Maggie Hellman highlights Indiana grown to win Colts Best Tailgate Recipe contest
ANOTHER WAY YOU’LL SEE MORE VALUE WHERE IT COUNTS.

Bunches of Benjamins and a fat wallet show the value of making savvy decisions and planting more Seed Consultants. “Simply, the Best Value in the Seed Industry™.”

FARMERS SELL BEANS TO ELEVATORS, PROCESSORS & DEALERS

1/2 of 1% of the total selling price collected per the national soybean act & order

0.5%

Half goes to the state checkoff for investment in areas that are a priority for that state.

Half goes to the national checkoff for investment in USB’s long-range strategic plan.

ROI TO THE FARMER

HERE’S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.
15 Meet Your New Congress Members
In November, Indiana voters took to the polls and elected change. Read more about your new Congress members and Senator.

20 Ethanol Retailer Locations
Indiana Corn Marketing Council has provided grants to retailers to add gas pumps with higher blends of ethanol and/or E85. This graph highlights those retailer locations throughout the state.

28 Indiana Farmers Building Relationships in Cuba
The Cuba-U.S. Agriculture Business Conference in November 2018 gave Indiana farmers the opportunity to learn more about the Cuban agriculture industry and how the countries can improve agricultural trade.

30 Lifting the Veil of Silence Off Mental Health
Hoosier farmers are under intense pressure from many forces, some of which are beyond their control. Purdue Extension is working to bring mental health and substance abuse issues to the forefront with a new Mental Health First Aid program.

32 Changes for E15 Could Fuel Corn Demand
A directive to revise regulations that would give retailers the ability to sell E15 year-round could give Hoosier corn farmers a boost.

GOOD OIL.

BAD OIL.
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.

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

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President’s review

Strike a Realistic Balance to Quell Uncertainty

Agriculture is no stranger to uncertainty. This is far from a novel insight or conclusion. We all know that we face it on practically every front. The weather is uncertain, commodity markets are uncertain, input prices are uncertain—the list can really go on and on, and in a lot of ways, we sort of have to accept it. However, uncertainty in agricultural policy does not have to be the norm.

Fresh off the 2018 Ag Policy Forum (pg. 26), one cannot ignore the uncertainty we all face when it comes to several important policy issues.

- Will the Farm Bill get passed during the 115th Congress?
- How will the trade war with China get resolved?
- When will the Senate ratify the U.S.-Mexico-Canada Agreement (USMCA)?
- What is the future of the Renewable Fuel Standard?

These are just a few of the federal policy issues currently steeped in uncertainty. On the state front, what could broadband coverage expansion in Indiana ultimately look like? What could additional restrictions on the expansion of animal agriculture put additional restrictions on the expansion of animal agriculture? Unfortunately, there are no easy or certain answers to most of these questions.

So, what should we as farmers do about policy uncertainty? We must strike a realistic balance between thinking these are challenges we can single-handedly solve and thinking these are challenges beyond our control. This is exactly the same approach we likely all take when confronting uncertainty on the farm. We incessantly check weather forecasts knowing we cannot simply add the right amount of sunshine or rain. We track the ups and downs of commodity markets knowing they can defy technical trends at any minute. We gather fertilizer and chemical quotes from multiple retailers and at multiple points in the year in an effort to land the best price. We do the best we can with the information at hand.

Managing policy uncertainty should be done in much the same ways. Just like with the weather, stay on top of what’s going on at all levels of government. Just like in the markets, consider the trends as the history of our current world. Just like with ag retailers, build lasting relationships with policymakers and their staffs.

While impossible to eliminate, uncertainty CAN be managed. The Indiana Corn Growers Association and the Indiana Soybean Alliance are here to help, but it is the commitment of our members that ultimately makes it all possible. If you are a member, we hope that membership eases the pressure of policy uncertainty. If you are not a member, please consider joining as a form of collective risk management in the ever-changing policy environments at the federal, state, and local levels.

Visit https://www.incorn.org/icga/join-icga for more information on how to join.
The deep cold of winter is the hot time to engage in policy

It’s a new year for soybean farmers, full of promise, hope and opportunity – as long as we make it happen. As the newly-elected chairman of the Indiana Soybean Alliance, I look forward to working with the rest of the ISA Board on your behalf to turn those opportunities into tangible realities. I am a soybean, corn, popcorn, alfalfa and wheat farmer near Mill Creek, Indiana. In addition to raising crops, my family also raises feeder cattle. I’ve been on the ISA board since 2011, and I’m also active in Indiana Farm Bureau, where I have served on the State Young Farmer Committee. I’m also a volunteer leader in 4H.

As chairman of the Indiana Soybean Alliance, I want to be a part of driving the industry in a positive and sustainable direction. I want to help keep farmers educated on checkoff use, and I believe it’s important to continue growing our Membership & Policy membership. Looking out across sleeping fields in the cold deep winter, all may seem quiet. But in the world of ISA, a flurry of activity is underway to ensure that spring planting will yield abundant opportunities for you and your family. We’re all aware of the tough farm economy. Our corporate partners and industry stakeholders feel that pain, too. So, the entire industry must work in tandem to turn the ship toward continued prosperity. Now is the time to plant the seeds that make a difference.

Trade disruptions with China, the US-Mexico-Canada Agreement, biofuels debates and government regulations have all had significant impact on Hoosier farmers this year. So while the ground sleeps, ISA is hard at work – and we want to make your voices heard.

The ISA Membership & Policy Committee, in partnership with the Indiana Corn Growers Association, travels across the state and nation to advocate for farmers’ interests. We’ve brought farmers together with Indiana legislators through the Farmers Action Network, which we call the FAN Group. Sponsored by Corteva Agrisciences, the FAN Group plays a key role in ISA grassroots advocacy providing input from counties across the state.

While our fields lie quiet, we need to turn up the volume on the issues that affect our way of life. I invite you to join us. Get involved through these opportunities:

• Coffee Shop Talks (sponsored by First Farmers Bank & Trust) – contact Cory Harris at charitiss@indiansoybean.com for dates and locations
• Legislative Breakfast at the Indiana Statehouse, Feb. 12, 2019 at 7:30 a.m. EST
• Commodity Classic, Feb. 28-March 2 in Orlando, Fla.

What we do in the cold, dark of winter makes an important impact on our growing season success. It’s no different with policy work. Get involved now to help shape the future of your farm.
CHECKOFF DOLLARS TO FUEL INTEREST IN SOY BIODIESEL

Biodiesel provides a renewable, sustainable alternative to petroleum diesel and is made from soybeans grown right here in Indiana. Soy biodiesel offers health benefits for consumers, the environment and farmers alike.

- **Safer air.** Soy biodiesel adheres to the health effects testing requirements of the Clean Air Act and is labeled a Clean Air Choice® by the American Lung Association.

- **Reduced emissions.** The fuel results in 78.5 percent fewer carbon dioxide emissions from its use and production compared with petroleum diesel.

- **Increased markets.** By promoting soy biodiesel, the Indiana Soybean Alliance puts farmer checkoff dollars to work to ensure a profitable future for your crop.

Growing soybeans for biodiesel fuel provides a beneficial option for your soybean crop and lets everyone in Indiana breathe a little easier.

INTERESTED? Visit indiansoybean.com for more information.
Membership in the Indiana Corn Growers Association (ICGA) increased by 34 members in the past year, according to statistics revealed at the ICGA’s annual meeting on Nov. 27. ICGA membership, as of Oct. 31, stands at 608, which is up from 574 at this time in 2017.

Treasurer Christian Rosen reported ICGA has $130,665 in net assets available to be designated.

Those attending the meeting voted to re-elect three directors to the ICGA board. Earning more time on the board were Sarah Delbecq (District 3) of Auburn, Ind. in Dekalb County, Ronnie Mohr (District 6) of Greenfield, Ind. in Hancock County, and Mike Flock (District 9) of Ramsey, Ind. in Harrison County.

ICGA’s voting membership also amended a bylaw allowing mail-in ballots in place of proxies. ICGA’s directors believe this change makes it easier for voting members to have their opinions heard.

Attendees identified several legislative goals for the Indiana General Assembly. They include:

- Supporting legislation that would expand broadband internet coverage into rural areas
- Encouraging proposals protecting the soybean checkoff in case the federal program ends
- Opposing additional restrictions on livestock farms
- Protecting local road and bridge funding
- Requesting full funding of state’s Soil and Water Conservation Districts

The Nature Conservancy of Indiana
Purdue University
Indiana State Poultry Association
Indiana State Department of Agriculture
Indiana Pork
Indiana Dairy Producers
Indiana Corn Marketing Council
Indiana Beef Cattle Association
Indiana Association of SWCDs
American Dairy Association of Indiana
Indianapolis Star
Purdue University
The Nature Conservancy of Indiana

The Indiana Agriculture Nutrient Alliance (IANA) is dedicated to keeping Indiana at the forefront of proactive nutrient management and soil health practices that improve farm viability and, ultimately, reduce nutrient loss to water.

IANA will focus on bridging the multi-partner efforts to create practical, cohesive and significant effect across Indiana through:

- Shared goals
- Shared information
- Shared opportunities
- Shared outcomes

IANA will work alongside partners, utilizing each organization’s individual strengths to identify and overcome barriers, encouraging Indiana farmers to:

- Regularly perform soil sampling
- Implement nutrient management plans
- Apply nutrients to frozen and snow-covered ground only as a last resort
- Apply nutrients at-planting or in-season
- Implement living cover on cropland acres year round
- Implement minimum tillage, strip-tillage or no-till practices
EXPORTING TO INCREASE VALUE AT HOME

Market demand drives price for farmers and profits for the U.S.¹

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%

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

Get to Know Your New Members of Congress

SENATOR MIKE BRAUN

Party: Republican
Age: 64
Hometown: Jasper
Family: Wife Maureen; 4 children
Education: BS Economics – Wabash College ’76 (Student body Pres), MBA – Harvard Business School ’78
Previous Career: Indiana General Assembly, business owner (Meyer Distributing)
Background: Braun was an Indiana State Representative from 2014 and previously served on the Putnam County School Board. Braun is an entrepreneur who started and ran a number of businesses, as well as invested in farmland and a number of southern Indiana livestock operations. His priority issues include agriculture, health care, and financial services.

REPRESENTATIVE GREG PENCE

Party: Republican
District: 6th Congressional District (Randolph to Jefferson Counties)
Age: 62
Hometown: Columbus
Family: Wife Denise; 4 children
Education: BS Theology & Philosophy – Loyola University, MBA – Loyola University ’85
Previous Career: Convenience store chain executive, business owner (Exit 75 Antiques Mall and Bloomington Antiques Mall)
Background: Mr. Pence entered politics when Rep. Luke Messer gave up his seat to run for the Senate, beating four other Republicans in the primary, winning almost 64 percent of the vote. The older brother to Vice President Mike Pence, Greg ran his campaign on a pro-Trump platform. Before entering politics, Pence served in the Marine Corps and was an entrepreneur. Pence also worked as Rep. Luke Messer’s finance chairman during Messer’s bid for the Senate.
Pork Tenderloin Tenders
Win 2018 Colts Best Tailgate Recipe Contest

On many Sunday mornings outside Lucas Oil Stadium in Indianapolis, the cool, autumn air wafts with appetizing aromas from surrounding parking lots. But Nov. 18, 2018, marked a special day for tailgaters, because that’s the day the Indianapolis Colts, Indiana Corn Marketing Council (ICMC) and Indiana Soybean Alliance (ISA) named Maggie Hellman winner of the 2018 Colts Best Tailgate Recipe Contest. That Sunday, excited, hungry fans in the tailgate area known as Touchdown Town were tantalized with enough savory food products at her tailgate. “Both recipes were well prepared and presented, tasted great and were creative with plenty of enthusiasm for the Colts,” Galeaz said. “Although both contestants used food from Indiana farms, Hellman’s recipe – and tailgating display – used numerous Hoosier-grown products.” Hellman received $1,000 and a “Colts Tailgate Recipe of the Year” plaque. Lunsford received a $250 Colts Pro Shop Gift Card. The finalists’ recipes were featured in the Colts Tailgate Recipe Cookbooklet, which was given to 10,000 fans attending Sunday’s game. The booklet handed out to fans at the game also featured ISA board member Phil Ramsey’s Taco Casserole recipe and ICMC board member Natasha Cox’s Low Country Boil recipe, among other delectable dishes. Indiana’s corn and soybean checkoffs believe farmers are the original tailgate diners, and are pleased to partner with tailgaters, because that’s the day surrounding parking lots. But Nov. 18, 2018, marked a special day for

Indiana Pork Tenderloin Tenders
Prep time: 20 minutes
Cook time: 4-5 minutes
Servings: 8

Ingredients:
- 4 boneless pork loin chops cut 1-inch thick
- 1 cup flour
- 2 teaspoons garlic powder
- 2 teaspoons onion powder
- 2 cups Panko bread crumbs
- 3 tablespoons chopped sage (fresh)
- Salt and pepper

Directions:
1. Heat oil in fryer or cast-iron pot to 400 degrees F
2. Pound pork loin chops to ½-inch thick or less
3. Cut into 1-inch wide strips
4. In a bowl, mix flour, garlic powder and onion powder
5. In a separate bowl, whisk two eggs
6. In another bowl, mix Panko bread crumbs and sage
7. Take the pork strips and place in the flour mixture, then the whisked eggs, then the Panko mixture.
8. Place into the hot oil for 4-5 minutes or until golden brown
9. Place on paper towels to drain excess oil from tenders
10. Enjoy with a favorite sauce such as a ketchup and mayonnaise mixture

INDIANA PORK TENDERLOIN TENDERS

Drunken Skirt Steak Tacos with Chimichurri
Marinade:
- 2 cups orange juice
- 4 cloves of garlic
- Juice and zest of 2 limes
- ¼ cup tequila (optional)
- 2 tablespoons of crushed red pepper
- Salt and pepper, to taste

Directions:
1. Prepare marinade in a mixing bowl
2. Cut slits into the skirt steak before putting them in the marinade
3. Put the steaks and marinade in zip-lock bags for 8 hours or overnight
4. Put chimichurri ingredients, minus the olive oil, in a food processor and mix
5. Slowly drizzle the olive oil into the chimichurri mix
6. Once at the tailgate, fire up the grill to high heat
7. Grill the steaks for 3 minutes on each side for medium rare
8. Remove steaks and let them rest
9. Warm the tortillas for about 1 minute on each side
10. After steak has rested for 10 minutes, slice and place in the tortillas
11. Spoon chimichurri mixture over the steak and serve
The Ethanol Industry is Growing. Are You IN?

Ethanol is on the rise and in demand, and Indiana corn is a large part of its growth. In fact, 45 percent of the state's corn crop goes toward the production of ethanol. To keep this momentum moving, a portion of your corn checkoff dollars are dedicated to researching the benefits of ethanol to encourage sales, promoting its new higher-blend pumps and educating Indiana drivers on its high-octane, low-cost formula.

By investing in ethanol, we're investing in future corn profits and Indiana's future. Learn more about the important work your Indiana corn checkoff does at incorn.org.

You live here. You grow here. YOU can help Indiana thrive.

Funded with Indiana corn checkoff dollars.

HOT LIST

These are the 100 items most purchased by you, so we gave them the best discounts. Check 'em out and enjoy the sizzling savings.

The Hot List is just one of the advantages of our Small Business Savings Program.

National Corn Growers Council + Office Depot = Member Savings

The National Corn Growers Association (NCGA) is partnering with Office Depot on office supplies for its St. Louis and Washington, DC offices, as well as for state corn associations. Through this partnership, NCGA and the member states receive preferential pricing on almost any office supply imaginable. In fact, NCGA has already witnessed significant savings to its office supply and breakroom budgets courtesy of this partnership.

This pricing through Office Depot is available to Indiana Corn Growers Association members. Members can visit http://www.ncga.com/benefits to access the registration page. Through the partnership, members can save anywhere from 3% to 66% on office supplies including paper products, mailroom and shipping items, writing instruments, and ink and toner cartridges.

Visit the NCGA member benefits page today and start saving on your office supply needs!

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Visit the NCGA member benefits page today and start saving on your office supply needs!
Where to buy E85?

- 2610 DuPont Rd., Fort Wayne
- 10225 State Road 14, Fort Wayne
- 10040 Lima Rd., Fort Wayne
- 7405 Maplecrest Rd., Fort Wayne
- 8830 Coldwater Rd., Fort Wayne
- 9026 N. US Hwy 24, Roanoke
- 8362 W. State Road 56, West Baden
- 10102 Broadway, Crown Point
- 6643 S. State Road 3, Spiceland
- 4300 Calumet Ave., Valparaiso
- 2004 E. Morthland Dr., Valparaiso
- 1681 Pioneer Trail, Chesterton
- 8101 E. 109th Ave., Crown Point
- 1701 W. Glen Park Ave., Griffith
- 8910 Indianapolis Blvd., Highland
- 9521 E. Ridge Rd., Hobart
- 7073 W. Washington St., Indianapolis
- 104 S. Main St., Kouts
- 3983 State Road 38 East, Lafayette
- 3015 State Road 25 North, Lafayette
- 140 Mill St., Lowell
- 3201 S. Franklin St., Michigan City
- 5822 S. Franklin St., Michigan City
- 1030 W. Edison Rd., Mishawaka
- 1702 S. Union St., Mishawaka
- 1624 E. Douglas Rd., Mishawaka
- 429 N. Market St., Monon
- 6250 Ameriplex Dr., Portage
- 10902 Parrish Ave., St. John
- 2503 Calumet Ave., Valparaiso
- 1901 Burlington Beach, Valparaiso
- 460 S. Main St., Ferdinand
- 1540 Main St., Ferdinand
- 1921 S. Lube Way, Jasper
- 3969 State Road 64, St. Anthony
- Steffen Oil, 705 W. Market St., Bluffton
- Fowler Food Plaza, 101 W. Fifth St., Fowler
- Joe’s Junction, 214 N. State Road 135, Trafalgar
- 12001 N. US Hwy 31, Edinburgh
- 6300 Morgan Ave., Evansville
- 114 Rosenberger Ave., Evansville
- 500 N Burkhardt Rd., Evansville
- 815 S. St. Joseph, Evansville
- 5310 W. 10th St., Indianapolis
- 10901 Pendleton Pike, Indianapolis
- 7425 E. Washington St., Indianapolis
- 202 E. 10th St., Jeffersonville
- 1401 Corydon Pike, New Albany
- 2115 Hartford Ave., Plainfield
- 2330 S. Third St., Terre Haute
- 2665 S. State Road 46, Terre Haute
- 4425 N. State Road 59, Brazil
- 15801 W. Commerce Rd., Daleville
- 3201 Grant St., Gary
- 3758 W. Morris St., Indianapolis
- 2401 E. Markland Ave., Kokomo
- 104 Farm Bureau Rd., Brownstown
American Ethanol reduces greenhouse gas emissions by 43% compared to gasoline.

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.1

"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 Choice™ 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 handles 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

Looking for a Few Good Soybean Farmers

Applications Now Being Accepted

We need leaders like you.

The Indiana Soybean Alliance (ISA) manages soybean farmer investments from the soybean checkoff. The ISA Board of Directors represents the nearly 28,000 soybean farmers in Indiana who contribute their dollars to the checkoff.

ISA is seeking soybean farmer leaders to join a 24-member farmer board that is responsible for annually investing Indiana soybean checkoff funds in biofuels, livestock, production and environment research, grain marketing, new uses and aquaculture programs.

Elections will take place in all four districts. To be a candidate you must:

• Be engaged in the growing of soybeans in the last two years.
• Certify ownership or share ownership and risk of loss of soybeans.
• Fill out director expectation statement and return it to ISA. (Director expectation statement must be returned by March 8, 2019.)

To learn more about serving as an ISA Director, or to receive a director expectation statement, go to www.indianasoybean.com/elections or call the ISA office at 1.800.735.0195.

The election will be held July 2019. Election ballots will be distributed by mail in June.

Represent your district.

Funded with Indiana soybean checkoff dollars.
Are you a farmer interested in validating, optimizing and improving your individual in-field management practices?

Learn more about INfield Advantage at www.INfieldAdvantage.org.

"No matter where your operation is located, you can use this program and its powerful tools to build a local data set to see how nutrient management varies in field-specific scenarios."

— INfield Advantage group leader

INfield Advantage is a proactive, collaborative opportunity for farmers to collect and understand personalized, on-farm data to optimize their management to, ultimately, improve their bottom line and benefit the environment.

Funded with Indiana soybean and corn checkoff dollars.

Trump Speech, Record Attendance Create Headlines at National FFA Convention

By Dave Blower

The 91st annual National FFA Convention in Indianapolis, Ind., in late October created national headlines due to a keynote speech by President Donald Trump and record attendance of nearly 70,000 students, teachers and supporters.

The Indiana Soybean Alliance (ISA) and the Indiana Corn Marketing Council (ICMC) got the convention underway by sponsoring the Kickoff Luncheon, as these organizations have done for many years.

“We proudly support the luncheon that kicks off the convention. We think it’s really important to help get the kids energized and ready for a good week,” said Fulton County, Ind., farmer and ICMC board member Kelly Whiteman Snipes. “As farmers, we rely very heavily on technology and we want the best and the brightest working for the future of the industry. FFA is a great opportunity for us to help surface that talent.”

Trump became the first president to speak at the National FFA Convention since President George H.W. Bush addressed attendees in 1991 in Kansas City, Mo. President George W. Bush did not visit the convention, but he frequently invited National FFA officers to the White House.

President Trump served as the keynote speaker and touted policy changes during his administration such as fewer farm-related regulations, opening E15 to year-round sales and negotiating better trade markets for the future. He also commented on the quality experience and education that FFA provides.

“Your time with the FFA in the field, on the farm, in the lab and in the classroom has not only prepared you for a stellar, great career in something you love, it’s taught you essential truths about life and about the world in which we live,” Trump said. “You know that success only comes through hard work and perseverance. You know that very well. You know that nothing compares to the satisfaction of an achievement earned and built with your own sweat, your own skill and with your own two hands.”

The National FFA Organization provides leadership, personal growth and career success training through agricultural education to 669,989 students, which includes 459,514 alumni members in 2,236 alumni chapters throughout the United States.

“The FFA creed has taught you to believe in self-reliance and honest dealing, to never give up in the face of hardship. And as farmers, you have it both ways. You have hardship and you have great, great, great success,” Trump told FFA members. “Most of all, that creed promises that if you will hold true to the best traditions of our national life, if you cherish our freedom, our values and our country, there is nothing that you cannot achieve.”

The year’s convention set an attendance record of 69,944. This year’s theme was Just One.

Throughout the convention, attendees experienced the inaugural Blue Room, a 17,000-square-foot interactive area that showcases the cutting-edge technology, research, and innovation taking place in agriculture. Through experiential learning and a specific focus on the most critical challenges facing rural communities – from respecting the planet to feeding the world – the Blue Room inspired and equipped students to activate their potential.

AgriNovus Indiana and Microsoft were the title sponsors of the Blue Room, a 17,000-square-foot interactive area that showcases the cutting-edge technology, research, and innovation taking place in agriculture.

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Attendees also wore special badges if they were from within 50 miles of the houses of state representatives. They were able to attend a private concert that was sponsored by the event, which included a surprise headliner Garth Brooks.

Garth Brooks took the stage and walked amongst the crowd before introducing President Donald Trump to a record-breaking crowd of 69,944 attendees who were at the National FFA Convention on Oct. 24.

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AgriNovus Indiana and Microsoft were the title sponsors of this experience.

FFA members and guests from across the United States, representing all 50 states, Puerto Rico and the U.S. Virgin Islands, attended the event. The National FFA Convention and Expo is scheduled to remain in Indianapolis through 2024.

Trump was not the only celebrity at the convention as Garth Brooks, the reigning Country Music Association Entertainer of the Year, took the stage for a private show for attendees on Oct. 24.

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Politics as Crucial to Indiana Farmers as Weather, Weeds and Insects

By Dave Blower

reminding Hoosier corn and soybean growers that weather, weeds and insects are not the only factors to consider on the farm, the Indiana Soybean Alliance (ISA) and the Indiana Corn Growers Association (ICGA) presented the Ag Policy Forum on Nov. 27 at the Boone County Fairgrounds in Lebanon, Ind. More than 100 farmers attended the Forum to learn more about potential policy changes and how to advocate for their industry. For example, ISA and the ICMC have advocated for expansion of broadband internet service into rural areas for several years. And those efforts are now beginning to show progress as Indiana Gov. Eric Holcomb invested $100 million in the state’s 2019 budget for rural broadband. Purdue University agricultural economist Dr. Wallace Tyner told Forum attendees that broadband will bring a positive return on that investment. “For every dollar you invest in that could pay, you give $4 back to the Indiana economy,” he said.

“That is a pretty good payback.” Tyner said broadband internet access should be expanded to rural areas the same way electricity was decades ago. He said, “We won’t get deployments unless the federal and state governments, like they did with rural electrification, pay some of the share.” Tyner investigated the economic impact of broadband service on telemedicine, education and farm income for rural communities. Telemedicine allows patients and health care professionals to meet through an online connection. When patients using telemedicine were compared to those making conventional doctor’s visits, studies found the medical outcomes were exactly the same. The costs were substantially less for patients and providers through telemedicine, though. Tyner said fewer medical tests are ordered with telemedicine, and physicians’ consultations cost less. “There are tremendous savings,” he said. “Say you have a cold, you feel bad, it’s nagging, but you don’t want to take all the time and expense of going to the doctor. So you just keep living with it. By the time you go to the doctor, it’s serious. If you can just type a few keys and talk to a doctor before it gets to that point, you are much more likely to treat illnesses earlier.”

For education, Tyner’s study estimated that teachers would be 5 percent more productive if they could reach students via the internet. His research concluded that the financial benefit to K-12 schools would be a savings of $1.5 million per district within three years. That does not factor in savings from the elimination of snow days, he said.

Tyner only calculated income from crops when figuring the impact of rural broadband on farm incomes. He estimated the benefit to be a conservative 1 percent per year, which is a statewide increase of $663,095. However, Tyner said this could be revisited when more accurate numbers might be available.

In all, Tyner concluded, rural broadband would add $1 billion annually to Indiana’s economy. He added that federal and state governments would see a return of $270 million per year through income tax and similar revenue.

CHANGING POLITICAL LANDSCAPE

American Soybean Association (ASA) CEO Ryan Findlay said one issue dominating ASA’s efforts in 2018 is trade. “I don’t think it’s a surprise to anyone that the No. 1 issue in 2018, and likely the No. 1 issue in 2019, is going to be trade,” Findlay said. “We’ve had a lot of challenges with China this year. I think from our standpoint, our message from the beginning has been, ‘We need to rid the tariffs.’ Because that’s having a huge impact on farmers.”

Findlay said U.S. soybean farmers face a 20 percent loss due to tariffs. As crucial as ending the trade war is, he said, is expanding trade opportunities into other countries. “We need to engage with Japan and other TPP countries like Indonesia and Vietnam, and re-engage with countries in Europe,” he added.

Additional legislative priorities for ASA include final completion of a new farm bill and working to improve the biodiesel mandate in the Renewable Fuels Standard. Brian Howey, editor of Howey Politics Indiana, told the audience that farmers benefit from a positive opinion of the general public, and they should actively take their message to newspapers, broadcast media and other sources around the state. He said, “Indiana would not be what it is without you folks, so I would just say amplify your voices. Say, ‘We have major issues here; and we not only feed Indiana, we feed the world.’ Don’t underestimate the goodwill that the masses have for everything that you do.”

PARTICIPATION INFLUENCES POLICY RESULTS

Checkoff funds cannot be used to promote policies to lawmakers. Instead, ISA’s Membership and Policy Committee and ICGA perform this critical work, and these groups depend on membership dues and sponsorship from corporate partners to operate. “We cannot expect policymakers to understand our industry without showing them what we do and explaining how policies can impact us,” said ICGA President Sarah Delbecq. “If farmers don’t get involved in policy discussions, we expose ourselves to risks that could potentially be avoided. That’s why joining organizations such as the Indiana Corn Growers Association and the Indiana Soybean Alliance is so critical.”

Sponsors of the Ag Policy Forum included FMC, Agrow, Farm Credit Mid-America, Nine-Star, Co-Alliance, Bane-Welker Equipment and State Bank of Linton, as well as the Indiana corn and soybean checkoffs. “It’s not really possible to overemphasize how important it is to talk to lawmakers and decision makers about the policies that affect agriculture,” said ISA Membership and Policy Chair Phil Ramsey.

“If farmers do not participate in the crafting of these policies, then we’re only left with reacting to them after they become law.”
Delegates from the U.S. agriculture industry, including American Soybean Association Director and past Indiana Soybean Alliance board leader Joe Steinkamp, traveled to Cuba in mid-November for the Cuba-U.S. Agriculture Business Conference. The conference brought about much interest from the Cuban Ministry of Agriculture, Ministry of Foreign Affairs and the Cuban media.

“Opening doors with Cuba to increase understanding and discuss opportunities to expand access to our high-value crops with a nearby population that values wholesome, affordable, U.S.-grown food.” Representing the soybean, corn, wheat, poultry, potato, rice, sorghum and barley industries, the 20 conference participants met with Cuban government officials and farmers November 8-10, 2018. While about 30 percent of Cuba’s 42,000 square miles of land area is currently used for farming, Cuban farmers do not have access to the latest technologies, equipment and inputs to reach their yield potential. Farmer-owned cooperatives produce the majority of food in Cuba, but it’s not enough. Cuba must import much of the food for Cuba’s 11 million people and four million annual tourists.

“The reason I’m here isn’t to sell potatoes,” said participant Carl Hoverson, CEO of Hoverson Farms, Larimore, N.D., “but to help people live better.” The traditional Cuban diet consists of rice, black beans, chicken, bread and locally-produced fruits and root vegetables.

According to Alejandro Mustelier Zamora, chairman and CEO of Aliimport, Cuba’s food importing enterprise, “When buying grains from Argentina, it takes a long time to get here and affects the quality of the food we import.” Rice imported from Japan can take up to five months to arrive. The United States offers many advantages as a food source for Cuba, most notably the proximity in terms of getting high-quality food in a timely and freight-efficient manner.

Cuba can buy products from the U.S. and finance the sale until the product arrives in Cuba, with one exception — food. Importers must pay for food purchases, which have been allowed since 2000, up front and before the ships are allowed to sail. Conversely, U.S. banks may provide direct financing for exports of any other product except agricultural commodities.

Hon. Rick Crawford, United States Representative, First District of Arkansas, spoke to the group about the legislation “HR525,” which allows extension of credit terms from U.S. entities to Cuba to be able to sell ag commodities. Half of the U.S. rice production is grown in his district. He said, “It’s not about rice; it’s not about wheat; it’s not about chicken. It’s about U.S. ag commodities and market access to areas that have really been difficult for us, and this is a market that I would certainly like to see us participate in.

After hearing from Cuban government officials, participants had the opportunity to visit a farmer’s market in Havana and tour two farmer cooperatives. The President of the first cooperative talked about the variety of crops they grow, including tubers and vegetables, mainly carrots, which they provide for the Cuban tourism industry. The cooperative’s board of directors, or assembly, is in charge of creating a planting plan and supplying the resources, such as fuel and fertilizer, that their 200 members need to grow the crops. The planting plan is based on the experience of the farmer, demand for crops and what can be sold to the government. Once they sign the planting plan, the government sells inputs to the cooperative, which sells them to the individual farmers. He said there is a formula for how much fertilizer they receive, which is not always the right amount and it doesn’t always arrive at the right time. His cooperative uses an obsolete and old system of flood irrigation because it is what they have.

“We are far from reaching our potential. We need technology, modern equipment and timely inputs,” he said. “We know that tilling the soil is bad for the land, but that’s all the machinery we have.”

While Cuba does not allow planting of genetically modified crops, research is occurring in laboratories. Ambassador Juan Jose Leon Vega, Cuban Ministry of Agriculture International Affairs Division, told the group, “It would be a benefit to the world if it was demonstrated that GMO was safe and could be planted to end hunger. There are 77 million hungry in Latin America.”

The President of the second farm cooperative reported that they grow potatoes, sweet potatoes, plantains and taro root, white, red and black beans, garbanzos and corn, and have a small cow herd that provides milk for their 210 members and to the state for infants and the elderly. Cooperative farmer members receive compensation based on the results of their work. Compensation has nothing to do with how much land they contributed because the land is collective property.

At the wrap-up meeting, Ambassador Juan Jose Leon Vega told the group, “Farmers in the U.S. and Cuba can have better relationships. There is a strong distinction in Cuba between the American government and the American people. We want people to be able to do business together.”

The Cuba-U.S. Agriculture Business Conference was organized by the U.S. Ag Coalition for Cuba, which believes that the improvement of agricultural trade between the U.S. and Cuba is the foundation for building successful and enduring relations between both countries.
Winter shrouds the Midwest in a cold, dark cloak. A bleakness permeates the bitter chill of the season’s wind and brings a sense of melancholy to many who breathe it in. The holiday din has subsided, leaving only the sound of silence. For almost one in five U.S. adults who live with mental illness, the silence can be deafening. National Institute of Mental Health data estimates that 44.7 million adults aged 18 or older live with mental illness in degrees ranging from mild to moderate to severe. Yet, while so many Americans suffer from mental illness, the topic largely remains cloaked in silence. The average class size is between 18 and 20 people, which allows for open dialogue throughout the eight-hour course. Currently, there are 12 facilitators throughout Indiana’s extension offices who are trained to provide participants with: • Understanding and awareness about mental health and substance abuse issues • Accurate information about the issues • Ways to recognize signs and symptoms in themselves and others • Hope that recovery is possible Purdue Extension began offering its Mental Health First Aid course in the summer of 2018. The program is designed as a one-day, immersive course that uses evidence-based information and work-through scenarios for participants to practice having the tough conversations that accompany the topic. The topic class size is between 18 and 20 people, which allows for open dialogue throughout the eight-hour course. Currently, there are 12 facilitators throughout Indiana’s extension offices who are trained to provide participants with: • Understanding and awareness about mental health and substance abuse issues • Accurate information about the issues • Ways to recognize signs and symptoms in themselves and others • Hope that recovery is possible
E15 could Mean Big Boost for Corn Demand

By Cory Harris

What is the most tested automobile fuel in history? E15! According to the US Department of Energy, nearly 9 out of 10 cars on the road today are approved to use this fuel. So President Trump’s announcement this fall directing EPA Administrator Andrew Wheeler to make the regulatory changes needed for year-round E15 sales is big news for Hoosier corn farmers.

While the October 9th directive does not yet finalize the ability for retailers to sell E15 year-round, it does set into motion the process necessary to continue selling the fuel past the June 1 deadline – a regulatory hurdle the industry has worked to clear for nearly a decade.

With more than 46 percent of Indiana’s annual corn crop going to ethanol production, Hoosier farmers have much to gain from the regulatory change. NCGA and ethanol association-funded economic studies have found, at minimum, if the roughly 1,500 stations currently offering E15 provide it year-round, we would see an incremental ethanol volume increase of 15-20 million gallons annually.

Better yet, if retailers in Reformulated Gasoline Markets (where E15 can currently be sold year-round) switched from E10 to E15, this would result in an additional 1.5 billion gallons. And best-case scenario, if all E10 were converted to E15, it would mean an additional seven billion gallons of ethanol or an additional 2.5 billion bushels of corn.

While the potential windfalls of this proposed regulatory change are vast for Indiana agriculture, there is still a lot of work needed in order to realize that potential. In order to see the effects of the change in 2019, the EPA must compile vast quantities of data and research, formally propose a change to the statute, open that rule up for public comment, and then analyze feedback and make necessary changes before making a final ruling on changing the law. All to say, a daunting timeline to complete before June 1, though promised by President Trump.

In addition to the challenging timeline of enacting this policy change by the summer driving season, it should be noted that adoption and expansion of E15 infrastructure will take time.

- sells for 5-10 cents cheaper than E10 at the pump
- provides consumers more options when they fill up
- is safe to use
- provides benefits to the environment

When you look at it this way, adoption and expansion make sense and are sure to take place. And with this acceptance and growth, Hoosier farmers are sure to benefit.

By Cory Harris
Connecting Across the Miles to Develop Foreign Markets

Every year, in an effort to create new markets for Hoosier farmers, the Indiana Soybean Alliance (ISA) and the Indiana Corn Marketing Council (ICMC) meet with representatives from countries around the world. These gatherings, whether on an Indiana farm or on foreign soil, build the relationships necessary to encourage international trade. In 2018, ISA and ICMC staff and directors traveled to places such as Bogota, Colombia; Manitoba, Canada; Vietnam and more. While in that same 12 months, 14 trade delegations from China, Indonesia, Sri Lanka and many other countries toured Hoosier farms and agribusinesses. Developing these international relationships pays dividends for Indiana growers in the future.

China
Delegates of a trade mission from China visited several Indiana farms and ag businesses.

Latin America
A trade mission team from Latin America enjoys a tour on the farm of Phil and Cindy Ramsey of Shelbyville, Ind.

Manitoba
Indiana Lt. Gov. Suzanne Crouch signs a trade agreement with officials from Manitoba, Canada.

Vietnam
Indiana Soybean Alliance members traveled to Vietnam to encourage trade with the Asian nation.

Indonesia
A group from Indonesia met with Indiana corn and soybean staff during a visit to the National Soil Erosion Research Laboratory in West Lafayette, Ind.

Sri Lanka
Officials from the Indiana State Department of Agriculture and the Indiana corn and soybean staff hosted a trade mission for representatives from Sri Lanka.
Twenty-One Teams of Global Grain Buyers Attend Export Exchange 2018

More than 200 international buyers and end users of coarse grains and co-products from upwards of 35 countries traveled to Minneapolis, October 22-24 for Export Exchange 2018, ready to meet with U.S. suppliers and service providers across the value chain.

Export Exchange is a biennial educational and trade forum for U.S. feed grains that hosts attendees from both the United States and various countries organized into U.S. Grains Council (USGC) trade teams. Attendees at this year’s Exchange met with U.S. suppliers and had the chance to learn about current supply and demand for U.S. feed products.

Co-sponsored by the USGC, Growth Energy and the Renewable Fuels Association (RFA), Export Exchange 2018 offered attendees an unparalleled opportunity to mingle and build relationships with domestic suppliers of corn, distiller’s dried grains with solubles (DDGS), sorghum, barley and other co-products.

“At a time when we have recently agreed to a new U.S.-Mexico-Canada Agreement, highlighting the importance of international trade can be no better illustrated than by Export Exchange and the trade team visits that were no better illustrated than by Export Exchange 2018,” said Stitzlein. “We want to thank all our state partners for working with us to facilitate these important tours.”

ABOUT THE U.S. GRAINS COUNCIL

The U.S. Grains Council develops export markets for U.S. barley, corn, sorghum and related products including DDGS and ethanol. With full-time presence in 13 key markets and representatives in an additional 15 locations, the Council operates programs in more than 50 countries and the European Union. The Council believes exports are vital to global economic development and to U.S. agriculture. Throughout the meeting, international attendees also met with U.S. sellers via an exhibit hall experience offering information and in private meetings meant to allow business to be done on site. This work is a critical piece of market development programs operated by the Council in more than 50 global markets, with funding from member organizations in addition to the Market Access Program (MAP) and Foreign Market Development (FMD) program in the U.S. farm bill.

Pre- and post-conference USGC staff hosted 21 trade teams to explore individual U.S. export markets. These trade teams were hand-chosen for specific goals to increase the comfort level, make connections and ultimately contract more U.S. origin coarse grains and co products. Team activities were customized and included visits to farms, ethanol plants, transloading facilities and excursions to see the 2018 corn harvest in various states. “These types of specialized visits allowed each team to see firsthand U.S. crop conditions at harvest time, which helps result in trade,” said Stitzlein. “We want to thank all our state partners for working with us to facilitate these important tours.”

UNPREDICTABLE EXTREME WEATHER

Unpredictable extreme weather patterns represent the greatest agronomic challenge we face in growing good corn yields consistently and reinforce the need for improving the weather resilience of our crops. Here is a short list of key agronomic factors to consider as you strive to grow a crop that is more profitable and resilient against the unpredictable extreme weather.

• Improve surface drainage or tile drainage systems. Soil drainage influences other yield-influencing factors, including root health and depth, risk of soil compaction, timeliness of planting and other field operations, success of weed control, risk of losing soil nitrate-N, and success of reduced tillage practices.

• Minimize the risk of creating soil compaction. The risk of soil compaction goes hand-in-hand with poor soil drainage, large heavy field equipment, and the natural human characteristic of impatience.

• Reduce the number of tillage operations in your operation. Doing so will reduce machinery production costs, reduce the number of opportunities to create soil compaction, conserve soil moisture in times of dryness, and improve soil permeability in times of rain.

• Select hybrids with superior yield potential AND stress tolerance characteristics. The latter safeguards against the effects of unpredictable stresses. Seek hybrids that consistently rank near the top of a large number of variety trials.

• Focus on economically optimum seeding rates. Our research, supported by the Indiana Corn Marketing Council (ICMC), clearly documents that maximum dollar returns to seed for most Indiana soils occurs with seeding rates less than 30,000 seeds per acre with current grain prices and seed costs. More information is available at http://www.kingcorn.org/news/timeless/NitrogenMgmt.pdf.

• Improve the effectiveness of your weed control strategies. Know which weeds you are dealing with. Recognize and identify resistant weeds. Know and rotate the herbicide chemistries that control those weeds. Time the herbicide applications relative to the size of the weeds. Do not rely solely on post-emergence herbicides.

• Improve the effectiveness of your disease control strategies. Know your diseases (send samples to Purdue’s Plant & Pest Diagnostic Laboratory). Use a 4-pronged approach: 1) choose hybrids with excellent disease resistance, 2) avoid corn after corn, 3) bury corn residues with tillage (where appropriate), and 4) consider foliar fungicides where appropriate.
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BARNYARD CHRONICLES BOOKS
SOYBEAN CRAYONS
CORN EDUCATIONAL MATERIALS

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.

Funded with Indiana soybean and corn checkoff dollars.

INFIELD ADVANTAGE REGIONAL MEETINGS SET FOR 2019

FOCUSED ON PROVIDING INFORMATION TO HELP MAXIMIZED YIELD, PROTECT THE ENVIRONMENT, AND OPERATE MORE EFFICIENTLY, INFIELD ADVANTAGE OFFERS INDIANA FARMERS WITH THE OPPORTUNITY TO COLLECT AND ANALYZE FIELD-SPECIFIC DATA ON THEIR FARMS TO EVALUATE PERFORMANCE. PROGRAM TOOLS INCLUDE:

• Corn stalk nitrate testing to determine nitrogen use efficiency at the end of the growing period
• Aerial imagery to observe possible issues including soil compaction and equipment malfunctions
• Replicated strip trials to compare different rates, forms, timing and placement of crop nutrients within a single field to assess yield and nutrient efficiency

INFIELD ADVANTAGE REGIONAL MEETINGS WILL TAKE PLACE FROM JANUARY THROUGH MARCH 2019. THE SCHEDULE INCLUDES:

SOUTHWEST
Thursday, January 17, 2019, 9:30 am – 3:00 pm CT
Faith Free Will Baptist Church, Chandler, IN

CENTRAL
Friday, January 18, 2019, 9:30 am – 3:00 pm EST
Faith Church of Christ, Burlington, IN

NORTHWEST
Wednesday, January 23, 2019, 9:30 am – 1 pm CT
Fair Oaks Farmhouse Restaurant, Fair Oaks, IN

FOR MORE INFORMATION AND TO REGISTER, CONTACT ARIEL KITTLE AT EVENTS@NCGA.COM, OR CALL ARIEL AT 317-641-0122.

INFIELD ADVANTAGE IS MADE AVAILABLE TO INDIANA FARMERS THROUGH THE INDIANA SOYBEAN ALLIANCE, INDIANA CORN MARKETING COUNCIL, INDIANA STATE DEPARTMENT OF AGRICULTURE, INDIANA ASSOCIATION OF SOIL AND WATER CONSERVATION DISTRICTS, PURDUE EXTENSION, INDIANA CONSERVATION PARTNERSHIP, AND USDA NATURAL RESOURCES CONSERVATION SERVICE.

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 annually.1

Implies state route closure, estimated cost for the average CRD (crop reporting district).

BRIDGE OUT

Learn more about the investments that the Indiana corn and soybean checkoffs are making at:

www.indianasoybean.com
www.incorn.org
www.upvestindiana.com

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1 O’Neil Commodity Consulting “Soy Transportation Coalition Study: Transportation and Farmer Incomes.”

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1 O’Neil Commodity Consulting “Soy Transportation Coalition Study: Transportation and Farmer Incomes.”
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Introducing Nemasect™, a new ingredient in our Escalate® seed treatment on all Beck’s corn and soybean products that comes standard at no additional charge. Escalate, powered by Nemasect, provides multiple modes of action against the most common nematode species, as well as activity on many soil-dwelling insects. Protect your crops and take back your yields today.