INNOVATORS: STUDENTS WIN ISA NEW USES CONTEST WITH BIODEGRADABLE SOY DRINKING STRAW
When oil goes bad due to heat, oxidation and molecular changes, it can clog filters and not perform at its designed viscosity. Beyond serious deposit buildup, bad oil can lead to engine damage, lower mileage and higher maintenance costs. Cheap oil may save you in the short run, but it will cost you in the long run. That’s why CountryMark Advantage Lubricants are engineered to hold up to high temperatures and extreme cold. With detergents, dispersants and additional additives to reduce oxidation and improve viscosity, you can extend oil change intervals, reduce engine wear and lower maintenance costs.

Learn more about CountryMark’s Good Oil Advantage at CountryMark.com
3  Calling All Shutterbugs! Do you consider yourself a photographer? If you think you have what it takes, enter our magazine cover photo contest. You could win a little cash and some bragging rights when your photo ends up on the cover of an upcoming issue of Indiana Corn & Soybean Review!

16  The Glass Barn Returns to the Indiana State Fair Stop by the Glass Barn at the Indiana State Fair, Aug. 2-18, 2019. The exhibit highlights Indiana agriculture and even includes an interactive experience for kids. You can sign up to volunteer, too — there’s a milkshake in it for you!

22  Years of Soybean Innovations Indiana’s soybean checkoff and Purdue University have partnered to create soybean innovations since 1994. That year, the competition drew a winner with soybean crayons. This year’s winners focused on finding environmentally friendly new uses for soybeans.

32  ICGA Hosts High Octane Fuel Summit The High Octane Fuel Summit sparked excitement among attendees as they learned how all of the Indy 500 race car engines are fueled with E85. Indiana is the fifth-largest ethanol producer, and its 15th ethanol plant will go online in 2020.

About the cover: Winners of ISA’s 25th annual Student Soybean Innovation Competition at Purdue, from left: Morgan Maim, Ruth Zhang and Natalie Stephenson — otherwise known as Team Stroy. The team invented a biodegradable, environmentally-friendly, soy-based drinking straw. See story on pages 24-25.
Write this as we’re all facing the unrealistic hopes of getting off on the right foot in planting corn and soybeans during a very wet spring. But a couple of interesting ethanol events have managed to distract me, so allow me to share them with you.

At the end of March, the US Environmental Protection Agency (EPA) held a public hearing in Ypsilanti, Mich. on the availability of E15 during the summer and on changes to RIN market regulation. I went to this hearing to represent and speak on behalf of ICGA. With three minutes of remarks, I let the EPA know where Indiana farmers stand when it comes to these issues.

I am not sure if I was surprised or not, but over 50 other people came prepared to do the same thing. On the one hand, there were fellow corn farmers from other states, ethanol producers, and biofuels associations who want as much ethanol to be blended into gasoline as possible. On the other hand, there were motorcyclists, boaters, and oil refiners who cautioned against higher ethanol blends in gasoline. EPA representatives spent the hearing listening to distinct and differing arguments that were not too terribly unexpected. I am not sure if my three minutes in particular moved any needles, but the collective efforts that day of ethanol supporters served to reinforce why ethanol production stands as such a vital piece of agriculture and rural communities.

At the beginning of May, ICGA hosted the High Octane Fuel Summit. Held at the Dallara IndyCar Factory in Speedway, Ind., this newly-rebranded event brought together farmers, trade associations, fuel retailers, automakers, air quality and health advocates, and many more stakeholders to have a conversation about where we should go from here with respect to ethanol policy. An event like this makes you quickly realize that corn farmers represent just one link of a much larger ethanol supply chain. Optimizing our role and knowing how to partner with others remains imperative to future success.

So what’s a farmer to do when it comes to the future of ethanol? I have always found ethanol a complicated and intimidating topic to articulate – telling the full story quickly becomes very technical and scientific. However, using simple messages like these can make your next conversation about ethanol with members of Congress that much easier:

- Make sure fuel retailers can sell E15 year ’round.
- Limit small refinery exemptions that disproportionately decrease ethanol demand.
- Maintain the number of gallons obligated each year through the RFS.
- Establish a minimum octane standard to increase fuel efficiency while also opening the door to additional blending of ethanol.

Protecting and expanding ethanol demand will continue to be a top priority for ICGA. I hope that sharing these experiences and offering these simple messages will make your work as an ethanol advocate all the more impactful.

Sarah Delbecq
President, Indiana Corn Growers Association
8425 Keystone Crossing, Ste. 200
Indianapolis, IN 46240
800-735-0195 | 317-347-3620

ICGA Works to Protect and Expand Ethanol Demand

Whether you’re dealing with drought, flood, heat or other climate-related stress, the soy checkoff is working behind the scenes to diversify U.S. soybean genetics and increase stress tolerance.

We’re looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it’s helping make a valuable impact for soybean farmers like you.

See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at unitedsoybean.org

Sarah Delbecq
President, Indiana Corn Growers Association
8425 Keystone Crossing, Ste. 200
Indianapolis, IN 46240
800-735-0195 | 317-347-3620
It’s no secret that farmers are facing difficult and uncertain times. Prices have dropped out from under us. The situation with tariffs decimating our largest export market, compounded by the devastating loss of swine herds from African swine fever, means that real relief will not come easily and remains largely out of our hands.

But I’m an optimist at heart, so I like to keep my eye on the promise of new opportunity. And that’s what the Indiana Soybean Alliance (ISA), your soybean checkoff, is doing for farmers – developing markets around the world and creating innovations to use our soybeans in all sorts of unexpected ways. That’s why I’m happy to share a story of the real potential to increase consumption of Indiana soybeans just by solving a problem through the use of the versatile soybean.

About 11 years ago, the Indiana Department of Transportation (INDOT) asked Purdue to help solve a problem – the need for a more durable concrete pavement joint. Researchers got to work and found that soybean oil provided the key ingredient in a highly effective concrete sealant formula. Sealing of concrete can significantly extend the service life of the structure of pavement. That’s because concrete is a porous material that acts as a sponge, absorbing any fluids that end up on the surface over time. This leads to a variety of issues that cause concrete to crack, crumble and degrade.

Skipping ahead to the bottom line, this concrete sealant product has enormous potential for use on highways, parking garages, sidewalks, hardscapes, and so much more. ISA, jointly with Purdue, owns the patent and is working hard to market the product for multiple uses. INDOT has approved its use and will begin implementing it for joint applications across Indiana highways to extend road life, save taxpayer dollars, and provide a huge new market for Indiana soybeans. The product is already available as a home-based driveway sealer through retailers like Custom Service Hardware, Home Depot, and Amazon.com. And your checkoff is investing in expanding the use of concrete sealant for many diverse applications.

Because developing new uses will remain one of our best near- and long-term ways to build new soybean demand, the soybean checkoff has created a robust innovation pipeline in partnership with Purdue University. Through an annual student competition that teams up students from disciplines like engineering, chemistry, marketing, biology, and more, students spend the better part of the year using their skills and imagination to create a marketable soy-based product. The Soybean New Uses Innovation Competition just celebrated its 25th anniversary (see article page 22) and has been responsible for unique innovations such as soy crayons, candles, wood sealer, leather conditioner, and more. This year’s winner created a biodegradable drinking straw made from soybeans.

We can’t control what’s happening with trade agreements or African swine fever. But we can create a tomorrow with better opportunities. That’s what your soybean checkoff does. It’s farmers taking action to create our own destiny, solve our own problems, and build our own futures.
Vice President Pence talks trade at an Indiana farm

On April 4, Vice President Mike Pence visited with Indiana farmers to discuss trade and, specifically, the U.S.-Mexico-Canada Agreement.

“We negotiated a better deal for American farmers,” Pence told the farmers gathered at Lamb Farms near Lebanon, Ind. “Now it’s time for Congress to act. President Trump has done his job. It’s time for Congress to do their job and ratify the USMCA. There’s a real urgency here. Indiana agriculture, American agriculture, is feeling the strain of low commodity prices.”

Indiana Soybean Alliance board member and Coatesville, Ind. farmer Mark Legan told Pence that the future of his farm depends on exports. “It’s not just for me,” he said. “My daughter and her husband are part of the farm. They have kids that they want to continue the farm beyond me. The only way that American farms are going to be viable in the future is if we have export markets.”

Legan wants to see trade relationships stabilized. “Mexico’s had a 20 percent tariff on U.S. pork since last June, when the steel tariffs first went on,” he added. “And, Mexico is our number one volume market for pork exports. When you look at Asia, Japan is our number one market in terms of value of pork products.”

Mike Beard, vice president of the Indiana Corn Growers Association and a Frankfort, Ind., farmer, explained to Pence that the urgency for trade solutions is at a maximum. “Farmers farm year to year, harvest to harvest, planting to planting,” Beard said. “We are getting ready to plant, but some of us haven’t sold our crop from last year, and that is impacting us. When this crop goes in the ground in the next couple months, it brings the urgency to an immediate level.”

Sen. Richard Lugar, a Hoosier statesman who served in the U.S. Senate from 1977-2013, died on April 28 in Falls Church, Va., at the age of 87. Many Americans remember Sen. Lugar for his foreign policy accomplishments, including the reduction of nuclear weapons. But many also recognize Lugar as a tireless advocate for agriculture.

Owner of Lugar Stock Farm in Marion County, Ind., Lugar worked for U.S.-farmers as a member of the Senate’s committee on forestry and agriculture. The Lugar Stock Farm still produces soybeans, corn, and hardwood trees.

Indiana Soybean Association (ISA) board member Kendall Culp, a farmer from Rensselaer, Ind., volunteered to work for Lugar’s first Senate campaign in 1974. Lugar lost that election, but he didn’t get discouraged and was elected to the U.S. Senate in November 1976. Culp said he was drawn to Lugar’s remarkable memory and vast knowledge on a variety of topics.

“When Sen. Lugar was chair of the Foreign Affairs committee, I heard him speak at an event where he would talk about the government structure of an oppressive country, their food situation, their leaders, the geography and history of that particular country,” Culp said. “Then, he had a unique ability to continue his speech by shifting to a different country and giving their specifics, as well. He knew their leaders and their type of government.”

At least in his mind, Sen. Lugar never ventured too far from his family’s farm.

“Obviously he had a strong passion for agriculture,” Culp said. “Sen. Lugar authored multiple farm bills, crafting the legislation in a way that reflected his ‘Freedom to Farm’ philosophy. His goal was to make farmers less reliant on government. He often talked about his family farm in Marion County. It’s rare for the chair of the Senate agriculture committee to actually be involved in farming.”

Culp said Lugar debated issues without personal attacks. “Sen. Lugar held respect from leaders on both sides of the aisle and those on the opposite side of the issue at hand,” Culp recalled. “His ability to compromise while not abandoning his principles sets him apart from most of the rest of his colleagues.”

Culp added, “Due to Sen. Lugar’s leadership, agriculture is stronger, and the United States is safer. That’s not a bad legacy to be remembered for a life’s work.”
Due to an uncontested race, there is no formal election process in District 2.

**District 1 Candidates**
- Nancy Cline (Incumbent)
  - Tippecanoe County
- Lyman Len Smith
  - Wabash County
- Joseph Stoller
  - Marshall County

**District 2 Uncontested**
- Mike Koehne (Incumbent)
  - Decatur County
- Kirklin
- David Hardin
  - Hendricks County
- Kevin Burbrink
  - Seymour

**District 3 Candidates**
- Andrew Miller
  - Oakton
- Kevin Underwood
  - West Lafayette
- Craig Williams (Incumbent)
  - Oakton

**District 4 Candidates**
- Andrew Burbrink
  - Seymour
- David Hardin
  - Avon
- Mike Koehne (Incumbent)
  - Greensburg

For more information and complete candidate bios, visit www.indianasoybean.com/elections

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**OUR GRAIN BUYER PARTNERS**

Grain Buyers Agency welcomes new director

BY HARRY WILMOTH

Agriculture is unlike any other profession. It’s the foundation we all depend on—for our economy and for our quality of life. Growing up on the farm in Arkansas, I developed a profound appreciation at an early age for the industry and those who make it possible. I was a member of FFA and 4-H, and showed swine and beef cattle at the local, state, and national levels.

Armed with a bachelor’s degree in Agriculture, Food, and Life Sciences and a master’s degree in Agricultural Economics from the University of Arkansas, I began my career as an agricultural economist and grain merchandiser. Today, I’m proud to continue my career in agriculture, serving as the director of the Indiana Grain Buyers and Licensing Agency, under the Indiana State Department of Agriculture.

If you’re not familiar with the grain buyer’s agency, our mission is to ensure the financial integrity of the state’s grain marketing infrastructure and enable the industry to be a competitive, innovative, and efficient marketplace. To accomplish this, we employ grain engineers who conduct periodic financial and inventory audits on commercial grain companies operating within the state. These audits are designed to ensure that each company has the sufficient means to pay producers for their delivered grain.

Although our primary mission hasn’t changed since 1975, I believe our responsibilities go much deeper. Today, the agency oversees 545 facilities and move more than 700 million bushels of grain across Indiana and our neighboring states. Part of my role is to ensure that these facilities and grain farmers understand what we do, the resources available to them, and why the grain industry is so important to the state.

That’s why I’ve spent my first couple of months at the department meeting with a diverse group of producers, agribusinesses, stakeholders, and farmer organizations like the Indiana Corn Growers Association and the Indiana Corn Marketing Council. To achieve our mission, it’s crucial for us to have strong working relationships that allow us to stay up to date on local market trends and industry dynamics, and to better understand the opportunities and challenges facing the industry today—whether on the farm or across the commodity supply chain.

Additionally, my team and I are working to be more proactive and always looking for ways to streamline the auditing process. It’s critical to keep copies of all receipts including sales contracts, delivery tickets, bills of lading, grain settlement sheets, and check stubs received when marketing your grain. In the event you have any questions, concerns, or feedback for us, please contact my office at 317-232-1360 or ingrainbuyers@isda.in.gov.

I look forward to hearing from you and working to ensure that our grain industry remains strong and secure for future generations.
CheckINtell is a collection of insightful videos created specifically for Indiana corn and soybean farmers. A discussion on the latest ag industry news and stories are just a click away. Start exploring the full library today at CheckINtell.com.

Get more than information.
Get insights.

CheckINtell.com

We want to continue to compete for top talent.

— Jane Ade Stevens, CEO Indiana Soybean Alliance

The Indiana Soybean Alliance (ISA), which also manages the Indiana Corn Marketing Council (ICMC), the Indiana Corn Growers Association (ICGA), and the Soy Aquaculture Alliance (SAA), earned distinction on the annual Best Places to Work in Indiana list. ISA’s management of the ICMC, ICGA, and SAA enables it to operate more efficiently by leveraging staff overhead and costs for Indiana farmers.

The Best Places to Work program in Indiana is one of the largest programs of its kind in the country. A program of the Indiana Chamber of Commerce, the list compiles the 125 best Hoosier companies for employees. Noteworthy of the 2019 class, more than 40 of the companies were not on last year’s list.

Jane Ade Stevens, CEO, noted that this is the first year the organization has participated in the survey-based competition. She added that this competition offers valuable internal information.

“We hope to gain feedback and insight from the employee and corporate survey tools,” Stevens explained. “It is then important to use the feedback to make positive changes in corporate organization and culture. We also want to celebrate things we do well as an organization.”

In agriculture’s increasingly complex world, recruiting and retaining skilled employees to work for Indiana’s farmers remains a vital goal for the organization. “Talented individuals have many options when exploring career opportunities, and we want to continue to compete for top talent,” Stevens said. “We realize a positive corporate culture is critical to our future success.”

Winners were selected from four categories:
- Small companies of between 15 and 74 U.S. employees
- Medium companies of between 75 and 249 U.S. employees
- Large companies of between 250 and 999 U.S. employees
- Major companies with 1,000 or more U.S. employees

The ISA ranked 37th of the 53 businesses listed in the small companies category. Top companies were determined through employer reports and comprehensive employee surveys. The Best Companies Group handled the selection process, and oversees similar contests in 25 other states.

Winning companies represented 30 cities across Indiana. In addition to Indianapolis, multiple winners hail from Bloomington, Carmel, Chesterton, Fishers, Fort Wayne, Michigan City, and Muncie. The company rankings were unveiled April 30 at an awards dinner at the Indiana Convention Center in downtown Indianapolis, sponsored by Ivy Tech Community College.

“After 14 years of the program, it’s great to see such continued growth and new interest,” said Chamber President and CEO Kevin Brinegar. “We are encouraged by employers embracing the importance of self-evaluation combined with employer feedback and then utilizing that information to further strengthen their organization.”

All companies that participated in the 2019 Best Places to Work program receive an in-depth evaluation identifying strengths and weaknesses according to their employees. This report can be used in developing or enhancing employee retention and recruitment programs. For more on the program, go to www.bestplacestoworkIN.com.
The Indiana Corn Marketing Council (ICMC) is sponsoring Little Hands on the Farm Grocery Store during the Fair. This immersive experience, targeted to children ages five through seven, lets kids plant seeds and harvest crops, feed animals, milk cows, and collect money. They can then use that money in the ICMC-sponsored grocery store to buy milk, cheese, and other products produced from the crops and livestock.

Beyond the Fair
As part of the Indiana State Fair’s agriculture education program, the Glass Barn has hosted thousands of students during field trips where they discovered the journey of our food – from farm to plate. In 2019, Indiana Soybean Alliance also launched its Virtual Learning Program that allows classes to experience modern agriculture without leaving their classrooms. We raised this barn in honor of farmers like you. Plan to join us at the Indiana State Fair August 2-18, 2019.
The early readers of today become the food buyers and consumers of tomorrow. Getting that farm-friendly message to children in early elementary years will likely lead to a better educated consumer in the future.

With that goal in mind, the Indiana Soybean Alliance and the Indiana Corn Marketing Council have developed a pair of children’s books to teach young readers about farm life and the value of agriculture to society. These books target children at different stages of learning.

“I’m very excited to announce that our newest farm storybooks are complete and ready to be requested for ag days, farm events, and schools,” said Hannah Vorsilak, director for education and training for ISA and ICMC.

“In the past, our Barnyard Chronicles Books have been targeted to a fourth-grade audience, but the images were more appropriate for kindergarteners. After some education research and feedback from board members, educators, and students, we decided to develop a new book for each of these two distinct audiences.”

Where is Lucy utilizes a reading-level system called the Fountas and Pinnell reading levels, which is a reading philosophy utilized in hundreds of school districts across the country. These books feature simple text, site words and more visuals at a kindergarten-reading level – appropriate for preschoolers through second graders.

In Where is Lucy, a pig named Albert and a farmer named Sue search for a chicken named Lucy. To help Albert find Lucy, readers are asked to perform various activities such as a maze, coloring, matching tractors, and more. No spoilers here: Read the book to see if Lucy is found.

Ag-Vengers was written as a graphic novel, which is defined as a fictional story presented in comic-strip format and published as a book. This book is appropriate for students in the third through fifth grades.

In this story, children named Josh and Sarah buy what appears to be an old video game called Ag-Vengers at a garage sale. Josh and Sarah are sucked into the video game when they turn it on, and they are met by a farmer named Kelly. The kids must solve riddles and puzzles while learning about modern farm practices and technology.

The materials are free, and requests for these books, soybean crayons, and display boards can be made at: www.glassbarn.org/material-request.

“We hope you enjoy them for your events,” Vorsilak added. To find out more about the other educational materials, please visit www.glassbarn.org.
Farm-raised Fish Fed a Full Diet of Farm-raised Soybeans Based on SAA Research

Andy Tauer, SAA Executive Director, ISA / ICMC Livestock Director

Pacific Seafood recently announced they had acquired the rights to a species of rainbow trout that can be raised on a fully plant-based diet. This announcement is significant for the Soy Aquaculture Alliance (SAA) for many reasons. As part of our mission, SAA is always seeking opportunities to increase soybean meal inclusion rates in aquaculture diets. Replacing fishmeal in diets with U.S. soybean meal is a priority goal for SAA.

Those higher inclusions, including a full soybean meal diet, equates to value for both the domestic aquaculture industry and U.S. soybean farmers. Fishmeal is an expensive and finite resource whereas U.S. soybeans are a consistent, domestic, and finite resource whereas farmer-defined input and nutritionally dependable source to their farm-raised fish, it creates an opportunity to replicate the success in other aquaculture species.

As a relatively new organization, we are extremely proud that our research investments are finding their way into commercial application. Every year, we select additional research projects that continue to build on the mission of SAA: creating value for the U.S. soybean farmer through opening domestic aquaculture opportunities.

In a recent conversation with Dr. Overturf, he said: “Research like this is critical to our stakeholders in the aquaculture industry. Without funds from organizations like SAA, it can be years before we get a chance to investigate projects like these.”

Now on the ninth generation of genetic selection, this research paves the way for not only companies like Pacific Seafood to add a sustainable and domestically supported feed source to their farm-raised fish, it creates an opportunity to replicate the success in other aquaculture species.

As a relatively new organization, we are extremely proud that our research investments are finding their way into commercial application. Every year, we select additional research projects that continue to build on the mission of SAA: creating value for the U.S. soybean farmer through opening domestic aquaculture opportunities.

The fields on Rick Clark’s west-central Indiana farm spread vast and flat. Clark Land and Cattle features approximately 7,000 acres with a diverse mix of crops on land with less than 3 percent slope in most areas. Clark’s farm appears ideally suited for traditional, commercial ag practices.

Clark, however, is anything but “traditional.”

With an eye on improving soil health, Clark adopted a no-tillage plan in 2009, and he integrated cover crops in 2013. He only grows non-GMO crops, too. “It seems like, on the flip of a dime, we went to cover crops, no-till and 100 percent non-GMO,” Clark said. “I feel like I’ve sped up the biological clock on the land. We use zero enhancements; it’s all non-GMO.”

Clark earned the 2019 Conservation Legacy Award for the Northeast region from the American Soybean Association (ASA) during the Commodity Classic in Orlando, Fla. on March 1.

“Traditional.”

“I want to teach people how to do this. I got a call from Billings, Mont., today. He saw what I was doing, and he wanted to learn more. That’s what really drives me.”

Placing non-GMO crops only, Clark does not use starter fertilizer on corn, no seed treatments on corn or beans, no fungicides or insecticides, either. Cutting these costs improves his bottom-line results. “I’m all about return on investment,” Clark said. “I’m a low-cost producer who is also improving our land. If you think about the economic times that we’re in, my system is more economical.”

Although he admits to jumping into this non-traditional farming scale, and it’s working,” he said.

“I was tired of constantly beating the soil to death with tillage,” Clark said. “On a 3-4 inch rain event, I was watching my soil wash away. Now we’ve got more tillage. The soil is more alive; it’s more pliable,” he added. “The fields are kind of taking care of themselves. This is 365-days-a-year soil management. This requires a lot of time and a lot of dedication.”

Non-traditional Hoosier farmer grows crops on a large, commercial scale

BY DAVE BLOWER

T he outcome, he believes, is better for the long-term future of his farmland.

Rick Clark of Warren County, Ind., at left, received the 2019 Conservation Legacy Award for the Northeast region from American Soybean Association (ASA) President Davie Stephens during the Commodity Classic in Orlando, Fla. on March 1.

“Traditional.”

“I was tired of constantly beating the soil to death with tillage,” Clark said. “On a 3-4 inch rain event, I was watching my soil wash away. Now we’ve got more tillage. The soil is more alive; it’s more pliable,” he added. “The fields are kind of taking care of themselves. This is 365-days-a-year soil management. This requires a lot of time and a lot of dedication.”

CONSERVATION LEGACY AWARD

Non-traditional Hoosier farmer grows crops on a large, commercial scale
First soy innovation contest winner deeply impacted by experience

When Indiana’s soybean checkoff and Purdue University partnered in 1994 to create a contest that would encourage students to develop new uses for soybeans, few could have imagined the impact. Few could have imagined the contest would evolve over its 25 years to become an annual marquee event on the Indiana Soybean Alliance calendar.

And, Jocelyn Wong, a member of the winning team that developed soy-based crayons, didn’t know at the time how the contest would help shape her life. The soy crayons that her team created in that first competition remain one of the event’s best-known innovations. The contest helped launch a career for Wong, who now serves as senior vice president and chief marketing officer for Lowe’s.

“I can honestly say that this competition, for me, is something that I have never forgotten,” she said while holding a box of test crayons. “In fact, and I am not making this up, this is the original prototype that my teammates and I submitted 25 years ago – Earth Color Crayons. These crayons sit on the vanity of my bathroom, you can ask my daughter, so I can look at these every single day to remind me of this moment in time that helped influence so much of who I am.”

Jocelyn Wong, right, talks about winning ISA’s first soybean innovation competition 25 years ago with soy-based crayons. Above, Wong poses with her daughter, Jada.

Wong graduated from Purdue with a chemical engineering degree. While at a job interview with Procter and Gamble, she was asked, “Why should I hire you?” Wong opened the box of crayons on the table and started coloring. “That’s why,” she answered.

Wong got the job with Procter and Gamble, but admits to being a “clumsy engineer.” Fearing that she might lose her job, a co-worker noticed Wong had a flair for sales and marketing. So she tried something new and discovered a passion for her work.

Now as a major executive with a national retailer, Wong shared several lessons she learned along the way:

• **Be self-aware** – Find your motivation, and let it become a strength.
• **Learn from regrets** – Everyone has regrets; profit from the experience.
• **Find the open door** – Discover your motivation and pursue it diligently.
• **Play to your strengths** – Find success in doing what you do best.
• **Find passion in your work** – Passion pushes self-doubt out of your work.
• **Let go of fears** – To build confidence, let go of fears of failure.
• **Work with a team** – Know your blind spots, and work with those who can cover them.

With more than 20 years of experience in marketing, merchandising, brand management, and product innovation with well-known brands such as Family Dollar, Safeway, and Procter and Gamble, Wong joined Lowe’s in September 2015. Before joining Lowe’s, she worked as senior vice president and chief marketing officer at Family Dollar.

Jocelyn Wong, chief marketing officer for Lowe’s.
Who is your customer?”

This is perhaps the most elementary of questions for any enterprise or industry to answer if they are to enjoy success.

When asking farmers this question, the answers can be quite varied.

Is it the livestock industry, since pigs, cattle, chickens and fish consume the meal produced from soybeans?

Is it the local elevator?

Is it the soybean processor who purchases the soybeans from the local elevator?

Is it the consumer, whether in the U.S. or another country, who purchases meat?

Is it the livestock industry, since pigs, cattle, chickens and fish consume the meal produced from soybeans?

Is it the consumer, whether in the U.S. or another country, who purchases meat?

One of the reasons this basic question produces such a variety of answers from farmers is because of having a supply chain designed and created to involve multiple steps of consolidation and aggregation. As Indiana soybeans journey from the farm to elevator to the rail or barge loading facility to export terminal, a number of degrees of separation emerge between the farmer and the ultimate consumer.

Overall, this supply chain has served U.S. farmers well. Billions of bushels of soybeans and grain are transported significant distances in a cost-effective, reliable manner. Our efficient transportation process remains one of the key global competitive advantages for U.S. soybean farmers.

While the current supply chain — designed to transport soybeans and grain in bulk quantities — must be maintained and enhanced, an increasingly attractive complement to this model is transporting soybeans and other agricultural products via shipping containers.

A new, innovative maritime vessel offers the potential to transport containers along the nation’s inland waterway system to export facilities near the Gulf of Mexico. If realized, this new supply chain mechanism will enable farmers and local elevators to more directly access international customers while better preserving the quality of the soybeans delivered.

American Patriot Holdings, LLC (APH) has developed a patented vessel design that would transport shipping containers throughout the nation’s inland waterway system. The company’s larger, “Liner” vessels will be able to transport 2,375 containers (TEUs) 20- feet each in length in a liner service between Plaquemines Port Harbor and Terminal District (PPHTD) – the port complex along the lower Mississippi River closest to the Gulf of Mexico – and both Memphis and St. Louis. Expected roundtrip service between PPHTD and Memphis is seven days and 10 days between PPHTD and St. Louis. The vessels can travel at 13 mph with virtually no wake – mitigating shoreline erosion throughout the inland waterway system. A traditional barge flotilla will travel up river 4-5 mph.

In addition to the liner service to Memphis and St. Louis, APH has designed a smaller hybrid vessel capable of transiting the lock and dam portion of the inland waterway system. These vessels — able to transport approximately 1,700 TEUs — are designed to provide access to regions and communities located along the Mississippi, Illinois, Ohio and Arkansas rivers.

To determine the economic feasibility of exporting soybeans and other agricultural products via this new container on vessel approach, the Soy Transportation Coalition (STC) released a report comparing the cost, speed and quality preservation of this potential alternative to the current options of shipping containers via rail to the West Coast and bulk barge transportation to Mississippi Gulf export terminals.

The research concluded that transporting soybeans from St. Louis via bulk barge to an ocean vessel at a Mississippi Gulf export terminal and onto a customer in Shanghai, China, would cost $79.80 per metric ton. Loading soybeans into a container near St. Louis, transporting it via rail to the West Coast and finally an ocean vessel journey to Shanghai would cost $140.33 per metric ton. The proposed APH liner service would transport soybeans from St. Louis via container to an ocean vessel at PPHTD and onto a customer in Shanghai at a cost of $87.07 per metric ton — a 38 percent cost-savings compared to containerized shipping through the West Coast.

The speed of the APH vessel will allow shipments of soybeans and other agricultural products to reach the Mississippi Gulf export terminal six days faster than bulk barge shipments. Given the increased congestion on the West Coast, the APH vessel will be able to depart the export facility at PPHTD 14 days faster than containerized shipments via rail to West Coast facilities. Combining the transit times of the three options both to the export facilities and from the export facilities to a customer in Shanghai, the APH option will enjoy a 14-day advantage over the bulk barge option and will be six days faster than containerized shipping via the West Coast.

It is important to have the mental image in one’s mind of an international customer purchasing meat fed by U.S. soy. Then consider the multiple logistical steps between the growth of U.S. soybeans and that meat. It’s the aspiration of the STC to explore opportunities to remove any of these logistical steps. In doing so, U.S. soybean farmers stand to profit. Containerized shipping via the inland waterways has the potential for expanding opportunities to have a localized supply chain in a global marketplace.
USDA Secretary Sonny Perdue visited Purdue University in early April as part of the school’s agriculture week festivities. On the stage in Fowler Hall, Perdue sat with Purdue University President Mitch Daniels to cover a variety of farm issues in a talk with faculty, students, and media.

Perdue said the United States must resolve several trade issues to improve the profitability and the sustainability of agriculture. He claims to be optimistic about the United States-Mexico-Canada agreement (USMCA), which is signed but waiting to be ratified by Congress. Perdue believes the agreement will put the U.S. in a better position than it has been in the last 25 years.

“I don’t know what will happen with trade with Canada and Mexico, but the trade agreement, line by line, is better than it was 25 years ago,” Perdue said, referring to the North American Free Trade Agreement that the USMCA would replace. Regarding retaliatory tariffs by China on U.S. farm products, Perdue hopes trade will be stabilized soon with the Asian nation. “President Trump is serious about a trade agreement; but the ball is in China’s court,” Perdue said. “It’s like a big marriage. You have to understand what’s expected of each one and how you fulfill that commitment.”

Perdue praised farmer loyalty to long-term objectives, but recognizes that agriculture incurs risk that does not encourage younger generations to come back to the family farm.

“Farming is a risky business, we know that,” he said. “We can’t expect young people to go into it for passion (or) because they love the lifestyle of farming if they can’t feed their family.”

“Farmers are in distress coming off a five-year low of market prices and lower revenues. Trade is very important,” Perdue said. “The overall challenge right now is low market prices and profitability.”
What’s a checkoff got to do with me?
Every bean and kernel harvested is driving economic impact in Indiana communities. And, at every stop along the way — farm to field to market, and ultimately, to your dinner table — revenue is contributed to the state, both directly from agriculture and indirectly. Connecting these dots along the way — Indiana’s rural roads and bridges.
Indiana’s roads and bridges are a significant piece of agriculture’s daily business — Indiana’s corn and soybean checkoffs are investing in research, like county bridge testing, to assess the impact of every detour, every low-weight-limit bridge and every unmaintained road.

Detours Add Up
One closed bridge equals $1.8M lost annually¹
Implies state route closure, estimated cost for the average CRD (crop reporting district).

Learn more about the investments that the Indiana corn and soybean checkoffs are making at:
www.indianasoybean.com
www.incorn.org
www.upvestindiana.com

Joe, a grain farmer, feeds Dave’s pigs. Then, Dave’s pigs take a ride via Randy’s Trucking service to Brian at the processing facility.

We Call This the Ag Effect.
At every step, jobs, taxes and revenue are added to the local community.
- Indiana’s farmers utilize Indiana corn and soybeans to feed their livestock and poultry.
- They purchase their seed, fertilizer and fuel from local suppliers.
- Local employees are bottling the milk, slicing the bacon and frying the chicken wings.
- Indiana drivers are transporting goods from the farm to the processing facilities, and the finished goods to the grocery stores around the state.

Which means, investing in the Ag Effect offers a county economic potential between the chicken and the wing.

See the full Ag Effect at TheAgEffect.com
FUEL OF THE FUTURE

High Octane Fuel Summit highlights ethanol’s benefits to fuel retailers

BY DAVE BLOWER

Reliable sales sit atop the list of goals for owners of retail fuel stations. Getting the most miles per dollar tops the concerns of conscientious U.S. motorists. The Indiana Corn Marketing Council (ICMC) knows corn-based ethanol represents a solution for both.

ICMC sponsored the High Octane Fuel Summit on May 2 at the showroom and museum of the Dallara race car factory in Indianapolis, Ind. Dallara manufactures nearly all of the Indy 500 race cars each year, and E85 – a fuel that blends 85 percent ethanol with 15 percent gasoline – a fuel that blends 85 percent ethanol with 15 percent gasoline represents a solution for both. We all come from different places, but we all work together for a good conversation. I think it was very worthwhile.”

“Ethanol is the highest octane source on the marketplace,” Cooper said. “It’s also the cleanest octane available, and it’s the lowest cost octane source available. So, as automakers look at how to build more efficient engines, a big piece of that is what fuel is going to be used in these engines. If we’re going to use a high octane fuel, they can get significant efficiency increases. We know ethanol has a tremendous role to play in that high-octane fuel future, especially because it also reduces carbon emissions – which is another policy goal.”

For Hoosier farmers, ethanol exists as a major purchaser of Indiana-grown corn. The Hoosier State is the fifth-largest producer of ethanol – generating more than 1.1 billion gallons per year. Indiana produces 7.5 percent of the total U.S. ethanol output.

Indiana’s production will increase when the state’s 15th ethanol plant goes online during the first quarter of 2020. These ethanol plants consume nearly 47 percent of Indiana’s total corn crop – more than 410 million bushels.

Not just a high-octane fuel, ethanol stands out as a cleaner-burning fuel as well. Using more ethanol reduces pollutants that cars emit into the air. Angela Tin, vice president of environmental health for the American Lung Association, explained the importance of switching from aromatics as an octane source to corn-based ethanol. “Every fuel you pick has an impact,” said Tin, who added that E10 ethanol-blended fuel made a dramatic impact on improving air quality since its inception in 1995.

Cooper updated the crowd on ethanol policy, including summer sales of E15 and small refinery exemptions issued by the EPA. He said the Renewable Fuel Standard allows for exemptions in case of economic hardship faced by small oil companies. “It was not intended as a bailout to huge profitable oil companies like Chevron and Exxon Mobil who reportedly received these exemptions because they just happen to own a quote, unquote, small refinery that meets the criteria. So, we’re just asking to get back to a common sense approach on these things.”

The Summit pleased Cooper, who said getting fuel retailers to participate in ethanol promotion is essential. “Indiana Corn should be applauded for putting that together,” he added. “(ICGA) had some retailers there, they even had a couple petroleum refining interests there, and a broad cross section of stakeholders pulled together for a good conversation.”
Harmful airborne pollutants produced by motor vehicles are the leading source — accounting for 40 to 70 percent1 — of the air quality problems that Midwesterners are facing. The good news is that American Ethanol reduces greenhouse gas emissions by 43 percent compared to gasoline.2

Fueling vehicles with the highest blend of ethanol possible is a simple solution that can make a big difference. In 2016, the use of American Ethanol reduced greenhouse gas emissions by 43.5 million metric tons, equivalent to removing 9.3 million cars from the road for a whole year.2

“IT’s similar to recycling,” says Angela Tin, Vice President of Environmental Health for the American Lung Association. “People gradually became more comfortable with recycling and it has become a habit for many. That’s the goal for higher blends of ethanol. We want consumers to make an informed decision at the pump. Higher blends of ethanol are the right choice for your health, for the environment and for your family.”

That’s why the American Lung Association is working with several organizations, including Corn Promotion Boards in several Midwestern states, to help drivers make an informed decision at the pump. The Clean Air ChoiceTM campaign was launched to draw more focus to these efforts and the correlation between ethanol and lung health.

More than 95 percent of all fuel sold in the U.S. is blended with 10 percent ethanol, which can be used to fuel any vehicle. Higher blends of ethanol, like E15 (15 percent ethanol) and E85 (85 percent ethanol), are available as well.

E15 can be used in 2001 or newer vehicles; look for the blue E15 handle at the pump. Due to its higher ethanol content and greater lung health benefits, consumers with Flex Fuel Vehicles (FFVs) are encouraged to use E85. You can determine if you have an FFV by checking the inside of the fuel door for a sticker indicating that E85 may be used. Your VIN number also should indicate if you are driving an FFV.

For more information on the impact that ethanol has on lung health, visit www.CleanAirChoice.org/fuels.

American Ethanol reduces greenhouse gas emissions by 43% compared to gasoline.

In 2016, the use of American Ethanol reduced greenhouse gas emissions by 43.5 million metric tons, equivalent to removing 9.3 million cars from the road for a whole year.

Anyone driving a 2001 or newer vehicle can choose E15 at the pump.

Did you know? In Indiana, there are 19,089 bridges over 20 feet long. 68% of Indiana’s bridges “are local, meaning they are operated and maintained by county officials.”

Learn more about how we can build a bridge to the future of Indiana’s rural infrastructure at UpVestIndiana.com

![Image of Indiana corn and soybean farmers, like you, depend on the infrastructure of our state to get their grain from farm to field and field to market. Since 2009, Indiana Soybean Alliance and Indiana Corn Marketing Council have invested checkoff dollars in research of Indiana’s rural infrastructure, including roads and bridges.]

Funded with Indiana soybean and corn checkoff dollars. For more information, visit: UpVestIndiana.com

Natasha Cox, a farmer from Benton County, Ind., and a board member of the Indiana Corn Marketing Council (ICMC), recently received a special honor from her alma mater Purdue University’s Department of Agricultural Economics each spring honors distinguished alumni with the Apex award. This award recognizes individuals with a strong connection to the department who have made outstanding contributions in their fields. The 2019 honorees include Cox, Whitney Peake, Joshua Merrill, Dayton Lambert, Barbara Fecso, and Brian Tabor.

Cox serves as regional vice president of ag lending in Indiana for Farm Credit Mid America. She began working with Farm Credit Mid America as an intern in 2003, and continued full time in 2004 as a financial services officer in Lafayette, Ind. Cox earned a bachelor’s degree in agricultural economics from Purdue in 2004. “My Purdue AgEcon degree was foundational in my career path, setting the stage for engagement in a global environment,” she explained. “As a farmer and agribusiness professional in the ag finance business, there’s no university around the globe that tackles both supply and demand issues using economics and innovation to provide solutions at the rate of Purdue University. My family farmers and farmers across the state benefit from this world-class institution. I am a proud Boilermaker, and I’m beyond honored to receive this recognition.”

While at Purdue, Cox said she learned how to be “disruptive.” “It is ok to question the why and to be insightfully but respectfully disruptive,” she said. “Purdue is truly, positively impacting the world with insightful disruptions that help farmers, ranchers, and citizens around the globe think about how we create a future that is sustainable, profitable, and accessible to those who need it most. Wherever my travels have taken me around the world, the one constant has always been Purdue.”

In addition to serving on the ICMC board, Cox also volunteers on the Purdue School of Agriculture Dean’s Advisory Board, the Indiana Department of Ag Advisory Board, Indiana Certified Livestock Producers Advisory Board, Ag Alumni Seeds Board of Directors, National Corn Growers Risk Management Action Team, and the Ivy Tech School of Ag Advisory Board.

Cox and her husband, Brent, farm corn and soybeans near Fowler, Ind.

Aftermath of a late corn planting season

By RL (Bob) Nielsen, Agronomy Department, Purdue University

As I finish this article on the 13th of May, today’s USDA-NASS Crop Progress Report estimates that only 6% of Indiana’s corn crop has been planted to date. That progress percentage ranks the 2019 Indiana corn planting season TO DATE as THE slowest in the past 23 years. What will be the consequences of such a late planting season for this year’s Indiana corn crop?

The short answer is... “Time will tell.” The justification for that three-word answer is the reality that planting date is but one of many, many factors that work together to determine ultimate grain yield at harvest time.

In other words, late planting simply increases the risk of lower yields, but by itself does not guarantee lower yields. Time and again, we’ve seen late-planted corn yield surprisingly well when the remainder of the growing season turns out to be favorable for high yields.

One risk of lower yields with delayed planting is simply that due to the shortened available growing season. This is more of a factor for northern Indiana than elsewhere in the state because the growing season there is naturally shorter to begin with. This risk factor can be mitigated with warmer than normal temperatures, especially in June and September, that help speed up crop development. For example, the rain-delayed start to the 2018 season was helped immensely by a warmer-than-normal May and June, and the crop statewide eventually matured about as early as it ever had.

Another reason late planting may result in lower yields is that the critical pollination period may be pushed back to the latter half of July or even early August… which tends to be the hottest and driest part of the summer. Thus, the risk of incomplete pollination success is greater, which translates to a higher risk of low kernel numbers on the ears. This risk factor is obviously lessened by cooler temperatures plus adequate rainfall during that important period.

Late-planted corn is not automatically more susceptible to leaf diseases like gray leaf spot. However, at the point in late June to early July when that particular disease typically begins to develop, a late-planted corn crop will be at a younger leaf stage than an earlier-planted corn crop would be, and so the disease simply has more time to develop and destroy leaf tissue. This risk factor can be managed by selecting hybrids with excellent disease resistance and/or being prepared for foliar fungicide applications, if necessary.

So, “time will tell” whether the delayed 2019 planting season will have a major impact on grain yield.
The 2019 Indiana General Assembly wrapped up all business for the year a few days ahead of schedule this year but still produced a balanced budget and several new laws important to Indiana’s soybean and corn farmers.

The budget bill, which funds all activities within state government for the next two years, includes funding for select projects that impact Indiana corn and soybean farmers. Highlights of the $34.6 billion budget include $775 million to Purdue University for a Veterinary Teaching Hospital, and debt service payments to the Indiana State Fair Commission for the Fall Creek Pavilion/Swine Barn project. The bill allocates $1 billion for infrastructure projects, including interstate improvements, trails, and rural broadband development.

Supported by ISA and ICGA, SEA 460 increases broadband Internet expansion. The new law says a communications service provider that holds a certificate of territorial authority shall be designated as a public utility. The Indiana Department of Transportation may not charge an access rate or any other charge or fee for certain communications infrastructure located before March 14, 2019, in any right-of-way that are owned or controlled by the department.

The 2018 Farm Bill permanently removed hemp from the federal Controlled Substances Act. Hemp is now treated like a regulated farm commodity and is no longer aligned with marijuana. Hoosier lawmakers passed SEA 516, which legalizes commercial production of hemp in Indiana.

SEA 516 requires the State Seed Commissioner to develop a state regulatory program for hemp production, which ensures Hoosier farmers operate under a tailor-made, regulatory structure as opposed to a one-size-fits-all approach from the federal government. The law establishes the Indiana Hemp Advisory Committee (IHAC) to collaborate with the State Seed Commissioner in the development of the regulatory structure.

SEA 233 increases the business personal property tax exemption from $20,000 to $40,000.

HEA 1278 grants the Environmental Rules Board the authority to establish fees for the Indiana Department of Environmental Management that will impact all businesses with IDEM permits. The total initial fee increase limit is set at $2 million for air regulatory programs and $3.2 million for other permitting programs with an increase of no more than 10 percent once every five years. A late-session amendment was added to this bill that could have restricted biofuel sales in Indiana. ICGA and ISA worked with partners to convince the author more study was needed, and, as a result, the amendment was removed from the bill.

HEA 1492 adds common waterhemp, tall waterhemp, marestail, Palmer amaranth, poison hemlock, Powell amaranth, rough pigweed, and smooth pigweed to the list of detrimental plants that are required to be controlled by township trustees.

SEA 233 increases the business personal property tax exemption from $20,000 to $40,000.

A little like Willie Nelson, the ISA and ICGA staff was “on the road again” this winter to make sure that Hoosier farmers could talk one-on-one with Congressional lawmakers about ag policy through its Coffee Shop Talk series that was sponsored by First Farmers Bank and Trust. In all, there were 10 Coffee Shop Talks all across the state of Indiana. ISA and ICGA staff logged more than 2,000 miles to bring these meetings to local growers. From late January to mid-March, nearly 150 farmers attended the Coffee Shop Talk sessions. Follow the map to see where the 2019 meetings took place:

1. NEW ALBANY
2. BEDFORD
3. CRAWFORDSVILLE
4. AUBURN
5. TERRE HAUTE
6. EVANSVILLE
7. NEW CASTLE
8. PLYMOUTH
9. KOUTS
10. ELWOOD
NEW EDUCATIONAL BOOKS AVAILABLE!

The Glass Barn is a unique, hands-on educational center full of exhibits and technology that teaches visitors about modern agriculture. And now, thanks to your soybean and corn Checkoff dollars, you can bring the Glass Barn education materials to your next ag community event. The materials are free of charge to Indiana farmers and educators. In addition to downloadable soy and corn lesson plans and videos, you can also request soybean crayons, Barnyard Chronicles Storybooks and educational displays.

Just go to glassbarn.org and fill out the online form.

For more information about our educational materials contact us at beanteam@indianasoybean.com or 317-347-3620.

ISA, ICGA ensure Hoosier lawmakers work for Indiana farmers

We’ve been hard at work the past few months making sure that state and federal lawmakers work to support Hoosier corn and soybean farmers. Let’s highlight the success we’ve had this spring:

Rep. Jim Baird (R-Dist. 4) signed a letter to EPA administrator Andrew Wheeler demanding transparent accountability for small refinery “hardship” waivers that destroy ethanol and corn demand. So far, EPA waived enough gallons to account for the entire 2017 Indiana corn crop!

Reps. Jackie Walorski (R-Dist. 2) and Greg Pence (R-Dist. 6) sponsored HR 2089, the Biodiesel Tax Credit (BTC) Extension Act of 2019. This bill would retroactively reinstate the BTC and extend it for another two years.

In March, Congressman Baird joined the House Biofuels Caucus. This caucus consists of lawmakers who prioritize biofuels-friendly policies and are champions for ethanol and biodiesel.

In March, Congresswoman Walorski authored and circulated a letter around Capitol Hill urging Ambassador Lighthizer and other Administration officials to prioritize the inclusion of agriculture in any negotiations between the U.S. and the European Union. The letter received signatures from 114 members of Congress before it was sent to USTR. Representatives Jim Banks (R-Dist. 8), Susan Brooks (R-Dist. 5), Greg Pence (R-Dist. 6), Larry Buschon (R-Dist. 8), and Baird all signed.

Following discussion at an ISA and ICGA Coffee Shop Talk in Kouts in March, Rep. Pete Visclosky (D-Dist. 1) sent a letter to USDA expressing concern for the $125,000 cap on Market Facilitation Program “trade aid” payments U.S. farmers received last fall as recourse for the market impact of the tariff war with China.

In March, Sen. Todd Young (R) spearheaded efforts to get the U.S. Food and Drug Administration (FDA) to lift a ban on genetically modified salmon that prevented Albany, Ind.-based AquaBounty from being able to raise and market GMO salmon. Aquaculture has the potential to drive a significant amount of demand for Indiana soymeal.

Next time you see any of these elected officials, thank them for their work and support.

JOIN US AT THE 2019 PURDUE SOYBEAN SHOWCASE

When: Tuesday, July 23, 2019 | 8:30 a.m to 2:30 p.m. EDT
Where: Agronomy Center for Research and Education | 4540 U.S. 52 West, West Lafayette, IN 4790

The Indiana Soybean Alliance along with Purdue University College of Agriculture invites you to the 2019 Soybean Showcase. The free field day will include:

• Tours of research plots (Tours will begin at 8:50 a.m.)
• Informational sessions on current soybean research and educational programs
• Lunch will be provided

Join fellow Indiana soybean farmers in learning about Purdue research and possible impacts to your fields.

Please pre-register by July 15, 2019 at www.indianasoybean.com/soybeanshowcase

Join us at the 2019 Purdue Soybean Showcase
In 2016/2017, U.S. grain exports* set a new record of 114 million metric tons. More than 95% of the world's consumers live outside the U.S. (OUS), meaning export markets are critical to the success of those that grow our commodities. With growing populations and an increasing middle-class in previously developing countries, demand for consistent, quality food products will also continue to rise. Meeting that demand will be U.S. farmers.

Over the course of the next 30-50 years, U.S. farmers will continue to innovate and increase production. That innovation will be needed to meet increased OUS demand and be necessary to support current farm outputs, as well as future innovation. Export markets, current and burgeoning, are a critical component for Indiana corn and soybean farmers and the U.S. ag economy as a whole.

Why Exports Matter

32% of U.S. gross farm income comes directly from exports

$135 billion
US Ag exports in 2016, equivalent to building 34 skyscrapers

$9 billion
1 of every 3 planted corn acres is exported, making corn exports = $9 billion

$55 billion
Grain exports account for $55.5 billion in economic output and 262,000 jobs


* Accounts for exports of grains in all forms: feed grains, and feed grain equivalent of U.S. ethanol; distillers dried grains with solubles, and meat exports.

Export data provided by U.S. Grains Council.
FARM POLICY PLAYBOOK

Huddle up at the Colts complex for Ag Policy Summit 2019

Hoosier farmers, it’s time to huddle up! Come to the Indianapolis Colts Football Practice Facility on July 30 for the Ag Policy Summit 2019 presented by the Indiana Soybean Alliance (ISA) and the Indiana Corn Growers Association (ICGA). For agriculture to score a touchdown, farmers need to write a new playbook – a game plan for productive farm policy.

The Ag Policy Summit helps ISA and ICGA craft the messages they take to the Statehouse in Indianapolis and to Congress in Washington, D.C. In the shadows of the Indianapolis Colts’ practice goal posts, new farm policy strategies will be developed.

U.S. Rep. Jackie Walorski (R-Dist. 2) will update farmers on possible federal agriculture policy changes. In recent months, Walorski sponsored the Biodiesel Tax Credit Extension Act of 2019, which would retroactively reinstate the credit and extend it for another two years. Walorski also authored and circulated a letter around Capitol Hill urging U.S. Trade Ambassador Robert Lighthizer and other Administration officials to make sure agriculture is included in any negotiations between the U.S. and the European Union.

Scott Rudd, who works for Gov. Eric Holcomb with the task of expanding broadband internet access into rural Indiana, will detail his progress. ISA CEO Jane Ade Stevens and ISA Public Affairs Manager Cory Harris will offer their views on recent farm policy changes. In the Summit’s fourth quarter, farm humorist and advocate Damian Mason will convert extra points with both comical and thought-provoking insights. Raised on a dairy, Mason owns and manages 500 acres of farm and timber land in Indiana. He earned a degree in ag economics from Purdue University before entering the corporate world. As a public speaker, Mason has talked to farm groups in all 50 U.S. states, five Canadian provinces and seven foreign countries. In addition to speaking at farm meetings, Mason is active on social media and hosts a podcast called “The Business of Agriculture.”

Sponsored by Bayer, the Summit will be in the Colts practice facility at 7001 W. 56th St., Indianapolis, IN 46254. The Summit begins with registration at 8:30 a.m., and it will end by 3 p.m. For more information, contact quarterback Lauren Taylor, who is also the ISA’s corporate relations and membership manager, at ltaylor@indianasoybean.com or 317-644-2863. To register, go online to www.indianasoybean.com/summit.

ASK QUESTIONS OF HOOSIER LAWMAKERS, ANALYSTS, AND ISA STAFF AT THE AG POLICY SUMMIT 2019 ON TUESDAY, JULY 30 AT THE INDIANAPOLIS COLTS FOOTBALL PRACTICE FACILITY.
The Indiana Corn Growers Association (ICGA) celebrated a new federal rule that allows year-round sales of 15 percent ethanol blends – known as E15 – that was enacted before the summer driving season opened on June 1. President Trump promised that this rule would be in place before this year’s summer driving season commenced.

“We appreciate the work that went into following through on this promise,” said ICGA President Sarah Delbecq, who is a farmer from Auburn, Ind. “Ethanol is a primary consumer of Indiana corn, and any expanded use of ethanol financially helps Hoosier farmers. This rule, which supports ethanol use and promotes corn demand, has certainly been a long time coming, and Indiana growers definitely welcome this announcement.”

The final rule from the Environmental Protection Agency (EPA) eliminates an outdated barrier that requires retailers in parts of the country to stop selling E15 during the summer. The rule allows E15 to receive the same summer volatility adjustment EPA permits for E10. E15 lowers fuel prices for drivers by 3-10 cents per gallon and results in lower emissions, which improves air quality: Blending additional ethanol replaces some of the most harmful components in gasoline, and ethanol results in 43 percent fewer greenhouse gas emissions than gasoline.

Indiana ranks as the fifth-largest producer of U.S. ethanol – generating more than 1.1 billion gallons per year. The Hoosier State produces 7.8 percent of the total U.S. ethanol output. The state’s production will increase when its 15th ethanol plant goes online during the first quarter of 2020. Collectively, these ethanol plants consume nearly 47 percent of Indiana’s total corn crop – more than 461 million bushels. Earlier this spring during an EPA public hearing in Ypsilanti, Mich., Delbecq supported the agency’s plan to provide year-round E15 sales. At that same meeting, though, she expressed concerns with EPA approving waivers for small oil refineries that chose not to blend ethanol in accordance with the Renewable Fuel Standard (RFS). These waivers have had a very negative effect on Indiana corn farmers. Specifically, in 2018, the EPA waived 2.64 gallons of ethanol, which nearly offset Indiana’s entire corn output from 2017.

“These waivers directly impacted rural America and corn farmers,” Delbecq added. “With immense uncertainty now and in the future for the ag economy due to planting delays and trade disruptions, more waiver abuse would only exacerbate the damage to farmers’ bottom line and overall demand for corn. To offer a source of stability, the EPA needs to fulfill the intended goals and promises in the original RFS.”

CRUISIN’ ON ETHANOL

Year-round E15 benefits Hoosier farmers and consumers

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Beck’s high-yielding Freedom Plus™ Soybean Series features the LibertyLink® GT27™ trait, which combines new, elite genetics and tolerance to the two leading weed control solutions — Liberty® and glyphosate — protecting your yield potential, fencerow to fencerow.

Always read and follow label instructions. Liberty® and LibertyLink® are registered trademarks of BASF. GT27 is a trademark of MS Technologies and BASF. MS Technologies is a trademark of MS Technologies, LLC.