasurer and ASA Director
4211 Treat Hwy.
Adrian, MI 49221
(P) 517.260.1720

District 4-Jay Ferguson,
Vice President
14684 Yale Rd.
Yale, MI 48097
(P) 586.531.6809

District 5-Dan Keenan,
Secretary
19240 Ederer Rd.
Merrill, MI 48637
(P) 989.643.7019

District 6-Samantha
Krhovsky
5515 Shipman Rd.
Corunna, MI 48817
(C) 989.277.8678

District 7-Earl Collier
2574 — 127th Ave.
Allegan, MI 49010
(P) 269.793.7340

At-Large-Scott Wilson
7405 Babcock Rd.
Lexington, MI 48450
(C) 248.787.4936

Heather Feuerstein
3217 Graff Rd.
Belding, MI 48809
(C) 616.808.1095



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



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.

NEW 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 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:

- **NEW** for 3-year or Lifetime memberships is a \$300 Specialty seed certificate with a minimum order of 30 units
- \$50 certificate good for LG Seeds Roundup Ready 2 Xtend™ soybean seed **AND** a \$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: _____

Payment Amount & Method:
1-yr: \$75 3-yr*: \$190 Lifetime*: \$750

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/

*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
- Soybean Rust
- Biotechnology
- Freedom to Operate
- International Marketing
- Soy and Nutrition
- Other: _____



Michigan Soybean Farmers Represented in Washington, D.C.

By: Matt Stutzman, American Soybean Association Director

Looking back at 2018, there was plenty to keep the American Soybean Association (ASA) busy when it came to advocating on behalf of U.S. soybean farmers. Trade was at the forefront most of the year, the EPA had an overreaching WOTUS rule and a new Farm Bill was passed, just to name a few.

Whether it was renegotiating NAFTA as the new USMCA, the South Korea Free Trade Agreement, or retaliatory tariffs from China, ASA voiced the soybean farmer's position every step of the way. We were able to successfully advocate for assistance for soybean producers under the Market Facilitation Program while explaining that farmers need better trade not aid. We expressed the importance of increasing agriculture exports to reduce the trade deficit, instead of adding import tariffs to obtain trade and other concessions.

After seeing the current federal waters map of Michigan next to the potential WOTUS map, it was evident that most Michigan farmers would be negatively impacted by the rule. Thankfully, ASA successfully advocated for development of a rule that

clearly outlines the regulated bodies of waters and remains within the jurisdiction of the Clean Water Act.

Passage of a new five-year Farm Bill that protects crop insurance and includes resources for market development, conservation and research came last minute to provide some added certainty to some difficult economics on our farms.

Looking forward, ASA policy priorities for 2019 include implementation of the Farm Bill that strengthens the farm and food safety net, continued defense of the Renewable Fuel Standard to support the use of biodiesel, support for infrastructure bills that promote decreased transportation costs and improved infrastructure for moving farmer commodities, and a continued involvement with our government regarding trade with all countries we are working on deals with.

ASA and I will continue our work in Washington, D.C. to focus on policies that increase the soybean farmer's freedom to operate, build domestic demand and expand international demand and market access.



Matt Stutzman is a farmer from Adrian and is beginning his third and final term as an MSA director for District 3. Matt is MSA's treasurer and ASA director representative.



GOVERNMENT AFFAIRS NEWS

Michigan's New Public Servants

By: Justin Clement, The Frederick Group

Governor Gretchen Whitmer was sworn into office on January 1, 2019. She takes office alongside an unprecedented number of women who are serving in the Executive Branch - Jocelyn Benson - Michigan's Secretary of State, as well as Dana Nessel - Michigan's Attorney General. Garlin Gilchrist II was also sworn in as Michigan's first African-American Lieutenant Governor.

Due largely in part to Michigan's constitutional term limits placed on public office holders, the 100th Legislature has many new faces. The House has 45 (22 Republicans and 23 Democrats) of the 110-member body serving for a first time. Republicans have a 58-member majority and the Democrats have 52 members. The Michigan Senate has only 8 Senators returning for their final term from both sides of the aisle, meaning there are 30 new Senators. There are 22 Republicans and 16 Democrats. The Republicans have one Senator who has never previously served in the State Legislature and the Democrats have six, making this Senate rather unique with many new legislators and a record number of female Senators.

With so many new legislators beginning their first term in office, the Michigan Soybean Association and the Michigan Soybean Promotion Committee are committed to educating legislators on issues that matter to soybean growers. If you are interested in hosting a legislator on your farm, please reach out to the soybean staff and they can connect you with us to discuss the opportunity.

All of the legislative leaders and Governor Whitmer have pledged to move Michigan forward in the spirit of bi-partisanship. There is much work to be done!

Here are a couple of potential key legislative priorities that may be addressed early this year:

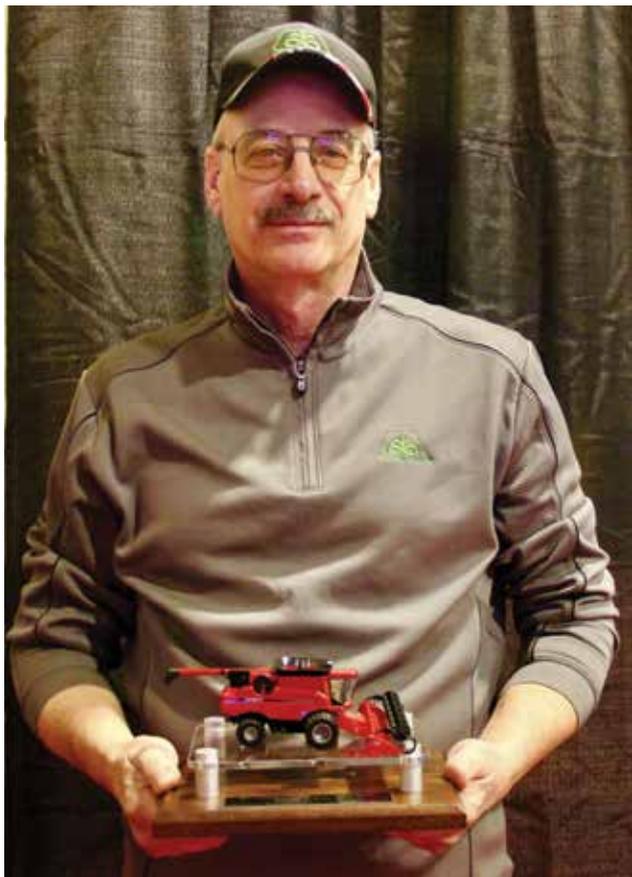
- **Auto No-Fault Insurance Reform:** Senate Majority Leader Mike Shirkey (R-Clarklake) in his opening session speech on the Senate floor said, "We have the opportunity, frankly, I believe we have the obligation, to reform auto insurance." Michigan is the most expensive state in the union to purchase auto insurance.
- **Continued Infrastructure Investment:** Governor Whitmer has campaigned since she announced her candidacy for governor on the first business day of 2017 that Michigan needed to invest more money into our infrastructure.

Governor Whitmer has also appointed former State Representative Gary McDowell to lead Michigan's Department of Agriculture and Rural Development. A farmer from Rudyard, MI, Director McDowell will do a fine job representing Michigan agriculture on the Governor's Cabinet. The Michigan Soybean Association and Michigan Soybean Promotion Committee look forward to working with him.

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.



Justin Clement is part of your Frederick Group team, which advocates for MSA members and promotes the Michigan soybean industry in the halls of state government.



2018 Michigan Soybean Yield Contest Winners

**Don Stall
of Eaton County
124.75 bu/a**

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

2018 marked the 13th 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 is simply a fun incentive for Michigan farmers to work at these goals. The contest information is used to help increase farmer attention to the agronomics and management of their soybean production. The contest is sponsored by Spartan Agricultural Consulting and the Michigan Soybean Promotion Committee.

For the 2018 contest, there were a record 151 entries made up of 142 farmers from 23 counties. The highest overall yield this year was a new record high yield of 124.75 bushels per acre, grown by Don Stall of Charlotte. Don has achieved over 100 bushels per acre of soybeans for six of the past seven years. He first achieved over 100 bushels per acre in 2012, besting that yield ever since, with a previous unofficial record high yield for Michigan of 118.91 bushels per acre in 2016.

For 2018 the winners and their yields were:

Class A; Late Maturity Non-irrigated	Don Stall of Eaton County	124.75 bu/a
Class B; Late Maturity Irrigated	Nick Suwyn of Allegan County	104.84 bu/a
Class C; Mid Maturity Non-irrigated	Jim Schaendorf of Allegan County	112.53 bu/a
Class D; Mid Maturity Irrigated	Scott Jirgens of Kalamazoo County	77.71 bu/a
Class E; Early Maturity	Dale Suwyn of Allegan County	97.77 bu/a
Class F; non-GMO	Paul Gentz of St. Joseph County	87.50 bu/a



Don Stall of Charlotte planted 160,000 seeds per acre of Pioneer 28T08R, using a complete Pioneer seed treatment in 15-inch rows on April 25, following a 2017 wheat crop. His field was soil sampled in 2016 and he harvested on October 16 with an estimated 85 pods per plant and about 14 inches of timely rainfall. His late maturity irrigated entry yielded 122.56 bushels per acre. Don also won the National Corn Growers yield contest with 477 bushels per acre.

Nick Suwyn of Wayland had about 31 inches of rain, plus an additional 7 inches of irrigation to achieve his 104.84 bushel yield. He planted 135,000 seeds per acre of Golden Harvest GH2788x in 15-inch rows on April 29. He used a Clariva complete seed treatment plus N-Force inoculant in a field that did not contain soybean cyst nematodes.

Jim Schaendorf of Dorr won his class planting 180,000 seeds per acre of Asgrow 2636 drilled into 7.5-inch rows following corn in 2017. He used a Vibrance seed treatment and Optimize inoculant. His field was soil tested in 2017. Like Don and Nick, Jim used a foliar fungicide in a field that had about 40 inches of rainfall.

Scott Jirgens of Kalamazoo won his class for the second year in a row, planting 150,000 seeds per acre in 15-inch rows of Golden Harvest GH2537x on May 28. He also used a Clariva seed treatment, Optimize inoculant and a foliar fungicide. His field had about 34 inches of rainfall and he added another 7 inches through irrigation.

Dale Suwyn of Wayland won his early maturity class planting Golden Harvest GH2041x in 15-inch rows at 140,000 seeds per acre on May 28 using a Case IH bean planter. He used the same seed treatment and inoculant as Nick and used Endigo foliar insecticide and Quilt + Trevipro foliar fungicide.

Paul Gentz of Leonidas won the non-GMO class and planted 140,000 seeds per acre of DF 278N in 30-inch rows, following 2017 seed corn. He used Vault inoculant in a field that was soil tested in 2015, plus Fastac foliar insecticide and Priaxor + Contans foliar fungicide.

Congratulations to all six winners and all the other farmers who participated in the contest this year. Information about a 2019 contest and more details about the 2018 contest will be posted at the www.michigansoybean.org.



MICHIGAN SOYBEAN PROMOTION COMMITTEE BOARD OF DIRECTORS

Sarah Peterson <i>Vice President</i> Niles, District 1 269.845.8994	Mike Sahr <i>Treasurer</i> Saginaw, District 5 989.297.0663
Pete Crawford Dansville, District 2 517.206.2694	Alan Moore Bannister, District 6 989.862.4686
Laurie Isley <i>President</i> Palmyra, District 3 517.260.0348	Steve Koeman <i>Secretary</i> Hamilton, District 7 616.218.2626
Dennis Gardner Croswell, District 4 810.387.4481	MSPC Office PO Box 287 Frankenmuth, MI 48734 989.652.3294 www.michigansoybean.org soyinfo@michigansoybean.org

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.

MICHIGAN SOYBEAN PROMOTION COMMITTEE STAFF

Financial and International Marketing Director
Kathy Maurer
Executive Assistant
Noelle Byerley
Research Coordinator
Mark Seamon
Communication Director
Sonja Lapak
Soybean Production Specialist
Ty Bodeis

NORTH CENTRAL SOYBEAN RESEARCH PROGRAM

Ed Cagney
Scotts, 269.327.5157

NATIONAL BIODIESEL BOARD

Matt Stutzman
Adrian, 517.260.1720

UNITED SOYBEAN BOARD

Herb Miller
Niles, 269.208.1724

Jim Domagalski
Columbus, 586.727.9639

David Williams
Elsie, 989.307.8044

U.S. SOYBEAN EXPORT COUNCIL AND SOY TRANSPORTATION COALITION

Laurie Isley
Palmyra, 517.260.0348

SOY AQUACULTURE ALLIANCE

Alan Moore
Bannister, 989.862.4686

WORLD INITIATIVE FOR SOY IN HUMAN HEALTH

Jim Wilson
Yale, 810.404.1083

MICHIGAN SOYBEAN PROMOTION COMMITTEE FINANCIAL REPORT

OCTOBER 1, 2017 - SEPTEMBER 30, 2018

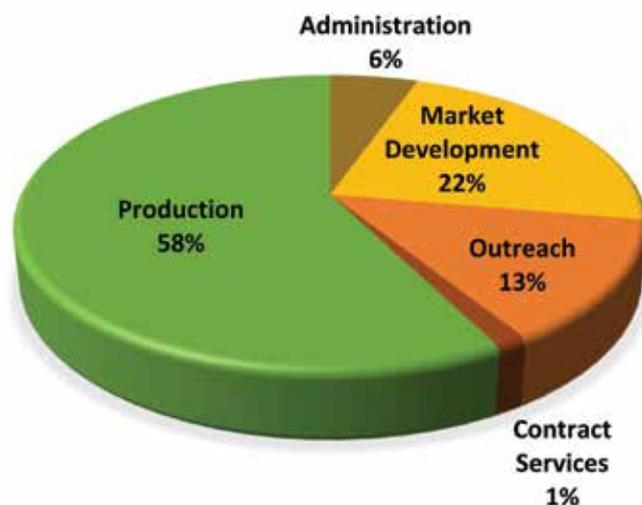
REVENUES COLLECTED

Assessments	\$4,924,977
Less:	
50% Transfer to USB	\$2,448,054
State of Origin Transfers	52,427
Net Assessments	<u>\$2,424,496</u>
Other Income	54,230
Total Revenue Collected	<u><u>\$2,478,726</u></u>

EXPENSES PAID

Production	\$1,319,179
Market Development	512,057
Outreach	307,043
Administration	124,156
Contract Services	31,675
Total Expenses Paid	<u><u>\$2,294,110</u></u>

FY18 PROGRAM DISBURSEMENT



Production

Contracted Research

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

Grower Communication

- Michigan Soybean News
- MSPC Soybean Weekly email
- On-Farm Research Report and Meetings
- YouTube Videos
- Facebook
- Instagram
- Twitter
- Great Lakes Crop Summit
- North Central Soybean Research Program
- On-Farm Research Program
- Soybean Cyst Nematode Soil Sample Analysis
- Herbicide Resistant Weed Screening

Market Development

Research

- Ford Biodiesel Optimization
- Hybrid Catfish Soy Feed
- Antimicrobial Control of Foliar Disease in Soybeans
- Trade Team Missions
- Global Soy Trade Exchange
- Bridge Testing Program
- Soybean Genetic Marketing
- Promotion of Biodiesel and Biobased Products
- Soy Aquaculture Alliance
- Soybean Transportation Coalition
- U.S. Soybean Export Council
- World Initiative for Soy in Human Health

Outreach

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

NEW AND RENEWING MSA MEMBERS

RENEWING:

Ron Beier, China
 Brian Bellville, Prescott
 Mike Blashill, Crosswell
 Elgin Darling, Willis
 Robert Elston, Melvin
 Louis Faivor, St. Johns
 Brian Frederick, Hemlock
 Luke Gentz, Leonidas
 Don Girdham, Hillsdale
 Roger Gentz, Mendon
 Girbach Farms, Saline
 M. Dean Haubenstricker, Frankenmuth
 William Hayward, Hillsdale
 James Isley, Palmyra
 Gregory Mahoney, St. Charles
 Gene Maynard, Elsie
 Henry Miller, Constantine
 Larry Palmreuter, Frankenmuth
 Dan Rajzer, Decatur
 David Revels, Monroe
 Jamie Robson, Milan
 Michael Wildner, Unionville
 David Williams, Elsie
 Robert L Zorn Inc., LaSalle

"The more voices we have, the louder our message."

Dave Williams,
MSA Member

JOIN TODAY!
For a list of member benefits and the member application, see pages 6 and 7.

THANK YOU TO MSA SPONSORS

MSA 2018 In-State Membership/Recruiter Program Sponsors:

- Auto Owners Insurance
- IntelliFarms
- LG Seeds
- Michigan Soybean Promotion Committee
- Renk Seed Company
- Specialty Seed

MSA 2018 Meeting Sponsors:

- GreenStone Farm Credit Services
- Michigan Soybean Promotion Committee
- Quad Graphics

MSA 2018 Michigan Soybean News Advertisers:

- American Soybean Association
- Asgrow
- GreenStone Farm Credit Services
- Michigan Crop Improvement Association
- Michigan Farm Bureau
- Michigan Soybean Promotion Committee
- Pioneer
- United Soybean Board

**MICHIGAN CROP
IMPROVEMENT
ASSOCIATION**

*Providing foundation seed
field inspection and seed testing services*

MCIA at P.O. Box 21008, Lansing, MI 48909
Phone: 517-332-3546. e-mail: info@michcrop.com



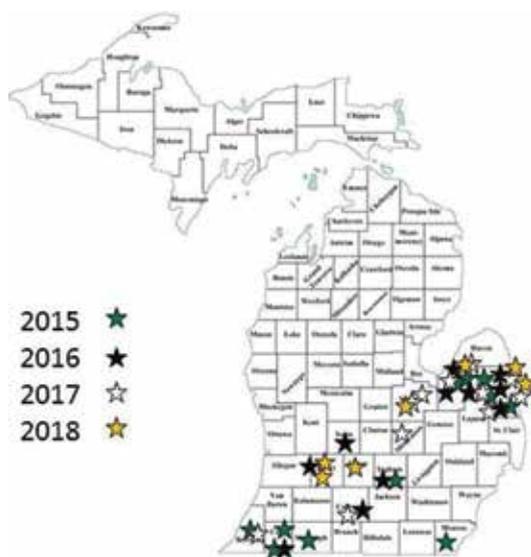
Reducing Planting Rates Can Increase Income

By: Mike Staton, MSU Extension Soybean Educator

Michigan soybean producers have consistently identified planting rates as the highest priority topic to evaluate in on-farm replicated trials. Furthermore, producers wanted to evaluate the effect of low planting rates on soybean yield and income. The two factors driving the increased interest in reducing soybean planting rates are seed cost and white mold. To help Michigan soybean producers make planting rate decisions, the SMaRT (Soybean Management and Research Technologies) program conducted a total of 40 on-farm replicated trials from 2015 to 2018. Please see Figure 1 for the trial locations.

Figure 1. SMaRT planting rate trial locations

Eleven planting rate trials were conducted each year from 2015 to 2017 and seven trials were conducted in 2018. Four target planting rates (80,000, 100,000, 130,000 and 160,000 seeds per acre) were compared at all but one location where the lowest rate was not included. Stand counts were taken to determine actual final plant stands at each location in all years. To calculate the income (gross income – seed cost) generated by each planting rate, we used the USDA projected prices and average seed costs for treated seed for each year. None of the varieties planted in the trials were straight line or thin line plant type and a complete seed treatment was used at 33 of the locations.



Because we conducted the trials over four years, we learned how the planting rates performed over a range of growing conditions. Planting conditions were nearly ideal in 2015 but were much more challenging in 2016, 2017 and 2018, as evidenced by the average stand loss shown in Table 1. Statewide record yields were achieved in 2015 and again in 2016. However, yields declined significantly in 2017 due to excessive early rains and a lack of rain in August and September. Yields rebounded in 2018.

Table 1. Average stand loss in the planting rate trials

Year	Average Stand Loss for all Planting Rates (percent)
2015	12
2016	18
2017	22
2018	26

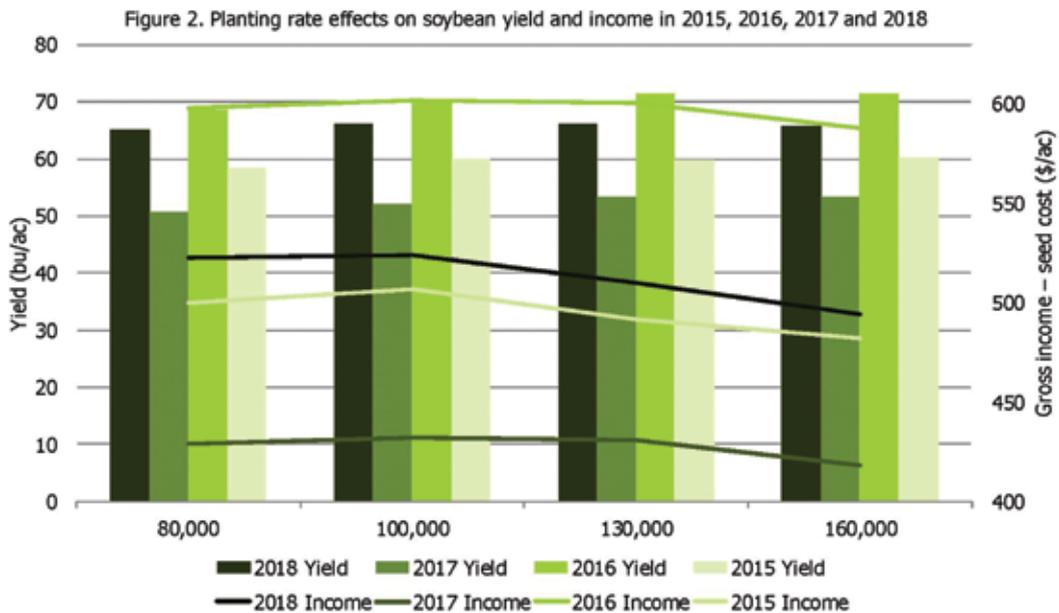
The effects of soybean planting rates on yield and income are shown in Figure 2. The bars represent yield and the lines represent income. The figure clearly shows the year-to-year variability in yield and income. It also shows that the lowest two planting rates were the most profitable in 2015 and 2018 and the highest planting rate was the least profitable each year. Table 2 shows the average yield and income for all 40 locations.

Table 2. Planting rate effects on average yield and income (all 40 locations)

Planting Rate	Average Yield (bu/ac)	*Gross Income -Seed Cost (\$/ac)
80,000	60.3	\$519
100,000	61.8	\$524
130,000	62.4	\$515
160,000	62.5	\$503

*Using 2018 figures for seed cost (\$63/140,000 seed unit) and market price (\$8.60 per bushel)

When all 40 sites were combined, the yields from the highest two planting rates were identical and they beat the 100,000 seeds per acre planting rate by less than one bushel per acre and the 80,000 rate by only 2.2 bushels per acre. The 100,000 seeds per acre planting rate generated the most income.



Two of the trials were infested with white mold, which showed that reducing soybean planting rates can also be an effective management practice for reducing yield and income losses from white mold (Table 3). At both sites, the lowest planting rate produced \$80.00 per acre more income than the highest planting rate. Figure 3 shows how planting rates affected white mold in the 2018 Saginaw location. This site was planted in 30-inch rows.

Table 3. Soybean planting rate effects on yield and income at two locations infested with white mold.

Planting Rate	----- Yield (bu/ac) -----		----- Income (\$/ac) -----	
	2015 Sanilac 2	2018 Saginaw	2015 Sanilac 2	2018 Saginaw
80,000	63.2 a	66.2 a	\$508	\$533
100,000	61.1 b	66.5 a	\$480	\$527
130,000	61.5 b	64.3 a	\$470	\$494
160,000	57.9 c	61.2 b	\$426	\$454
LSD _{0.10}	1.7	2.4		

*Using 2018 figures for seed cost (\$63/140,000 seed unit) and market price (\$8.60 per bushel)



Figure 3. Drone image showing planting rate effects on white mold incidence at the 2018 Saginaw trial

Half of the planting rate trials were conducted in Tuscola and Sanilac Counties, so the Thumb area has been well represented. However, we are looking for sites in mid-Michigan, southwest Michigan and southeast Michigan for 2019. This trial is very easy to conduct when the planter is equipped with electric or hydraulic variable rate drives. Please contact me (Mike Staton) by phone at 269.673.0370 ext. 2562 or by email at staton@msu.edu if you are interested in conducting a soybean planting rate trial on your farm in 2019.

Be on the Defense with Back-to-Back Soybeans

By: Mark Seamon, Research Coordinator

Economics have driven more acres of soybeans in the past couple of years which has led to many fields of soybeans-on-soybeans. It is difficult to know exactly how much, if any, yield penalty came with this practice but in general production on those fields was good to very good. Some research has shown that there is a measurable loss from growing soybeans back-to-back. The risk of this yield loss increases with each year that a crop rotation is not used.

A defensive posture is a logical practice to take when there are plant pests that are favored by certain management decisions. Each year the same crop is planted into the same soil, plant pests can increase in populations. Insects, weeds, diseases and nematodes should all be considered threats to reduced rotations. Fortunately, there are management tools for each of these pests. Let's take a look at each of these:

INSECTS: Stink bugs are a growing problem in many soybean fields. Bean leaf beetles, spider mites, soybean aphids and Japanese beetles are other bugs that are happy to have a consistent home within a soybean field to live on. Consider an insecticide seed treatment and regular scouting to keep these pests at low populations.

WEEDS: Herbicide resistant marehail, waterhemp and palmer amaranth are especially tough to control in soybeans. New management tactics of herbicide tolerant traits in soybeans have helped. These tools should be considered as part of a weed control plan. Traits and combinations of traits are becoming somewhat complex, so a clear understanding of which herbicides can be used, how and when is critical. Even if you haven't identified a resistant weed infestation, be sure to start with a clean seedbed and use herbicides with multiple modes of action including residuals.

DISEASES: Soybeans have multiple pathogens that hang around in the soil waiting for a host to infect. Phytophthora and Pythium like to infect seeds and seedlings. Genetic phytophthora resistance has held this disease in check for many years but there are a growing number of areas where this defense is breaking down. Sudden death syndrome is a Fusarium pathogen which is soil borne and infects soybean roots early in the season. Foliar symptoms usually

show up in late summer after control is possible. Control of these diseases is best done through the use of seed applied fungicides. The conditions (mostly temperature and moisture) that favor specific soil pathogens are not predictable, so consider a broad spectrum fungicide (or cocktail of multiple products).

NEMATODES: This may be the pest that builds the most consistently under continuous soybeans but may be the most difficult to see the effect. Soybean cyst nematodes are known to be building under the genetic resistance that has been used for the past 20 years (PI88788), even with crop rotations. Providing a host for SCN to reproduce on every year magnifies this problem. Nematologists suggest the rotation of sources of genetic resistance (Peking and PI88788). If this is not possible, at least rotate varieties.

The strength of resistance varies among varieties and mixing this up keeps nematodes from having population explosions. Consider choosing a variety with the Peking source of resistance and then rotate back to a PI88788 variety next time.

SOIL FERTILITY: Crop removal rates of nutrients are higher in soybeans than some growers realize. Soybeans do a great job of scavenging nutrients from the soil but a significant amount is removed with the beans at harvest. A 50 bushel soybean crop removes 40 pounds of phosphorus and 70 pounds of potassium. If your soil test levels are in an optimum range, an application to maintain that level should be made to avoid depleting the soil.

Continuous cropping puts some crop pests on the offense and requires a strong defense to maintain yield potential. Many tools are available to help combat the growing pest populations but management needs to be increased to make the best use of them while keeping input costs under control. If a sports analogy comes to your mind, you can be the coach of the winning team but that won't happen by accident. Back-to-back soybeans can be a successful part of managing your farm under these tough economic times, but long term negative effects need to be considered and minimized.

MSPC is Coming to an Event Near You!

By: Ty Bodeis, Soybean Production Specialist

New in 2019, the Michigan Soybean Promotion Committee (MSPC) has launched a program to have booth spaces at regional grower events. The goal of these booths is to inform growers of the work that your soybean checkoff is doing for you. Information at the booths will include production research results and handouts as well as information on our market development and outreach efforts to let you know what we are doing on behalf of soybean growers. The booths will also include information on our on-farm research program and on upcoming research meetings and field days. We look forward to seeing you at our booth.

Two events we are currently planning to attend are Agro Expo and the MAEAP 5000th verification celebration. We will also be at other large grower meetings. Look for more information on upcoming events as they get closer in our *Soybean Weekly* e-newsletter.

If you don't receive our *Soybean Weekly* e-newsletter, no problem! Email soyinfo@michigansoybean.org and ask to be added to the list!



Your Time is Now: Leadership Opportunities

Winter is a great time for personal and professional development. Through the Michigan Soybean Promotion Committee (MSPC), your soybean checkoff, there are many opportunities available to you. There is no additional cost to participate, other than your time (which we appreciate is valuable, too)!

The easiest way to begin your leadership journey is to access several online modules, created by the soybean checkoff, that can help develop your skills to serve on a board such as MSPC – or others in the ag industry – or even to better manage your farming operations on the home front. This program, called Ag Leader Source, gives you opportunities to view/listen to short modules on topics that range from “Understanding Parliamentary Procedures” and “Financial Oversight” to “Compliance and Oversight of the Soybean Checkoff” and “Strategic Planning and Management.” Brand new this year is a travel etiquette module. This will help all farmer board members for any organization who travel internationally. In total, there are 26 different modules and webinars to explore, in addition to many blogs and podcasts. Soybean farmers can register for the FREE online training modules and webinars by visiting www.agleadersource.com. For more information about the site, contact Linda Snell at lsnell@iblstrategies.com or 847.274.3061.

In addition to the online modules, it’s time to act and step into a leadership role to serve your fellow soybean farmers on the MSPC board. We are currently seeking interested applicants for 2019. Two of the seven district positions are up next summer. While each director could serve another three-year term, we always need to submit at least two names for each Governor-appointed position. And, what better time than the present to become involved with the soybean industry? The districts seeking applicants are: District 6 and District 7. See the county map for a list of all counties in each district.

For more information on the MSPC board or to be considered for a future position on the board email soyinfo@michigansoybean.org or call 1.877.SOY.MICH.



Michigan Soybean Promotion Committee District Map



2019 Great Lakes Crop Summit

By: Mark Seamon, Research Coordinator

The record cold temperatures at the end of January did not impede the excellent presentations and sharing of knowledge between crop producers at the sixth annual Great Lakes Crop Summit (GLCS). The Michigan Soybean Promotion Committee is proud to partner with the Corn Marketing Program of Michigan and the Michigan Wheat Program to host the Great Lakes Crop Summit each year. If attendance can be used to measure the success of the summit, the nearly 1,100 farmers and agribusiness professionals would indicate there is value in the investment of two days.

The agenda included general session speakers on broad topics such as ag economics and the impact of consumer trends on crop production, breakout sessions with more specific topics and a large trade show with most major agribusinesses represented.

Many expert speakers shared the latest wisdom in breakout session topics related to commodity marketing, financial management, precision farming, herbicide resistance, soil health and tillage. A few soybean specific topics presented in breakout sessions included "Soybean Research Updates," "Soybean Cyst Nematode Coalition" and "Soybean Stem and Root Disease and White Mold Control."

Making wise use of the gathering of Michigan farmers, the Michigan Soybean Association and Michigan Corn Growers Association held their annual meetings during the summit. Dave Williams, MSA board president remarked, "We appreciate the opportunity to collaborate with the summit to gather many of our members for our annual meeting. The attendance was encouraging and the follow-up conversations were honest and hopeful."



Your Soybean Checkoff ✓

The results of the 2018 Michigan Soybean Yield Contest were also announced with a new record high yield topping the list of winners. Winners in six categories were recognized for producing excellent yields. See pages 10 and 11 for details on the winning yields and farmers.

One of Michigan's United Soybean Board representatives, Jim Domagalski was one of three Master Farmer award winners announced during GLCS.

Jim has been an active supporter and advocate of soybeans through his service as a state and national soybean checkoff director.

Plans for continuing this successful program in 2020 are already being developed. Watch for details and plan to attend.



***Save the date for next
year:
January 29 - 30, 2020.***



*2018 Master Farmer Winners:
Jim Domagalski of Columbus,
Bruce Noll of Sheridan and
M. Dean Haubenstricker of
Frankenmuth*

March – Grain Elevator

Thank You for All You Do!

ALLEGAN

Moline Coop, Moline
Peaceful Road Farm Products Inc.,
Hopkins

ARENAC

The Andersons - ABG, Standish
Turner Bean & Grain, Turner

BAY

ADM Edible Bean Specialities, Inc.,
Pinconning
Gavilon, Bay City
Ittner Bean & Grain Inc., Auburn
The Andersons, Auburn

CALHOUN

The Andersons Grain Division,
Albion
Citizens LLC, Battle Creek
Hoffman Ag Service LTD, Marshall
Voyces Elevator Inc., East Leroy

CASS

Community Mills Inc., Cassopolis

CLINTON

Great Lakes Hybrids Inc., Ovid
Mathews Elevator, Fowler
Ovid Farmer's Elevator, Ovid
Westphalia Milling Co., Westphalia

EATON

ADM Grain Co., Grand Ledge
Citizens LLC, Charlotte
Eaton Farm Bureau Coop,
Charlotte

GRATIOT

Crop Production Services & MAC,
Breckenridge
Hirschman Grain LLC, Ithaca
Hogle Trucklines Inc., Perrinton
MAC, Breckenridge
MAC, Middleton
Shaffer Farms, Alma

HILLSDALE

Litchfield Grain Co., Litchfield
Prattville Fertilizer & Grain Inc.,
Pittsford
The Andersons, Reading
Waldron Grain & Fuel Co., Waldron

HURON

Cooperative Elevator Co., Pigeon
Cooperative Elevator Co., Ruth
Cooperative Elevator Co.,
Sebewaing
Farmer's Coop Grain Co., Kinde
Star of the West Milling Co.,
Bad Axe

INGHAM

ADM Grain Co., Webberville
Cremer Farm Center, Williamston
DF Seeds Inc., Dansville
Jorgensen Farm Elevator,
Williamston
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, 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
Helena Chemical Company, Crosswell
MAC, Brown City
MAC, Marlette

SHIAWASSEE

Nutrien Ag Solutions, Henderson
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 the soybean farmers and agriculture.



UP TO \$1,000 BACK FOR USING



By: Noelle Byerley, Executive Assistant

Michigan 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.

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

Biodiesel Information Videos

Biodiesel 101: <https://www.youtube.com/watch?v=y2hX3yhD0CA&feature=youtu.be>

Growth of the Industry: <https://www.youtube.com/watch?v=D7D49PFbcjE&feature=youtu.be>

Biodiesel Frequently Asked Questions: <https://www.youtube.com/watch?v=MhcSSmdBqMI&feature=youtu.be>

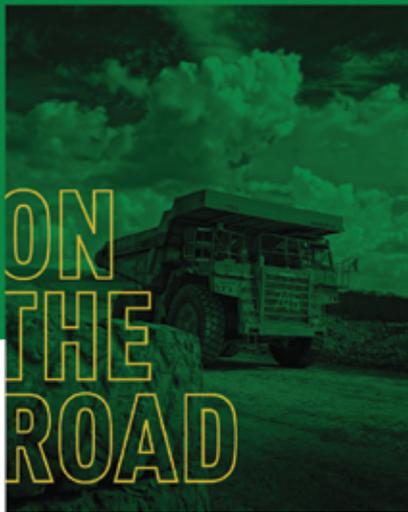
Best Practices for Storage, Handling & Use of Biodiesel: <https://www.youtube.com/watch?v=IouR0MS7AqE&feature=youtu.be>

Biodiesel is out there. Ask your fuel distributor to carry it!

For technical questions about using biodiesel blends, call MEG Corp Fuel Consulting at **800.929.3437**.



WHERE CAN YOU SEE THE BENEFITS OF SOY? ALL AROUND YOU.



When rubber meets the road, there is soy at work. Soybean oil is an alternative to petroleum-based oil used in tires and other rubber applications. Soybean oil can also be found on the pavement, where soy based asphalt repair materials are used to reverse oxidation and help seal hairline cracks, extending the life of road surfaces.



Many household products utilize the flexibility of soy. Soy polyols can be used in everything from mattress foam to carpet backing. In addition to making affordable products, life cycle assessment studies show soy polyols can help lower carbon dioxide emissions and energy costs during polyol production.



Ink jet printing is projected to replace more traditional printing methods in the coming years. USB is meeting this coming demand with its newly developed soy based ink formulations. The paper offices use to print may also be soy products, as soy can be used during the pulping process, making paper and paper coating.

SEE ALL THE INDUSTRIES SOY IS CHANGING AT SOYNEWUSES.ORG

USE SOY FOR THAT

Get Loud about “What’s in It for Me, the Consumer”

By: Elaine Bristol, Michigan Ag Council program coordinator

I was listening to the Shark Farmer podcast the other day when Don Schindler from Dairy Management, Inc., was interviewed. He said, farmers need to be “talking about what they do . . . talking about the positive things on their farm.”

Schindler went on to say, “I’m not who [consumers are] going to trust. They’re going to trust the farmer. In fact, we have the research that proves it. If they meet a farmer and talk to a farmer, there’s going to be instant trust right there.” And, get this, “One farmer needs to reach at least 8,800 people. Isn’t that amazing? Then we’d reach everyone in the United States.”

What are you doing this year to make sure your voice is heard among the chaos that consumers face today? Between radio, television, product labels, parenting groups, family opinions and more, it’s really challenging to sort out how a person wants to spend their food dollars. How will you share about how your job impacts others across our state, nation and world?

At Michigan Ag Council, we’re working on collaborating across the agricultural industry to share farmer stories with Michigan consumers. As farmers, we often get into the wonky details of equipment

names and functionalities; metrics of our business like acreage, yield, head of animals or economic returns; and even complaining about governmental policies and crop prices. I’m sorry to say, those are not things consumers are interested in. We need to transition away from wonky and into worthwhile.

Consumers are listening for a few key things:

- What do you stand for?
- Do you share my values?
- Why do you do what you do?
- Give me reasons to believe you that I can understand.

Get involved in sharing your unique farm story by contacting Michigan Soybean Promotion Committee communication director Sonja Lapak at slapak@michigansoybean.org. Current opportunities include pre-recorded podcast interviews, writing reflections from the farm about what you get asked most about, sharing recipes using local ingredients, collecting video footage for “raw food” views, being a part of farmer videos and more. Visit MichiganGrown.org for examples of each of these activations. Let’s work together to reach those 8,800 consumers per farmer!



To reach everyone in the U.S., each farmer needs to reach at least 8,800 people. If you’re interested in sharing, contact Sonja Lapak at slapak@michigansoybean.org.

2018 HIGHLIGHTS FOR MICHIGAN AG COUNCIL

SOCIAL MEDIA IMPACT



Michigan's diverse farmers are featured on the redesigned MichiganGrown.org site, including 18 fresh blog entries with 2,877 unique views. 20 videos sharing farm family stories are also archived.



Our podcast launched August 10 for an informal way to meet Michigan farmers and hear about their lives beyond farming. We had 1,778 downloads of 25 episodes with added exposure of 3,375 unique views on MichiganGrown.org and 43,633 reached on Facebook.



Our "MI Foodie News" e-newsletter was transferred to a new platform and redesigned. We sent monthly communication to an average of 11,123 people with a 21.8% open rate and a 16.2% click through rate.

INFLUENCER CONVERSATIONS



We attended a bus tour to a Michigan meat processing facility and cage-free egg farm to share the farmers' perspective with Creative Dining Services. We also attended the Michigan Academy of Nutrition and Dietetics Conference with CommonGround and a Michigan-Made event at Kroger in Royal Oak. Plus, we interviewed a millennial parent consumer panel for a farmer audience and recorded video of consumer conversations at Detroit's Eastern Market.

RECOGNITION

We recognized Brewery Vivant, Frankenmuth Bavarian Inn, Midland Burger Company and Roaming Goat for their economic impact by using Michigan products with the Michigan GROWN, Michigan GREAT Restaurant Award program. Michigan Ag Council was recognized by Corp! Magazine with a Food and Agriculture Award as an Industry Ally for our Michigan GROWN, Michigan GREAT brand.



INDUSTRY MEETINGS & PARTNERSHIPS



Michigan Soybean Promotion Committee
The Soybean Checkoff
michigansoybean.org

We signed three new partners: Michigan Blueberry Commission, Michigan State Horticultural Society and Michigan Vegetable Council. We continue to be available to present information to your stakeholders during annual meetings, committee or board meetings and/or through your publications.



By local farm families. MichiganGrown.org

Four Attend the 2019 Soybean Leadership College

By: Noelle Byerley, Executive Assistant

Growing leaders is similar to growing and harvesting crops on your farm, where you prepare the soil, plant the seeds and nurture the growing plants then ultimately harvest a bountiful crop which may go back into the next year's rotation or move along into other markets – doing good in the world. In the soybean industry, we have programs (the soil) that are offered for farmers to become involved with (planting the seeds, nurturing their growth) then taking the next step to commit to give back to their industry as a leader (harvest and market development). Four Michigan farmers recently participated in the Soybean Leadership College (SLC).

The SLC is one of the first steps to future involvement with the soybean industry. This year's program topics included economics, trade, public interactions and the fundamental design and roles of commodity groups and the people in them.

Left to right: Jacob Knochel, Claire Zahm, Scott Wilson and Samantha Krhovsky



JACOB KNOCHEL: This being my first soy event, I'm not sure I can write down all I've taken away from the program. I can't believe how many acronyms a person needs to be familiar with, from ASA, USB, USSEC, WISHH, and beyond that I now have in my head. From a farmer standpoint, having never been involved before, I had no idea how much went into the marketing and lobbying for U.S. soy until this meeting; from learning how the ASA board takes center stage at the D.C. Hill visits, to learning how REG is pushing so much for biodiesel. Steve Cortes, CNN Contributor and Commentator had the entire room's attention during his presentation. Even though what he had to say for 2019 was not promising, he shared his take on the tariffs. Ryan Findlay from ASA gave a great presentation on "Telling the Soy Story-How We Do What We Do". From a farmer standpoint, it's refreshing to know that so much goes into marketing and research to make sure U.S. soybeans stay on top of the industry. I can definitely say this would be something to consider attending.

CLAIRE ZAHM: First of all I want to thank the Michigan Soybean Promotion Committee for allowing me the opportunity to attend the Soybean Leadership College. This event allowed me to not only strengthen my knowledge about the soybean and the agricultural industry as a whole, but also grow in my leadership abilities, both in agriculture and in my daily life. I was also able to network with soybean farmers across the country and hear from industry professionals. I look forward to utilizing the information I learned in my future career as well as back on my family farm.

soybean Est. 2001
LEADERSHIP
COLLEGE
American Soybean Association

SCOTT WILSON: The 2019 Soybean Leadership College was an excellent educational experience that covered a wide range of topics, including finances, political insight, leadership expectations and which ASA policy targets will be the main focus for 2019. A person becomes inspired to get involved when you have an opportunity to listen to experts explain the inner workings and what needs to be done.

SAMANTHA KRHOVSKY: The Soybean College was an excellent opportunity to learn more about how The American Soybean Association and United Soybean Board represent us as farmers on the bigger scale. I especially enjoyed getting a front row seat to speakers from the credit sector, giving us some insights into loan expectations for 2019 and information to consider as we try to manage our current and future assets in a trying market year.

It was also informative to hear from Steve Cortes, a CNN political advisor that had details and facts from our trade negotiations and current government standings with agriculture and the overall economy. I would definitely recommend other Michigan farmers take advantage of this opportunity in the future and to get involved with MSA to be a voice for our farm businesses.

To become involved in YOUR soybean industry, please call 1.877.SOY.MICH or email soyinfo@michigansoybean.org. We'd love to help you get started growing YOUR leadership journey.

Congratulations
Master Farmer Award Winner
Jim Domagalski

Thank you for your service
to the Michigan soybean
industry!

Michigan Soybean
Promotion Committee
The Soybean Checkoff
michigansoybean.org

Michigan Attends the 35th Class of the ASA Young Leaders Program

By: Noelle Byerley, Executive Assistant

Michigan soybean farmers were well represented at the 35th class of American Soybean Association's (ASA) Young Leaders program in Johnston, Iowa.

The Johnston 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. Young Leaders participated in DiSC and communications training, discussed CRISPR technology, consumer trends and other important soybean industry advancements.

"The Young Leader Program has had a huge impact on not only ASA, but all of agriculture," said ASA President and Iowa farmer John Heisdorffer. "Former Young Leaders can be found in leadership roles throughout the industry and public policy. We are grateful to Corteva Agriscience for making this program possible. The Young Leader program provides training in key leadership areas and allows participants to form lasting relationships with growers from across the country, which strengthens our industry and allows us to work collaboratively in our local, state and national organizations."

"Corteva Agriscience™ always strives to put the farmer-first in all that we do," said Judd O'Connor, President, U.S. Commercial Business, Corteva Agriscience, Agriculture Division of Dow DuPont. "Having young leaders who are willing and well-

equipped to speak up for agriculture is critical in helping to ensure the voice of farmers is part of the conversation among the public and the full value chain."

Michigan was able to send two couples to this year's program: Chris and Debra Schmidt and Mark and Vanessa Senk.

Chris and Debra Schmidt own Schmidt Farms of Auburn LLC, a fourth generation cash crop farm in Bay County. Their farm is comprised of 900 acres of soybeans, wheat, oats, barley and edible beans that are intended for seed usage. "The caliber of the participants was extraordinary, as were the training topics, moderators and speakers. Debbie and I walked into a room on Wednesday full of strangers and walked out on Thursday with 46 new friends," stated Chris.

Mark and Vanessa Senk farm 2,000 acres of soybeans, corn and white wheat in Shiawassee County and are currently raising all non-GMO soybeans. "The ASA Young Leader training was a fantastic experience. It provided a great opportunity to discuss relevant agri-science topics with industry leaders and fellow farmers. We were able to meet a great group of people from across the U.S. The leadership training will be useful in many different situations in the future," shared Mark.

The Young Leaders will complete their training February 26 - March 1, 2019 in Orlando, Florida, in conjunction with Commodity Classic.

Chris and Debra Schmidt



Mark and Vanessa Senk



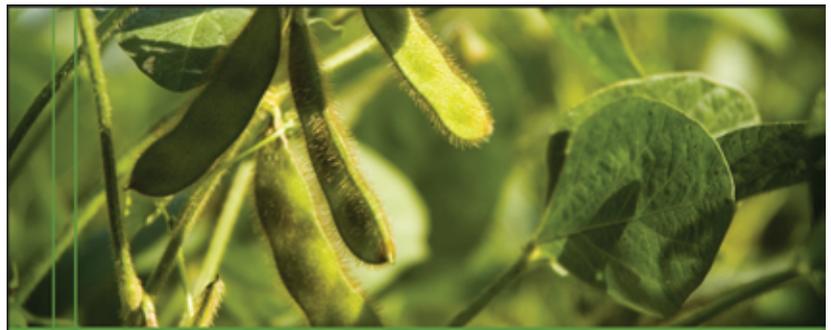


We want to thank
Gail Frahm
for her 28 years of service
to the Michigan Soybean
Promotion Committee and
the Michigan Soybean
Association.
We wish her well.

MSA VOLUNTEER PROGRAM

The Michigan Soybean Association (MSA) volunteer program is designed to promote soybeans and share the political interests of soybean farmers to farm and non-farm families throughout Michigan. The key objective of the MSA volunteer program is to promote the association and obtain memberships across Michigan. The more volunteers we have promoting the importance of MSA, the bigger voice soybean farmers have in Lansing and D.C.

To request a volunteer promoter application, call Noelle at the soybean office – 989.652.3294 or email soyinfo@michigansoybean.org.



Coverage on another level.

When you partner with GreenStone for your crop insurance, you're getting more than a policy. You're getting a team of industry experts, all working with your best interests in mind. Using the latest risk management tools, we'll build a plan to suit your unique needs. Contact your local branch and ask to speak to a crop insurance specialist.

800-444-FARM



www.greenstonefcs.com



PIONEER.

**IF YOU WANT
A 2.1 BU/A BUMP
IN MICHIGAN FOR
MORE YIELD**

THE ANSWER IS

Looking for a bumper crop? Pioneer® brand A-Series soybeans are raising yields across Michigan. Ask your local Pioneer sales representative how A-Series soybeans are your answer to breakthrough yield potential.



**WITH YOU
—FROM THE—
WORD GO**

Pioneer.com/Aseries



Data is based on an average of 2017-2018 comparisons made in Michigan through Nov. 12, 2018. Comparisons are against all competitors, unless otherwise stated, and within +/- 3 RM of the competitive brand. Product responses are variable and subject to any number of environmental, disease and pest pressures. Individual results may vary. Multi-year and multi-location data are a better predictor of future performance. DO NOT USE THIS OR ANY OTHER DATA FROM A LIMITED NUMBER OF TRIALS AS A SIGNIFICANT FACTOR IN PRODUCT SELECTION. Refer to www.pioneer.com/products or contact a Pioneer sales representative or authorized dealer for the latest and complete listing of traits and scores for each Pioneer® brand product. Pioneer brand products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents. ^{TM & ®} Trademarks and service marks of Dow AgroSciences, DuPont or Pioneer, and their affiliated companies or their respective owners. © 2018 PHIL PION850YB052-MISN