

SEPTEMBER 2022

Illinois **Field & Bean**

A PUBLICATION OF THE ILLINOIS SOYBEAN ASSOCIATION



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Checkoff Partnerships**

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Visit us online at
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Challenges and Opportunities That Will Shock You

These days, if you'd really like to shock someone, simply mention that you've found partnership and you're working well together. It seems that's the most unexpected goal of all in today's world! Working together? Doing it well? What's that even mean?

For us, it means we're making a concerted effort to figure out where our priorities overlap and we're maximizing membership and checkoff dollars to make the biggest impact. It's been a big priority for the farmer leaders of your corn and soybean associations to find connections for our associations and we think we're doing a bang-up job.

The Farm Progress Show exhibit last year was our introduction to Illinois agriculture and this partnership is a big priority for the coming years. If you made it to Farm Progress Show in Decatur in 2021, I hope you saw a myriad of projects we're pursuing together, the staff members of our associations in connection, and our farmer leaders having more and in-depth conversations. It was a great beginning.

One year in, we've found additional important commonalities to focus on.

We've heard from our farmer members that connecting with their elected officials is both a challenge and an opportunity. The challenge is that the new maps we'll operate under in 2023 and beyond are urban and rural districts, with new representatives that have been historically urban representing farmers and farmland. The opportunity is that with more elected officials representing ag districts, we have access to new people. Working together, we are well-positioned to introduce agriculture to new members of our local, state, and national government.

We are excited to get started.

Both associations have also now had the time to review our policy priorities and consider where there is important overlap that will allow us to put the full weight of both associations behind one issue. We both support livestock and want to work with Illinois Beef Association and Illinois Pork Producers Association to support livestock initiatives in our state. We all want to see more trade and the policies that will enable better international relations. Corn and soy farmers both need renewable fuel policy that allows our ethanol and biodiesel access to the marketplace.

We will work on these policy priorities in concert, building on successes and representing farmers that grow both corn and soybeans together.

Agriculture isn't getting any bigger. Working together is the way to make bigger impacts, combining the weight of all of our members and checkoff contributors and putting that force behind our largest shared challenges.

The work has begun and we will continue to get better at defining opportunities for partnership. We look forward to the challenge and we promise to shock you with the progress we make.

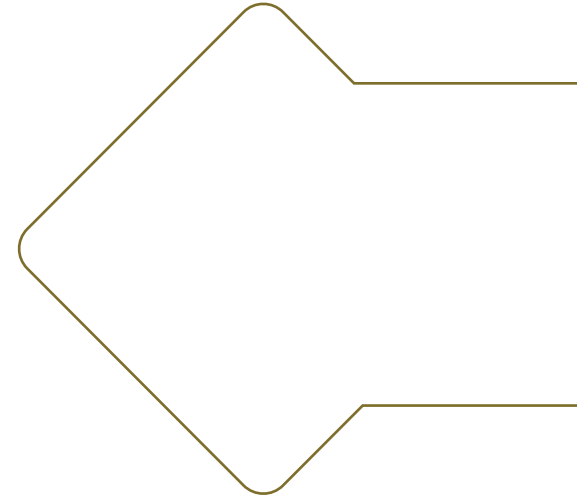
— Marty & Steve



JOHN LUMPE | CEO |
ILLINOIS SOYBEAN ASSOCIATION



RODNEY WEINZIERL | EXECUTIVE DIRECTOR |
IL CORN GROWERS ASSOCIATION



The Company We Keep

We work alongside some of the best people in the business. They are leaders, advocates and trailblazers. And, when they're at their best, they are farmers who are doing big things for Illinois agriculture every day. As the staff leadership of your state corn and soybean commodity boards, we are humbled by the opportunity to serve who we know to be the best farmers in the country.

Your state checkoffs are making an impact together, and it's because of the company we keep. It's because of the farmer leaders we are surrounded by, the association staff teams that we've built, and it's the collaboration we find daily when our two organizations and the rest of Illinois agriculture work together.

We've been building the relationships between our two organizations, and we're proud of the work we've done, but even more proud of what we'll do together in the future. After all, Illinois soybean farmers grow corn. Illinois corn farmers grow soybeans. But our partnership is so much more than a relationship built out of necessity. It is built out of the mutual respect we have for the industry we serve and the recognition that the amazing farmers of Illinois gave us very similar goals to accomplish.

We generate market demand. We invest in infrastructure. We re-search new policy alternatives to old problems. We protect our natural resources. We empower farmers and create leaders. We build the next generation of Illinois agriculture.

As you read this September issue of *Illinois Field & Bean*, we invite you to celebrate the success that comes from checkoff organizations working hand in hand, and leveraging your investments in a way that delivers return-on-investment for Illinois farmers. You are going to want to follow along because it's going to be good.

Our two organizations aren't exactly cut from the same cloth, but when it comes to a few important grounding principles, we can't escape the fact that working together makes the most sense. Farmer service is the priority at the top of the list for us both and we agree to do that in the best way we can. We are here to serve, and we're grateful for the opportunity.

Thank you, Illinois farmers, for being the best kind of company to keep.

— John & Rodney





One Plus One Equals More

By Betsy Osman

Born from the same ethos, and united by a common goal to create measurable positive impacts for Illinois farmers, the IL Corn Growers Association and the Illinois Soybean Association have forged a new, strategic relationship that provides both organizations with opportunities to advance common goals and promote Illinois agriculture. This mutually-beneficial partnership creates value for farmers by intersecting layers

of advocacy, promotion, program development, shared resources, and strength in numbers.

Together, under the direction of IL Corn Executive Director, Rodney Weinzierl and ISA CEO, John Lumpe, these two organizations have created a collaborative model, challenging Illinois agriculture to cast a wider net by formalizing existing networks and establishing new mechanisms for communication.

But this meaningful partnership has not always been an easy alliance. Rather it was a

deliberate pursuit by the boards of both associations who saw an opportunity to leverage resources, share risk and reward, and stand together for the good of Illinois.

"In 2019, the ISA board conducted a search for a new CEO," recalls Doug Schroeder, former Chairman. "The search team made it clear to all candidates that collaborating more with IL Corn was a top priority. In John Lumpe, we saw a person who had excelled at team building, putting the right people together and maximizing joint efforts."

"During my interview process, I heard it again and again— the board needed someone to repair and facilitate relationships," says Lumpe as he remembers those early conversations. "ISA had veered from the original strategic plan and it was time for a change. Not long after I officially assumed the role, Rodney and I sat down, shook hands and decided then and there that we're going to communicate and work together on behalf of the farmers. Since that time, Rodney has become a valuable mentor to me, provid-



ing backstories and context on Illinois-specific issues.”

For Weinzierl, a strategic partnership between IL Corn and ISA would not only be the answer to creating stronger, better farming communities, it would be paramount to Illinois agriculture’s long-term success.

“We talked about how most farmers grow both soy and corn, and it only made sense that we work together and try to identify areas in which we should be working more closely,” says Weinzierl. “I think historically, many people believe our organi-

zations have the same programs available – that there’s redundancy between us – but we decided we were ready to change that perception. I saw that our collaboration could work because of its synergistic dynamic; our efforts and successes would build off one another.”

Lumpe had been working for ISA a mere 30 days when the state shut down due to COVID-19 restrictions. Weinzierl called Lumpe with a plan to protect the human capital element of the supply chain.

“At the top of the pandemic,

hand sanitizer had become a scarce commodity. And as planting season was ramping up, the concern was real in farm country that ag retailers wouldn’t be able to stay open for business, which would have drastically impacted our farmers’ ability to put the crop in,” remembers Lumpe. “Rodney had the idea to provide hand sanitizer using corn-based ethanol and glycerin from soybeans.”

Together, Weinzierl and Lumpe orchestrated a plan to help produce, warehouse, and distribute hundreds of gallons of hand sanitizer, made at Marquis Energy

in Hennepin, Ill., the largest dry-mill ethanol facility in the world. Evergreen FS warehoused the product, while GROWMARK energy and logistics team members and environmental safety and insurance services members distributed the product.

Since that time, there’s been a fresh momentum throughout the state as IL Corn and ISA have led collaborations on a number of programs and projects, including a shared booth at the 2021 Farm Progress Show.

“From both a leader and a
(See One Plus One, page 8)

One Plus One

(continued from page 7)

farmer's perspective, there's an expectation that we work together so that we are as efficient and effective as possible," says Weinzierl. "We work with a lot of the same entities – IL Beef, IL Pork, the American Lung Association, the United States Meat Export Federation (USMEF)– so there's a lot that we do together to benefit Illinois farmers. The Farm Progress Show allowed us to demonstrate the collaborations happening at many different levels."

"I heard from so many folks who commented on how happy they were to see our two associations in the same booth," adds Lumpe. "That shared effort enabled us to have double the reach, and make double the impact."

Another area of crisscrossing interests between both groups is a collective set of policy and legislative priorities identified for

the purposes of informing decision-makers.

"We're all concerned with, and affected by trade," says Weinzierl. "The Russia conflict has created supply chain issues. Illinois plays a large role in the export channels for the U.S., we're looking to each other to identify new solutions. As we have our eyes on the 2023 Farm Bill, both organizations are hosting farmer listening sessions to see independently where our organizations are at, and then communicating the larger needs and opportunities. IL Corn and ISA are absolutely in alignment as we work on the next Farm Bill."

"I believe another one of our shared priorities has to do with the biofuels space. For corn, that's ethanol and for soy, that's biodiesel," adds Lumpe. "There are a lot of changes happening in the industries. It's important that we share the task of maintaining the viability of both options, because most of our farmers grow both soy and corn. There's more demand now, so we're thinking

together about how we can meet that growing demand."

According to Weinzierl, shrinking farm family populations could present a challenge as we work to effectively communicate with elected officials.

"As we begin to better understand our legislators, and refine our efforts to engage with them, we must be a unified front," says Weinzierl. "We need to promote and educate those leaders who know very little about the Illinois farmer, yet are in a position to impact our operations."

To that end, Lumpe believes that encouraging other state-level agronomic collaborations is imperative. "Not only are corn and soybeans working better together, we're encouraging all Illinois commodity groups to work collaboratively," says Lumpe. "Teamwork spawns trust naturally. We're going to be identifying the issues that matter to Illinois farmers, and getting out to educate constituents and legislators. The people representing our industry aren't

necessarily people who understand rural community farming. They need to hear it from us, and they need to hear us saying the same things."

So what's next for IL Corn and ISA?

"I think we will continue to grow programs and projects together, leaning in to the collaborative framework we've developed," says Lumpe. "A true collaboration has to stand for more than a handshake; it has to show up at your board meetings and in your budget. As two separate associations who serve the same groups of people, I believe we are stronger together. And I believe we are better stewards of our farmers' investments when we work in unison."

"We will continue to communicate, we will continue to collaborate, and we will continue to inspire growth across both organizations," adds Weinzierl. "That's the essence of synergy. One plus one doesn't equal two; it adds up to so much more."



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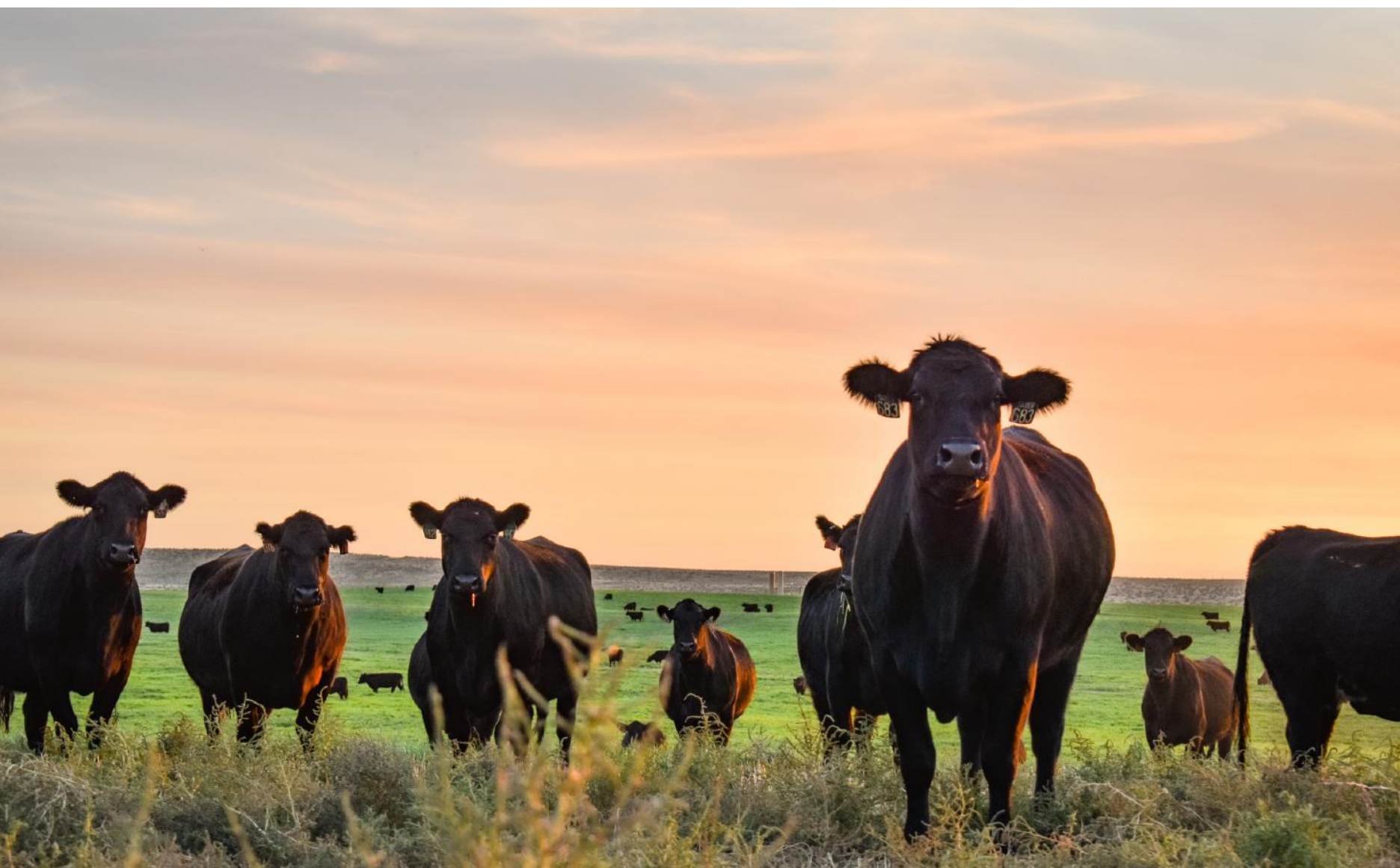
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Livestock is the largest domestic market for Illinois grain. Each year, livestock in the U.S. consume approximately 120 million bushels worth of corn and 40 million bushels of soybeans.

Growing the Illinois Livestock Industry, Together

By Olivia Key

The Illinois Livestock Development Group (ILDG) is a coalition of Illinois ag associations committed to growing the Illinois livestock industry. Formed by six organizations: Illinois Beef Association, IL Corn Growers Association, Illinois Farm Bureau, Illinois Milk Producers Association, Illinois Pork Producers Association, and Illinois Soybean Association (ISA), ILDG strives to

boost profitability of livestock and grain farmers alike.

A board member from each commodity group is selected to sit on the ILDG board of directors. Brock Willard, an Illinois grain and hog producer, represents the Illinois Soybean Association. "These checkoff groups come together to put both money and resources behind promoting expansion of the livestock industry in the state of Illinois by helping producers get

through the process of permitting a new site to raise livestock," says Willard.

The Livestock Management Facilities Act (LMFA) establishes requirements for the design, construction and operation of livestock management and waste-handling facilities, as well as specific procedures and criteria for the siting of facilities, so the process of permitting a new site to raise livestock can be challenging for new farmers.

ILDG works to provide information to livestock producers with all levels of experience through on-farm visits and site development. "ILDG's services can be educational to farmers interested in what livestock production looks like, how it works, how to get started when being completely new to livestock, or if they had livestock a long time ago and want to get started again," says Willard. "So, this is a resource for farmers to reach out to for



Illinois Livestock Development Group

guidance on where to start, how to start, or whatever fits with what works best for them."

Integrating livestock and row crops can be crucial depending on location, unruly weather conditions, or unforeseeable changes in the economy, so adding livestock to the farm can be beneficial to ensure long-term security. "When you have diversity on your farm, you have more than one revenue stream to carry you in time when one may not be as good as the other. One of the biggest benefits we have right now from having hogs, especially with high-input costs, is

having the option to add manure to the land we farm," says Willard. "Where we're located, we have some lower organic material soil that benefits from having hog manure put on it, so having the hogs helps on the row crop side tremendously."

Raising livestock along with corn and soybeans not only helps the producer to diversify their income, but also strengthens communities by creating jobs, driving economic growth, and supporting food security. According to the Illinois Farm Bureau, the livestock industry in Illinois generates approximately \$31.8 billion in

economic activity each year while supporting roughly 91,000 jobs, and in 2020, licensed meat establishments processed more than 31 million pounds of meat.

Poultry consumes the highest percentage of soy in their diet, making them the largest consumer of Illinois soybeans, with swine coming in at a close second. "My long-term goal with ILDG is to continue to expand the swine and poultry operations, they're the two biggest consumers, so for them to flourish and grow is huge for us, but in the same breath, it's a huge economic opportunity for small communities in Illinois," says ISA

Market Development Coordinator and staff representative, Jenna Siegel.

ISA is proud to support the development of the livestock industry. "It can be easy to look at ILDG and assume this is just going to benefit farmers, or this is only going to benefit producers. But the bottom line is, it benefits the communities they're in as well, and in turn the entire state. So, I am really excited for the future of ILDG," says Siegel.

For additional information about the Illinois Livestock Development Group, contact info@illinoislivestock.org.

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You Wash, I'll Dry

Once upon a time, on a hot and muggy Farm Progress Show afternoon, two commodity association communicators came up with an idea. Let's create a Field & Bean magazine issue together, telling Illinois farmers about the many different ways our two organizations are working together.

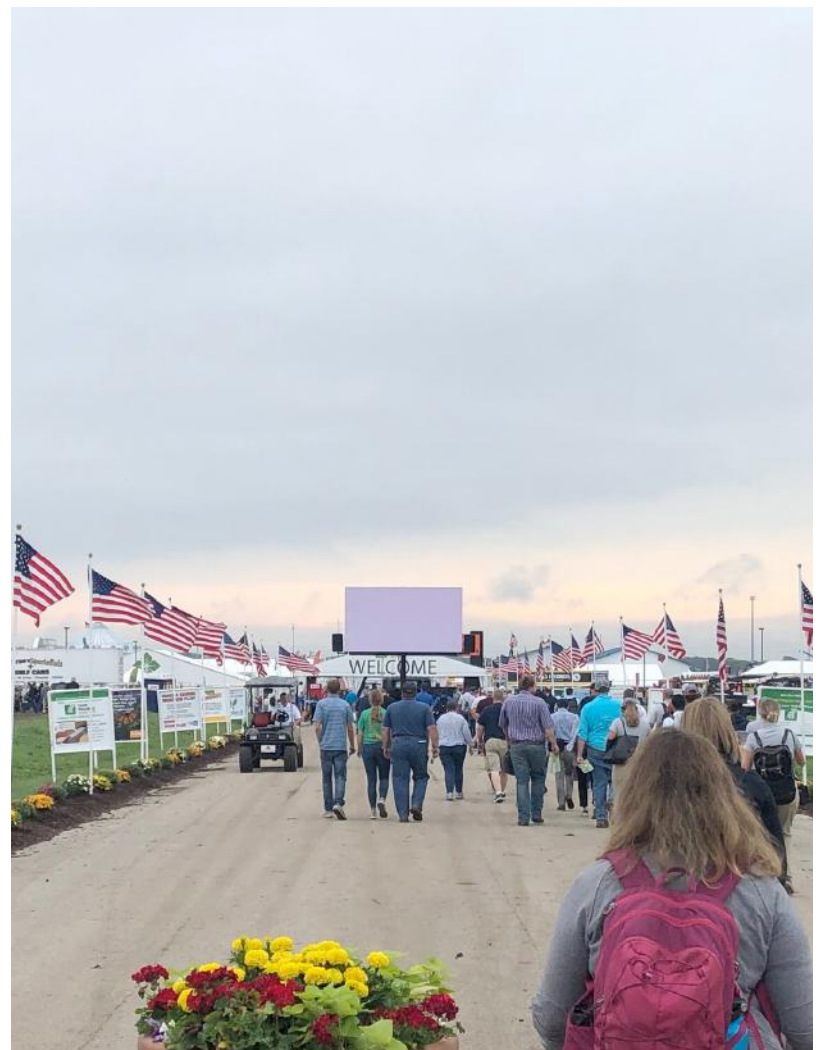
And here you have it, a magazine one year in the making, and we're excited for you to read these special pages. Inside this September issue titled "Meeting in the Middle," you'll read about the numerous efforts your corn and soybean checkoffs are working on to further the investments of our farmers. From joint letters from our organizations' leadership to feature stories on dual funded partnership efforts like Precision Conservation Management (PCM), we know Illinois farmers are the ones who stand to gain the most when their state corn and soy checkoffs work together. We're using these pages to tell that very important story.

In a world where there's division everywhere you turn, there's satisfaction in the simple act of working together, getting it right, and enjoying the process. At your state corn and soy checkoffs, there's more that unites us than not.

And speaking of similarities, the two of us find much joy in the fact that here we are, two gals who both grew up near Taylorville, Ill., spent time as Christian County 4-H'ers, graduated from Taylorville High School, and are now working together to communicate on behalf of our state corn and soybean farmers. We're passionate about what we do, and the opportunity to do this together makes it that much sweeter. Many days, we have a "you wash, I'll dry" kind of approach to sharing the workload.

From the people who tell the stories, this tale of partnership and middle-ground collaboration is one we felt needed to be told. We sincerely hope you enjoy this shared issue of *Illinois Field & Bean*.

For our farmers,
— Rachel & Lindsay



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Easy Connections Build Trust

By Lindsay Mitchell

Illinois Farm Families: it's a simple noun with two short adjectives, but it's also a movement that has captured Illinois for more than a decade. It's a program, an opportunity, and a challenge.

Illinois Farm Families (IFF) is a collaboration with IL Corn and Illinois Soybean Association, but also Illinois Beef Association, Illinois Farm Bureau, Illinois Pork Producers Association, and Midwest Dairy. These commodity groups work together to build connections between farmers and the people living in Chicago that don't understand agriculture.

Make no mistake, an IFF volunteer will not talk about "educating" people living in Chicago because those folks are already intelligent, functioning members of our state. What the people in Chicago aren't exposed to is agriculture. Just like Illinois farmers might feel like Chicagoans are alien and foreign, Chicagoans might think acres and acres of corn and soybeans – or having a cow living just beyond your backyard – is another planet too.

So, IFF builds relationships, and that starts from finding shared values and experiences. Some of

the most fundamental experiences on Earth are raising a family: parenting, cooking dinner and taking a turn driving the carpool. IFF volunteers found that if they talk about those experiences, they unlock a treasure trove of understanding and commonality that leads to trust.

IFF's recent research and subsequent survey work shares that if the target market in Chicago (parents aged 24-39) believes that the farms in Illinois are run by families, then they are more likely to trust Illinois farmers and give them the social license to farm however they think is best.

People in Chicago know about families. They know how families work and make decisions and talk to their communities. They trust families.

The research also revealed that those familiar with IFF (about one-third of the people surveyed) are more likely to trust and speak favorably about Illinois farmers and their farming practices, including trusting how farmers make decisions on growing their food (63 percent), use ethical standards to make farm decisions (62 percent) and engage in open and honest dialogue about their farm (60 percent).

Familiarity with IFF begets an understanding of Illinois farmers as family farmers. That's the key that unlocks this puzzle of mistrust and lack of understanding.

The research also showed us that people in Chicago are thinking about agriculture and their food supply differently as

a result of the COVID-19 food supply disruptions. When food was plentiful pre-COVID-19, many people didn't have to consider where it came from. Now consumers understand that food doesn't just appear in

(See Farm Families, page 16)



IFF is a collaboration between IL Corn, ISA, Illinois Beef Association, Illinois Farm Bureau, Illinois Pork Producers Association, and Midwest Dairy.

Farm Families

(continued from page 15)

the store, and they've taken an interest in how it's grown, processed, and delivered to them. People are newly interested in food in a completely new way.

The commodity group partners take this information and run with it. IFF farmers show up in Chicago at food festivals like the Taste of Randolph in June 2022 or at Love Fridges around the city in February 2022. They show Chicagoans who they are and what they value. These farmers talk to Chicago parents about raising teenagers and toddlers, hogs and corn seedlings. They explain about good nutrition for families, and good nutrition for livestock and crops. IFF remembers family Thanksgivings, shares recipes, and explains how Illinois farmers plan to pass their farm to the next generation.

The opportunity is for other Illinois farmers to join with IFF to find those commonalities and share those conversations with the people in Chicago that are interested to know Illinois farmers.

The face of "trust" has changed, with the 2021 Edelman Trust Barometer finding that trust in all information sources is at record lows globally, including a decline in the credibility of spokespeople. However, the study also revealed that people are more likely to trust what is local, including people in their local communities.

Therefore, the faces and the voices of the farmers IFF represents are critical to the mission. If you are an Illinois farmer, yours is the face and the voice that is local and trustworthy. Yours is the face and the voice that can change the perceptions of people that don't understand agriculture but want to.

Check out Illinois Farm Families on the social channels or

For more information please visit



www.watchusgrow.org



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website listed here. If you are a pro gardener or the family chef, there's a place for your voice in our online content. If you are great with social media and interested in showing off your own farm family, we can use you. If you prefer one-on-one conversations, there's a place for that too.

IFF gladly welcomes every face of Illinois agriculture into our mission. The stories are as different and compelling and intriguing and heart-wrenching as the families we meet in Chicago, and that sameness is what makes all the difference.

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Our stories are taking root across the state.

At Illinois Farm Families, we're showing Chicago consumers that the things we have in common matter far more than a ZIP code. We all want to provide our families with healthy, sustainably grown food.

So we've given farmers a seat at the table to share how responsibly grown food impacts all of Illinois. Through efforts with the Chicago mutual aid group Love Fridge, the Taste of Randolph festival, social engagement and more, IFF has been building city consumers' trust in meaningful ways. Thanks to your stories — and your families — we're growing connections where they matter most.



Visit watchusgrow.org to learn more about how IFF is building trust throughout the state.



IFF is a coalition comprised of Illinois Beef Association, Illinois Corn Marketing Board, Illinois Farm Bureau, Illinois Pork Producers, Illinois Soybean Association, and Midwest Dairy. These commodity and farm organizations are working together to share farmers' stories and perspectives. By giving Illinois farmers a voice, IFF is working to change the way consumers think about food and farmers.



A Farmer-First Approach to Conservation

By Claire Weinzierl

In December of 2020, the Illinois Soybean Association joined Illinois Corn Growers Association in its efforts to better understand on-farm conservation practices and the financial implications of their adoption via the Precision Conservation Management (PCM) program.

PCM is a farmer service program created by farmers, for farmers, to evaluate management risks associated with adopting conservation decisions. PCM helps participating farmers identify the conservation practices that are the best “fit” for their unique farming operations by weighing the value of the practice from an

environmental outcomes perspective against the labor, time, and financial costs of practice adoption.

Initiated through award funding from the United States Department of Agriculture (USDA) Natural Resources Conservation Service – Regional Conservation Partnership Program in 2015 and 2021, PCM combines data management with farm business planning to help farmers manage, adopt, and adapt conservation practices long-term and identify inefficiencies to improve economic decision making. Since its initial funding, PCM has expanded into eight regions in Illinois, one in Kentucky, and one in Nebraska.

Earlier this summer, PCM released its data summary report for 2015-2021. The report provides clear, objectively analyzed, aggregated, and anonymized results for over 12,000 agricultural fields in Illinois spanning PCM’s full dataset and demonstrating the financial and environmental differences resulting from various tillage, nutrient management, and cover crop practices.

The report uses PCM’s 7-year dataset to make specific

nitrogen application, tillage, and cover crop recommendations for farmers considering a different strategy.

Nitrogen

With fertilizer costs skyrocketing over the past year, minimizing nitrogen costs for corn production could mean the difference between profit and loss in coming years.

Nitrogen application rates greater than the Maximum Return to Nitrogen (MRTN) never result in higher average profitability for corn production on high SPR soils in PCM’s regions, even when it results in additional yield. Based on PCM’s dataset, we recommend that farmers consider applying between 160 and 195 total pounds of nitrogen per acre on high productivity soils in Illinois for corn production.

Applying most nitrogen in the fall is another nitrogen strategy that is consistently a least-profitable practice among PCM corn fields. Saving the additional cost of nitrogen stabilizer is another reason to consider applying nitrogen fertilizer in season, when possible.

PCM data demonstrates that applying nitrogen fertilizer in-season, either preplant or sidedress, within the MRTN range is consistently the most profitable nitrogen strategy for corn production.

Tillage

The past few years of PCM data has shown that the most profitable tillage system for corn grown on high-productivity soils in PCM’s regions is the 2-Pass Light Tillage class. The second tillage pass with a light piece of tillage equipment, like a cultivator or vertical-till implement, produced enough additional corn to pay for itself.

But a second pass with a heavier tillage implement did not produce enough extra corn to be more profitable than using a single tillage pass.

It’s important to note that, on average, more than two tillage passes are never among the most profitable tillage systems for any crop in any year that PCM has analyzed to date.

PCM recommends that no matter your tillage management, consider one less pass this coming year. Among PCM’s most profitable corn and soybean fields, 1-Pass Light (a single pass with a light piece of tillage equipment) is the most common tillage strategy for corn production and no-till is the most commonly used strategy for soybean production. No-till and strip-till have the most significant positive environmental impact.

(See PCM, page 20)



**GREG GOODWIN | DIRECTOR |
PRECISION CONSERVATION MANAGEMENT**



PCM Operations Manager Clay Bess reviews a RAAP report with PCM farmer Tim Mohr, Allerton. PCM specialists work one-on-one with PCM farmers to guide them in their conservation practice implementation and suggest improvements or changes to the conservation plan year-over-year.

PCM

(continued from page 19)

Cover Crops

PCM continues to promote cover crops because the practice has the most positive impact on reducing nutrient losses, soil erosion, and greenhouse gas emissions relative to other conservation practices, which are important issues today and will continue to be in the future.

Investing in soil health is one of the best opportunities for Illinois farmers to become more resilient and better able to handle intense rainfall events. Healthy soils can absorb and retain moisture, resist compaction, and offer a buffer to significant weather events that will benefit Illinois farmers.

Here For You

PCM staff are passionate about advancing on-farm conservation practices while maintaining profitability and are eager to

assist farmers one-on-one in their efforts.

"I am truly honored every day to be a part of a program that strives to effect positive change on the environment, while also addressing the number one challenge farmers face when making conservation-based changes on their farm, which is the impact on their bottom line," says PCM Director Greg Goodwin. "I couldn't be more excited to help advance the mission of this program, and to continue to build on the amazing work ICGA and ISA are accomplishing together."

Please contact your local PCM specialist to hear about our conservation practice incentive programs, and consider applying for a cover crop cost-sharing opportunity like - IL Corn's cover crop coupon - and try the practice on a few acres.

For more information about PCM and to view the full data summary report, visit precision-conservation.org.

WATER TESTING INITIATIVE

MARCH - OCTOBER 15



ATTN: IL FFA CHAPTERS
Want a chance to **win money** for your chapter while learning about nutrient loss and water quality issues facing agriculture?

How to Participate

Notify Megan Dwyer at mdwyer@ilcorn.org
We'll send you everything you need including:
test strips, background on the Nutrient Loss Reduction Strategy, and resources to learn what your results mean and Best Management Practices going forward.

Contact Megan Dwyer for more info
mdwyer@ilcorn.org | 309.200.5163

FINAL SUBMISSION DEADLINE 11-18-22



Remington Seeds

www.remingtonseeds.com

The Family Farm is the foundation of American Agriculture. Established relationships with Family Farms has allowed us to achieve our common goal of providing the highest quality soybean seed products to the American Farmer. From our Remington Seeds Family to yours a sincere “Thank You” to all Soybean Farmers for your efforts in continuing to meet the growing world demand for soybeans.

Remington Seeds Illinois locations:

Albion	Lincoln
Geneseo	Nashville
Le Roy	Ridgway



Illinois Field & Bean sits down with two farmer leaders, both of whom have served the IL Corn and ISA boards, to hear their perspectives on the commodity organizations' successful collaboration and its benefit to Illinois farmers.

A House Divided Cannot Stand

By Claire Weinzierl & Lindsay Mitchell

We sat down with Pat Dumoulin, Hampshire, Ill. and Don Guinnup, Marshall, Ill. - two farmers who have served on the boards of both IL Corn Growers Association and the Illinois Soybean Association (ISA). Both farmers provide insights of the shared priorities and values of the commodity organizations and benefits of them working together on behalf of Illinois corn and soybean farmers.

How did you get started serving on our commodity boards?

Pat: Many years ago, my husband and I were visiting one day with a fellow farmer who had served on a board, and he suggested that my husband Bill apply. Bill wasn't going to, but I pushed him a little and eventually he ran and was elected to the ISA board. I always went with him, and I sat in on the meetings because that's what I was interested in. When his term was up, I ran! And then when my term was up, he ran again! For 24 years, there was a Dumoulin on the soybean board. In my last term with ISA, I was on both the soybean board and the ICGA board for like a year when I was finishing up soy and starting the nine-year term for ICGA.

Don: I attended Southern Illinois University (SIU) - Carbondale to study agriculture education. While I was there, I made a lot of friends and participated in several leadership organizations. I taught agriculture at Edinburg High School for a couple years but had the opportunity to farm full-time. I became involved in Farm Bureau, my township, and commodity boards. Some of my friends from SIU were involved with the Illinois Soybean Association, including Dave Hartke who was the chairman at the time. Hartke represented my district and so when the time came for him to term off, I got recruited to run. One of the rewards of serving on the board beyond advocating for Illinois farmers is meeting interesting people and developing valuable relationships. I served on the Illinois Soybean Board for six years and then a couple years later ended up being recruited for ICGA.

What drew you to serve? Why spend your time this way?

Pat: I was born and raised on a farm, and I just love farming. I wanted to spend the rest of my life on a farm. And I felt that God has

been so good to me all the time that maybe I should give back a little bit of the goodness that he's given me and I should share that in the agricultural world. That's why I do it.

Don: My grandfather was a charter member of the Clark County Farm Bureau. He was a believer that farmers need to speak up and guide their own destiny. Both my grandfather and dad were active in community affairs. When you grow up seeing members of your family being active, you see the importance. We were raised with the mindset that a community is no better than the people in it that step forward. My involvement in youth organizations like 4-H and FFA greatly influenced my involvement as an adult. I came up in a family atmosphere where participation was understood and expected.

What are some similar priorities of both organizations?

Pat: The underlying priority is to help farmers, to not only be profitable, but to be treated fairly and to help farmers share the bounty of American agriculture with the rest of the world. My priority has

always been about trade and that's a priority both organizations share.

Don: The whole time I served on the soybean board, we were encouraged to go to each county in the district and visit with farmers. I would hear in the farm community that we are both corn and soybean farmers and we need to work together. A vast majority of issues are common denominators of both organizations: soil conservation, transportation, prices, crop insurance, and more. There are times where the organizations may disagree, as certain issues may be a higher priority in one group than the other, but working together is still important. From a political standpoint, legislators don't want a divided agriculture community. In a state like Illinois where you have a huge urban population, it's important that we all work together and have a common front.

Are there shared values between the orgs? What are they?

Pat: Of course - I feel that all commodities have a shared value. Most of the commodities in the Midwest are grown by all farmers. Anything that is good

for one commodity is going to be beneficial for the individual farmer. Also, they are all grassroots organizations and the people that are involved are just really down to earth, with great morals and ethical values and those people cements the organizations together with shared values.

Don: I think the goals are to make life better for Illinois farmers, but the shared value is that we work on priorities like transportation, conservation, crop insurance, and that we represent farmers. Both groups have a duty to be good stewards of checkoff funds and use it in the best possible manner. We need to efficiently use that money to advance the priorities of Illinois soybean and corn farmers. That funding is the key factor that allows us to do that, be competitive, and conduct education programs for members, legislators, and the public, opening doors for new alliances.

What is the importance of both organizations working together?

Pat: President Lincoln said, "A house divided cannot stand." Thirty years ago when I was going to DC, I remember someone saying, "These organizations need to speak as one." I have always felt that is so true. Both organizations represent the same folks.

United we stand! The power and the strength that we gain by that unity is powerful.

Don: First and foremost, farmers expect the associations to work together. Half of my ground is corn and the other is soybeans. The organizations need to be partners and can advocate more effectively when working together. We all have the same goal. We all need to be at the same table discussing our common problems and working on solutions together.

What have you seen in the last year that says "our partnership is on the right track?"

Pat: There's been a renewed sense of collaboration and that

has encouraged much of our dialogue. I've seen the people much more interested in each other and I just think that's a great, great asset.

Don: It's great hearing reports of joint project efforts by both organizations. I'm so glad that we're working together, talking to each other, and are seen in the same place. That really pleases farmers and the ag community. Corn and soybeans go up and down the same roads, cross the same bridges, travel in the same barges, head to the same processors - there's so many common threads and when we work together on joint efforts, they're noticed by the farm community. We need to keep having conversations and continue finding ways to work together and look to the future.

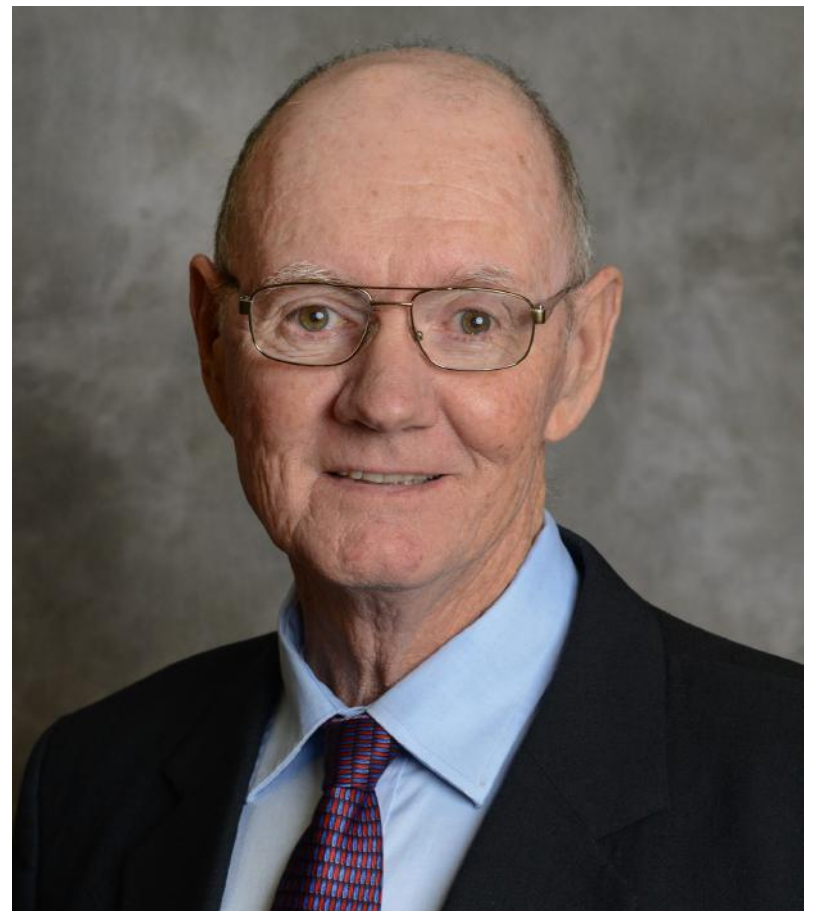
What growth do you hope for next year in the partnership?

Pat: I would hope to see that partnership continue to expand and grow. Because this is a great foundation for Illinois farmers.

Don: The secret to a good marriage is communication. When you have a disagreement, you don't leave because a void is there. It's the same with this kind of marriage in the ag community. It may seem like a waste of time to communicate regularly but problems are avoided by having constant communication. It's key to a future alliance and staying together. We have a Farm Bill coming up and I think corn and soybean priorities will be much the same. We need to be together and talking about our shared goals in these discussions. Checkoff payers will continue to support the checkoff as long as they see cooperation and results. You can do a lot more when you have multiple groups working together - it's the only way we can survive and move ahead.



PAT DUMOULIN, IL CORN MARKETING BOARD AND FORMER ISA DISTRICT 2 DIRECTOR



DON GUINNUP, IL CORN GROWERS ASSOCIATION AND FORMER ISA DISTRICT 14 DIRECTOR



(YOU)

You're where the rubber meets the road.
And the engine. And the interior.

All soybean farmers, including you, are busy replacing petroleum with your soy oil. How? By pooling your resources through your soy checkoff. Learn how your soy checkoff is bringing tangible returns back to you and your operation at unitedsoybean.org/hopper.

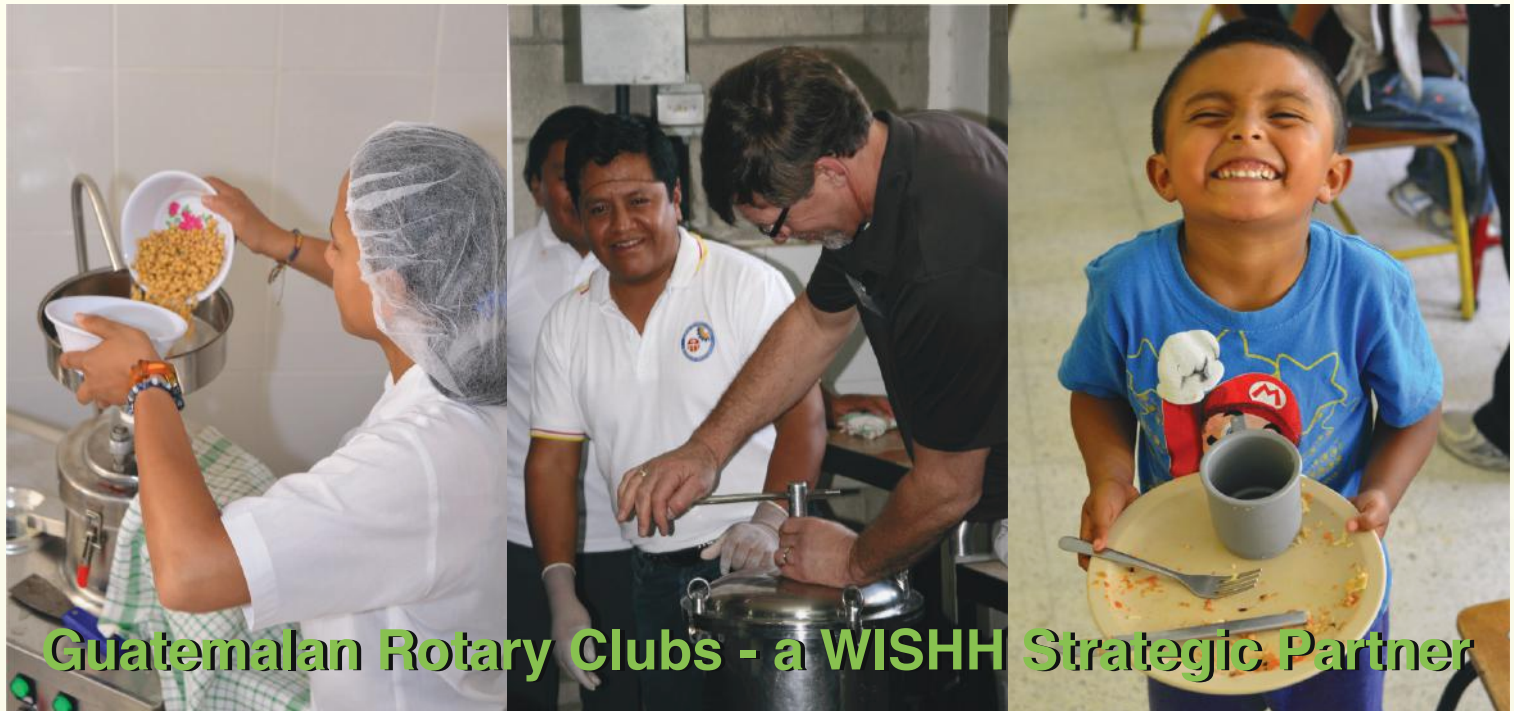


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Moving You Forward.



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On World Food Day and every day, WISHH'S strategic partners take local action.



Connect with WISHH
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*WISHH is a program of the American Soybean Association and is funded in part
by the United Soybean Board and state soybean board checkoff programs.*

Illinois AGRICULTURE in the ClassroomSM



KEVIN DAUGHERTY | DIRECTOR |
ILLINOIS FARM BUREAU CENTER FOR
AGRICULTURAL ENGAGEMENT

As students and staff across the state are headed back to school this fall, things seem almost back to normal. No matter what the school year brings, a constant across the state for teachers and students is the Illinois Agriculture in the Classroom (IAITC) program.

Each year the IAA Foundation, Illinois Farm Bureau's charitable arm works to fully fund a program of work, which takes an investment of around \$800,000. Over 80 percent of those dollars go directly to county Ag Literacy coalition matching grants that help fund local outreach to students and teachers at your local level. The remainder of the funds provide resources for teachers with an accurate agriculture message at no cost. This includes IAITC calendars, Ag Mags, books and project grants.

Teacher training is also a key component of the effort and this summer over 400 teachers in 38 locations learned more about local, state and national agricultural efforts. Soybean and corn interns helped further promote the state's top crops this year by attending many of these in-person events this summer.

ISA along with the IL Corn Growers have long been key partners in Illinois agricultural literacy efforts. Corn and soybean Ag Mags are distributed statewide and showcase the commodity as well as the consumer uses of the products. Both soy and corn provide excellent starting points for many lesson plans from Pre-K to 12th grade. With a specific focus on groceries and gas, both soy and corn will be natural fits to discuss in classrooms throughout the 2022-23 school year.

In addition to food and fuel, other natural fits within the IAITC efforts include the importance of pollinators and the efforts that farmers take to protect those. County coordinators also present topics related to soil conservation practices, stewardship of water and the importance of transportation to not only Illinois farmers, but consumers in Illinois and consumers across the state and nation.

A new feature for Illinois AITC history website is the "Illinois Agriculture: Innovation and Invention" (www.il.stateaghistory.org). This site tells the story of Illinois from an agriculture perspective.

Not only can students learn more about Illinois agriculture but they can also suggest additions that would be appropriate for the site.

And as we head back to school, watch for a refresh of our website www.agintheclassroom.org. The new look will feature improvements in navigation but will have our favorite lessons and ag accurate books related to soybeans including ISA's "Pod to Plate". If you haven't checked out "Auntie Yang's Great Soybean Picnic" by Illinois native Ginnie Lo or "Full of Beans: Henry Ford Grows A Car" by Peggy Thomas, you need to add these to your to be read list!

So as our attention turns to back to school, then high school football, then harvest, rest assured that IAITC programs at the local level will be showcasing the breadth and scope of Illinois agriculture to students and teachers.



Checkoff dollars allow for resources such as Pod to Plate to be delivered to classrooms across the state.



COMING TO A GRAIN ELEVATOR NEAR YOU.

The Soybean Research & Information Network (SRIN) is doing everything they can to help farmers enhance and protect soybean yield through access to the latest checkoff supported research. The Illinois Soybean Association (ISA) is proud to partner with SRIN to thank Illinois farmers for their efforts to help feed the world. This fall, watch for our thank you – a lunchbox filled with snacks, a drink, and all the info you need on the latest in soybean research from around the country.

We'll feed you the info that helps you feed the world.



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The Illinois Soybean Association would like to congratulate our friends and colleagues at IL Corn on the celebration of their 50th Anniversary! You've contributed enormously to Illinois' agricultural achievement and we value your leadership, innovation, service to Illinois farmers, and meaningful partnership. Here's to your continued success!