

AMERICAN WINTER 2022  
soybean  
Vol. 9, No. 3 People. Policy. Profitability.

A PUBLICATION OF THE AMERICAN SOYBEAN ASSOCIATION

# INFRASTRUCTURE CONDITIONS

## Workers Share U.S. Soy Hurdles on Journey to Market



PORT BACKLOGS

SHIPPING CONTAINERS

RAILWAY SCHEDULING

OLD LOCKS AND DAMS

LOW-WEIGHT BRIDGES

ROUGH COUNTRY ROADS

### SOY FACES

Four Farmers Discuss Their Transportation Challenges

### SOY FORWARD

Collective Efforts Positively Impact Rural Americans

### ISSUE UPDATE

Dancing the Pesticide Tango

### INDUSTRY PERSPECTIVE

Inland Waterways and Supply Chain Issues

**ASA**  
American Soybean Association®

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



**Connect with WISHH**  
**wishh.org**



*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.*

**Publisher** Jill Wagenblast  
**Associate Publisher/Marketing** Wendy Brannen  
**Editorial Director** Wendy Brannen  
**Managing Editor** Jordan Bright  
**Sponsorship/Ad Sales** Michelle Hummel, Chris Luelf  
**Database Management** Chris Merlotti  
**Graphic Designer** Andrea McCoy  
**Contributing Photographers** Willard Jack, Karel Prinsloo, Matthew Rainwaters  
**Contributing Writers** Karen Edwards, Willard Jack, Kyle Kunkler, Dan Lemke, Monte Peterson, Caleb Ragland, Will Rodger, Todd Van Hoose, Dave Walton

**ASA Staff Leadership**  
**American Soybean Association**  
 Steve Censky, Chief Executive Officer  
**World Initiative for Soy in Human Health**  
 Liz Hare, Executive Director  
**ASA Farmer-Leaders**  
 President Brad Doyle, Weiner, Ark.  
 Vice President Daryl Cates, Columbia, Ill.  
 Chairman Kevin Scott, Valley Springs, S.D.

Copyright © 2022 by American Soybean Association. All rights reserved.

## FEATURES

**10 COVER STORY**  
**Infrastructure Conditions:** U.S. soy faces a variety of hurdles on the journey to market.

**18 SOY GLOBAL VIEW**  
 Reliable transportation is critical to developing countries that rely on U.S. soy for global food security.

**20 SOY FACES**  
 Four soybean farmers discuss unique transportation challenges in their regions.

**34 SOY FORWARD**  
 The bipartisan infrastructure bill is a victory for rural communities and agriculture.



## CONTENTS

**04 ASA LEADERSHIP CORNER** Comments from ASA CEO Steve Censky.

**05 SOY NEWS** Researchers study emerging pathogen causing soybean taproot decline.

**06 ASA IN ACTION** ASA elects executive committee, welcomes new directors and advocates on trade policy.

**16 INDUSTRY PERSPECTIVE** Transportation infrastructure problems are real, but recent infrastructure investment is lauded.

**25 SOY CHECKOFF** News from the United Soybean Board and soy checkoff.

**29 SOY WORLD** A close-up look at ASA international marketing activities.

**31 ISSUE UPDATE** Ag groups and EPA continue to dance a complex pesticide tango.

**33 #SOYSOCIAL** What soy farmers are talking about on social media.



The American Soybean Association (ASA) represents U.S. soybean farmers on domestic and international policy issues important to the soybean industry. ASA has 26 affiliated state associations representing 30 states and more than 500,000 soybean farmers.

American Soybean is published quarterly by the American Soybean Association, 12647 Olive Blvd., Suite 410, Creve Coeur, MO 63141. Phone: 314.576.1770. Web: SoyGrowers.com



Facebook.com/AmericanSoybeanAssociation



Twitter.com/ASA\_Soybeans



@AmericanSoybeanAssociation

# ASA leadership corner

The winter issue of American Soybean indicates another year has passed, and a shiny new calendar filled with promise and many prospects for influencing sound soy policy lies ahead! While Santa was making his lists, we too were making ours, with the newly-elected ASA Executive Committee (formerly referred to as our governing committee) going through the annual process of pinpointing ASA's top soy priorities for the year.

While not an exhaustive list—because if we've learned anything these past two years it's that we should expect the unexpected!—it is a good template for staying on track throughout the course of the year and assuring our policy principles are guiding our daily decisions.

Here, I share with you this outline of what we anticipate will be soy's greatest priorities going into 2022:

## FARM ECONOMY

- **Supply Chain:** Support sufficient, affordable input supplies and steady workforce to enhance food security
- **Inflation & Interest Rates:** Support an economic environment that is favorable for both beginning and existing farmers
- **2023 Farm Bill:** Provide input into reauthorization process
- **Tax:** Protect against harmful farm tax changes
- **Biotech & Crop Protection:** Encourage regulatory modernization of biotech; protect against legislative, regulatory, litigation threats to crop protection
- **Conservation & Sustainability:** Engage on WOTUS and regulatory measures, promote precision ag, support Growing Climate Solutions Act passage

## MARKETS

- **Trade:** Urge engagement on new free trade agreements and attention to current challenges
- **Biofuels:** Support improved RFS implementation, biodiesel tax credit extension, soy as SAF feedstock
- **Livestock and Aquaculture:** Support these markets
- **Biobased:** Identify opportunities to encourage use

## MOVEMENT TO/FROM MARKET

- **Infrastructure Bill Implementation:** Monitor and engage on soy needs
- **Water Resources Development Act:** Provide input into 2022 authorization

Of course, no new list can be penned before taking into consideration the progress of those to-do's on the old. Policy work is the textbook definition of continuous: It is an activity that perseveres throughout time without interruption, never ceasing. Yet, we can measure our successes through bills passed, provisions omitted or eliminated, relationships built, or drumbeats maintained in key areas.

Steve CENSKY



Steve Censky, ASA CEO

We are pleased that the Bipartisan Infrastructure Bill became law in 2021 and harmful tax provisions still have not, at this time, been included in the reconciliation language being considered. We have testified before Congress recently on trade, biobased, farm bill and crop insurance. ASA has led efforts on supply chain issues and the food versus fuel debate, as well as spearheading strong efforts among multiple farm groups to protect crop protection tools. And strategic preparation for the 2023 Farm Bill—including, importantly, heavy grower input—is well underway.

As we say goodbye to 2021, I thank you for your efforts to help us successfully confront the tasks on our policy priority list each year—and your support of the unceasing policy work we perform on your behalf. We appreciate the challenges that lie ahead and truly welcome the promise of 2022.

## Soil and Soybean Scientists Work to Get a Handle on ‘Dead Man’s Fingers’

A monster that lives by eating the dead is hiding underground, and it has developed a taste for soybeans.

For the past two years, Arkansas Agricultural Experiment Station researchers have worked in the lab and in the field to learn more about an emerging pathogen identified in 2014 as the prime culprit of soybean taproot decline—*Xylaria necrophora*.

Researchers with the experiment station, the research arm of the University of Arkansas System Division of Agriculture, are studying its genetics and testing for resistance and susceptibility in different soybean strains. They have also conducted crop cover tests to develop better recommendations for limiting development of the killer fungus in one of the state’s top three cash crops.

Terry Spurlock, associate professor and extension plant pathologist for the Division of Agriculture, said *Xylaria necrophora* so far has not been a serious problem for Arkansas soybean farmers outside of Chicot, Desha and Jefferson counties. But the pathogen has been found in other areas of Arkansas and has caused a stir in Mississippi, Louisiana, Alabama and Tennessee.

“The severity at the moment is highest for growers in the southeast part of the state,” Spurlock said. “I’ve been in a field in Chicot County where the entirety of the field had it.”

Spurlock went on to say the pathogen had been misidentified for years, creating confusion because it looked like something else.

“We knew in 2014 it was something different. We pulled a fungus out of the ground that wasn’t on record for this. A lot of people thought it was black root rot, but that is caused by a different fungus,” Spurlock said.

Spurlock, along with fellow experiment station plant pathologist Burt Bluhm, was one of 10 authors of a paper published by the American Phytopathological Society in 2017 that gave the first description of the causal agent of what has become known as taproot decline in soybean. Other authors included researchers from Louisiana State University, Mississippi State University and Alabama Extension.

The Arkansas cover crop study provides more insight into this plant disease. Since it is a relatively new pathogen, research on management options has been limited. Signs of the *Xylaria necrophora* presence are small, fingerlike stromata that some call “dead man’s fingers” on debris from previous harvests, Spurlock said. Easy to overlook, these



*Qirong Fan, a research associate with the University of Arkansas System Division of Agriculture, inspects a specimen of Xylaria necrophora grown in the lab as part of research into soybean taproot decline. Photo Credit: Matthew Rainwaters/Arkansas Agricultural Experiment Station*

one-inch spikey stromata are usually white at the tip and sometimes pinkish when young. They turn black at maturity. Symptoms of *Xylaria necrophora* include rotten taproot, yellow foliage, and rusty leaves on the soybean plant. The fungus starts out white in the pith center and turns black after it matures, he said.

If the pathogen is correctly identified, a farmer can work with his or her extension agent to develop a plan to control it, Spurlock said. The plan would include ways to prevent the infection of disease-free fields and reduce the amount of inoculum from a previous season so the land can be replanted with a more tolerant variety.

To read more of this story and learn about Division of Agriculture research, visit the Arkansas Agricultural Experiment Station website: [aaes.uada.edu](http://aaes.uada.edu).

Source: *University of Agriculture System Division of Agriculture*

# ASA in action



## ASA Elects 2022 Executive Committee, Welcomes New Board Members

During its annual meeting in St. Louis this winter, the American Soybean Association (ASA) elected the leaders who will steer the organization through a new year of soybean policy advocacy, including planning for the 2023 farm bill and other soy priorities.

Brad Doyle (AR) will serve as 2022 ASA president. Doyle previously served as ASA vice president, secretary and as an at-large member of the ASA Executive Committee (formerly referred to as the ASA Governing Committee and amended in a bylaw vote at the December 2021 board meeting). He has been on the ASA board of directors since 2017.

Immediate past president Kevin Scott (SD) moves to the role of ASA chairman. Former chairman Bill Gordon (MN) rotates off the nine-member executive committee and retires from the board.

The ASA board elected Daryl Cates (IL) as ASA vice president, a role that puts him in line to serve as the association's president in 2023.

In addition, the board elected Caleb Ragland (KY) as ASA secretary; Josh Gackle (ND) as treasurer; and Stan Born (IL), George Goblisch (MN), Ronnie Russell (MO), and Scott Metzger (OH) as at-large members of the executive committee.

In addition to Gordon, ASA said goodbye to and celebrated the efforts of several other directors who retired this year, including David Droste (IL); Bret Davis (OH); Davie Stephens (KY); Joe Steinkamp (IN); Scott Persall (Ontario, Canada); and Brad Kremer (WI).

With these director retirements, ASA welcomed nine new directors who began their nine-year terms, including Jamie Beyer (MN); Adam Guetter (MN); Michael Petefish (MN); Roberta Simpson-Dolbeare (IL); Mike Koehne (IN); Fred Sipes (KY); Ryan Rhoades (OH); Heather Feuerstein (MI); and Jeff Harrison (Canada).



**Brad Doyle**  
President  
Weiner, AR



**Daryl Cates**  
Vice President  
Columbia, IL



**Kevin Scott**  
Chairman  
Valley Springs, SD

### 2022 DIRECTORS



**Charles Atkinson**  
Great Bend, KS



**Jerry Bambauer**  
New Bremen, OH



**Jamie Beyer**  
Wheaton, MN



**Ken Boswell**  
Shickley, NE



**Mauricio Garcia**  
McAllen, TX



**Adam Guetter**  
Wabasso, MN



**Jeff Harrison**  
Ontario, Canada



**Gerry Hayden**  
Calhoun, KY



**Jeff Jorgenson**  
Sidney, IA



**Brian Kemp**  
Sibley, IA



**Mike Koehne**  
Greensburg, IN



**Jim Kukowski**  
Strathcona, MN



**Ron Moore,**  
Roseville, IL



**Michael Petefish**  
Claremont, MN



**Monte Peterson**  
Valley City, ND



**Bill Raben**  
Ridgway, IL



**Steve Censky**  
ASA Chief  
Executive Officer



**Fred Sipes**  
Ekron, KY



**Pam Snelson**  
Wann, OK



**Matt Stutzman**  
Adrian, MI

### EXECUTIVE STAFF

# 2022 EXECUTIVE COMMITTEE



**Caleb Ragland**  
Secretary  
Magnolia, KY



**Josh Gackle**  
Treasurer  
Kulm, ND



**Stan Born**  
At-large  
Lovington, IL



**George Gobligh**  
At-large  
Vesta, MN



**Ronnie Russell**  
At-large  
Richmond, MO



**Scott Metzger**  
At-large  
Williamsport, OH



**John Comegys**  
Hartly, DE



**Kendell Culp**  
Rensselaer, IN



**Roberta Simpson-Dolbeare**  
Nebo, IL



**Steph Essick**  
Dickens, IA



**Heather Feuerstein**  
Belding, MI



**Wayne Fredericks**  
Osage, IA



**James Hereford**  
Gurley, AL



**Chris Hill**  
Brewster, MN



**Morey Hill**  
Madrid, IA



**Jered Hooker**  
Clinton, IL



**Brooks Hurst**  
Tarkio, MO



**Willard Jack**  
Belzoni, MS



**Don Lutz**  
Scandinavia, WI



**Brad Macauley**  
Geneseo, NY



**Matt McCrate**  
Cape Girardeau, MO



**Alan Meadows**  
Halls, TN



**Nick Moody**  
Blackstone, VA



**Andrew Moore**  
Dalton, GA



**Ryan Rhoades**  
Radnor, OH



**Phil Ramsey**  
Shelbyville, IN



**Justin Rivers**  
Chesterfield, SC



**Luke Sayes**  
Deville, LA



**Joel Schreurs**  
Tyler, MN



**Rob Shaffer**  
El Paso, IL



**Jimmy Thomas**  
Timberlake, NC



**Dave Walton**  
Wilton, IA



**Andy Winsor**  
Grantville, KS



**Brandon Wipf**  
Huron, SD

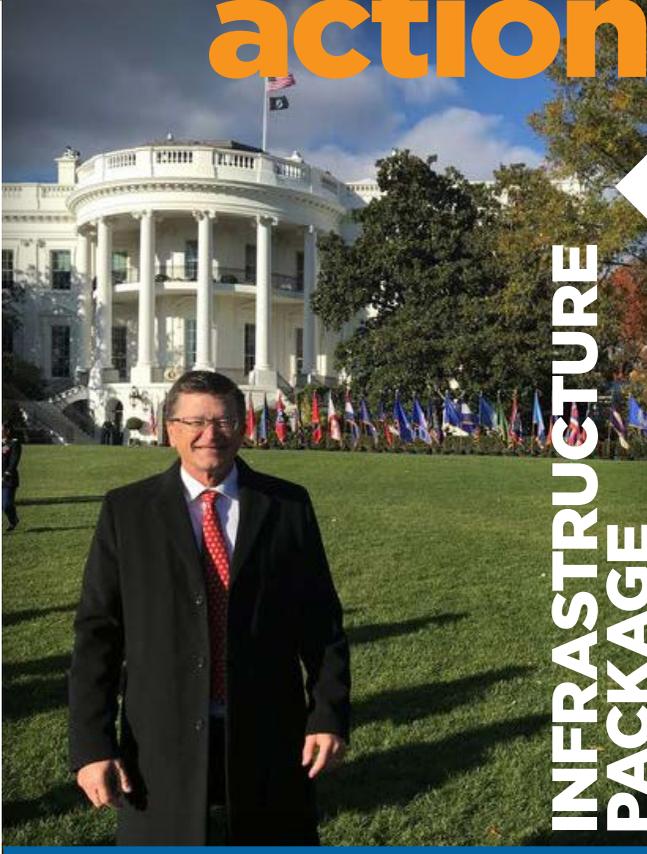


**Bill Wykes**  
Yorkville, IL



**Casey Youngerman**  
Lexington, TN

# ASA in action



INFRASTRUCTURE PACKAGE

ASA President Kevin Scott (SD) had a front-row seat at the White House in November when President Biden signed the bipartisan infrastructure package into law.



ASA Director of Government Affairs Ariel Wiegard (second from left) and North Dakota Soybean Growers Association Executive Director Nancy Johnson (second from right) attended and gave remarks during a roundtable discussion on Waters of the U.S. (WOTUS) in November with Environmental Protection Agency Assistant Administrator of Water Radhika Fox and Army Corps of Engineers Acting Assistant Secretary for Civil Works Jaime Pinkham. Photo Credit: North Dakota Soybean Growers Association

In November, ASA President Kevin Scott (SD) testified before a House Ag subcommittee during the "Trade Policy & Priorities" hearing.



ASA President Kevin Scott (ND) and Vice President Brad Doyle (AR) joined members of the National Association of Farm Broadcasting (NAFB) at the organization's "Trade Talk" media event in Kansas City, Missouri, in November, where they gave over two dozen interviews about infrastructure, supply chain disruptions, pesticide registrations, biofuels, sustainability and other policy issues facing soybean farmers.



## CONFERENCE IN MEXICO

U.S. farmers demonstrated the U.S. Soy Advantage for a growing world population during the 2021 Americas Agricultural Cooperators Conference in Mexico during the fall. From left: ASA Vice President Brad Doyle (AR); ASA Director Josh Gackle (ND); USSEC Vice Chairman/USB Director Doug Winter (IL); USSEC CEO Jim Sutter; and USSEC Chairman/ASA Director Monte Peterson (ND) visit USSEC's regional office in Guadalajara. Photo Credit: USSEC



## PRESIDENT'S DINNER



During the annual ASA President's Dinner in December, attendees honored the achievements of 2021 ASA President Kevin Scott, along with those of retiring directors who termed off the board.

ASA's Executive Director of Government Affairs Christy Seyfert was recently named one of The Hill's 2021 Top Lobbyists. The Hill's annual list highlights the broad range of talents that the nation's biggest companies, advocacy groups, labor unions and trade associations rely on when they want their voices heard in the halls of Congress and the administration. While Seyfert took top billing for 2021, every member of ASA's Government Affairs team—Alexa Combelic, Ariel Wiegard, Kyle Kunkler and Virginia Houston—was nominated for the honor.



I am humbled to be named to this distinguished list for the first time in my 10 years of lobbying. It is an honor to lead ASA's highly effective advocacy team, all of whom were nominated and certainly made the list in my book.

**CHRISTY SEYFERT**  
ASA Executive Director of Government Affairs

## 2021 TOP LOBBYISTS



## YOUNG LEADERS

The 2021 Class of ASA Corteva Agriscience Young Leaders recently completed its training at Corteva's Global Business Center in Johnston, Iowa. Congratulations to the attendees: Jeff Failor (IA); Kendall Heining (KS); Collin Cooper & Allison Dallas (KY); PJ Feldpausch (MI); Kelli & Jeff Sorenson (MN); Rose Wendinger (MN); Reid Carter (MS); Brock & Jamie Billings (MO); Logan & Kristin Watson (NC); Andrew & Brittini Cossette (ND); Bennett & Liza Musselman (OH) and Steven Raper (TN). Matt Rekeweg and Peter Laudeman, Corteva Agriscience, hosted the group. ASA is grateful to Corteva Agriscience for its partnership and sponsorship of the program.



# INFRASTRUCTURE CONDITIONS

## Workers Share U.S. Soy Hurdles on Journey to Market

By Will Rodger

America's competitive edge in farming largely relies on her ability to move vast quantities of food, fuel and fiber along transportation routes that are the envy of the world. That edge, however, is slowly slipping away. And that's why Congress and the White House are moving so decisively on infrastructure.

Problems are plain to see:

- Four hours into his day on the Ohio River, a tug boat captain narrowly misses a sandbar on his way to a malfunctioning
- lock that will cost him additional hours to traverse.
- A Mississippi trucker is making good time today. Good time, that is, until he finds the bridge he's relied on for years just failed inspection. The span will cost him 90 minutes of driving and wear and tear on a truck that will go to the scrap yard two years earlier than expected.
- A booker learns she will have to pay storage fees at the truck yard for yet another

container of soybeans the shipping company promised it would accept just the day before. It's the fourth time this week it's happened.

Soy eventually makes it to market. Most workers say they get through their day without undue stress, but the sum of all these glitches wears on them—some much more than others. And it costs growers, who pay a price for slower delivery and missed sales.

RE

# TRUCKERS



*Willard Jack, a farmer in Mississippi, says road deterioration in the state is extremely hard on his trucks.  
Photo Credit: Willard Jack*

## The trucker

Willard Jack is a farmer with a trucking company in Mississippi. Infrastructure—roads, especially—is a constant worry.

“My business is basically hauling beans to the elevators or to the rivers,” he says. “So we have problems in Mississippi, but I don’t think they’re any different anywhere else.”

Deteriorating bridges are a continual challenge.

“We’ll go halfway through harvest when, all of a sudden, the state throws a half-weight or a third-weight order on a bridge,” Jack says. “That means we have to drive around to go to where we want to go from there. That is likely the biggest day-to-day problem we see. The other big one is the roads deteriorate. We beat trucks to death more than ever before.”

Jack blames inadequate funding. Mississippi last raised

road taxes in the 1980s, he says, while federal highway dollars fail to keep up.

“We’re not collecting enough money on fuel, and our trucks have gotten so much more fuel efficient. Twenty years ago, we likely got four miles a gallon. Now we’re getting six or seven.” Given that federal tax comes from a surcharge on gasoline and diesel, Jack says, “We’re upset since we’re not paying as much road tax as we did even 20 years ago.”

## The sailors

Boat pilots know the sting of bad maintenance, too.

Paul Amos navigates 120 miles of the Columbia River, where he guides ocean-going ships from the Pacific port of Astoria, Washington, to pick up soy and other products at harbors as far as Vancouver, Washington, and Portland, Oregon. Incoming vessels need Amos’ specific expertise to navigate the Columbia since they sail the oceans, rather than U.S. rivers. His job begins once local harbor pilots have safely maneuvered ships across the harbor sand bars to the mouth of the river.

Amos faces an ever-changing river, one with features that shift with three separate tides over an 8-hour day.

He gives Columbia channel maintenance a “C-plus or a B,” but even a B is low when supply chains are strained and commodity markets so turbulent.

A short wish list for the river includes dredging and more tidal gauges to monitor water depth and currents. Amos says pilots need better maintenance of anchorages—areas suitable for ships to anchor in—for the deep-draft vessels he steers up and down a river that often silts up.

“The Army Corps of Engineers maintains the channel, but they don’t necessarily maintain the

(continued on page 12)

*Boat pilots who guide barges filled with grain through river channels to the next stop on the supply chain say inadequate maintenance and weather often grind their operations to a halt, creating a chain reaction.*  
*Photo Credit: United Soybean Board*



anchorage,” he says. He hopes Congress will find funds to pay for those improvements, as well as more anchor buoys he can tie his ships to, which keep them stable in the water when they’re stopped. Nearby, Dan Jordan is a harbor pilot who hands off ships to people like Paul once he has steered them through Astoria harbor. The approach to the Columbia is infamous.

“The Columbia Bar is known as the roughest harbor entrance in the world,” he says. “We sometimes deal with waves in excess of 30 feet.”

Getting past sandbars is hard enough when the National Oceanic and Atmospheric Administration (NOAA) has buoys in place to measure the winds, treacherous currents and pounding waves Jordan faces. Nowadays, though, three of the four buoys are missing while the Coast Guard struggles to keep up with the load it has elsewhere. “It’s a matter of really getting all the pieces together,” he says.

In addition to the buoys themselves, the Coast Guard needs specialized tender craft that can place and retrieve them.

When a buoy malfunctions or breaks free of its moorings, the Coast Guard has to chase it down and send it to Mississippi for repair, which can take months. One of the three missing buoys is there now. Once repairs are done, the Coast Guard will ship it to Astoria, where a NOAA technician will have to find the time and good weather to put it back where it belongs.

“We have kind of a blind spot while they’re missing,” Jordan says.

Amos and Jordan say they’re more than aware of the chain reaction that occurs when weather or inadequate maintenance grind their operations to a halt.

A stopped ship can keep a grain elevator from loading its next ship. That backed-up ship means about six full trains may not unload. And the longer it continues, the more train sidings will fill up with grain and beans awaiting a place on a ship. In extreme cases, rail cars can fill sidings for miles on end. Once in 2007, he says, sidings were full all the way to Montana—600 miles east of Astoria.

## The exporter

Bob Sinner faces more problems than most. “This should never have happened,” he says, strain evident in his voice.

Sinner, a farmer and president of SB&B foods in North Dakota, produces identity-preserved crops such as organic and non-GMO soybeans, as well as black soybeans, white sorghum, wheat, barley and rye. He depends on truckers, railroads and ships to get his specialty soy to the Far East. Unlike most soy shipments, his crops will go into comparatively small, multi-modal containers loaded onto container ship decks, rather than poured into the massive hulls of grain ships. SB&B employees have to book space on those ships. And that’s where their problems start.

U.S. ports are overloaded as it is. But the high value of goods headed from Asia to the U.S. means ship owners can charge elevated prices—six, seven, even 10 times what they charge for soy and other commodities on the voyage back. Coupled with congested ports, that means many ships don’t bother to pick up all the U.S. exports they could. They

simply turn around to get more high-price loads from China and elsewhere.

“What is so troubling,” Sinner says, “is these containers can sit in a vessel anchored outside the Port of L.A. for a week, 10 days, two weeks, which is no more than the time it would take to load those containers for export. So they say ‘Oh, we can’t take the time to load you.’ And yet they have these long wait times in which they could have. It’s pretty crazy.”

SB&B logistics coordinator Janelle Stahl describes the chaos she faces most days as ocean liner changes ripple through the supply chain.

Shipping soy means truckers position containers the night before they pick up their load so they can drive without exceeding the legally allowed work hours the next day. Railways, meanwhile, schedule pickups and drop-offs while requiring truckers to stay

within two dates—an early return date, and a cut date, which is the latest they will take back the container without additional charge. SB&B pays for the container and transport alike after booking the load directly with the ocean carrier.

The problem is, most days—four out of five, Stahl says—the railway will make last-minute changes to the days it will accept SB&B’s containers, oftentimes due to changes made in the ships’ schedules. If they move dates back, that means the trucker has no work for the day and SB&B will have to pay for additional days to store the now-full container of beans parked on a trucking company lot. That cost can turn profit into a wash, if not a loss. If they move the day forward, Stahl will have to scramble to find other accommodations. The next date a ship is available is typically 4-6 weeks out.

Stahl is continually on the phone with both ocean liners and railroads. And it’s SB&B that pays. Sixty percent of loads, she reckons, have a schedule change of some sort.

Truckers, pilots, schedulers—all tell different stories, yet all speak from the same, deep-seated frustration: Someday, they say, roads will get better. Someday, the Columbia’s locks will be big enough for its barges. Someday, shipping lines will reliably take containers of grain. Someday, the ports’ chaos will give way to well-structured routine.

Thanks to the Bipartisan Infrastructure Bill that President Biden signed into law in November 2021, there could be light at the end of the proverbial tunnel: There is hope that those changes may come sooner rather than later. Ask the boots-on-the-ground workers in transportation, and they will tell you: Funding can’t come too soon.

# EXPORTERS



*Grain exporters face issues like congested ports, unreliable pick-ups that increase costs, and chaotic routines.*

# ASA #SoyOnTheGo Campaign Spotlights Transportation & Infrastructure

It takes numerous working parts to move U.S. soy to market, and the beans will take on just as many paths, problems and end-uses throughout their journey. The American Soybean Association launched a unique education campaign on social media last fall to underscore why modernized infrastructure that supports reliable transportation is imperative to U.S. soy's continued success and to thank Congress and the administration for passing the Bipartisan Infrastructure Package. The #SoyOnTheGo campaign personified four beans and followed their journey to market from different regions of the country, along with the different obstacles they encountered along the way. See some of the highlights and issues our soybean pals encountered on their journeys from the Upper Midwest, Pacific Northwest, South and Mid-Atlantic:

**1** ASA's #SoyOnTheGo campaign educated followers on each unique journey through facts and statistics to provide a broader look at transportation issues. Kicking off #SoyOnTheGo was **Beanjamin Soybean**, who traveled from the Pacific Northwest by road, rail and vessel to the soy export market.

**2** **Soyphia Soybean** hit a snag early on in her journey from the South, highlighting a common obstacle in transporting U.S. soy. It's not unusual for trucks to run into a structurally unsound rural bridge and have to re-route, which increases costs for the farmer and ultimately, consumers. These issues are why ASA has continuously advocated for infrastructure funding and supported passage of the Bipartisan Infrastructure Package.

**3** **Soyvester Soybean's** meal and oil traveled by truck, rail, barge and freighter—but not without a few bumps. Hurricane Ida closed the Lower Mississippi River and grain unloading facilities in New Orleans; grain shipping volumes and prices have yet to recover. This is yet another issue that drove up the cost of Soyvester's journey. #SoyOnTheGo offered a look at both longstanding and new transportation problems.

**4** **Beanita Soybean's** journey through the Mid-Atlantic helped showcase why proper maintenance and modernization of U.S. waterways is critical. Shipping by barge is the most economical and efficient mode of transportation for bulk commodities.

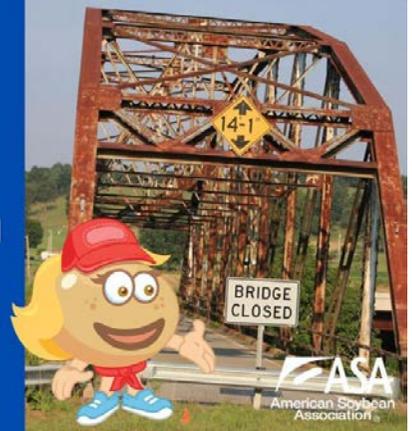
The export terminal market can unload up to 400 semi's/day & may export 3 trains/week filled with soybeans during busy season.

#SoyOnTheGo



When truckers run into bridges posted as low weight, this means they're structurally unsound and unsafe to travel.

#SoyOnTheGo



Supply Chain in Crisis:

Several current & critical issues have been identified as the most problematic for the ag supply chain & are directly causing higher prices and/or shortages for the ag sector.

ASA  
American Soybean Association

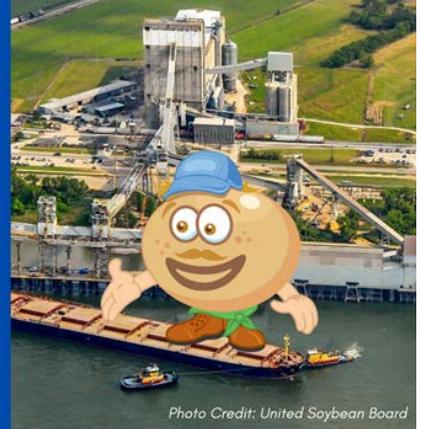


Photo Credit: United Soybean Board

#SoyOnTheGo DYK?

- Soybeans on the go in the Mid-Atlantic area may travel on a barge down the Nanticoke River & get transferred to Chesapeake, VA, near Norfolk, where some will stop at a crushing facility.
- Other beans will skip the crusher in Chesapeake and move on out through the export channel.



Photo Credit: United Soybean Board



# When the world relies on you for healthy food choices, rely on **SOYLEIC**®

**SOYLEIC**® is a non-GMO, high-oleic option for today's soybean farmers – and those they serve.

- Maturity Groups for Your Area
- No Yield Drag
- Added Value for Culinary and Livestock Markets



That means the future of a healthier food system isn't manufactured – it's grown.

See why soybean farmers are embracing SOYLEIC®.



[soyleic.com](http://soyleic.com)



**MISSOURI  
SOYBEANS**

(573) 635-3819  

734 S. Country Club Drive  
Jefferson City, MO 65109

# INDUSTRY

## perspective

By Dan Lemke

## Challenges, Optimism for Nation's Transportation Infrastructure

### Problems are real, but infrastructure investment lauded

Like a good football offensive lineman, a healthy supply chain operates so smoothly that it's barely noticed.

Recent disruptions in global transportation have thrust supply issues to the forefront and illuminated just how precarious global commerce can be.

Difficulties surrounding shipping containers, clogged ports and delivery delays have plagued nearly every sector of the U.S. economy, including agriculture. Despite global transportation and shipping issues, the system that moves most soybeans and soy products in the U.S. has escaped relatively unscathed, but not without challenges.

Paul Rohde, Midwest Area Vice President for the Waterways Council, says disruptions and damage from Hurricane Ida brought high demand for barges. Record crops for export and additional precautions to ensure COVID-19 safety onboard shipping vessels, combined with the supply chain disruption, all made 2021 memorable.

"The inland industry's been fairly insulated from the supply disruptions that have impacted the coasts, for the most part," Rohde says. "It hasn't been enough to move the needle on our inland water highways, at least not yet. 2022 could certainly prove otherwise, and the longer the disruptions go, the more it will be felt across all industries."

Intermodal transportation has felt the tightest pinch because containers can be used to move products of all kinds, from electronics to shoes. Soy Transportation Coalition Executive Director Mike Steenhoek

says only about 5% of soy products move via containers.

"When you look at how soybeans are overwhelmingly moved, it's by barge and by rail in a bulk mode," Steenhoek says. "The product is still moving."

The supply chain disruption's biggest impact to inland waterways comes from labor shortages. Rohde says towing companies are hiring, offering enticing career opportunities for people who are willing to learn, work hard and advance as far as their will and skill can take them.

"But it's an industry with unique characteristics," Rohde explains. "Crews spend weeks at a time away from home and family. The federal vaccination mandate will provide additional challenges, but the industry's shown resilience time and time again and answered the call to continue providing sustainable transportation. America's inland rivers have room for additional capacity and could be part of a long-term solution."

### A quest to invest

Transportation advocates and agriculture leaders, including the American Soybean Association, have long advocated for additional funding to support and maintain the nation's aging transportation infrastructure, and with good reason. The 2021 Report Card from the American Society of Civil Engineers gave the nation's inland waterways a D+ grade.

"Not what you'd want to bring home and show your parents," Rohde says.

Paul ROHDE



Paul Rohde, Midwest Area Vice President for the Waterways Council

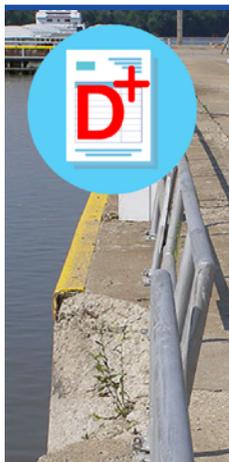
Mike STEENHOEK



Mike Steenhoek, Soy Transportation Coalition Executive Director

Threats to the nation's waterway viability aren't just theoretical. The I-40 bridge over the Mississippi River at Memphis closed in mid-May, rerouting river traffic for weeks. Rohde says about 430,000 tons of cargo travel under that bridge every day via barge. Moving that tonnage by truck would put an additional 17,000 trucks on the road every day.

Shutdowns at key locks and dams could have an even greater downstream effect. The Mississippi Gulf region accounts for 58% of U.S. soybean exports, and approximately 89% of those soybeans are moved by barges, which rely on lock and dam infrastructure to be reliable.



## U.S. Inland Waterways Earn a D+

According to the American Society of Civil Engineers 2021 Infrastructure Report Card:

Recent boosts in federal investment & an increase in user fees have made some headway in tackling crumbling locks & dams. But, with unscheduled lock closures reaching a 20-year low in 2017, the system still reports:

- A \$6.8 billion backlog in construction projects & ongoing lock closures – totaling 5,000 hours between 2015 & 2019 –harming the industries that rely on the waterways to get their goods to market.
- USDA estimates delays cost up to \$739 per hour for an average tow, or \$44 million per year.

“There is no water alternative if a lock has an emergency failure,” Rohde explains. “For example, if Lock 25 near St. Louis has an emergency closure, it effectively shuts down the entire river, as well as access to the Illinois River from above St. Louis. Lock 25 transits commodities going to 132 separate counties in 17 states, plus international markets. A shutdown of Lock 25 would cost \$1.6 billion in additional shipping charges.”

### The right direction

Rohde says federal appropriations for repairing and maintaining waterways have trended higher in recent years. The U.S. Army Corps of Engineers (USACE) and industry have put a prioritization list together to prepare for any additional funding.

With the exception of the 2020 rehabilitation of LaGrange Lock and Dam on the Illinois River, Rohde says the Mississippi and Illinois Rivers haven't seen much capital improvement in the past three decades.

“Quite simply, the future of our inland waterway infrastructure will determine, in part, the future success of American agriculture,” Rohde contends.

The recently passed infrastructure bill, HR 3684, was celebrated as a win by many agriculture and transportation leaders. The measure provides \$2.5 billion for locks and dams, a 400% increase from the last significant infrastructure push, the 2009 American Recovery and

Reinvestment Act. If Congress maximizes appropriations levels, Rohde says nearly \$4 billion could be available over the next five years for infrastructure construction and rehabilitation.

“That funding could get us more new starts than we've seen in decades, and, more importantly, the completion of more projects so we can enjoy the benefits of more efficient river shipping sooner,” Rohde adds.

Rohde says the infrastructure bill also provides \$4 billion in operations and maintenance funds for the USACE civil works mission.

“I have long argued that investment shouldn't be a one-time thing, it needs to be a perpetual activity,” Steenhoek says. “Great nations continue to invest in themselves, and that's what this bill is designed to do. It's not going to be the magic wand to some of the challenges confronting our current

supply chain, but it's a great step long-term to really position us for success.”

### On the road again

Not all soybeans move via inland waterways, but the vast majority start their journey to market on a rural road. The infrastructure bill included badly needed funding for rural roads and bridges.

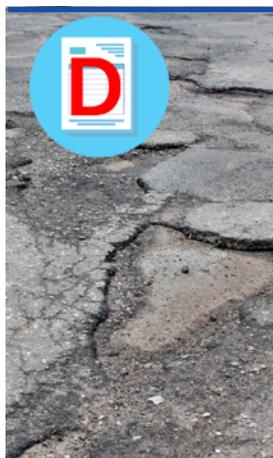
Steenhoek says when rural roads and bridges are closed, or weight restricted, resulting detours add cost every time soybeans are moved.

“A farmer doesn't make just one delivery, a grain elevator going from their facility to the soybean processor or barge loading facility, that's not one trip. We're talking about thousands and millions of bushels,” Steenhoek says. “You're incurring that detour over and over again, and it's a cost every single time.”

The infrastructure bill approved by the U.S. Senate in August, by the House in November and signed by President Biden November 16 allocates \$110 billion over the next five years for roads and bridges.

Steenhoek says being able to address lingering issues, like the condition of rural bridges and the inland waterway system, is going to improve the economics of agriculture and other industries.

“It's also going to improve the resiliency of our entire transportation system,” Steenhoek concludes.



## U.S. Roads Earn a D

According to the American Society of Civil Engineers 2021 Infrastructure Report Card:

- Growing wear & tear has left 43% of U.S. public roadways in poor or mediocre condition, a number that has remained stagnant over the past several years.
- U.S. highways & roads move 72%, or nearly \$17 trillion, of the nation's goods, yet 43% of our public roadways are in poor or mediocre condition.

## U.S. Soy Protein Is Key Ingredient for Global Food Security



*The United Nations World Food Programme ships foods containing U.S. soy and other agricultural commodities to 88 countries, reaching more than 100 million people each year. Photo Credit: WFP/Karel Prinsloo*

### Reliable transportation is critical to developing countries that depend on U.S. soy for food security and nutrition

U.S. soybeans, such as those processed into soy flour at the new Tiger Soy plant, are transported on ships, trains, trucks and more to reach some of the world's most challenging environments. Upon arrival in at least 88 countries throughout the world, international organizations are working to tap the power of soy protein as a vital source of nutrition in their global food security programs.

"We absolutely would not have made the investment in this new plant without P.L. 480," says Tiger Soy Commercial Director Adam Thomas of the historic program launched by President Eisenhower to distribute U.S. agricultural commodities in Europe during WWII reconstruction.

Tiger Soy's Thomas stresses that the Food for Peace Act,

commonly called P.L. (Public Law) 480, provided the important base for the investment decision for the plant as well as its ongoing business model. At the same time, they are working hard to grow their business, including by joining discussions with ASA's World Initiative for Soy in Human Health (WISHH) program that connects trade and development across global market systems, improving food security in Africa, Asia and Latin America.

Tiger Soy opened in 2020 in Mexico, Missouri, after a multi-million private investment to retrofit the Missouri Plant Sciences Center. They produce soy flour and other soy products, including for Tiger Soy's sister company, SEMO Milling. Located in Cape Girardeau, Mo., SEMO Milling is a food-grade

corn milling plant that needed more soy flour for its business that includes selling corn-soy-blend-plus, often called Super Cereal, to the United Nation's World Food Program (WFP) and other international organizations. Tiger Soy makes the soy flour that it then has trucked to SEMO Milling for blending with corn products.

Because they manufacture ready-to-eat foods that are often destined for extreme climates and remote locations, both Tiger Soy and SEMO Milling must meet high food safety and packaging requirements. Box cars containing 3,600 55-lb. bags of their products leave SEMO in the Missouri Bootheel region destined for vessels at the Port of Houston and other locations. In a few weeks, they reach the field operations of

organizations such as the United Nations World Food Program (WFP).

“Soybean producers have a long history of producing vegetable oil and protein products to feed the world,” says World Food Program USA Chief Advocacy and Engagement Officer Rebecca Middleton. “Soy protein along with other U.S. commodities is a vital component of these efforts.”

Commodities are one of the tools that WFP uses to work closely with governments and other local, national and international partners to develop holistic strategies and solutions in 88 countries and reach more than 100 million people every year. Due to the impact of COVID-19, drought, conflict and more, WFP is experiencing heightened need for commodities in countries where markets are not functioning.

## The soy story at Edesia

U.S. soy also plays an increasingly important role in Edesia’s production, according to Executive Director Maria Kasparian.

Edesia produces up to 1.5 million packets of soy-containing foods per day at its technologically sophisticated factory located in Rhode Island that ships its products abroad through ports, such as Port Elizabeth in New Jersey. Their 110 employees run a 24-hours-a-day plant that uses soy flour and soybean oil to manufacture ready-to-use supplementary foods (RUSFs) and ready-to-use therapeutic foods (RUTFs).

In total, Edesia’s products are consumed in 60 countries. Edesia’s leading customers are the U.S. Agency for International Development (USAID), USDA, UNICEF, WFP and other organizations that purchase their products. These organizations transport Edesia’s products to some of the world’s most challenging places and remote

locations. As a federal contractor selling into USAID’s Title II P.L. 480 program, they must source U.S. commodities.

Edesia’s mission includes education for food security and global nutrition, so its factory is also specially designed to allow tours without disrupting their production. They also have a mock clinic on site to demonstrate their products’ use in the field. At least 25 of Edesia’s employees formerly lived in refugee camps themselves—some for more than 20 years, where they personally experienced reliance on foods such as corn-soy blend, Super Cereal and ready-to-use foods, such as the ones Edesia makes.



*Edesia Executive Director Maria Kasparian with purchases of U.S. soy flour that Edesia will use to produce up to 1.5 million packets of soy-containing foods per-day at their technologically sophisticated factory in Rhode Island. Edesia ships its ready-to-eat foods for consumption in 60 countries.*

Edesia is part of a network called Plumpyfield, which includes many similar operations in developing countries, such as Ethiopia, Niger, India and Haiti. Edesia and other international organizations see a need for local production of these products in Africa and other countries, which would reduce transportation costs and improve supply chains.

The genesis of these products goes back to the late 1990s, when Doctors Without Borders and similar groups witnessed that families in developing countries waited too long to take malnourished children for treatment. Hospitalization required leaving the farms and siblings behind to go stay with a malnourished child in hospitals that are often miles away. In the early and mid-2000s, these groups evaluated the theory that if they could get high-quality, nutrient-dense foods to the local communities then the families could feed the foods to the children at home, preventing the need to travel for hospitalization.

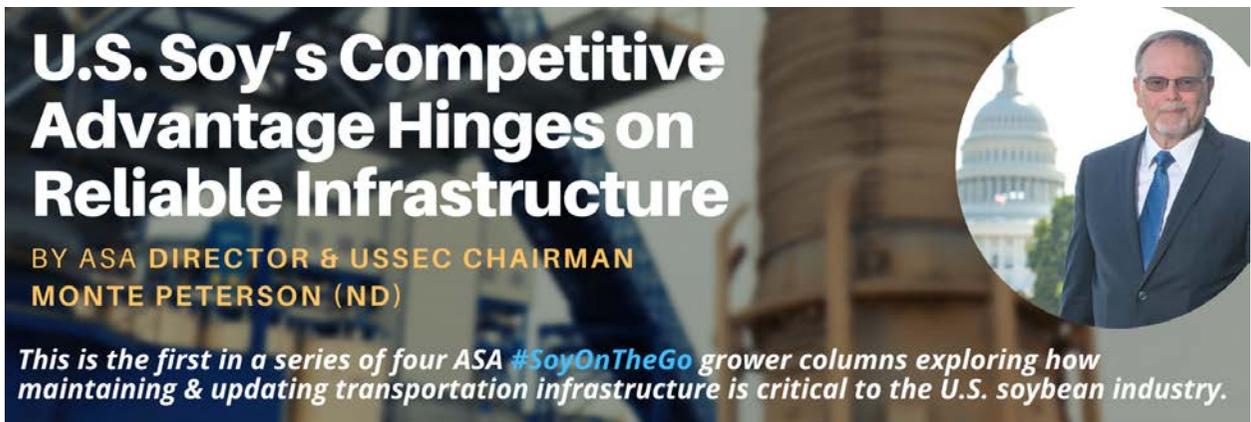
By 2007, the theory of improving care with home-based, ready-to-use foods proved correct. Since then, a growing number of organizations, such as International Medical Corps and Save the Children, depends on products such as Edesia’s to empower families to meet the nutritional needs of their children. As a result, fewer children need hospitalization and survival rates have increased.

“Global food security is important to U.S. soybean growers and the world in general,” said WISHH Chairman and ASA Director Gerry Hayden, a Kentucky soybean grower. “WISHH is exploring pathways and partnerships so the power of soy protein can continue to contribute to global food security through increased trade and more.”

Whether traveling by truck, train, barge or vessel, U.S. soy is bound to hit roadblocks along the journey to market. These snags end up costing farmers and consumers, which is why ASA has long advocated for policy that funds maintaining and updating

the country's aging infrastructure. ASA is encouraged by passage of the Bipartisan Infrastructure Bill, signed into law by President Biden this fall—but there's still much work to do to keep #SoyOnTheGo reliably and economically to both domestic and international

customers. As part of ASA's #SoyOnTheGo campaign this fall, four ASA directors shared the transportation problems they experience in their areas and why updating U.S. infrastructure is a top priority. Read their columns below.



### U.S. soy's competitive advantage hinges on reliable infrastructure

**By Monte Peterson (ND)**  
**ASA Director & USSEC Chairman**

It's no secret the world is increasingly global, and we as U.S. citizens benefit from having access to a broader array of goods, products and technologies delivered right to our doorstep. U.S. soybean farmers also benefit from access to global markets, as approximately 60% of the soy grown each year is exported for use by food, feed and consumer packaged goods (CPG) companies. Soy is the U.S.'s No. 1 food and agriculture export.

The past 18 months—under the grip of COVID-19 and overstretched global supply chains—have shown both the resiliency and fragility of our systems. Despite a local drought and increasing insect and weed pressures, U.S. farmers and the supply chain are resilient,

growing a record crop this year and hitting a new record for soy exports. While this is reason for applause, it didn't happen without issue. We saw examples of infrastructure fragility, weak links and various challenges, in particular container shipments that have caused shortages for many buyers around the world.

Among our international customers, U.S. soy has earned its reputation and market share on quality and reliability. Because of the climate and internal infrastructure in many other parts of the world, our customers rely on just-in-time-delivery of U.S. soy. It's the efficiency of our infrastructure that helps preserve the quality of U.S. soy and makes for the best end-user experience for customers, and we want to keep this reputation intact.

Without the ability to reliably supply just-in-time orders, customers may experience increased spoilage, product degradation, a lower nutritional profile and a loss to their bottom line. U.S. soy stands out from soy of other origins because of this very service—and it hinges on our infrastructure and ability to move soy efficiently and effectively off farms and to customers around the world.

This year alone, soy exports will add \$34 billion to the rural and farm economy. Let's protect the future of our farm economy and use wisely our country's recent investments in infrastructure, which will benefit not only U.S. farmers but also enable nutrition and food security and improve livelihoods worldwide.

# Unique Transportation Challenges in Their Regions

## Off the Beaten Path: Detours Due to Aging Infrastructure Come at a Cost

BY ASA DIRECTOR WILLARD JACK (MS)



*This is the second in a series of four ASA #SoyOnTheGo grower columns exploring how maintaining & updating transportation infrastructure is critical to the U.S. soybean industry.*

### Off the beaten path: Detours due to aging infrastructure come at a cost

**By Willard Jack (MS)**  
**ASA Director**

Transportation infrastructure in Mississippi has been an issue for farmers and truckers like me for the last several years. There are 10,757 bridges on local roads and 426 are marked closed. Throughout the state, of the total 17,022 bridges, 2,153 are deemed structurally deficient and marked low weight. Some of these bridges are made of wood and well past their useful life span. Some have been damaged by floods and others by accident.

It is not unusual to travel 5 to 10 miles off route to avoid a low-weight bridge. What is even more concerning is the damage our trucks and equipment sustain by taking these detours on deteriorated county roads.

The American Soybean Association has advocated for more federal resources to help states like Mississippi improve

rural roads and bridges. Aging infrastructure is not only a safety hazard but also an economic issue. A rough road that slows trucks or causes damage to their tires and suspension increases the cost of transporting the goods to market, which ultimately increases the costs for end-users and consumers.

ASA has also advocated for increased truck weights in the state of Mississippi, where we have 80,000-pound and 56,000-pound load limit highways. Obviously, our heavy trucks of soybeans heading to market can only travel the 80,000-pound roads, which means yet another detour. In Mississippi, you can buy a \$50 yearly harvest permit that allows you to load to 84,000 pounds when leaving the field or a place without a scale. Starting in 2023, with a permit we will be able to load up to 88,000 pounds. Just going from 84,000 pounds to an 88,000-pound load limit will allow us to haul fewer loads

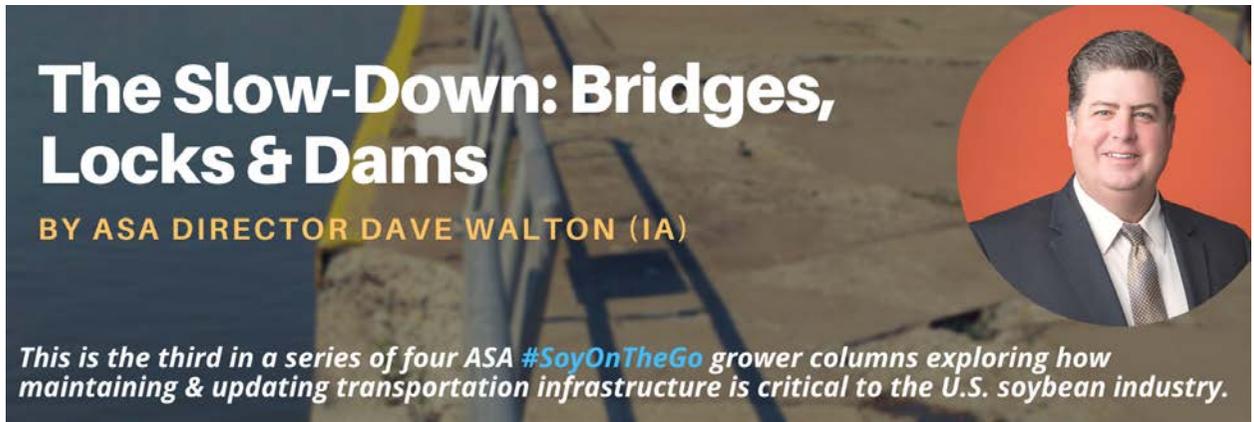
of soybeans to market, meaning the truck will be on the road less. This in turn means less fuel, fewer man hours and fewer detours.

Deepening the Mississippi River from Baton Rouge south is another policy priority of ASA's and we've already seen progress on this front. All of the beans from my farm go to the Mississippi and are loaded on a barge heading to Baton Rouge to be loaded on a boat. It will save us \$0.10 a bushel if we can load the boat to the same depth as the Panama Canal.

These issues in our region may be similar to issues in your region—or you may have other examples. Regardless, we are pleased to see infrastructure and transportation have their day in the sun and look forward to improved systems in Mississippi and elsewhere in our country to keep soy “on the go.”

(continued on page 22)

***ASA directors underscore why updating and maintaining infrastructure is critical to the U.S. soybean industry***



## The slow-down: Bridges, locks & dams

By Dave Walton (IA)

ASA Director

Infrastructure isn't something we think about until it impacts us either positively or negatively. Harvest has wrapped up, and each year we spend a little time in the office picking over what went well and what we could do better. The discussion usually centers around how we moved grain out of fields, in what order, or loading and unloading bins. Normally we discuss things like, "Well, if we filled the east bin first, we could have finished the Arp farm, but we didn't, and it cost us a half day."

This year we spent more time talking about bridge limits than anything else. You see, we have a number of bridges around us that have had weight limits lowered over the past few years. Those bridges impact the routes we can take to and from certain farms with loaded semis. In one case, it forces us to take a dirt road to avoid a bridge on a gravel road that is the only route to and from the farm. The bridge has a 20-ton

limit. We cannot go over it with more than a few hundred bushels on the truck—an impractical option.

The fact that we even have to talk about it and the logistics of getting a crop out of the field points to the deficiencies that have been allowed by the governmental agencies in charge of the infrastructure in the area. The recently passed infrastructure bill has provisions in it to correct these deficiencies, but why did it have to get to this point? Let's hope that, in the future, the funding is more consistently available and the technology of bridge construction will improve so we don't allow our roads and bridges to get to this point again.

Another issue we talked about is the addition of storage on-farm to limit the number of soybeans we deliver to a river terminal. This year, the terminal struggled to get enough barges to keep the harvest flow going. Could it be COVID 19—or some other reason? Maybe. Something that would help this issue is the lengthening of locks on the upper Mississippi so barges

wouldn't have to break down the tow, lock through and re-assemble.

By conservative estimates, this process adds 90 minutes for each tow at each lock. It's not difficult to see that, over the course of navigating even half the locks on the upper Mississippi, it takes days longer to travel this section of river, slowing down the cycle time for barges to get up and down the waterway. Did this issue slow the barges and our delivery of soybeans? I can't say for sure, but I can say with certainty that speeding up the barge cycle time will reduce freight costs and therefore impact basis levels for soybeans grown by all farmers in the Mississippi River valley.

Let's hope that the funding in this infrastructure legislation is just the start of the funding it takes to support the roads and bridges, locks and dams that are so vitally important to soybean farmers. It's our competitive advantage over our overseas competitors.

## Reliable surface transportation is key to keeping soy & supply chain moving

By Caleb Ragland (KY)

ASA Director

As harvest begins to wrap up in Kentucky, the focus has shifted to getting my soybeans from field to market. Now is where the importance of a reliable

infrastructure system comes into play. We're very dependent on infrastructure, especially surface transportation, for all the commodities my family and I grow. Our farm in Kentucky is approximately 100 miles from river

terminals that take our grains on to the end users. Without functioning roads, it's difficult for us to get our commodities there and shipped cost-effectively.

Dependable surface transportation is also responsible

# Reliable Surface Transportation is Key to Keeping Soy & the Supply Chain Moving

BY ASA DIRECTOR CALEB RAGLAND (KY)



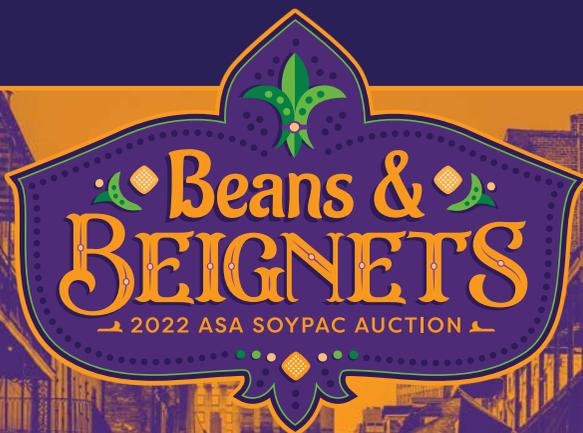
*This is the final in a series of four ASA #SoyOnTheGo grower columns exploring how maintaining & updating transportation infrastructure is critical to the U.S. soybean industry.*

for bringing all the inputs we need to put our crop in the ground, such as fertilizers, seeds, chemicals and parts—all the things we take for granted and as farmers use in our daily lives. This is especially important right now, as rising transportation costs—partly due to the recent supply chain disruptions—are affecting our ability to get these key items such as machinery parts and fertilizer.

The issues arising from port backlogs and shipping container shortages are raising the costs of these inputs and potentially hurting the farm economy for the 2022 growing season and beyond.

At ASA, we have spent a lot of time bringing to light many of the aging infrastructure issues that have taken place the last 20 years and highlighting the need for updates, repairs

and maintenance. We want to continue having an excellent transportation system for our soybeans and other commodities. In my opinion, the infrastructure in this country separates us from any other country in the world in our ability to deliver goods quickly, efficiently and cost-effectively to both domestic and international markets.



Join us for the 2022  
ASA SoyPAC Auction in the  
“Big Easy” – with New Orleans  
music, food and fun!

Thursday, March 10, 2022  
6:00 – 8:30 p.m.  
Hilton New Orleans Riverside

The ASA SoyPAC Auction will be in New Orleans during Commodity Classic, March 10-12, 2022.



[SoyGrowers.com/soypac/](https://SoyGrowers.com/soypac/)

SoyPAC funds raised are for the benefit of political candidates and activities on a national level that support the soybean industry. Contributions to SoyPAC are voluntary and you have the right to refuse to contribute without reprisal. Your contribution to SoyPAC must be personal—not corporate. Maximum annual individual contribution to SoyPAC is \$5,000. Contributions to SoyPAC are not deductible as charitable contributions for federal income tax purposes. Any suggested amounts are suggestions only and not enforceable; more or less than the suggested amount may be given; the amount given by the contributor, or the refusal to give, will not benefit or disadvantage the person being solicited. Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation and name of the employer of individuals whose contributions exceed \$200 in a calendar year. Under federal law, only U.S. Citizens and Lawful Permanent Residents (i.e., green card holders) may contribute to SoyPAC.



(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](https://unitedsoybean.org/hopper).



Moving Soy Forward.  
Moving You Forward.



# SOY checkoff news



## Lock and Dam Renovation Funding Key to Global Competitiveness of U.S. Soy

To ensure continued and reliable delivery of U.S. soybean exports to customers around the world, the soybean checkoff plans to fund pre-engineering and design work to enhance and maintain Lock and Dam #25 on the Upper Mississippi River—a U.S. infrastructure asset critical for efficient barge traffic.

“The river system in the United States is our lifeline and one of U.S. soy’s biggest advantages over our competitors,” said Meagan Kaiser, USB farmer-leader and soybean farmer from Missouri. “It’s vital that our supply chain remain strong and reliable so we can continue to market our products and provide the most sustainable, reliable nutrient source for our customers. Soybean farmers understand this, which is why the checkoff is working to modernize U.S. infrastructure and return value back to the farm.”

United Soybean Board (USB), the Soy Transportation Coalition, Illinois Soybean Association, Iowa Soybean Association, Minnesota

Soybean Research and Promotion Council, Missouri Soybean Merchandising Council and Iowa Corn Promotion Board are proposing a \$1 million investment to offset pre-engineering and design work expenses required to move the project forward.

If approved for federal funding, the project would be the first under the Navigation and Ecosystem Sustainability Program (NESP). NESP is a long-term program authorized by Congress to improve and restore the Upper Mississippi River System. Primary opportunities of improvement include reducing commercial traffic delays while restoring, protecting and enhancing the environment.

Lock and Dam #25 is one of seven existing locks specified by NESP for improvements. These existing locks, constructed in the 1930s, experience significant delays due to the single 600-foot lock chambers that raise and lower vessels moving from one water level to another. The 600-

foot chambers require 1,200-foot barges to be disconnected and double-locked, significantly slowing delivery of U.S. grain commodities.

According to a report prepared for the United States Department of Agriculture (USDA) Agricultural Marketing Service, Lock & Dam #25 accommodates 200 million bushels of soybeans annually. The Waterways Council states an outage at this facility would cost nearly \$1.6 billion and increase the number of truck traffic trips by more than 500,000 annually. Additionally, a 2016 economic impact analysis by the USDA demonstrated this lock and dam’s importance, predicting that even just a three-month shut down (Sept.-Nov.) would result in aggregate economic activity related to grain barge transportation declining by \$933 million.

“Agricultural products comprise 70% of what we move through this part of the Mississippi River, so it’s significant to U.S. farmers and international customers

(continued on page 26)

(continued from page 25)

who rely on this infrastructure to have our transportation corridor functioning,” said Andy Schimpf, navigation business line manager, U.S. Army Corps of Engineers. “Barge transport via the lock and dam system provides the

most economical, efficient and sustainable method of shipping U.S. soybeans and other goods.”

Lock and Dam #25 isn't the first critical infrastructure project taken on by the soy checkoff. In 2019, the checkoff invested

in research, analysis and design to initiate dredging of the lower Mississippi River. That initial funding helped open the door to a \$245 million investment from the federal government and the state of Louisiana to dredge the area from 45 to 50 feet. Once completed, the project is estimated to create an additional \$461 million value opportunity for U.S. soybean farmers. *Source: United Soybean Board*

## Take Flight with U.S. Soy

Millions of bushels of soybeans could soon be used to power the jets that take us across the country and around the world. Sustainable aviation fuel (SAF), a clean substitute for the fossil fuels traditionally used for aviation, is poised to create new demand for soybeans and other feedstocks.

SAF is a fuel made from various feedstocks, including soybeans, cooking oil, waste oils from animals and municipal solid waste from homes and businesses. Other potential sources include forestry waste and fast-growing plants like algae.

“There are seven different pathways to make a renewable jet fuel or SAF today,” says Scott Fenwick, a chemist and technical director with the National Biodiesel Board. “Far and away, the most common that probably accounts for over 95% of all the SAF in the marketplace is fats and oils.”

NBB is the U.S. trade association representing the entire biodiesel and renewable diesel value chain, including producers, feedstock suppliers and fuel distributors. The soy checkoff works closely with the association to fund research and promotion to help keep U.S. soybeans a top feedstock supplier for sustainable fuel.

SAF, just one of the sustainable fuels made from renewable biomass and waste resources, can deliver the same performance as petroleum-based jet fuel but with

a fraction of its carbon footprint, giving airlines the ability to significantly reduce emissions, according to the Department of Energy.

“This is an unfolding and very dynamic market disruption,” Mac Marshall, vice president of market intelligence for the soy checkoff and the U.S. Soybean Export Council, says. “I think it is a positive disruption. The real excitement is when you start to see the investments come in with announcements from corporate and end users.”

United Airlines, Southwest Airlines and other global aviation companies have already announced they will use SAF in their fleets. In September, United revealed it would purchase 1.5 billion gallons of SAF.

“We are seeing more and more airlines make commitments,” Marshall says. “Seeing that pull from the demand side is very exciting for this paradigm shift in the fuel industry.”

The Environmental Protection Agency estimates that 9% to 12% of the U.S. transportation greenhouse gas emissions are from aviation.

“SAF biofuel gives an impressive reduction of up to 80% in carbon emissions over the lifecycle of the fuel compared to traditional jet fuel it replaces, depending on



the sustainable feedstock used, production method and the supply chain to the airport,” says Andreea Moyes, Air British Petroleum’s global aviation sustainability director, in a recent interview published by the company.

According to the Department of Energy, an estimated 1 billion dry tons of biomass can be sustainably collected each year in the United States, enough to produce 50 billion to 60 billion gallons of low-carbon biofuels.

Currently, U.S. biomass-based diesel markets for biodiesel and renewable diesel are at 3 billion gallons per year and some estimates have placed the domestic aviation fuel market at 26 billion gallons per year, according to the Department of Energy.

“Demand equals growth equals value for our farmers,” says John Jansen, vice president of strategic partnerships for the soy checkoff. “This is a high demand area and one that the checkoff will participate in, and hopefully participation leads to enhanced revenues for our farmers.”

*Source: United Soybean Board*



(YOU)

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

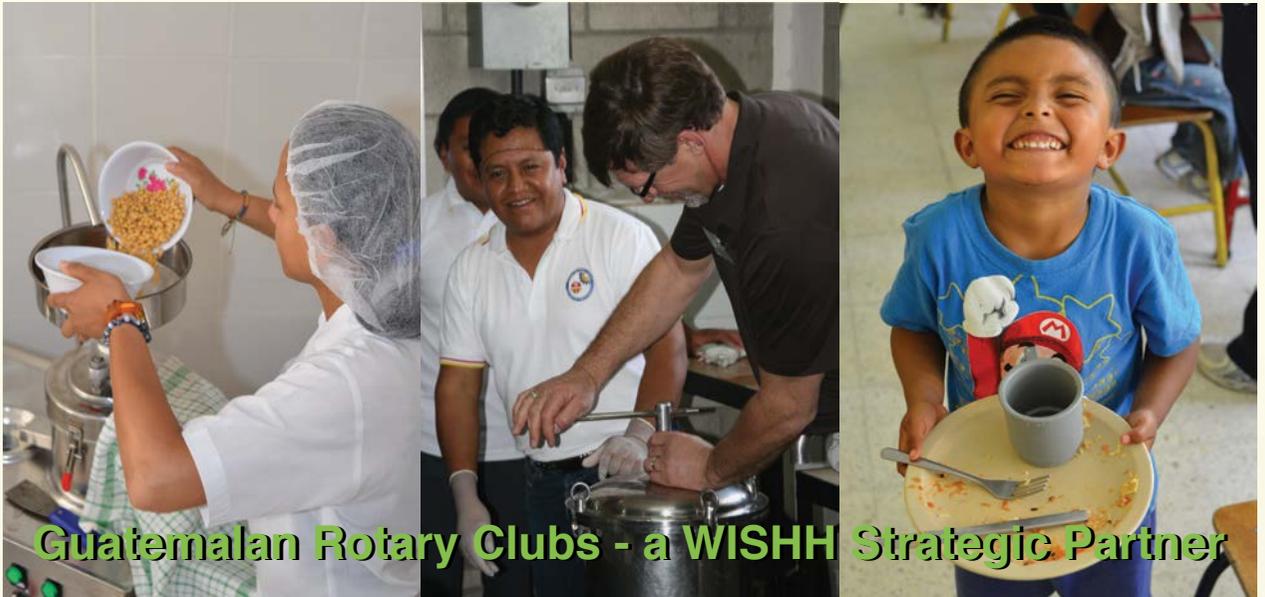
All soybean farmers, including you, are busy replacing petroleum with your soy oil. How? By pooling your resources through your soy checkoff. Learn how your soy checkoff is bringing tangible returns back to you and your operation at [unitedsoybean.org/hopper](https://unitedsoybean.org/hopper).



Moving Soy Forward.  
Moving You Forward.



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



Guatemalan Rotary Clubs - a WISHH Strategic Partner

**Connect with WISHH**  
**wishh.org**



*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.*

# WORLD **soy**

## ASA/WISHH and U.S. Soybean Farmers Cast a Wide Net for U.S. Soy



*Cambodia's Minister of Agriculture, Forestry, and Fisheries His Excellency Veng Sakhon looks on as ASA/WISHH's CAST project partners demonstrate the usage of soy-based fish feeds.*

American soybean farmers understand that diverse options and destinations for U.S. soy are essential to market growth. From human foods to animal feed, the World Initiative for Soy in Human Health (WISHH) casts a wide net that identifies and builds new markets for U.S. soybean growers. WISHH's work in aquaculture tells that story well.

WISHH celebrated World Fisheries Day on Nov. 21, 2021. The day highlights the critical role fisheries play in human health. During that event, WISHH also highlighted the important role U.S. soy plays in global aquaculture.

"Our checkoff dollars support what WISHH does best—expanding the global use of soy and creating long-term demand in developing and emerging markets in Asia, Africa and Central America," says WISHH Chairman Gerry Hayden, a Kentucky soybean grower and ASA director. "Boosting aquaculture is an exciting way WISHH can increase demand for soy through fish feeds."

Global food security is central to WISHH's strategic plan, particularly the availability and affordability of protein to improve human health in developing and emerging markets.

Engagement in the global conversation around affordable, accessible protein is a win-win for U.S. soybean growers interested in creating new markets for U.S. soy as well as for the countries in which WISHH works. WISHH's Commercialization of Aquaculture for Sustainable Trade (CAST) in Cambodia Project offers technical support to improve aquaculture farming practices as well as increase fish production and survival rates. The growing industry increases demand for soy as feed, sustains livelihoods and empowers local fish farmers and other supply chain members to deliver affordable protein.

Association development is integral to CAST, a U.S. Department of Agriculture-funded Food for Progress Project. WISHH partners with businesses and entrepreneurs to form and grow lasting associations, such as the Cambodian Aquaculturist Association (CAA). CAA recently celebrated its one-year anniversary with more than 400 members, ranging from fish farmers and distributors to feed millers and other industry partners.

"More than 400 members is a major milestone, especially during a

pandemic," says Hayden "The CAA is off to a great start."

The work doesn't stop there. According to the United Nation's Food and Agriculture Organization (FAO), fish consumption in Africa and Asia projects to steadily increase over the next 10 years, particularly as populations strain food systems. In Africa, WISHH leverages resources from soybean growers and the USDA Foreign Agricultural Service to lead technical training and promote the benefits of U.S. soy in fish feed. For example, 15 companies from multiple countries attended WISHH's Ghana Aquaculture Training Project in October 2021. WISHH's trainings offer an opportunity to grow relationships with partners, strengthen the industry and explore possible expansion in the region.

These examples are a small but important part of WISHH's role in exploring new markets. As industries like global aquaculture continue to grow, WISHH is leveraging the support of checkoff dollars alongside resources from USDA to build new markets for U.S. soy while improving global access to affordable protein.

# ASA Leadership & Education Continuum

ASA's leadership training programs provide soybean farmer-leaders with tools and training designed to increase advocacy effectiveness and strengthen relationships with key legislators, regulatory bodies and media. The programs are designed to provide a training path from introductory to advanced leadership development—an education continuum.

## 5 ASA Board of Directors

**Audience:** ASA board and executive committee members

**Purpose:** Provide current ASA leaders with additional training to increase overall effectiveness.

## 4 Soybean Leadership Academy

**Audience:** Senior board leaders and staff CEOs; elected officers/board members and managerial/lead staff

**Purpose:** Provide general sessions and track-based training by top leadership trainers and industry experts.

## 3 Leadership At Its Best

**Audience:** State and national soybean association board members

**Purpose:** Present intermediate leadership, communication, issues and advocacy training.

## 2 Young Leader Program

**Audience:** Growers/grower couples interested in leadership

**Purpose:** Present basic leadership, communication and issues training.

## 1 Ag Voices of the Future

**Audience:** College students

**Purpose:** Provide an introduction to the soybean industry, advocacy and career opportunities related to ag policy.

**BASF**  
We create chemistry

ASA and BASF offer an annual \$5,000 scholarship to an eligible high school senior planning to pursue a degree in agriculture.

For more information on these ASA programs, visit [SoyGrowers.com](http://SoyGrowers.com)



**ASA**  
American Soybean Association

## The Pesticide Tango: One Step Forward, Two Steps Back

Government affairs is not a science as much as an art—a dance if you will. There are standard tools and tactics at our disposal, but in deciding which approach may be best, there are also countless factors to consider: policymaker and stakeholder personalities, geographical discrepancies, jurisdictional challenges, electoral outcomes, and so forth. It can quickly become an intricate dance that defies formula. Such has become the complex pesticide tango agricultural groups are dancing with the Environmental Protection Agency (EPA).

In that dance that is pesticide policy, soybean growers—like most regulated entities—expect certain things from EPA. Predictability and timeliness; risk and science-based decisions (as the law requires); and, the opportunity to provide feedback to the policy-making process. We fully expect every decision may not go our way, but if these criteria are met, the steps allow for a tame, elegant waltz with our regulatory dance partner.

If only reality were so smooth and predictable.

Unfortunately, the same factors that can make government affairs extremely complex also affect regulatory actions. Unpredictable and improper steps from regulators quickly destabilize our charming waltz into a chaotic contortion vaguely resembling some sort of salsa-highland fling hybrid. This veer from predictability by EPA has necessitated an equally improvisational response.

In fairness, EPA is also reacting to external factors. Court rulings, public pressures, opinionated lawmakers. What is frustrating, however, is the way the agency chooses to react to these circumstances. For example, EPA takes an incredibly conservative approach for pesticide Endangered Species Act (ESA) assessments, presumably in response to court rulings and litigation anxieties. As a result, EPA uses very inappropriate assumptions, such as pesticide application rates many times greater than actual usage data reflects—despite the agency having a legal obligation to use the “best available scientific and commercial data.” In response to this misstep, ASA and other agricultural stakeholders have publicly and repeatedly blasted this approach that vastly inflates the number of species found likely to be adversely affected by pesticides with press and lawmakers. Furthermore, EPA’s approach delays regulatory timeframes and may require greater restrictions than if the agency used better data.

There are numerous other examples. EPA inexplicably responded to a court order by revoking all food tolerances for chlorpyrifos. Concerningly, EPA’s career scientists previously said uses for soybeans and 10 other crops are not a health risk, plus the court gave EPA the flexibility to preserve low-risk uses. In reply, ASA led a very public, formal coalition objection, drawing



82 groups to participate and highlighting both how growers would be harmed and the numerous process violations committed by the agency. EPA is obligated by law to respond to the objections raised.

The situation, however, is not hopeless. We continue to catch glimpses of our dance partner’s desire for stability and predictability. For example, EPA has publicly expressed interest in improving its ESA process, including using better data. From ASA’s perspective, we simply need to continue working with the agency to address the challenges that have arisen in recent years, and as much as possible, tamp down external distractions that might take us off step.



# THE FACT IS, IT PAYS TO USE BIODIESEL.

B20 biodiesel made from Illinois grown soy fuels your bottom line. B20 adds more than 10% to the price of soybeans. In addition to being a quality fuel source, B20 also reduces soy protein waste which aides your financial stability. And Illinois offers farmers incentives to use biodiesel so B20 is often less expensive than fuel made from foreign oil. Today's biodiesel is better than ever. Discover the truth and fuel up today. To learn more visit, [ilsoy.org/farmer-resources-biodiesel](http://ilsoy.org/farmer-resources-biodiesel).

Funded by the Illinois Soybean Association Checkoff Program.



# #SOY SOCIAL

## Check out what's trending and what members of the soy family are sharing on social media

In November, ASA President **Kevin Scott** went to D.C. to testify on U.S. trade policy. While on the Hill, he talked soybean policy with **Rep. Dusty Johnson** (SD), who shared a photo of their meeting on Twitter.



**Sen. Joni Ernst** (IA) tweeted her support for ASA and other ag groups' calls for fertilizer relief.



The Minnesota Soybean Growers Association shared a behind-the-scenes look at their directors prepping for the annual ASA board meeting in St. Louis in December.



Follow the American Soybean Association on:

 @ASA\_Soybeans

 /AmericanSoybeanAssociation

 @AmericanSoybeanAssociation

 /AmericanSoybeanAssoc

## The Bipartisan Infrastructure Bill is a Victory for Rural Communities and Agriculture

By Todd Van Hoose

In the early months of 2017, organizations from across rural America came together, as has been the rural tradition. With talk of infrastructure funding in the news, they drew on their collective influence to educate Congress on the unique infrastructure needs of rural communities. These efforts led to the creation of the Rebuild Rural Coalition.

For the past five years, more than 260 national, state and local organizations—representing rural families, rural communities, rural businesses and cooperatives and U.S. agricultural producers—held meetings, presented on panels, attended White House briefings, spoke with congressional leadership and testified at House and Senate hearings on the infrastructure gaps rural communities and agriculture face.

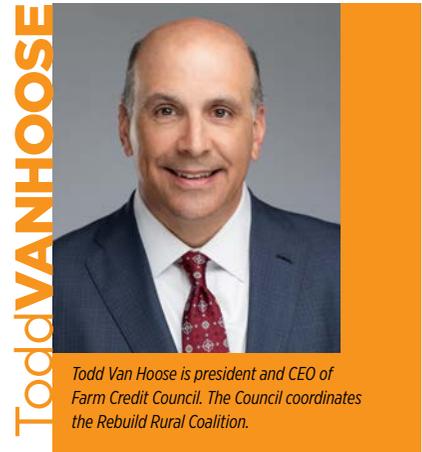
And on November 15, our collective efforts paid off: President Joe Biden signed the Infrastructure Investment and Jobs Act into law. Passed with bipartisan support, this law will positively and directly impact the lives of rural Americans, and it will help strengthen rural communities.

Lawmakers and the president heard our voices when we:

- shared how rural roads, bridges, locks and dams keep American agriculture competitive despite an increasingly complicated global landscape
- explained how access to rural broadband enables telehealth visits, saving patients hours of driving to urban areas
- demonstrated how reliable, affordable energy helps attract and grow jobs
- highlighted the importance of agricultural research, and how many innovations that extend well beyond the farm gate have been born from our land grant universities
- discussed the importance of upgrading rural water systems—and how a little funding goes a long way to help provide safe drinking water and improve wastewater facilities
- shared how America's rural housing and healthcare facilities desperately need investment to improve quality of life for its residents

Of particular note and importance to the soybean supply chain is the nearly \$110 billion for roads, bridges, tunnels and core infrastructure to help the trucks keep rolling. For the trains across our country, a \$66 billion investment in rail systems will provide much-needed relief. That includes funds to develop or establish new railroad facilities and to develop landside port infrastructure for seaports serviced by railways.

Grant programs include funding for lengthening of bridges and/or widening of waterways to ease traffic and allow more capacity. Grant funding also will help design and construct barge



Todd Van Hoose is president and CEO of Farm Credit Council. The Council coordinates the Rebuild Rural Coalition.

landings, docks or other waterway infrastructure in rural communities, creating opportunities and keeping transportation affordable and efficient.

This law might feel like a long time coming. Past infrastructure efforts largely funded urban and suburban projects. This time around, Congress and the president heard our voices from rural America. They listened, asked for input—and actually followed our recommendations.

As we watch for these investments to start making a difference in rural America and consider the possibilities in the near-term future, it's important to remember what we accomplished because we came together. The more than 260 organizations of Rebuild Rural. Both parties in Congress working with President Biden. We did it, together. *ASA is an active member of the Rebuild Rural Coalition.*

# Do you know the function of SoyPAC?



## SoyPAC is an important national soy advocacy tool.

The ASA SoyPAC is the only political action committee representing the interests of solely soybean growers. SoyPAC provides ASA with resources that help support legislators who champion soybean farmer priorities.

The list of issues affecting agriculture and soybeans is long and diverse. ASA staff work year-round to respond to these issues.

**For more than 100 years, ASA has led efforts to advocate for U.S. soybean farmers on policy and trade.**

Learn more about how SoyPAC advances ASA's mission by visiting [SoyGrowers.com/soypac](http://SoyGrowers.com/soypac)



Tax Issues



Biotechnology & Crop Protection



Trade



Transportation & Infrastructure



Biodiesel



Farm Economy & Crop Insurance



Regulatory Issues



Conservation & Sustainability



Food Aid



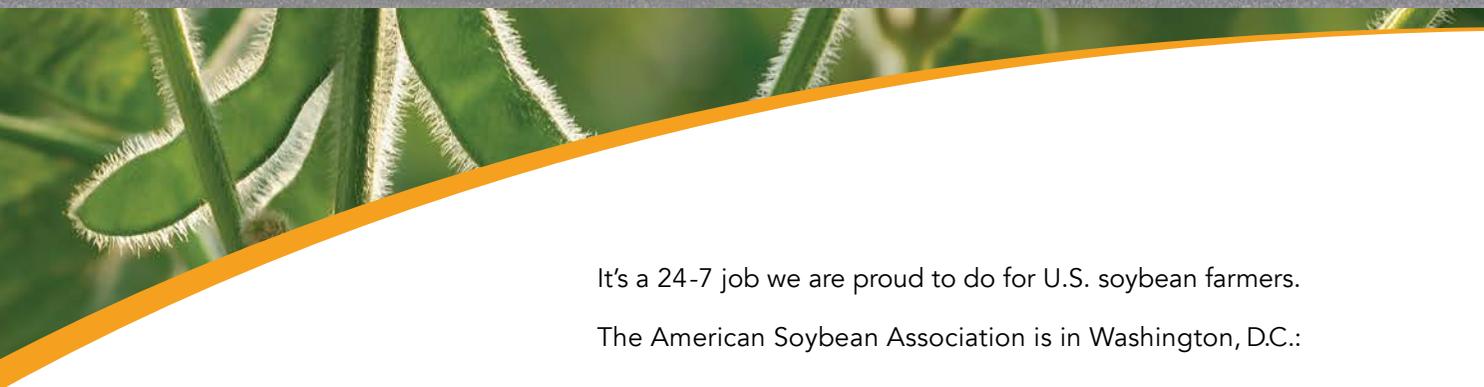
Budget & Appropriations



SoyPAC funds raised are for the benefit of political candidates and activities on a national level that support the soybean industry. Contributions to SoyPAC are voluntary and you have the right to refuse to contribute without reprisal. Your contribution to SoyPAC must be personal – not corporate. Maximum annual individual contribution to SoyPAC is \$5,000. Contributions to SoyPAC are not deductible as charitable contributions for federal income tax purposes. Any suggested amounts are suggestions only and not enforceable; more or less than the suggested amount may be given, the amount given by the contributor, or the refusal to give, will not benefit or disadvantage the person being solicited. Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation and name of the employer of individuals whose contributions exceed \$200 in a calendar year. Under federal law, only U.S. Citizens and Lawful Permanent Residents (i.e., green card holders) may contribute to SoyPAC.



## Policy makers take notice of ASA.



It's a 24-7 job we are proud to do for U.S. soybean farmers.

The American Soybean Association is in Washington, D.C.:

- Protecting soybean interests in the farm bill
- Fighting against burdensome EPA regulations
- Growing soybean trade opportunities

That's why ASA matters.

