

FEBRUARY 2022

Illinois **Field & Bean**

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Visit us online at www.ilsoy.org/magazine/illinois-field-bean.



COVER: The 2022 Soybean Summit event was back in-person and better than ever. Farmers gathered on February 1 in Champaign, Ill., to discuss the latest in agronomy, carbon programs, weed management and more.



CEO'S MESSAGE

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We Never Stop Learning



JOHN LUMPE | CEO |
ILLINOIS SOYBEAN ASSOCIATION

Recently talking to our Illinois Soybean Association Board Chairman Steve Pitstick, he reminded me of some wisdom found in Howard Buffett's book "Forty Chances: Finding Hope in a Hungry World."

Mr. Buffett's book is built on the premise that everybody has approximately 40 chances to accomplish their life goals. Put in the perspective of farming, a farmer could look at it as having 40 chances, or growing seasons, to make the most impact on their acres. While 40 chances might seem like a lot to some, others like myself realize just how fast those years can go.

It's easy to get into the familiar routine with life and work. We are so entrenched in the weeds and the details of everyday to-dos that we forget to take that 40,000-foot view to ask ourselves what we want most, how we're going to achieve it, and if we have everything we need to accomplish our goals.

What if we could look at every decision we are going to make this season from that higher level? I'd be willing to bet we would find more time for learning and taking advantage of opportunities that serve our growth and progress.

We're all in the cycle of learning new things whether you're gearing up for your fifth planting season or your 30th. I'd encourage all of you to think about those 40 chances as it applies to your operation. What impacts will you make next on your farm? I hope Illinois Soybean Association (ISA) and our wealth of educational offerings can assist you with that endeavor.

I invite you to try on a new mindset this year, pick up a new skill or adopt a new practice. You're in luck because the 2022 Soybean Summit was a great place to do that. This issue is chock full of insights from this year's incredible lineup of speakers. Watch our ILSoyAdvisor.com platform in the coming weeks as we recap Summit's great information.

At your state soybean checkoff, producer education will remain one of the cornerstones of the work that we do. We know you need the best information available to make the best decisions in the field, and Soybean Summit will always remain our best opportunity to give you access to leading industry information.

We never stop learning as an association, either. As your CEO, I'm constantly taking in new strategies, new research findings, and new ways of looking at communication and leadership. Whether it's adopting a new process that makes the management of your checkoff investments more efficient, or doing the hard work of strategic planning to map out where the industry is going, ISA is always in the figurative classroom.

Here we are at the very beginning of a new year, ripe with potential and unexplored opportunity. Let's continue to learn and grow, and most importantly, move the Illinois soybean industry forward. Let's make the most of those 40 chances, and let's do it together.



This year's Soybean Summit offered three breakout tracks selected to address relevant topics in today's farm economy including agronomy, weeds, and carbon.

Welcome to the Soybean Summit Issue

By Abigail Peterson

Welcome to the 2022 Soybean Summit Issue! As your host, the Illinois Soybean Association (ISA) hopes you attended one of our agronomic events this win-

ter. If you joined us at Soybean Summit, you had the opportunity to explore a vast range of topics ranging from general agronomic challenges, integrated weed management tactics, and carbon market overviews.

Funded by the Illinois Soybean Association checkoff program, the annual Soybean Summit event provides a fantastic lineup of speakers year after year, addressing a variety of issues that an Illinois soybean producer may

face, along with actionable recommendations to improve yields and farm profitability.

This year, we planned three breakout tracks selected to ad-

(See Welcome, page 6)

Welcome

(continued from page 5)

dress relevant topics in today's farm economy including agronomy, weeds, and carbon.

Learning from top experts in the field always sets the stage for an exciting new growing season. Trends that seem to pop up each year are always fun to dissect with what we have learned from early planting soybeans, approaching better weed control, combating intensified weather events, and as always, building soil health.

As you flip through the pages of this magazine, you will find a recap of several presentations by agronomic experts covered at Summit, with topics ranging from soybean management practices to increase yield, to how data can help farmers implement conservation practices.

Kris Ehler led the way kicking off core management strategies for higher yielding soybeans, not forgetting to evaluate seed treatment and in season applications that move the needle even further

when it comes to pushing your yields.

Along with higher yields, Dr. Laura Gentry discussed the need for evaluating production and spotting opportunities for conservation practices to provide financial return on your farm, making the business case for conservation practices. Dr. Gentry's work with Precision Conservation Management starts to bring the conversation of different management approaches and economics to the table. If you have ever thought of what practices like no-till, nitrogen management, or cover crops might make to your bottom-line, Precision Conservation Management has been able to summarize six years of data that put in perspective which practice changes are worth considering.

One challenge on farmers' minds, especially coming into this year, is keeping your weed control competitive. Both Dr. Aaron Hager and Dr. Karla Gage addressed herbicide usage and what tactics will continue to benefit your system. When walking fields across Illinois, it has been amazing what a difference varying approaches

to weed control can make on a field. With the comparison trials that I walk, strategic cover crop applications have had one of the biggest impacts I have seen on weed control that works.

Illinois farmers Tony Stierwalt and Jenna Severs dove into non-GMO soybean production. I have walked Tony's fields and am amazed with his approach to growing non-GMO soybeans and keeping weeds under control by utilizing cover crops. Jenna's knowledge of grain marking with non-GMO soybeans helped to identify the premium opportunities available to growers.

Along with inputs like herbicides, insecticide success is equally impactful. Pests in Illinois, including decussate stem borer, have been studied by Dr. Nick Seiter, Entomologist at University of Illinois, to give the best recommendations for regional management options. Dr. Seiter also discussed what defoliating insects and targeted insecticide applications are options in your toolbox.

In addition to these informative presentations, we were also proud

to recognize this year's IL SoyAdvisor awards, the 2022 Soybean Master Adviser and Dave Rahe Excellence in Soils Consulting awards. These awards are just one way ISA is showing our appreciation for the hardworking Certified Crop Advisers in Illinois.

We were proud to offer a variety of continuing education credits for CCAs in attendance and hope that they learned valuable insights to pass on to Illinois farmers.

Connecting with the farmers across the state and learning from all the experts who presented at the Summit was incredibly valuable in understanding what great resources we have in Illinois to keep our soybean production profitable and sustainable. As the number one state for soybean production, it is a huge privilege to be working for and alongside Illinois farmers.

With each growing season, learning something new is what keeps farming interesting. No two years are the same and we hope this Summit has provided you with the best information to tackle challenges and ensure a successful soybean crop.



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A year-round agronomic strategy – which includes optimizing seed treatments, planting dates, seeding rates and in-season management – may not only be the best way to boost productivity and profitability, it may be the key to next-level production.

Yield of Dreams

 By Betsy Osman

Ever since Kevin Costner heard a voice from his cornfield whisper, “If you build it, he will come,” businesses from every industry have used this now-infamous quote to underline the idea that if you make an investment – if you build something of value and

indelible meaning – that eventually the idea will pay off.

It’s a risky move, putting the horse before the cart, or the product ahead of the marketplace. But Illinois farmers know a little something about taking risk. And if the cinematic legend “Field of Dreams” had set out to send its long-adoring fans a message, it’s simply this: instinct and intuition count. Faith

is a requirement. Growth can only exist outside of the confines of comfort zones. And that ghostly vintage baseball players generally know what they’re talking about.

In today’s pivoting times, more is being demanded from every farmer and every acre. As the world population increases, with it comes petition for alternative, high-quality food

sources. Sure, profitability and productivity through maximized yields are the desired end result. But modern-day farmers are answering to a higher calling; a call to nourish the world. And when stakes are this high, global demand is not interested in traditions past and the successes of yore.

It’s time to move tomorrow into today.

A year-round agronomic strategy – which includes optimizing seed treatments, planting dates, seeding rates, and in-season management - may not only be the best way to boost productivity and profitability, it may be the key to next-level production. Opportunity to maximize soybean yields is indeed increasing, but it requires evolving management strategies that push beyond traditional thinking.

According to Kris Ehler, sales agronomist for Ehler Brothers Company, true agronomic premiums cannot be measured by a single adoption, a single technology, or a single growing season. Instead, they need to focus on long-term sustainability, taking in the elements and influences of several consecutive years.

“To begin, farmers need to evaluate products over a three to four-year span. One-year trials aren’t a good sample size. At the beginning of your evaluation period, consider implementing products that help protect yield in a growing season, such as fungicides, insecticides, seed treatments and proper fertility.”

According to Ehler, growers should consider maximizing seed real estate by going beyond the basic fully-treated options to protect yield potential. “I tell growers there are eight ounces of potential per 100 pounds of seed when it comes to soybean seed treatments. That’s about the maximum amount of solution that can be applied to soybeans with a seed size of 2,800 seeds per pound. We have amazing seed treatment tools at our disposal to combat our most yield-robbing diseases and pests. Today’s growers should consider products that provide both Sudden Death Syndrome (SDS) protection as well as Soybean Cyst Nematode (SCN) protection, and inoculants to ensure optimal nodulation.”

Continues Ehler, “Every growing season will present a different set of challenges.



Kris Ehler is a sales agronomist for Ehler Brothers Company, and 2022 Soybean Summit Presenter.

(See Yield of dreams, page 10)



See the earliest planting date trial in 2017 above. Planting dates are Feb. 27, 2017; March 22, 2017; April 21, 2017; and May 17, 2017.

Yield of Dreams

(continued from page 9)

Growers need to be prepared to play both offense and defense. In a good growing season where diseases are present, an application at R2-R3 of fungicide and insecticide provides both offense and defense; defense against diseases and insects, as well as keeping the plant happy, healthy and efficiently utilizing nutrients."

According to Ehler, another growth hack is utilizing auxins and hormones when stretches of weather may be stressful for the plant such as cases of extreme heat, cold, rain or drought.

To set a zenith pace for maximized yields, Ehler suggests early planting dates that take into consideration the "soybean holiday," or summer solstice.

"Soybeans harvest sunlight and the longest day of the year is June 21, or summer solstice. We want to see the first flowers

on the plants by June 10, and we see consistently more nodes on an early planted soybean. Nodes are podding potential that equates to yield," says Ehler. "And while farmer efforts can influence the number of pods and the seed size/weight, the number of beans per pod is more challenging to influence."

A final piece of advice from Ehler is a little more unexpected: consider participating in a yield contest.

"Yield contests present great opportunities for growers and retailers to work together. You spend additional time in the field learning what plants need, and making better-informed decisions," says Ehler. "I have seen growers increase their productivity in a yield contest from year one to year four by over 30 bushels. It's all about having an open mind, a willingness to learn, and a desire to create relationships."

We can't wait around for the world to demand less, for perfect climate conditions, or for friction-

less planting seasons. But we can do our best to ask calculated questions and be open to strategic solutions. We can mount a mutiny against complacency, fighting the flinch toward the same old, familiar practices. We

can demand more for agriculture, inspiring others in our race to fuel the world. And we can grow a profitable, sustainable future for Illinois soy.

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According to Ehler, growers should see the first flowers on plants by June 10.

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Scaling Up Sustainability

Soil and Water Outcomes Fund 101: What We Need to Know.



Adam Kiel is the Executive Vice President of AgOutcomes, one piece of the Soil and Water Outcomes Fund. His work focuses on directly interacting with farmers to protect water quality and sequester carbon via conservation practice implementation on working lands.

By Jill Parrent

Often we hear of many benefits to carbon programs, but having someone truly explain both sides of the topic is insightful. AgOutcomes Executive Vice President Adam Kiel, took on the challenge during his session at the 2022 Soybean Summit entitled *Carbon Markets and the Soil and Water Outcomes Fund*.

With carbon and sustainability becoming topics of conversation around a cup of black coffee at the local diner in rural Illinois, there appears to be more questions than answers. A key understanding is vital to making the right decision for one's operation. During this breakout session, Kiel elaborated on all sides of the

carbon markets, from the benefits and pitfalls to what carbon markets and the role of sustainability in them truly encompass. In this 101 styled session, we learned why carbon markets are making a boom into the agricultural industry right now, what is driving them, and the reason carbon credits partnered with sustainability are currently the talk of the town.

The session was an insider's view to carbon markets. Attendees were able to hear and ask questions from a professional who studies this topic daily - the good, bad, and ugly. With studied, strategic, and honest firsthand advice, farmers can prepare for entry into the carbon market. Kiel showcased a dynamic approach to strengthening farmers' efforts to protect water quality and

sequester carbon via conservation practice implementation on working lands.

"I view myself as being an independent voice who can give insight without being a sales pitch," Kiel stated. "There are enrollment opportunities in 2022, and you deserve the right

(See Scaling Up Sustainability, page 14)



Soil and Water Outcomes Fund

Scaling Up Sustainability

(continued from page 13)

to fully understand and make the best choice for your farm.”

Kiel works directly on administering and growing the Soil and Water Outcomes Fund (SWOF). SWOF provides financial incentives directly to farmers who transition to on-farm conservation practices that yield positive environmental outcomes like carbon sequestration and water quality improvement. They provide significant per acre payments to farmers and landowners by selling these environmental outcomes to public and private beneficiaries. SWOF is different

from most government incentive or cost share programs. Payment is based on the environmental outcomes farmers produce, not the practices implemented. This approach offers an opportunity to sell environmental outcomes similar to how grain is sold. The more environmental outcome “yield” generated from the practices implemented, the more farmers are paid.

By stacking together the many positive environmental outcomes of on-farm conservation practices, SWOF delivers substantial per-acre payments to farmers and extremely competitive environmental outcome pricing to their customers. SWOF was developed in 2019 by the Iowa Soybean Association in partnership with

Quantified Ventures, an impact investment advisory firm, with Illinois now taking an active role. Over the past year the Outcomes Fund has grown tenfold and now operates in ten states including Illinois.

Kiel has a desire for producers to make informed decisions regarding carbon credits and conservation, with SWOF working directly alongside growers in helping them understand the decision. In 2022, Kiel projects that carbon markets will continue to grow in demand with expanded opportunities in the agricultural sector. Long term, a desire for carbon offsets is likely to outpace the production and supply of carbon credits.

Currently, the SWOF farmer contract is a one-year annual agreement. Farmers can re-enroll acres if they are willing to continue and/or include more practices. In the next two years, Illinois will see an expansion up to 50,000 acres of land which can be enrolled to produce carbon and water quality credits. Kiel elaborated on what Illinois soy farmers should consider if they want to enroll acres in a carbon program.

Soon, those conversations revolving around carbon with morning cups of coffee will have more answers and more clarity on a new and developing subject. Learn more about SWOF and their goals at theoutcomesfund.com.



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Jim Martin, ISA Utilization Chairman, welcomes Illinois farmers back for the in-person 2022 Soybean Summit event.

Checking Off Issues that Matter Most: The “Why” Behind Soybean Summit

By Jim Martin, Utilization Chairman

Welcome fellow soybean farmers to this special issue of the Illinois Field & Bean magazine! This issue is committed to the topics of the 2022 Soybean Summit where we gathered

to gain tips and insights from leading soybean experts on all-things agronomic. Attendees enjoyed presentations on topics ranging from yield-increasing practices and carbon market exploration to new research in weed management. The Illinois Soybean Associa-

tion (ISA) had the opportunity to “Checkoff Your Boxes” at the 2022 Soybean Summit on February 1. After a year of virtual meetings and events, including the 2021 virtual Soybean Summit, we were elated to have welcomed you back, in-person in Champaign.

Soybean Summit is one way we can gather as soybean producers, agribusiness professionals, and Certified Crop Advisers to gain working knowledge we can use to produce soybeans on our farms this year. The applicable information is unmatched, Illi-

nois specific, and just for you. As a farmer myself, I walk away each year with ideas and an excitement of the year to come. I not only gain knowledge but build relationships at the Soybean Summit.

We rounded up the best agriculture leaders to speak during Soybean Summit – with keynotes from Dr. Laura Gentry and Kris Ehler. Dr. Gentry reviewed highlights of the Precision Conservation Management (PCM) program and demonstrated why farmers need to be learning more about how conservation practic-

es such as reduced and no-till, cover crops, and nitrogen management's impact on corn and soybean production, profitability, and environmental influence. Kris Ehler addressed core strategies to increase soybean yields. As he is in pursuit of learning what creates higher yields, Ehler provided small tips for farmers that can create increased results in harvest. With nine other breakout sessions to choose from, there was something for everyone in attendance.

As farmers, it's important to share information while gaining knowledge from others

– knowledge sharing gets us closer to the goals we continually set. This event offers the opportunity for just that. With new, fresh speakers and topics each year, it's repeatedly useful for every one of us. As technology and the use of carbon keeps evolving, it's critical to continue growing and understanding the best ways and practices to utilize in our operations. This unique event is created with you in mind, and we hope it lived up to your expectations. It continually surpasses mine year after year.

Together, we gained greater agronomic insights and explored applicable best practices, we asked meaningful questions and left with meaningful answers, and above all, we enjoyed fellowship with Illinois soybean farmers.

Over the pages of this issue, I hope you'll enjoy reading more from some of Illinois' most influential agronomic experts. And be sure to take advantage of our year-round, actionable agronomic expertise at ilsoyadvisor.com.

Happy reading, and happy growing.



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From researching new uses for soybeans to identifying new markets for U.S. soy, the soy checkoff is working behind the scenes to create new opportunities and increase profits for 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

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IL Corn's Dr. Laura Gentry summarized six years of PCM data during her keynote presentation at Soybean Summit, and spoke to the value of the program from a soybean perspective.

Destination Conservation

By Claire Weinzierl

The Illinois Soybean Association (ISA) was proud to reconvene its premier event this winter, the 2022 Soybean Summit, where attendees heard from experts on pertinent topics surrounding agronomy, carbon and weed management. ISA was pleased to present Dr. Laura Gentry as one of its keynote speakers this year.

Gentry, Director of Water Quality Science for the Illinois Corn Growers Association, is primarily

responsible for the Precision Conservation Management (PCM) program. PCM is a farmer service program led by IL Corn and ISA that works to combine precision technology and data management with farm business and financials to help farmers manage, adopt, and adapt conservation practices long-term and improve on-farm decision-making.

The objective of PCM is to work one-on-one with farmers across Illinois, Kentucky, and Nebraska

as they make financially-based conservation decisions on their farms.

In her keynote presentation, Gentry summarized six years of PCM data and spoke to the value of the program particularly from a soybean perspective.

Specifically, Gentry referred to data that has come to light in recent years, demonstrating that soybeans are not completely free of guilt in terms of nitrogen losses. Although there are fewer

available management decisions for mitigating nitrate losses from soybean fields than for corn fields, Gentry highlights the importance of tillage. When soybean residue is tilled, the residue is quickly mineralized and results in nitrogen losses; these nitrate losses from soybean residue are being demonstrated in research from the University of Illinois and Iowa State University.

But, regardless of the negative impact on water quality

and reduced soil fertility, Gentry emphasized to attendees that the rationale supporting tilling soybean stubble from a financial perspective is also questionable.

"When we look at the most profitable soybean fields in the PCM database, they are overwhelmingly no-till fields. It's clear to us that when farmers have developed a good system for no-till, they can save a lot of money – not to mention time – by reducing direct costs. And their yields don't suffer. Farmers can either bank that money or put it toward other inputs," says Gentry.

A little less than half of the top 25% most profitable soybean fields enrolled in PCM are no-till. Gentry concluded that it seems the most profitable farmers are familiar enough with their fields to know when tillage is or is not going to pay for itself. She advises farmers to be sure to consider the cost of tillage passes.

Gentry also noted the value of cover crops as a solution for addressing nitrogen lost from

soybean fields. There are essentially three in-field management practice changes a farmer can make to combat nitrogen losses: reduce tillage, grow cover crops, and shift to phosphorus sources that do not contain nitrogen.

Growing cover crops helps to reduce soil erosion and can improve soil structure over time in addition to increasing moisture and nutrient holding capacity in the soil. Gentry advised growers to focus on their owned acres and she walked them through considerations for determining where cover crops can work best.

PCM is available to farmers in 31 counties in Illinois. For those farmers located within PCM service regions, Gentry suggested that they consider enrolling in PCM. As she pointed out, adopting new conservation practices on your own farming operation does more than just help your own individual net return; adopting or

(See Destination Conservation, page 22)



Dr. Laura Gentry is the Director of Water Quality Science for the Illinois Corn Growers Association.



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Destination Conservation

(continued from page 21)

scaling conservation practices helps agriculture – as a whole and as a community – to demonstrate that farmers are doing everything we can to keep our soils healthy and our water clean.

Another resource Gentry discussed, conservation lease addendums, are a valuable resource offered by IL Corn and University of Illinois farmdoc for farmers looking to adapt new conservation practices. Many farmers and landowners may find conversations and negotiations with absentee landowners or cooper-

ating farmers difficult. Conservation lease addendum templates can help make sure landowners and tenants are on the same page when it comes to conservation. These templates can be found on the farmdoc website under Agricultural Law (<https://farmdoc.illinois.edu/agricultural-law>).

Gentry hopes that following her keynote, attendees realize

that soybeans do release nitrogen and so soybean farmers bear the same responsibility in the Nutrient Loss Reduction Strategy. She is optimistic that they feel inclined to do something about it by either using cover crops or reducing tillage on their operations.

"Participation in PCM is a great way to learn how conservation practices might fit into your oper-

ation and a great way to maintain regulation-free agriculture so that the farmers who come after you, farming the same ground you farm today, enjoy the same level of agricultural productivity, freedom to operate, and personal satisfaction as you do," says Gentry.

For more information about PCM, its service areas, or to enroll, visit precisionconservation.org.



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March 31, 2021



Five Considerations a Certified Crop Adviser Will Tell You This Spring

Focusing on the future with soil conservation
and successful planning.

Jason Boehler is a Seed Specialist for M&M Service Company, Certified Crop Adviser, and an Illinois Soybean Association CCA Soy Envoy.

By Jill Parrent

Preparing for the next growing season begins far before a seed is put into the ground. Farmers must be vigilant in understanding the needs for their soil.

Jason Boehler, Certified Crop Adviser (CCA) and CCA Soy Envoy is passionate about conversing with farmers about plans for the future. As he works to ensure that producers are ready to tackle the year ahead, he shares considerations a CCA will tell you for the spring of 2022.

1. Soil Testing and a Good Fertility Plan

There are many aspects that are included in a successful fertility plan and 2022 is no exception. Planning will help improve crop yields, ensuring better future crops. Looking to the adequate maintenance build is important to guarantee poor soil tests do not rob bushels of yield. The key of having proper pH levels is more important for soybeans than corn. Rhizobium, which colonizes root systems, is more efficient at fixating nitrogen for the soybean plants at neutral

pH than acidic pH. Boehler is a believer in sulfur as it is a macronutrient which has economical yield gain.

2. When Soil is Fit, Plant Early for Better Soybeans

Knowing when to plant is an important aspect to concentrate on. Boehler emphasizes the earlier a farmer can plant their soybeans, the better. As soon as the ground is fit and there will be a lower risk of frost, soybeans can be planted. The ideal soil temperature for rapid soybean germination and emergence is between

77 and 86 degrees. Soybean seeds can germinate when the soil temperature is around 50 degrees. A soybean plant will leave vegetative phase and enter reproductive phase based on a set length of the night. The only way to extend vegetative growth is to plant earlier. Planting early allows for a longer growing season and extending the life of the plants. Do understand that planting earlier does open the door to more disease and longer germination periods in cooler soils but having a good seed treatment can mitigate these risks.

3. Safeguard a Good Strategy to Manage and Control Weeds

Controlling weeds is crucial to having quality yields. Using a good herbicide program will allow soybeans to grow and thrive. Controlling weeds season-long lays the groundwork for better yields and healthier plants. A key strategy is layering residuals. Especially when planted early, preemergence herbicides run out of residual by the time the crop nears canopy, which allows weeds to grow. By layering residuals, a plant is protected and able to grow without the fear of weeds controlling the crop.

4. Make Sure to Plant an Appropriate Population for the Time of the Year

The time of the year and

emergence conditions will dictate the appropriate population to plant. If a farmer were to plant in late March or early April in cold temperatures, there is a higher chance of having less emergence, even with good seed treatment. During this time, plant a normal population. During the second half of April, with good emergence conditions, thin the populations planted as the plant emergence percentage is higher. With higher emergence rates and more vegetative growth comes a higher chance of plant competition. A farmer does not want their soybeans competing with one another to the point they are tall and lazy, causing problems for the farmer as the season progresses. Planting later, Boehler suggests having a higher population again

to capture all of the sunlight a farmer can for the shorter growing season. This causes a bell curve for the growing population season. Take advantage of the sunlight and warmth of each year to maximize yield potential.

5. Consider Your Harvest Strategy Planning for the Next Year

Look to your harvest strategy when you are planning for the next year. Make sure to avoid yield robbers with overdry or overripe beans. With the goal of having 13% moisture per bushel at sale, it is not uncommon to be off the mark. If all of your beans are ready at the same time for harvest, it is not uncommon to get them at 9% moisture by the end of harvest, giving up 4% revenue in

water weight, and an additional 2% to 3% increase in shatter loss. This is a big number with a 7% loss in revenue. Boehler emphasizes that staggering planting maturities will help diminish this loss to increase revenue.

Jason Boehler was raised in Litchfield, Illinois. Currently, he is a seed specialist at M&M Service Co. where he manages the seed department working with key growers and acting as a Certified Crop Adviser while also serving as a CCA Soy Envoy. Boehler farms soybeans and corn with his father. The CCA Soy Envoy program is a partnership between the Illinois Soybean Association and Illinois Certified Crop Advisers, providing local recommendations throughout the season to Illinois growers.



Following recommendations from local agronomists and CCAs can mitigate risks and strengthen the potential for higher yields.

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The Illinois Soybean Association recognized two deserving individuals at Soybean Summit with 2022 ILSoyAdvisor awards.

ISA Presents 2022 ILSoyAdvisor Awards

By Brynna Sentel

Certified Crop Advisers (CCA) Dan Schaefer and Jennifer Jones were recently honored with Illinois Soybean Associations (ISA) ILSoyAdvisor Awards.

Schaefer was awarded the Dave Rahe Excellence in Soils Consulting award, after being nominated by his coworker and peer Jason Solberg.

"I am reluctantly accepting this award because off the top

of my head I can think of 10 individuals that I work with that I feel would be more deserving," Schaefer says. "I am thrilled to have received this award, and appreciative, but I accept on behalf of those who work heav-

ily in water and soil conservation, working alongside farmers everyday."

Schaefer, of Tolono, IL, is currently the director of nutrient stewardship for the Illinois Fertilizer & Chemical Asso-

ciation. He spent 30 years in the agricultural retail business as an agronomist and plant manager for Illini FS. Schaefer worked directly with growers on improving their yields through agronomic practices and recommendations, and assisting the University of Illinois with on-farm research to improve nutrient efficiency.

He has a Master of Science in Agronomy from the University of Illinois and is a Certified Professional Agronomist (CPA), a Certified Crop Advisor (CCA) and a 4R Nutrient Management Specialist. Dan was named CCA of the Year in 2010 by the Illinois Farm Bureau and Farm Leader of the year in 2018 by The News-Gazette.

"I personally witnessed Dan, well into his 60s, pull soil samples 10 hours a day for over two weeks straight when working on research studying the soils reaction to differing phosphorus application practices," says Solberg, who

nominated Schaefer. "Anyone that knows Dan would agree that he is about as driven as a person can be when it comes to agronomy research."

Schaefer hopes his time and efforts as a CCA will help farmers begin to adopt and incorporate conservation practices into their own operation, something he feels many are reluctant to do.

This is the second year ISA has awarded The Dave Rahe Excellence in Soils Consulting Award. Rahe was an ISA CCA Soy Envoy in 2019. He passed away in April 2020. During his year as a CCA Soy Envoy, he authored blogs for ILSoYAdvisor covering topics such as soil compaction, micronutrient management, cover crops, and more. In addition to writing for ILSoYAdvisor, he wrote his own blog, *Observations in Agriculture*.

(See ILSoYAdvisor Awards, page 30)



Dan Schaefer, CCA, is the Director of Nutrient Stewardship for the Illinois Fertilizer & Chemical Association and was honored with the 2022 Dave Rahe Excellence in Soils Consulting award.

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IL Soy Advisor Awards

(continued from page 29)

Jones, recently named as an Agronomy Manager for ISA, was nominated and selected as the 2022 Soybean Master Adviser last December. She works on behalf of Illinois soybean farmers in the development and implementation of conservation agricultural research and outreach programs.

"Receiving the 2022 Master Soybean Adviser award is truly an honor to me," Jones says. "There are so many excellent advisers in the state and to even be considered for this award is very meaningful."

Jones earned a Bachelor of Science in Natural Resources and Environmental Sciences from University of Illinois at Urbana-Champaign, and a Master of Science in Agronomy from Purdue University.

In her former role as Watershed Outreach Associate for the Uni-

versity of Illinois Extension, Jones developed working relationships with local partners within the watershed, such as farmers, Soil and Water Conservation Districts (SWCD), Natural Resources Conservation Service (NRCS), and Illinois Farm Bureau to motivate and educate farmers and landowners to voluntarily adopt conservation practices to improve water quality and soil health.

"She not only works to provide farmers with the tools they need to address nutrient loss but also puts farmers best interests first when it comes to initiatives in the state of Illinois around sustainability," says Abigail Peterson, ISA Director of Agronomy.

The Soybean Master Adviser Award was created as a way to recognize and reward one special CCA each year for their passion for soybean management.

Both awards were presented at the 2022 Illinois Soybean Association's Soybean Summit at the I Hotel in Champaign, Illinois.



Jennifer Jones, CCA, was selected as the 2022 Soybean Master Adviser thanks to her impacts as a Watershed Outreach Associate for University of Illinois Extension.

An advertisement for Xitavo Soybean Seed. The background is a lush green soybean field under a blue sky with clouds. In the center, a large, realistic soybean seed is shown with a wireframe sphere around it. The text "STACKED IN YOUR FAVOR" is written in large, bold, white letters across the middle. In the top left corner is the "Enlist E3 SOYBEANS" logo. In the top right corner is the "Xitavo™ Soybean Seed" logo. At the bottom left, there is a small disclaimer: "Always read and follow label directions. XITAVO is a trademark of M.S. Technologies, L.L.C., West Point, IA. Enlist and the Enlist logo are trademarks of Dow AgroSciences. The transgenic event in Enlist E3 soybeans is jointly developed and owned by Dow AgroSciences LLC and M.S. Technologies, L.L.C. © 2021 BASF Corporation. All rights reserved." In the bottom right corner, it says "Distributed by BASF".



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