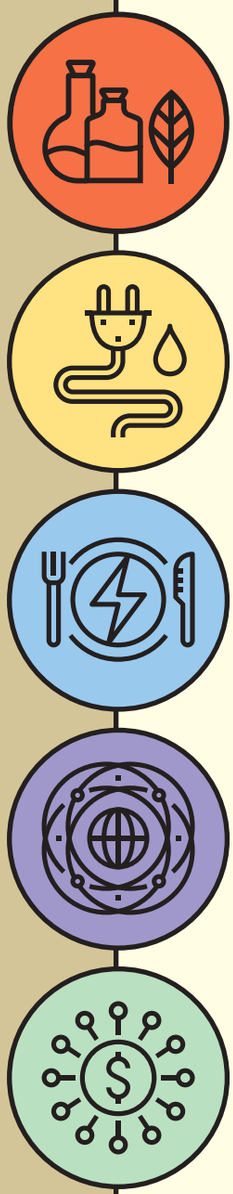
NOVEMBER 2022

Illinois Field & Bean

A PUBLICATION OF THE ILLINOIS SOYBEAN ASSOCIATION

Mapping the Future State of Soy

FIVE TOP THEMES FOR THE FUTURE OF ILLINOIS SOY



RISING FOCUS ON QUALITY

CHANGING FUEL MARKET

PROTEIN MARKET DIVERSIFICATION DUE TO CHANGING CONSUMER DEMAND

GLOBAL MARKETS CRITICAL TO SOY'S FUTURE

DIVERSIFIED REVENUE STREAMS WILL OFFER MORE OPPORTUNITIES

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I see our attention to the five priority areas fundamentally important to futureproofing our farms. By working ahead together, we can put ourselves in the best positions to capitalize on these market trends.

STEVE PITSTICK
ISA Director and Chairman,
Maple Park farmer

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

PRINTED WITH SOY INK

COVER: The Future State of Soy study identifies priority areas important to soybean farmers and demonstrates the potential to capitalize on opportunities down the road to help build resilience and create new opportunity in an evolving marketplace.

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Staying Ahead of the Trends

STEVE PITSTICK | CHAIRMAN | ILLINOIS SOYBEAN BOARD

Last year, U.S. soybean farmers grew nearly one-third of the soybeans in the global market. To ensure U.S. soy retains access to a quickly changing, consumer-driven market, five state soybean checkoff groups jointly funded an effort designed to help soybean farmers make smart and informed decisions that will increase opportunities for future success. The Illinois Soybean Association joined soybean checkoffs from the states of Iowa, Missouri, Indiana, and Ohio to conduct the Future State of Soy exercise that identified the most impactful trends for soy in the coming years.

As part of our work together, we uncovered five major trends that will impact the global soy market and U.S. soybean farmers in particular. These trends help uncover how the global demand for soybeans will change over the course of the next several decades, giving farmers valuable insight now to make decisions that will better position them for the future.

The five trends include: a rising focus on high-quality soybean oil and meal; changes in fuel demand, including alternative fuels, and emerging fuel uses; the rising need for protein given a growing global population – both in animal and plant form; the increasing global competition for soy and how infrastructure can provide an impactful advantage; and emerging and diversified revenue streams that will offer farmers more opportunities.

We know that every farmer and every farm is unique. Identifying these movements enables farmers to determine if their farm is set up to take advantage of one over another, or if it can support a multitude of changes to take advantage of several trends. The ultimate purpose of this exercise is to help farmers navigate changes now so they are better prepared, and their farms are future-proof. Proactively addressing how the market is shifting means we won't be left scrambling to meet market demands later, which will keep U.S. soy in high demand around the world.

The soybean checkoff is already investing in several programs at both the national and state levels to find new markets, new uses and new characteristics of soybeans that will align with these five trends. The soybean checkoff will also use these trends as a litmus test when determining if future investments will result in strong returns for U.S. soybean farmers.

At ISA, we are committed to investing in programs that help expand the export footprint of Illinois soybean growers to support robust demand. We're hard at work carving out new opportunities that support the global utilization of soy through human consumption. We're working to better understand the emerging requirements of the food industry and exploring how soy can connect with food companies to deliver high-quality protein that enables them to deliver on food innovation. ISA also prioritizes growing demand for soy-based fuels such as biodiesel and encourages farmers to use it on their own operations to boost their bottom line.

As the soybean checkoff continues to position U.S. soy for the future, and soybean farmers ahead of the trends, I am confident this work will help influence how the world perceives the value of domestic soy and soy products.

In Your Corner

JOHN LUMPE | CEO |
ILLINOIS SOYBEAN ASSOCIATION

When I'm watching the Olympics, one of my favorite things to see is when the camera pans to the athlete's family. There's usually a mom, dad and siblings on the edge of their seats and with tears in their eyes. I also love at the end of the race when the athlete looks up to the stands and shares that first victory moment with their family. Even on the world's biggest athletic stage, it strikes me that the most important thing that still remains is who these Olympians have in their corner and who's cheering them on from the stands.

When I think of Illinois' 43,000 soybean farmers, who are also inspiring global audiences, I think about the ISA farmer board and staff who are in your corner. We are the figurative fans in the stands, rooting for your success and cheering you on. I'm continually amazed by the passion, which equates to progress for you and your soybean checkoff investment.

One way we do this is by thinking ahead of what's next for the soybean industry, so you can focus on what you need to do for today. This issue is dedicated to the findings of our Future State of Soy report, funded along with our friends at four other Midwest soybean boards, as a way to help set the direction for the future of soy. Part of my role is to make sure we take that intel and build it into our future funding strategies so we can help move the needle in demand, advocacy, new uses and new revenue streams.

I'm happy to report that as of this writing, we are building ISA's next three-year strategic plan. The insights you'll read about in these pages will be topics we continue to build upon as we set the direction for where we go next. I invite Illinois farmers to reach out and participate in this strategic plan process by emailing us at ***ilsoy@ilsoy.org***, or by reaching out to your local board representative. We'd love to hear your thoughts on where we should take your soybean checkoff investments next.

The key to reaching these goals? Illinois soybean farmers. Without your unwavering dedication to the industry, we would have no hope of reaching these goals. If there's one thing you take away after reading the pages of this issue, understand that your soybean checkoff is continuously investing in priorities that ensure your profitability, and is proudly cheering you on from the sidelines.

Sustainability continues to be a high priority for U.S. trade teams as global customers are increasingly looking at ways to reduce their carbon footprint and gain efficiencies in food production. Pictured is Lovington, IL soybean farmer, Stan Born, who currently serves as USSEC Vice Chairman, and represents the interests of soybean farmers when talking to customers.

Growing Global Demand

By Stephen Sostaric

It's no secret that a substantial amount of soybeans produced in the state of Illinois are exported to our trading partners overseas. It's why Illinois farmers can proudly claim to feed the world. The Illinois Soybean Association (ISA) works hard developing better relationships with current buyers around the world while also cultivating new and emerging markets that could benefit from the high-quality soybeans Illinois is known for.

One of the best ways to cultivate these relationships has always been meeting in person. In August, the U.S. Soybean Export Council (USSEC) hosted Soy Connext in San Diego, California. The summit brought together over 400 international U.S. soy customers from 50 countries, and over 200 U.S. soybean farmers and industry

leaders. "It was a really valuable experience," said ISA Director of Market Development Todd Main. "Not only do you get a substantive view of what's going on in the soybean industry, but you get to meet and network with the various delegations from around the world."

While in the United States, many of the delegations took the opportunity to visit various states, including Illinois. These teams of buyers were given the chance to get behind-the-scenes at working farms and other facilities that are part of the soybean production process as well as the supply chain that gets the beans to their respective markets.

Sustainability continues to be a high priority for these teams. All countries are looking at ways to reduce their carbon footprint, and the role of food production has gained increasing importance over time. "We are seeing more and more buyers that raise these kinds of concerns when making purchasing decisions," said Main.

The conversation around sustainability and the reduction of Illinois agriculture's carbon footprint still seems new in many ways. However, it's something that Illinois soybean farmers and farmers across the U.S. have been doing for years. U.S. soybeans are known around the world for their high quality, and this quality is part of the compelling story on sustainability.

Illinois has some of the best soil in the world for agricultural production. A high value is placed on practices that protect and enhance the productivity of these soils by maintaining their integrity. Many countries are just coming around to implementing practices such as no-till and cover crops while Illinois farmers have been doing them for years, even decades.

"When these methods are coupled with advancements in seed technology and precision agriculture, farmers see their inputs reduced even further," said Main. "All of this combines to dramatically reduce the carbon footprint of the production process while increasing productivity." These trade visits are a perfect opportunity for buyers to see sustainability in action on Illinois farms.

During the months of August and September, ISA helped host teams from around the world, including the European Union, South Korea, Latin America, Brazil, and Taiwan. ISA staff and board directors welcomed them to both ISA offices in Bloomington and Lombard as well as various farms around the state.

"It's always a pleasure to meet soybean buyers from around the world," said Eileen Urish, ISA Trade & Exports Manager. "ISA is always ready to welcome them, whether it be to our office or a farm, and tell the story of why Illinois soy is the best in the world."

These efforts are making a difference in the marketplace. A recent major accomplishment came on September 23 in Chicago when a Memorandum of Understanding was signed with a Taiwanese buyers group by Senator Tammy Duckworth, Governor J.B. Pritzker, Illinois Soybean Association Chairman Steve Pitstick, and Illinois Corn Marketing Board Chairman Mark Wilson. This followed an announcement from the Taiwan Vegetable Oil Manufacturers Association that it intends to double its purchases of U.S. soybeans between 2023 and 2024. This agreement means 96 million to 107 million bushels of U.S. soybeans, valued between $1.9 billion and $2.1 billion.

As the Illinois Soybean Association continues its work to host trade teams here in the United States and make investments in projects overseas, demand for Illinois soybeans will continue to grow. As it does, ISA will continue to support Illinois soybean farmers in meeting the demand.

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Exploring High Quality, Low Carbon Alternative Fuels

ANDREW LARSON | DIRECTOR OF GOVERNMENT RELATIONS & STRATEGY | ILLINOIS SOYBEAN ASSOCIATION

The year 2035 seems like a long time from now but California is already making plans for that future-distant timestamp when it will ban the sale of new internal combustion gas vehicles. To put that timeframe in perspective, it was only 13 years ago when the Chicago Bears traded new franchise quarterback, Jay Cutler. A lot can and certainly will change in the next 13 years before California implements its ban on new cars. However, one thing we know for certain is that the interest in decarbonizing the transportation sector will not go away. The good news is whether or not you believe California will succeed in its plans, Illinois agriculture has a bright long-term future, providing biofuels to support decarbonization plans.

We are in the right place, at the right time, and having the right conversations.

Taking the long view and seeing how markets shift, we know that harder-to-electrify sectors will require access to high quality, low carbon liquid fuel alternatives. One market for major consideration is marine transit. Already one of the cleanest ways to transport a ton of goods from point to point, this mode of transit will continue to look for ways to improve efficiency and the use of biofuels is a natural fit. Indeed, fleets like ADM's ARTCO river fleet already use higher blends of biofuels transporting bulk goods on our rivers.

Another major mode of transportation that is looking more and more towards biofuels is the rail sector. As major capital investments are made in locomotives that move everything from industrial goods to consumer goods and ag products, these companies are looking for ways to improve their carbon tracks. This past spring several key railroad entities supported the Illinois Soybean Growers' (ISG) push to use and incentivize the use of B20 fuels in Illinois with the passage of legislation in Springfield.

Perhaps the biggest market for the future use of Illinois corn and soybean-based biofuels is the development of Sustainable Aviation Fuel (SAF). Recently, ISG attended a conference of ag groups including a broad coalition from both the corn and soybean communities to talk about the expansion of SAF. This conference demonstrated that there is technological work to be done and markets to develop for future crop-based SAF products. Whether converting a traditional lipid-based feedstock like soybean oil or newer technologies that convert alcohol or butane from corn products, the market for aviation fuels is over 30 billion gallons annually just in the United States. Several major agricultural companies in Illinois have already made plans and investments to support this market that will benefit Illinois farmers and support the use of corn and soybeans.

In the short-term, domestically there is a major expansion underway in the processing of soybeans. Currently, crushing soybeans happens both in the United States where by-products are marketed individually and internationally as soybeans are sent whole to export customers who crush them at their destination. In recent years crush expansion to process our growing world supply of soy has been happening in international markets. The new focus of crush expansion in the U.S. has been fueled by the demand for soybean oil to supply low carbon fuel markets with renewable diesel. Renewable diesel can be used in the exact same manner that traditional diesel is used. It does not have the blend walls or storage requirements for traditional biodiesel. Based on incentive support, a common blend of fuel sold in low carbon fuel markets is a blend of RD80 and B20. This fuel is 100 percent renewable and has a major impact on emissions meeting climate goals.

At present, the use of traditional Fatty Acid Methel Ester (FAME) biodiesel blended between 5-20 percent is a major market success that uses distillers' corn and soybean oil. The use of this traditional biodiesel is huge as it requires a less intensive production process and can operate in markets that have lower incentives than other low carbon fuel markets. Here in Illinois, with the passage of the extension of our state sales tax exemption, we can preserve the use of 250 million gallons of B100 annually and look to grow our market from B11 blends currently towards B20 in the next few years. The transition to B20 for one truck has the same impact as removing the emissions from five cars from the road. This is a small change for our fuel supply that will have a big impact.

While the headlines might get a lot of attention about what will or might happen in the year 2035, or with the electric vehicle market overall, agriculture will have a leading role to play in providing high quality, low carbon liquid fuels for years to come. Some markets might change but overall, the demand for biofuels is at an all-time high. Biofuels represent a renewable, cleaner burning, lower carbon drop in alternative to fossil fuels. This role will matter more as time goes on. Groups across agriculture, including ISG, are working every day to promote the understanding, value, and expansion of these fuels at an exciting time for our industry.

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JOHN DEERE

RACHEL PEABODY | EDITOR |
ILLINOIS SOYBEAN ASSOCIATION

Most Likely to Succeed

If the soybean industry had a senior superlative listed in the yearbook, it would read, "Most Likely to Succeed."

With high-demand for our crop worldwide and growing markets both domestically and abroad, it's an exciting time to be a soybean farmer. Opportunity abounds, and we work in an industry brave enough to go after it.

Recently, five Midwest soybean checkoffs sat down to examine what those future opportunities would be and developed a "Future State of Soy" report to help farmers realize that potential. This exercise was designed not only to identify the major opportunities that lie in wait for the soybean industry but also how major shifts in the global marketplace will impact the demand for U.S. soy and how we can best posture to meet those demands.

This issue of Illinois Field & Bean takes a deep dive into those futuristic trends which include a Rising Focus on Quality, The Fuel Market, The Protein Market, The Global Market, and Creating Diversified Revenue Streams. To prepare and research for this issue, we explored the upcoming economic, political, and agronomic trends that will shape the future of U.S. soy, and what you, as an Illinois soybean farmer, can do to prepare your farm for the future and capitalize on the opportunities ahead.

Of all of the investments your checkoff is working on, investing in the future of your industry is perhaps the most important work that we do. We hope this issue gives you information you've been looking for in terms of the partners we're working with in the agri-food value chain, the new business models being explored, and the soy innovations being discovered.

In short, the soybean industry is looking ahead and making sure farmers are best positioned for success, and the future looks bright.

Going forward, soybean states like Illinois which were involved in this report are already putting these future strategic imperatives to work. You'll see your state checkoff investments going towards these efforts, finding future solutions from everything like low carbon alternative fuels like biodiesel, and looking at expanded opportunities in the protein market. This is a report that's hardly sitting on the shelf. It's already in action.

After reading this issue, if you'd like to continue to learn more about the Future State of Soy effort, I invite you to visit ***futurestateofsoy.org***. I'd also encourage you to reach out to your local ISA board representative, or ISA staff and let them know what future priorities exist on your farm and ways the soybean checkoff can help.

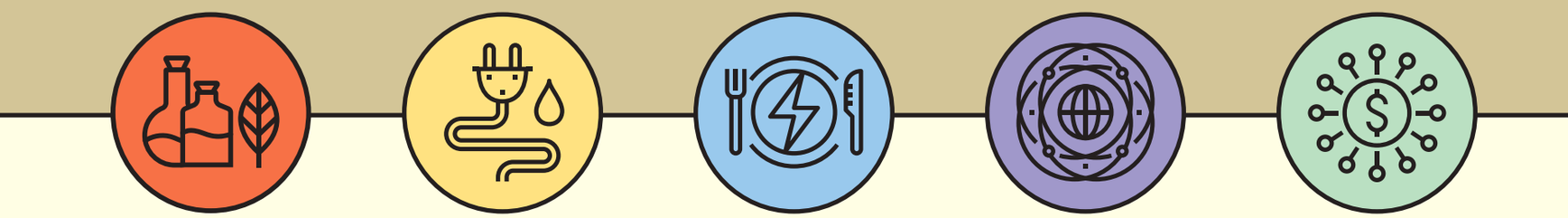
Funded by the Illinois Soybean Checkoff

Five reasons the future's bright for Illinois soybean farmers

The soybean marketplace is a dynamic sector of the global economy, with changing consumer demands and new and developing end-market and user-specific output traits pacing a bullish future for soybean farmers. It represents a lot of potential opportunity for soybean growers with the right steps to create connections from the farm gate to the consumer.

Five ways to make that happen were identified in a recent report from industry leaders and farmers in five Midwestern states where soybeans are a major crop — Missouri, Illinois, Indiana, Iowa and Ohio. The 2022 Future State of Soy study supported by the five states' soybean checkoff programs demonstrates why these priority areas are so important to soybean farmers and the potential to capitalize on burgeoning opportunities down the road to help build resilience and create new opportunity in an evolving marketplace.

Activating that potential and realizing the benefits of marketplace and consumer trends at the farm level requires attention to five key areas in connecting what soybean farmers raise, where it goes and how it contributes to the feed or food supply chain:



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"I see our attention to these five priority areas fundamentally important to futureproofing our farms," says Illinois Soybean Association (ISA) Director and Chairman and Maple Park farmer Steve Pitstick. "By working ahead together, we can put ourselves in the best positions to capitalize on these market trends."

None of the five Future State of Soy priority areas are mutually exclusive. Though they focus on separate market segments that call for specific attention and development, they all ultimately work together in creating new opportunity at the farm gate. None of the five priorities takes precedent over the others; it's more a matter of the five areas where soybean farmers can direct attention and resources in staying ahead of trends that will influence their bottom lines in the future.

"We see these all as impacting the soybean supply chain in the future. We're already addressing some of them, like investing in high-oleic soybean varieties that meet the rising quality needs of the marketplace," Pitstick says. "Other areas like emerging revenue streams and the global infrastructure challenge are just as important to our industry as future priorities, but we still have more work and maturing to do on those fronts before we see major traction."

Funded by the Illinois Soybean Checkoff

Creating value in quality output traits

Though bushels are the most common metric for the success of a soybean crop at the farm level, new crop quality traits are becoming a bigger part of the overall value equation for farmers. The development of soybean varieties that yield high oleic acid content is a response to consumer demand for healthier cooking oil; high-oleic soybean oil contains lower saturated fat and up to three times the beneficial monounsaturated fatty acids than conventional soybean oil.

Raising high-oleic soybeans is a departure from conventional soybean production at the farm level. But for growers like Andrew Bowman, who farms near Oneida, it's a worthwhile transition given the revenue opportunities producing specific, high-value soybeans, like those high in oleic acid, represent to his farm family.

"We're taking something that's a fungible commodity and starting to produce for specialized demand markets. It's an evolution in how we do what we do," Bowman says. "If we can grow something like high-oleic soybeans for top-notch, healthy cooking oil, consumers will start to see the benefit of what we do. If we're going to improve our market opportunities like this by pooling our resources, it becomes something powerful that's good for all of us."

> If we're going to improve our market opportunities like this by pooling our resources, it becomes something powerful that's good for all of us.
>
> **ANDREW BOWMAN** Oneida soybean farmer

Catering to a diverse protein sector

The livestock industry remains the largest market for U.S. soy meal, and that demand is growing around the world. Even as the number of alternative protein products available to consumers rises, the trend of growing livestock feed needs in the soy complex isn't slowing down. Moving forward, the soybean industry will continue to provide a valuable input, all while sustaining and growing a key demand sector for soybeans.

"Animal agriculture is the largest market for soy meal and global demand is going to continue increasing," Pitstick says. "Soybeans are in an enviable position with both animal and alternative protein, and embracing both market segments is critical to sustaining demand, even if that means catering to a blended protein marketplace in the future."

> Animal agriculture is the largest market for soy meal and global demand is going to continue increasing.
>
> **STEVE PITSTICK**
> ISA Director and Chairman, Maple Park farmer

Funded by the Illinois Soybean Checkoff

Creating a renewable resurgence

Soy biodiesel has been a component of overall soybean demand for years, but it's seeing new potential in market segments, even as the entire renewable fuels sector faces mounting challenges in the general electrification in U.S. consumer and commercial vehicles. Demand for electric powertrains among operators of over-the-road truck fleets and similar high-horsepower engines is a key indicator of the general trend toward minimizing the carbon footprints of such vehicles. With the general renewed focus on this sort of sustainability, soy biodiesel has growth potential in the future beyond its current proven application in consumer, fleet and farm vehicles and machinery. But activating that potential requires work that only the soybean checkoff can do.

"Biodiesel is one area where we can do a lot to increase demand. But it would be hard to imagine what things would look like for biodiesel without the checkoff," says ISA At-Large Director and Augusta soybean farmer Brady Holst. "We're working on making sure biodiesel is something everybody knows about, and that it can basically be used everywhere. Individually, we can't market that product because we'd have such a small impact. But on this effort, it's clear to see that the checkoff works."

> Biodiesel is one area where we can do a lot to increase demand. But it would be hard to imagine what things would look like for biodiesel without the checkoff.
>
> **BRADY HOLST** ISA At-Large Director and Augusta farmer

Sustainable aviation fuel (SAF) also represents a new horizon for biodiesel in the near future. It's one of the reasons soybean farmer Chad Bell of Viola, Illinois, sees his generation — him being the 6th of his family to raise crops professionally — as pivotal in building on past efforts and leading new ones in the future.

"We're taking a commodity we've had around a long time and looking at a new way to make it work as an aviation fuel year-round," Bell says. "It's a potentially huge market demand for our product. As it's developed, we have to make sure that we build awareness of this kind of product that we use on a daily basis that many Americans may not know about yet."

Meeting global soy demand

The soy complex is a global marketplace, with many U.S. soybeans destined for overseas terminals shortly after they're harvested in Illinois. Demand factors like evolving protein demand and potential growth in overseas renewable fuels use make it a high priority in the future. Both to continue building global market relationships and the domestic infrastructure needed to deliver U.S. soybeans to buyers and end-users overseas. That's why the soybean checkoff is focusing on such efforts in the future as a way to sustain and grow global marketing opportunities for U.S. soybean farmers.

"The checkoff is investing in projects to build and maintain preference for U.S. soybeans in markets around the world," Pitstick says. "But those markets won't be reachable if we don't have the infrastructure — like on the Mississippi River — to move our soybeans to those markets."

Beyond investments in infrastructure and "big picture" components of meeting overseas demand, Pitstick says given the world market's potential, soybean checkoff leaders and farmers should continue to work to maximize crop yield and quality potential to continue meeting what will likely be continued growing demand.

"We need to continue investing in soybean technology — everything from seed traits to innovation in equipment and machinery — so we elevate the quality and quantity of what we raise," Pitstick says. "Sustainable production practices are becoming more important in that equation. The more we can do to help our domestic and global customers meet their sustainability goals, the more opportunity we will create for soybean farmers."

Funded by the Illinois Soybean Checkoff

Diversifying revenue opportunities

That push for sustainable farming practices isn't limited in its influence in connecting with overseas soybean buyers. It also represents new revenue opportunities at the farm level, and looking forward to future crop years, it's something farmers and soybean checkoff leaders should and will be prioritizing. It's just one of a growing number of revenue opportunities for soybean farmers in the future.

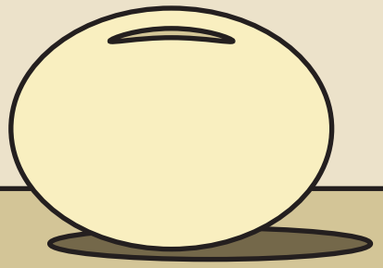
"Education on things like carbon and conservation programs will be a key target for checkoff funding moving forward, since it will ultimately help farmers capture more value for their soybean crops," Pitstick said. "Working with trusted advisers, we expect soybean farmers will be able to explore other new revenue opportunities through things like traceability and direct-to-consumer sales. We're always looking at new ways to establish unique capital or capture additional value from the crops we raise."

"We're always looking at new ways to establish unique capital or capture additional value from the crops we raise."

STEVE PITSTICK
ISA Director and Chairman, Maple Park farmer

Although there really is no crystal ball for soybean farmers, understanding the Future State of Soy can help you grow and adapt your farm to take advantage of the future changes that will impact our entire industry. Being prepared now can eliminate the need to make rash, complicated and potentially expensive changes to your farm in the next few decades.

Find out more about the Future State of Soy at **FutureStateOfSoy.org.**



The Future State of Soy report was funded by the soybean checkoffs in Missouri, Iowa, Indiana, Ohio and Illinois:

Missouri Soybeans · Iowa Soybean Association · Indiana Soybean Alliance · Ohio Soybean Council · Illinois Soybean Association

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We create chemistry

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Today, domestic soybean meal's consumption by livestock drives the marketplace. But human consumption of soy as a high-quality protein source is seeing fast growing demand worldwide.

More Than Food and Feed

Soy protein is a foundational food of the future.

By DeAnna Thomas

Pure and simple: Farmers feed the world. They do more with less while pushing the envelope year after year, changing and tweaking their management practices to improve yields and the quality of their product.

Because of their hard work and diligence, the soybean industry sits in an enviable leadership position among protein sources. Illinois soybean farmers are dedicated to creating diversified markets and, as the world population continues to grow, embracing both the animal and plant protein markets are critical to furthering food security in the developing world.

Animal agriculture: The largest market for soy meal.

In 2021, pork was the most widely consumed meat in the world with poultry as a close second. Those two commodities individually lead the meat consumption total by commodity by over 100 billion pounds. This positions pork and poultry as the most important players in the soybean meal market. Take these worldwide statistics for meat consumption, and keep in mind that swine, chickens and turkeys are the largest consumers of soybean meal in their diets and rations.

According to the American Soybean Association, domestic soybean meal's consumption by livestock is what drives the marketplace. Broken down by species, 61 percent of the meal market is dominated by poultry, 18 percent is consumed by swine, with dairy following at 13 percent, and a combination of beef, petfood and aquaculture making up the final portion of meal consumption. This further confirms the vital relationship between soybean production and the livestock industry.

In fact, in many corners of the world, U.S. soy is the preferred protein as a sustainable nutrient source in feed. In turn, animals supply high-quality protein that people demand to improve their diets, health, and livelihoods.

Why is U.S. soybean meal positioned as the ideal feedstuff for poultry and swine?

First and foremost: quality. The quality of the U.S., and specifically, Illinois soybeans, is second to none.

Second: product consistency. These two factors help to reduce the variability of ingredients and position soy as the product leader in the feedstuff space. Additionally, with sustainability continuing to be top-of-mind, U.S. soy delivers better than ever.

Finally, soybean meal is a high-protein source and the best researched vegetable protein source, especially when compared to other plant protein sources. The nutritional content of soybean meal surpasses any other protein source when it comes to optimizing diets in livestock production.

How do farmers deliver directly to consumers?

While livestock feeds lead to soybean use, human consumption is still an important piece of the pie. As the worldwide population continues to grow and hunger continues to be a concern in developing countries, it is important to remember that soy is a safe and healthy option in our diets. Soybeans are high in protein and contain all essential amino acids, thus making them a complete protein source. They are high in fiber, low in saturated fat, and are a great source of omega-3 fatty acids.

Not only can Illinois farmers deliver value to domestic consumers in the form of edamame, soy nuts, soy milk, tofu, tempeh, or processed foods containing soy flour and soy oil, but soybeans are making a difference worldwide.

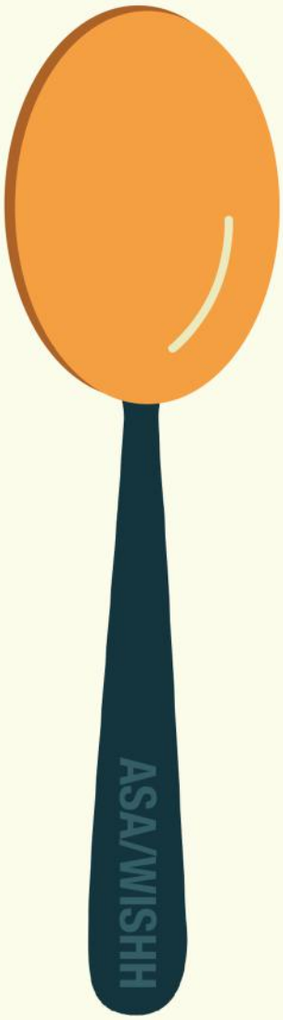
Not only can Illinois farmers deliver value to domestic consumers in the form of edamame, soy nuts, soy milk, tofu, tempeh, or processed foods containing soy flour and soy oil, but soybeans are making a difference worldwide. Companies such as Edesia utilize the nutritional qualities of soybeans alongside other products to help fight the hunger and malnutrition crisis worldwide.

Global demand for protein will increase as population and economic security expands and Illinois soybean farmers are dedicated to meeting the needs of feeding the world.

With the help of new technologies and best management practices, American farmers are now able to produce more soybeans at record yields on less land with less water and inputs.

This is increasing the supply of soybeans available to feed our growing population. With rising value-added industries such as renewable fuels and oil, which leaves more room for the growth of the meal market. We are looking forward to continuing our trade partnerships to deliver a sustainable and quality meal product.

WISHH graduates entrepreneurs from global training for high-quality foods and feeds.



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ASA American Soybean Association®

WISHH WORLD INITIATIVE FOR SOY IN HUMAN HEALTH

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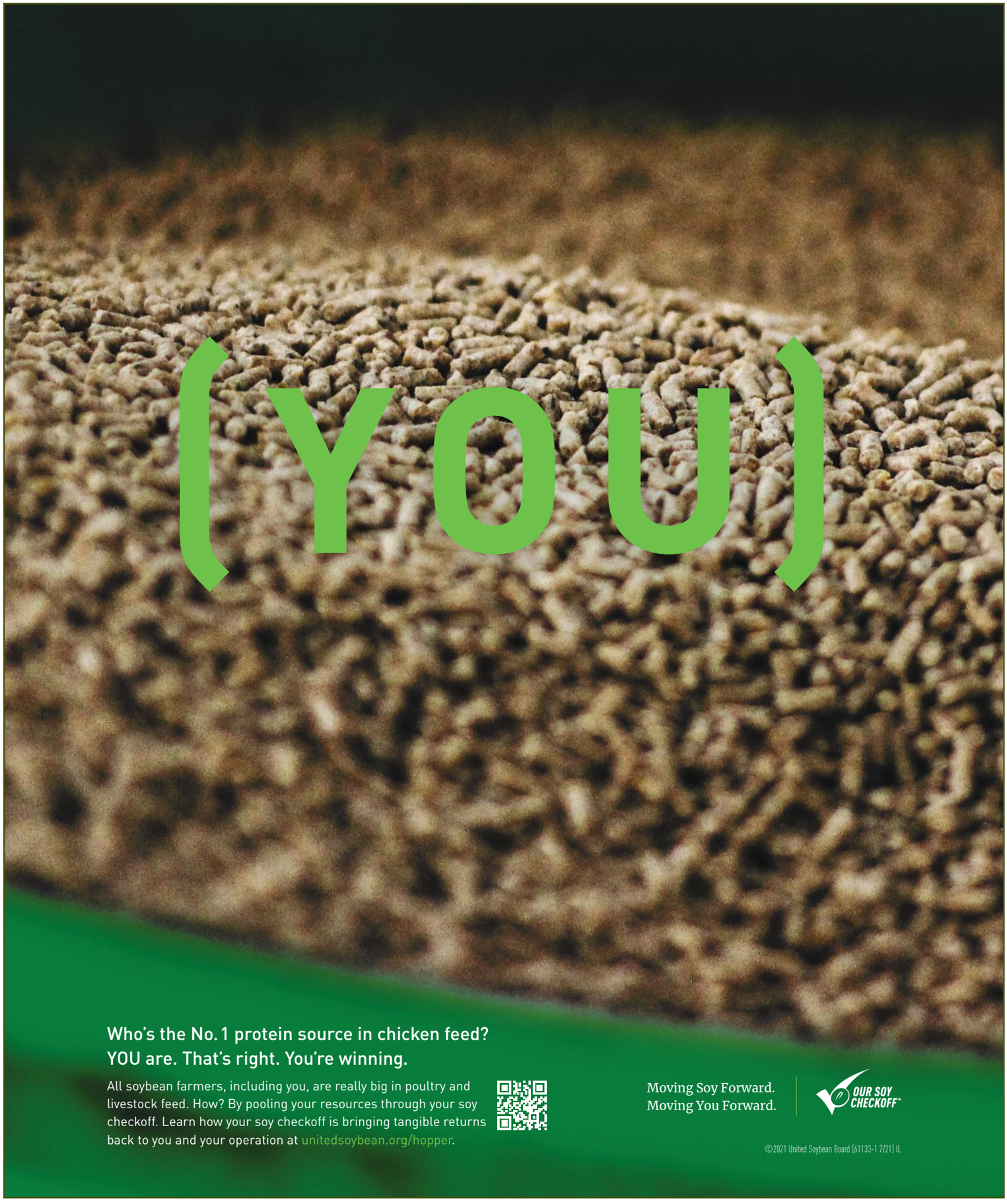
WISHH is a program of the American Soybean Association and is funded in part by the United Soybean Board and state soybean board checkoff programs.


(YOU)
Who's the No. 1 protein source in chicken feed?
YOU are. That's right. You're winning.
All soybean farmers, including you, are really big in poultry and livestock feed. 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.
Moving Soy Forward.
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Companies being called on to commit to carbon neutrality are announcing sustainability initiatives to mitigate climate change, opening new financial opportunities for farmers that can reduce the risk of implementing conservation practices for the first time.

Reducing Farmer Risk; Increasing Soil Health

By Claire Weinzierl

As more companies are being called on to commit to carbon neutrality or carbon negativity, they are announcing sustainability initiatives to help mitigate climate change. These initiatives include working with farmers to reduce the greenhouse gas emissions associated with the production of corn and soy food, fuel, and feed products and contracting with farmers to sequester extra CO2 emissions in the soil. This means farmers may be financially rewarded for traceability and growing soybeans utilizing climate-smart practices such as no-till and cover cropping.

These initiatives have opened new financial opportunities that can reduce the risk of implementing a conservation practice for the first time. Before enrolling, farmers should always make sure the carbon market participation is going to help them address a conservation goal or resource concern on their farm.

Let's take a step back and reiterate just how carbon credits can help companies reach sustainability goals, while also benefitting farmers. Row crop agriculture can generate two types of carbon credits through the implementation of climate-smart practices. The first type of credit is called an offset or Scope 1 credit. This type of credit is generated when a farmer implements climate-smart conservation practices and sells the credit to a company outside the agricultural value chain such as Delta Airlines or Microsoft. Row crop farmers can also produce inset or Scope 3 credit, which is a reduction of the emissions associated with the production of feed, fuel, and food products containing corn and soybeans for companies such as ADM and Pepsico. For both companies looking for inset and offset credits, carbon markets are just one tool that can be utilized to reduce greenhouse gas emissions. Industries such as mining, animal agriculture, forestry and waste management can also implement changes to sequester carbon dioxide or prevent it from entering the atmosphere.

As was stated earlier, two common production practices used to generate carbon credits are no-till and cover cropping. Cover crops are the tools that put carbon dioxide in the ground and reducing soil disturbance prevents carbon dioxide from re-entering the atmosphere.

Other common practices include switching fertilizer application timing and reducing the rate or adding a winter crop into the rotation. By implementing these practices, soil health improves through better temperature and moisture regulation, reduced soil loss from wind and water, increased weed suppression, improved soil structure, increased diversity of soil biological communities, and improved nutrient capture and availability.

According to Megan Miller, Agronomy Programs Manager for the Illinois Soybean Association (ISA), enrolling in a carbon program can help finance conservation practices, but it isn't a silver bullet to fund your conservation goals or resource concerns.

"Most of the current carbon programs don't provide a high enough financial incentive to fully cover the cost of cover crop seed, for example," says Miller. "Additionally, many programs also don't acknowledge the actual amount of time it takes to start seeing those soil health benefits. The benefits will still occur over a 3–5-year time span, but many of these programs market these benefits as occurring much faster."

With those observations in mind, carbon programs will reduce farmer risk, but not eliminate it.

In addition to carbon programs, the U.S. Department of Agriculture Natural Resources Conservation Service (USDA NRCS) has programs that can assist with conservation practice implementation such as the Environmental Quality Incentives Program (EQIP) and the Conservation Stewardship Program (CSP). A recent inflation bill also outlined a plan to add funding to those programs over the next decade. Additionally, the USDA just announced $2.8 billion in programming to help growers implement climate-smart conservation practices.

When considering entering a carbon program, Miller provides some advice.

"It's probably too early to enroll the whole farm – so start with a few fields at a time. Be prepared with good conservation agronomy and make sure you have access to a trusted conservation agronomist. Your local NRCS, Precision Conservation Management Specialist, ILSoyAdvisor Soy Envoys, Extension professionals, and the ISA agronomy team are all great resources."

Miller recommends appointing a carbon expert to have someone to rely on to stay up to date on carbon markets. Farmers should understand their conservation goals as carbon market financial mechanisms might not always be the best fit.

Before enrolling in a carbon program, Miller encourages farmers to get their data ready as records and data are the keys to receiving the highest dollar for your work.

ISA recently released a new, go-to resource housing good data management practices that may be beneficial in carbon market considerations. The Carbon & Data Guidebook, which can be accessed on ***ILSoyAdvisor.com***, covers the basics of emerging carbon and ecosystem programs, their farm data needs, and how farmers can better position their farm operations for any program or precision ag initiative.

"The Carbon & Data Guidebook is a resource growers can utilize to help organize their data for sale, whether it's to a carbon program or for other value-add situations requiring data. The Guidebook contains advice on file types, digital tools, and the types of practice data needed to enter a carbon or ecosystem service market," says Miller.

Funded by the Illinois Soybean Checkoff

The University of Illinois (U of I) variety soybean testing program tested well over 200 soybean varieties in 2021 and has accumulated data for farmers to be able to review and compare at the end of the year.

Empowering Farmer Expertise

By Brynna Sentel

The amount of information available on soybean varieties today is robust and often overwhelming. Thick guidebooks accumulate from companies year after year, each of their glossy pages providing a list of contenders that stack up against the metrics your farm is looking for.

Often making the cut in these guidebooks are varieties with soybean cyst nematode (SCN) resistance, a combination of herbicide traits, and of course yield. It's a tedious task using this information to mix in your favorite bean with the new line that made the market that year and play with maturity numbers. Not to mention factoring in seed treatment packages and other additions that bring up the price as well.

"This is the time of year, at the beginning of harvest, that you notice if those decisions you made at the beginning of the year made a difference," says Director of Agronomy Abigail Peterson. "Evaluating the performance to how well the soybean podded, standability, and what makes a difference between a high yielding bean that is consistent and a soybean that gained a lot of material and height, is a beast to cut, yet doesn't have the yield you were expecting."

Another layer to all the information surrounding soybeans is gaining interest within the marketspace, oil content. As you are looking into what is next in soybean production, the space of oil use should be on your radar.

"Your agronomy team at the Illinois Soybean Association (ISA) is involved in conversations around what is available for contracting beans," says Peterson. "Understanding the development of great lines like SOYELIC® or PLENISH® and how those can be utilized in your operation, as well as digging deeper and asking important questions to what management practices produce a more nutritious soybean, is something we feel gives our farmers the best return on their investment."

As you're riding along with the sales agronomist evaluating all the pros and cons, and hopefully not getting a ton of shattering or loss, another valued source of information is right at your fingertips.

The University of Illinois (U of I) variety soybean testing program tested well over 200 soybean varieties in 2021 and has accumulated data for farmers to be able to review and compare at the end of the year. This tried-and-true variety testing that began in 1969 at the U of I brings unbiased information from across the state.

ISA funds the oil and protein analysis in particular within the U of I testing results. With these results, farmers can go in and look at their region's specific results and find protein and oil data to help them understand a base line to what variety might produce oil and protein.

The website is easy to navigate hosting wheat, corn and soybean data all in one location. Results on the site go back to 2000 for soybeans and contain data for over five regions in Illinois.

Seed companies can enter their choices each year and tests are conducted over 13 locations in the state representing all of Illinois' major soil types and maturity zones.

Looking at the regional results is also useful to compare to your own farm numbers. Information about the trial location is given including planting and harvest dates, tillage management, rainfall, and pesticides applied.

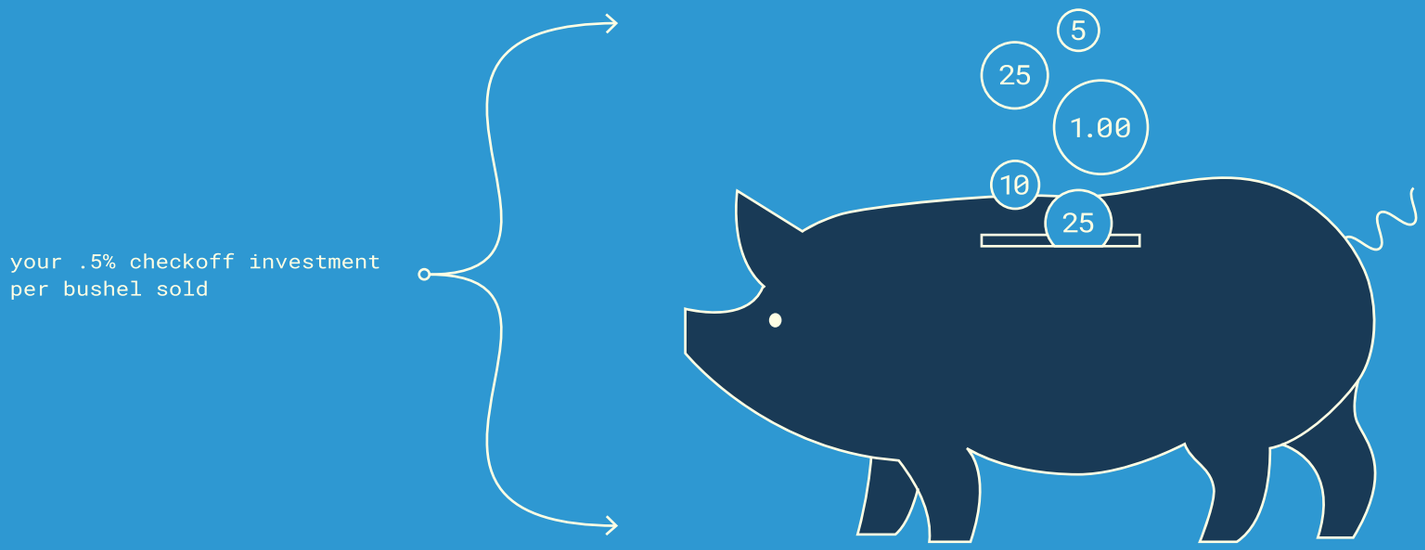
As there is a heightened interest in products containing specific oils and plant-based inputs, soybeans provide a unique opportunity to be that source.

"Do you know the oil or protein content of your beans?" asks Peterson. "I don't on our farm because we haven't necessarily had a need to be interested in that oil data. Today, we are interested, especially as we investigate opportunities for premiums and companies wanting to contract for a specific quality of soybean."

The possibilities are endless, and these variety trials continue to grow, keeping Illinois farmers informed and ready to compete in the marketplace.

For more information on the U of I variety trials visit ***https://vt.cropsci.illinois.edu/***

A soybean checkoff program that adds to your piggy bank.



In 2021, pork exports contributed 12.6% to the per-bushel value of U.S. soybeans, adding $1.65 per bushel to your bottom line.

Your half percent per bushel checkoff contribution helps to fund programs to increase the global demand for soy-fed pork and pork exports. ISA works with the United States Meat Export Federation (USMEF) to invest in ongoing market development and promotion programs. These programs help increase global demand for pork, as well as expand the volume and range of pork cuts purchased around the world. The strategic focus to build demand for pork will result in demand for soy-based feed, which is a checkoff investment that clearly pays off.

For more information on your investment, visit **ilsoy.org**.

THE CHECKOFF THAT PAYS OFF.

ILLINOIS SOYBEAN ASSOCIATION

Funded by the Illinois Soybean Association Checkoff Program.

Brandt

Lead the Field: From Our Family Business to Yours

HANS RASMUSSEN | BRANDT SALES MANAGER

Five years ago, Brandt Industries chose Hudson, IL as the site for a major agricultural equipment production facility. We felt it was the perfect spot because not only is Illinois the leading producer of soybeans in the country, but it's also home to many multi-generational, family farms. Brandt, too, is a family-owned and -run business, with the second and third generations of the Semple family currently leading the company. Just like you, we know what it's like to build something from the ground up, tend to it, and watch it flourish. It's a feeling of pride unlike any other.

When Brandt opened this plant, we made a commitment to being an active member of the local community. In addition to employing more than 190 local folks and planning to add another 60 in the coming months, we sponsor charities in the area, most recently the Boys & Girls Club of Bloomington-Normal and Child Protection Network's Over the Edge event and the McLean County Golf Classic for St. Jude Children's Research Hospital. And, of course, there's our relationship with the Illinois Soybean Association—we're currently their only short-line farm equipment manufacturing partner.

Almost all Brandt agricultural products are used in soybean farming, including hard-working belt conveyors, augers, grain carts, grain vacs, grain bagging equipment, land rollers, high-speed discs, and more. Specifically built in Hudson are the single-auger XT-Series and dual-auger DXT-Series grain carts (pictured), as well as augers and grain belts.

We were thrilled to have the Brandt Harvest Grain Belt featured recently on the Farm4Profit podcast. They interviewed Reid Thompson, a corn and soybean farmer from Colfax, who was excited to try the grain belt: "When we put it into practice, it was even better than we had hoped for." Reid also mentioned that his soybean operation has run more than 100,000 bushels through their harvest belt so far, and "the wear on the belt was almost non-existent."

It's those kinds of stories—from the people using our equipment every day—that means the world to us. These are people who want to get the job done fast, so they're home for supper on time, who have crop challenges that can be solved by new technology, and who need reliable equipment that makes a real impact on their bottom line. In short, people who want to lead the field.

In the coming years, we want to get to know the people in Illinois and the Midwest better—your challenges, your successes—so we can continue to deliver the efficiency and productivity you need. You'll be seeing Brandt in your community as well, but to get to know us even better, visit ***www.brandt.ca***.

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G.H.O.A.T.

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Visit your FMC retailer or **AUTHORITYSUPREME.AG.FMC.COM** to learn more about raising your game this season.

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Text "SOY" to 52886 to sign up to be a Voice for Soy Advocate today.

VOICE FOR SOY

Funded by the Illinois Soybean Growers.

TOGETHER, WE HAVE THE GREATEST IMPACT

As the number one soybean producing state in the US, Illinois soybean farmers have a responsibility to protect what they've worked so hard to create. And there's no better spokesperson for your farm than you, that's why we encourage you to make your voice heard through Voice for Soy today.

In just a few clicks and less time than it takes to scroll your social feeds, you can make a difference in important legislative issues such as biodiesel, trade, infrastructure and more. Illinois Soybean Growers (ISG) does the work of monitoring these issues impacting Illinois farmers at the state and national levels, engaging you through the Voice for Soy platform when it's time to act. We've laid the groundwork, but you must be the one to fight for the future you want. Your farm's viability, profitability and accessibility are all up to you.