

Spring 2015

# MICHIGAN SOYBEAN NEWS<sup>®</sup>

Volume 7 - Issue 2

## 2014 YIELD CONTEST WINNERS!



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A publication of the Michigan Soybean Association

# Michigan SOYBEAN NEWS

**Spring 2015  
Volume 7 - Issue 2**

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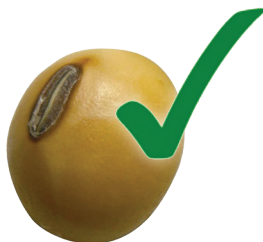
See what MSA is doing for its  
members.



## **2014 Soybean Yield Contest Results**

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102.12 bushels!



## **Soybean Spring Checklist**

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Improving soybean yields and  
farm income.



## **March is Grain Elevator Appreciation Month!**

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Thank you for all you do!

**Circulation: 14,500**  
*Michigan Soybean News* is  
published quarterly.

*Comments and suggestions  
can be submitted to:*  
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### **Michigan Soybean Association's Mission Statement**

To improve and advocate for the Michigan soybean industry.



# From the MSA President...



David Williams

Your Michigan Soybean Association (MSA) board of directors support better roads in Michigan. There's a coalition of groups across Michigan that have formed an organization called Local Roads Matter ([www.milocalroads.com](http://www.milocalroads.com)). Members include Agricultural Leaders of Michigan (ALM), which the MSA belongs to, and other agriculture associations such as Michigan Farm Bureau, Michigan Milk Producers Association and Michigan Pork Producers Association, as well as county road commissions from across the state.

Our roads are vital to agriculture, providing the routes to reach our markets, the connections from field to field, and the way we bring inputs to our farms. Michigan's crumbling bridges and roads will increase the cost of agricultural production. Now is the time to fix our roads. It will cost us less in the long run if we pay for it now rather than put it off for future generations. The average Michigander pays \$539 annually in additional vehicle costs due to poor roads. Michigan ranks fiftieth out of the 50 states in per capita spending on infrastructure. We need a comprehensive and long-lasting solution to fix our roads.

Governor Snyder met with bipartisan leaders from the Michigan House and Senate and announced a plan to fix Michigan's roads. Their plan provides needed funding for roads and bridges; protects schools, communities, public transit and rail; ensures that transportation taxes go to transportation; maintains competitive prices at the pump; and gives tax relief for lower-income Michiganders.

We currently pay 18.7 cents per gallon plus 6% sales tax at the pump. The bipartisan plan will repeal the sales tax at the pump, replace it with a new motor fuels tax dedicated to transportation funding and provide tax relief to residents with lower incomes by restoring the earned income tax credit.

Governor Snyder signed legislation on January 12, 2015, adopting these changes. We need to approve the May 5, 2015, ballot proposal to raise the estimated \$1.3 billion more per year for transportation. The ballot proposal provides for a 1% increase in the state sales tax (from 6% to 7%) and eliminates the sales tax on motor fuels, saving \$752 million.

I think we need to be proactive when it comes to our transportation network. A dedicated funding source will provide long-term benefits to agriculture and our state's economy. I want to encourage you to vote yes in May and support our future. Let's fix Michigan's roads!

Regards,  
*Dave Williams*  
MSA president

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# 2014 SOYBEAN YIELD CONTEST RESULTS

By: Ned Birkey, Spartan Ag

The ninth Michigan Soybean Yield Contest is in the books with the average yield of the four winners topping 80 bushels per acre for the third straight year. This year's average yield was 83.0 bushels per acre. Originally a component of the *Soybean 2010* program, the contest has been a fun way for farmers to work on their agronomic and management skills to achieve higher yields and greater profits.

Now a component of the checkoff funded Soybean Management and Research Technology (SMaRT) program, the goal is to address the 40 percent of the soybean yield that comes from management. While recognizing the top yielding farmers is important, another focus is recording the agronomic and management skills of the top yields to help all Michigan soybean farmers.

The contest is not a research project in which we can point to key items as increasing yields or profits. However, with nine years of results, we can identify trends and factors that the top farmers have employed to get higher contest yields.

The weather this past year was similar to a cooler, cloudier and wet 2013. However, this year *Sclerotinia* white mold was a devastating disease across the state that adversely affected yields. These two years were a stark contrast to the hot and dry growing conditions of 2012. Some farmers think that the generally cooler, cloudier and wet weather of the past two years has resulted in lower yields, particularly of longer maturity soybeans. Several farmers said their earlier maturing soybeans out-yielded their later maturing varieties.

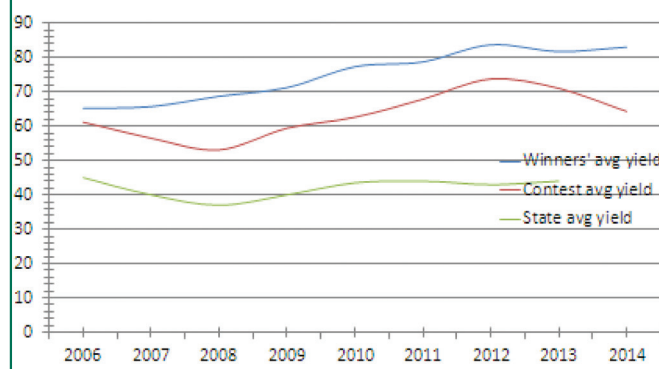
This year we recognized four category winners, three of whom have been previous winners. There was no winner in the Group 3, non-irrigated category this year, in part because of the weather and disease problems mentioned above. Following suit with previous yield contest awards presented, the trophies again represented both the red combine guys and the green combine guys – with this year red winning three and green winning one.



Congratulations to all 60 farmers who had 69 entries, from 23 counties, with eight soybean seed companies represented this year. The average yield of all the participants dropped just a bit again this year to 64.3 bushels, which is still significantly higher than the 2014 state average soybean yield of 45 bushels per acre.

Thank you to the Michigan Soybean Checkoff for funding this project for the past nine years. Of the 502 entries of 347 farmers so far, trends can be identified of some agronomic and management practices that may help other Michigan soybean farmers attain higher yields and profits.

## Nine Year Average Contest Yields



2014 Yield Contest Winners

Left to right: Bill Bierman, Greg Wagner, Don Stall and Jeremy Walker



For the Class B, Group 3 irrigated class; **Cameron Mendenhall of Kirkdorfer Farms** in Cass County had the high yield of **80.09 bushels per acre**. In the nine year history of the contest in Michigan, someone from Kirkdorfer Farms has won a remarkable seven times.

*Note: Farmers with nine of the top ten yielding entries, including Kirkdorfers, indicated that they knew if they did or did not have soybean cyst nematodes (SCN) in the contest field. For the bottom ten, nine of the ten did NOT know if SCN was present.*

Hometown	Edwardsburg
County	Cass
Date Planted	May 11, 2014
Row Spacing	15 inch rows
Population	120,000
Planter/Drill	John Deere™ 1790
Previous Crop	Seed Corn
Seed Treatment	Cruiser Maxx™
Inoculation	Optimize™
Variety	Pioneer™ 93Y41
Pre-plant Fertilizer	180 lbs/acre of 15.8 N + OP + 45 K + 18 S
Soil Test	2013
Tillage	Disc ripper and field cultivator
Foliar Fungicide	Approach™ at R4 growth stage
Harvest Date	October 22, 2014
Rainfall	13.5 inches
Irrigation	2 inches
Pods per Plant	65
Combine	John Deere™ 9870 STS
Yield	80.09 bushels/acre



Ned Birkey and Jeremy Walker representing Kirkdorfer Farms

The Class C, Group 2 non-irrigated winner was **Bill Bierman** of Lenawee County who had a yield of **82.22 bushels per acre**. This was Bill's first time as a contest winner. One non-statistical factor for the yield on his farm may be his long-term crop rotation, which includes alfalfa.

*Note: 83% of the top ten said they soil tested the contest field within the past three years. Only 40% of the bottom ten yielding entries indicated a recent soil test had been taken.*

Hometown	Riga
County	Lenawee
Date Planted	May 22, 2014
Row Spacing	30 inches
Population	140,000
Previous Crop	Field Corn
Seed Treatment	Cruiser Maxx™ plus Optimize LCO™
Variety	Stine™ 26RD02
Pre-plant Fertilizer	2 tons of pelletized chicken manure (4-3-2-8 Ca) applied in Fall 2013. At planting time, Bill applied 3 gallons per acres of 10-20-10.
Soil Test	2012
Tillage	Zone till using Rawson™ 3 coulter system
Harvest Date	October 30, 2014
Rainfall	10-12 inches
Pods per Plant	35-55
Combine	Case IH™ 1460
Yield	82.22 bushels/acre



Ned Birkey and Bill Bierman



The Class D, Group 2 irrigated winner for 2014 was **Don Stall** of Eaton County. His yield was **102.12 bushels per acre** this year. Don also had the high irrigated corn yield in the state at 354.3 bushels per acre. Two years ago, Don recorded a 100.3 bushel soybean yield in this contest (he also had a 331 bushel corn yield).

*Note: More soybean blooms and earlier blooms means more pods, which means more yield, according to Dr. Emerson Nafziger of the University of Illinois. The top ten yielding fields had estimated pod counts ranging from 95 to 55 pods per plant. More farmers this year also noted more four bean pods than in previous years.*

Hometown	Charlotte
County	Eaton
Date Planted	May 8, 2014
Row Spacing	15 inches
Population	180,000
Planter/Drill	Case IH™ 1200 PT 31 row 15 inch vacuum planter
Previous Crop	Field Corn
Seed Treatment	Pioneer™ PPST full treatment
Inoculation	Optimize™
Variety	Pioneer™ 26T76R
Pre-plant Fertilizer	500 lbs. of 4.8-16-12-4S-8Ca-4.8Mg-O.4Zn applied 4-29-14
Tillage	Case IH™ 330 turbo till
Foliar Fungicide	Approach™
Foliar Fertilizer	Black Jack™ (Mn) at 1 qt./acre and Re-Nforce K™ at 1 gal./acre
Harvest Date	October 10, 2014
Pods per Plant	70
Seeds per Pod	3.25
Rainfall	21 inches
Irrigation	4 inches
Combine	Case IH™ 8010
Yield	102.12 bushels/acre



Ned Birkey and Don Stall

## Soybean Yield Contest

## ✓ Investing Your Soybean Checkoff

The Class E, Group 1 winner this year was **Greg Wagner** of Tuscola County. Greg's yield was **67.99 bushels per acre**. He has won this class for five of the past six years.



Hometown	Reese
County	Tuscola
Row Spacing	28 inches
Population	150,000
Planter/Drill	John Deere™ 1770
Previous Crop	Wheat
Inoculation	Graph Ex™
Variety	Stine™ 16RA02
Tillage	Fall Ripper, Spring Field Cultivator
Harvest Date	October 28, 2014
Pods per Plant	48
Seeds per Pod	3
Rainfall	20 inches
Combine	Case IH™ 7230
Yield	67.99 bushels/acre



Ned Birkey and Greg Wagner

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*The mission of the Michigan Soybean Promotion Committee is to manage checkoff resources to increase return on investment for Michigan soybean farmers while enhancing sustainable soybean production.*

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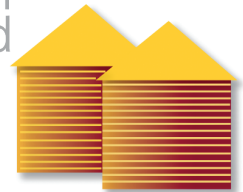


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\*Based on 60 cents per bushel  
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Soybean Variety	Relative Maturity	Flower Color	Pubescence	Hilum Color	Pod Wall	Plant Type	SCN	PRR Gene	PRR FT	Standability	Emergence	SDS	White Mold	BSR	Soils	Row/ Drill
DF 5265 N VG R2Y	2.6	P	G	IB	B	MT	R3	1C	2.8	2	1.3	1.5	1.2	1	All	Either
DF 5295 N VG R2Y	2.9	P	G	IB	B	T	R3	1C	1.8	2.5	1.4	NA	NA	3	All + Marginal	Either
DF 5305 N VG R2Y	3.0	P	G	IB	B	M	R3	1C	2.3	1.7	1.3	NA	NA	1	All	Either

Scale 1-5 1 = Best

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# SPRING CHECKLIST FOR IMPROVING SOYBEAN YIELDS AND FARM INCOME

By: Mike Staton, MSU Extension Soybean Educator

Soybean yields are largely determined by the weather occurring during the growing season. However, implementing good management practices can help the crop be more tolerant of poor growing conditions and take full advantage of good conditions. In both scenarios, good management improves soybean yields. This article contains a summary of spring management practices for improving soybean yields.

## ● INSPECT, REPAIR AND CALIBRATE PLANTING EQUIPMENT

Uniform seed emergence will improve yields so inspecting and repairing planting equipment is critical. Small seed will plant more evenly and will experience less mechanical damage than large seed when planted with a drill equipped with a fluted metering system. Always calibrate your planting equipment by seeds per foot of row or seeds per acre. Recalibrate whenever seed size changes. Additional information on calibrating soybean drills is available online at: [http://news.msue.msu.edu/news/article/calibrating\\_soybean\\_drills](http://news.msue.msu.edu/news/article/calibrating_soybean_drills).

## ● APPLY POTASSIUM FERTILIZER ON COARSE-TEXTURED OR ORGANIC SOILS IF NEEDED

Due to a higher potential for leaching losses, spring applications of potassium fertilizers are recommended on coarse-textured soils having CECs less than 6 meq/100g or on organic soils.

## ● APPLY PHOSPHATE FERTILIZERS IF RECOMMENDED

MSU recommends applying maintenance levels of phosphorus (0.8 lbs. of actual  $P_2O_5$  per bushel) when phosphorus soil test levels are between 15 and 30 ppm. No phosphorus is recommended when soil test levels exceed 40 ppm. Phosphorus fertilizers should be applied in the spring on soils having pH levels of 7.4 or higher to improve efficiency.

## ● CONTROL WEEDS PRIOR TO PLANTING

Always plant into weed-free fields. Delayed burn-down applications have resulted in yield losses of eight bushels per acre in MSU research trials. Controlling weeds at least two weeks prior to soybean emergence will also significantly reduce black cutworm egg deposition and seedcorn maggot damage. Tillage and/or herbicides can be used to control weeds.

Table 1. Effect of delayed burn-down on soybean yields averaged over six sites.

Application Time	Yield (bushels/acre)
7 days prior to planting	56.7
VC to V2 soybean	48.4
V3 to V5 soybean	47.4
Untreated	36.6
Dr. Christy Sprague, Michigan State University	

## ● HANDLE SOYBEAN SEED CAREFULLY

Soybean seed is very fragile. Germination rates and seed vigor can be significantly reduced when bulk seed is transported through augers and conveyors or dropped from heights greater than 10 feet. Keep augers full and run them slowly to reduce seed damage. Additional information is available online: [http://news.msue.msu.edu/news/article/handle\\_soybean\\_seed\\_carefully](http://news.msue.msu.edu/news/article/handle_soybean_seed_carefully).



Photo Credit: United Soybean Board



### ● **PLANT INTO GOOD SOIL CONDITIONS**

Adequate and uniform soil moisture, soil temperatures higher than 50°F and a level surface will promote uniform seed germination and seedling emergence.

### ● **PLANT SOYBEANS EARLY**

On average, the first two weeks of May is considered the ideal planting window for soybeans in the lower half of the Lower Peninsula. Yield losses of 0.3 to 0.4 of a bushel per acre per day when planting is delayed past May 8 have been documented in Michigan and Wisconsin. Information about reducing risk when planting before May 1 is available online at: [http://news.msue.msu.edu/news/article/understanding\\_and\\_reducing\\_the\\_risks\\_associated\\_with\\_early\\_planted\\_soybeans](http://news.msue.msu.edu/news/article/understanding_and_reducing_the_risks_associated_with_early_planted_soybeans).

### ● **INOCULATE SEED WHENEVER SOYBEANS ARE PLANTED**

Researchers from Michigan State University and the Ohio State University report average yield increases of 1.3 bushels per acre from using inoculants on fields having a history of soybean production.

### ● **CONSIDER A SOIL-APPLIED RESIDUAL HERBICIDE APPLICATION FOLLOWED BY A POST-EMERGENCE APPLICATION**

Benefits include: reduced early-season weed competition, consistent control of weeds that emerge over a long time period, consistent control of hard-to-control weeds and delay the development of herbicide resistance.

### ● **PLANT AT THE OPTIMUM SEEDING RATES**

Assuming a warm germination test of 90% or more, MSU recommends planting 175,000 seeds in 7.5" rows, 150,000 seeds per acre in 15" rows and 130,000 seeds per acre in 30" rows.

### ● **PLANT IN NARROW ROWS**

University research trials have shown that planting in narrow rows increases soybean yield by two to four bushels per acre. The narrow row advantage is greater in no-till. Wider rows (20 inches or more) combined with lower planting populations may reduce white mold incidence in fields having a history of white mold.

### ● **PLANT AT THE OPTIMUM DEPTH**

Plant beans between ¾" and 1¼" deep. In general, plant at the shallower end of the range when planting early and in no-till, and plant at the deeper end of the range later in the season. Always place seed into a minimum of ½" moist soil.

### ● **PLANT A RANGE OF MATURITY GROUPS**

Planting a range of soybean maturity groups spreads your risk during the growing season, allows more of the crop to be harvested at the optimum stage and allows for timely wheat planting. The maturity groups planted should be adapted to the area and the range of maturity groups planted should be from one-half to one full maturity group. Yields will not be reduced as long as high-yielding varieties from each maturity group are selected.

### ● **USE SEED TREATMENTS WHERE WARRANTED**

Fungicide seed treatments are warranted when planting early and/or where pythium is known to be a problem. The fungicide selected should provide excellent control of pythium. Insecticide seed treatments are warranted when seedcorn maggot, wireworm or bean leaf beetle damage is expected.

### ● **MONITOR FIELDS CLOSELY BEGINNING AT EMERGENCE**

Diagnose emergence problems early. Emergence can take six to 14 days depending on soil temperature and soil moisture conditions. If slow and uneven emergence occurs, dig up the delayed plants and look for disease or insect damage. Plant stands of 100,000 plants per acre will produce optimum yields if the plants are relatively evenly spaced. After emergence, continue checking fields for bean leaf beetles and black cutworms. Monitor weed heights and use this information to time post-emergence herbicide applications.



# SOYBEAN SEEDING RATE RECOMMENDATIONS

By: Mike Staton, MSU Extension Soybean Educator

Numerous soybean seeding rate studies have been conducted in the U.S. These trials have shown that soybean plants have a tremendous ability to compensate for a wide range of planting populations. The yield per acre remains relatively constant across population. This is because the number of seeds produced per plant is inversely related to the number of plants per acre.

Given the above information, what is the optimum soybean seeding rate? In general, most agronomists agree that 100,000 relatively uniformly spaced plants at harvest will produce the maximum economic return under most conditions. This could justifiably be increased to 120,000 plants per acre to build in a buffer for adverse conditions and to increase peace of mind. In northern Michigan where maturity group I varieties are planted, the target harvest populations should be between 125,000 and 140,000 plants per acre.



Higher planting populations are generally recommended under the following conditions:

- early planting (before May 1)
- late planting (after June 15)
- low productivity soils
- when planting with a drill
- untilled soil or poor seed beds

Soybean seeding rates should be reduced to target a harvest population of 100,000 plants per acre in fields having a history of white mold or where excessive plant height and/or lodging have occurred in the past.

The next question is how many seeds per acre should be planted to end up with the desired harvest population? Consider factors such as seed quality, soil conditions, planting date, weather conditions, planting equipment and seed treatments as these can impact soybean germination and emergence. The following formula is helpful for calculating soybean seeding rates.

$$\frac{\text{Target Plant Population at Harvest}}{(\text{Warm Germination Percent} \div 100) \times (\text{Seed Emergence Percent} \div 100)} = \text{Seeding Rate}$$

For example, what seeding rate should be used if we want to end up with 120,000 plants per acre at harvest? The warm germination test is listed as 90% on the seed tag and soil conditions and weather conditions are adequate to achieve 90% emergence.

$$\frac{120,000 \text{ plants per acre at harvest}}{(90 \div 100) \times (90 \div 100)} = 148,148 \text{ seeds per acre}$$

Emerson Nafziger and Dennis Bowman at the University of Illinois have incorporated the formula into an online Soybean Seeding Rate Calculator. The calculator is available at: [ow.ly/ko8gL](http://ow.ly/ko8gL) for PCs; [ow.ly/ko8sm](http://ow.ly/ko8sm) for Android; and [ow.ly/ko8au](http://ow.ly/ko8au) for iPhone/iPad. Neither the online calculator nor the formula presented above, adjust planting rates for the type of planting equipment used (planters vs. drills and air seeders). To account for the variability in the seed metering, planting depth, and seed-to-soil contact associated with drills and air seeders, decrease the emergence estimate to 80% when using the formula listed above or the Illinois seeding rate calculator. The percent emergence should also be decreased by an additional 10% when planting early or when planting into untilled or poor soil conditions. Consider increasing the emergence estimate by 5% when using fungicide and insecticide seed treatments.

Comparing soybean seeding rates, harvest populations and yields in each of your fields every year will help determine the optimum planting populations for your fields over the long run.

This article was produced by the SMaRT project (Soybean Management and Research Technology). The SMaRT project was developed to help Michigan producers increase soybean yields and farm profitability. The SMaRT project is a partnership between Michigan State University Extension and the Michigan Soybean Checkoff.



# 2014 SOYBEAN WHITE MOLD SURVEY

Please select two soybean fields with similar soil types that are relatively close to each other but had significantly different levels of white mold incidence in 2014. Please provide as much of the requested information for each field as possible. The information provided by individual producers will be kept confidential and will be used to help us gain a better understanding of why some fields were badly damaged by white mold in 2014 and others were not. **Please send completed forms to Mike Staton at 3255 122nd Ave., Suite 103, Allegan, MI 49010 or fax the form to 269.673.7005. Completed forms can also be scanned and sent by email to [staton@msu.edu](mailto:staton@msu.edu).**

## HEAVILY INFESTED FIELD

Was the field infested with white mold in the past seven years prior to 2014? Yes No

If you answered yes, please select the infestation level: Light Moderate Severe

Tillage operations following infestations prior to 2014.

Crops planted in the field for the past six years.

2013 \_\_\_\_\_

2012 \_\_\_\_\_

2011 \_\_\_\_\_

2010 \_\_\_\_\_

2009 \_\_\_\_\_

2008 \_\_\_\_\_

2013 and 2014 tillage operations:

Fall 2013: \_\_\_\_\_

Spring 2014: \_\_\_\_\_

2014 soybean planting date: \_\_\_\_\_

2014 soybean planting population: \_\_\_\_\_

2014 soybean row spacing: \_\_\_\_\_

2014 soybean variety: \_\_\_\_\_

Spacing of lateral tile lines: \_\_\_\_\_

2014 irrigation water applications (June and July).

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Was manure applied in the past two years? Yes No

Contans® WG applications:

Rate: \_\_\_\_\_ Date: \_\_\_\_\_

Incorporation method and depth: \_\_\_\_\_

2014 foliar fungicide applications:

Product: \_\_\_\_\_ Date: \_\_\_\_\_

Product: \_\_\_\_\_ Date: \_\_\_\_\_

## LIGHTLY INFESTED FIELD

Was the field infested with white mold in the past seven years prior to 2014? Yes No

If you answered yes, please select the infestation level: Light Moderate Severe

Tillage operations following infestations prior to 2014.

Crops planted in the field for the past six years.

2013 \_\_\_\_\_

2012 \_\_\_\_\_

2011 \_\_\_\_\_

2010 \_\_\_\_\_

2009 \_\_\_\_\_

2008 \_\_\_\_\_

2013 and 2014 tillage operations:

Fall 2013: \_\_\_\_\_

Spring 2014: \_\_\_\_\_

2014 soybean planting date: \_\_\_\_\_

2014 soybean planting population: \_\_\_\_\_

2014 soybean row spacing: \_\_\_\_\_

2014 soybean variety: \_\_\_\_\_

Spacing of lateral tile lines: \_\_\_\_\_

2014 irrigation water applications (June and July).

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Date: \_\_\_\_\_ Inches per acre: \_\_\_\_\_

Was manure applied in the past two years? Yes No

Contans® WG applications:

Rate: \_\_\_\_\_ Date: \_\_\_\_\_

Incorporation method and depth: \_\_\_\_\_

2014 foliar fungicide applications:

Product: \_\_\_\_\_ Date: \_\_\_\_\_

Product: \_\_\_\_\_ Date: \_\_\_\_\_

# MARCH - GRAIN ELEVATOR

*Thank You for All You Do!*

## **ALLEGAN**

Moline Coop, Moline  
Peaceful Road Farm Products Inc.,  
Hopkins

## **ARENAC**

Auburn Bean & Grain, Standish  
Turner Bean & Grain, Turner

## **BAY**

Auburn Bean & Grain, Auburn  
Gavilon, Bay City  
Ittner Bean & Grain Inc., Auburn

## **CALHOUN**

Andersons-Albion Grain Division,  
Albion  
Citizens LLC, Battle Creek  
Hoffman Ag Service LTD, Marshall  
Voyces Elevator Inc., East Leroy

## **CASS**

Community Mills Inc., Cassopolis

## **CLINTON**

Great Lakes Hybrids Inc., Ovid  
Hicks Farm Services LLC, St. Johns  
Jury Commodities LLC, St. Johns  
Mathews Elevator, Fowler  
Ovid Farmer's Elevator, Ovid  
Westphalia Milling Co., St. Johns

## **EATON**

ADM Grain Co., Grand Ledge  
Citizens LLC, Charlotte  
Eaton Farm Bureau Co-op,  
Charlotte

## **GRATIOT**

Crop Production Service,  
Breckenridge  
Hirschman Grain LLC, Ithaca  
Hogle Trucklines Inc., Middleton  
MAC, Breckenridge  
MAC, Middleton  
Mid Michigan Specialty Crops,  
Ithaca

## **GRATIOT CONTINUED**

Shaffer Farms, Alma  
The Anderson's Middleton Grain,  
Middleton

## **HILLSDALE**

Litchfield Grain Co., Litchfield  
Prattville Fertilizer & Grain Inc.,  
Pittsford  
The Andersons, Reading  
Waldron Grain & Fuel Co., Waldron

## **HURON**

Cooperative Elevator Co., Pigeon  
Cooperative Elevator Co., Ruth  
Cooperative Elevator Co.,  
Sebewaing  
Farmer's Coop Grain Co., Kinde  
Star of the West Milling Co.,  
Bad Axe

## **INGHAM**

ADM Grain Co., Webberville  
Cremer Farm Center, Williamston  
DF Seeds Inc., Dansville  
Jorgensen Farm Elevator,  
Williamston  
Leslie Farm Center, Leslie  
MAC, Lansing  
Mason Elevator Co., Mason

## **IONIA**

Caledonia Farmers Elevator,  
Lake Odessa  
Gallagher Farms, Belding  
Musgrove Grain LLC, Lake Odessa

## **ISABELLA**

Brown Milling Inc., Mt. Pleasant  
Hauck Seed Farm, Mt. Pleasant  
Shepherd Elevator, Shepherd

## **JACKSON**

Commodity Exchange Inc.,  
Grass Lake  
Springport Elevator Inc., Springport

## **KALAMAZOO**

Battle Creek Farm Bureau Assn.,  
Climax

## **KENT**

Caledonia Farmer's Elevator,  
Caledonia

## **LAPEER**

Lapeer Grain, Imlay City  
Lapeer Grain Co., Lapeer

## **LENAWEE**

Britton Elevator Inc., Britton  
Kimerer Farms, Britton  
MAC, Blissfield  
MAC, Jasper  
Penn Acres, Clinton  
Witt Seed Farm, Jasper

## **LIVINGSTON**

Lott Elevator Inc., Cohoctah  
M & W Seeds, Eaton Rapids  
Maleitzke Trucking LLC, Fowlerville

## **MACOMB**

Armada Grain Co., Armada  
Esper Grain LLC, Lenox

## **MASON**

Acres Cooperative, Scottville

## **MIDLAND**

Simons, E.R. Co., Coleman

## **MONROE**

ADM Grain Co., Ottawa Lake  
Ida Farmer's Co-op, Ida  
Masserant's Feed & Grain, Newport  
Maybee Farmers Inc., Maybee  
Ottawa Lake Coop, Ottawa Lake

## **NEWAYGO**

MAC, Newaygo  
North Central Co-op, Fremont



# APPRECIATION MONTH

## **OTTAWA**

Farmer's Coop Elevator,  
Hudsonville  
Ionia Grain, LLC, Allendale  
Zeeland Farm Service Inc.,  
Zeeland

## **SAGINAW**

Freeland Bean & Grain,  
Freeland  
Frutchey Bean Co., Oakley  
Gasper Farms Elevator,  
Chesaning  
Gavilon, Carrollton  
Hemlock Elevator Co.,  
Hemlock  
Star of the West Milling Co.,  
Frankenmuth  
Star of the West Milling Co.,  
Gera

## **SANILAC**

ADM Grain Co., Snover  
Helena Chemical Company,  
Croswell  
MAC, Brown City  
MAC, Marlette

## **SHIAWASSEE**

CPS, Henderson  
Durand Feed & Grain, Durand  
Harvest Mills Inc., Durand  
Morning Star Grain LLC,  
Lennon  
Zmitko Farms, Owosso

## **ST. CLAIR**

Star of the West Milling,  
Emmet  
Vogelsberg Grain Co., Yale  
Wittstock Bros., Allenton

## **ST. JOSEPH**

Andersons, White Pigeon  
Michiana Agra LLC,  
Constantine

## **TUSCOLA**

ADM Edible Bean Specialties  
Inc., Reese  
Bierlein Seed Inc., Reese  
Cooperative Elevator Co.,  
Akron  
Harrington Seeds Inc., Reese  
Millington Elevator & Supply,  
Millington  
Star of the West, Fairgrove  
Star of the West, Reese  
Star of the West Milling Co.,  
Richville  
Vita Plus, Gagetown

## **WASHTENAW**

American Soy Products Inc.,  
Saline  
Bur Oaks Farm LLC, Ann Arbor  
Chelsea Grain LLC, Chelsea  
John Marion Inc., Saline  
Vershum R & Sons Inc., Milan

*The Michigan Soybean Promotion Committee would like to thank the Michigan grain elevators for all they do for soybean farmers and agriculture.*

# RESEARCH NEWS YOU CAN USE HIGHLIGHTS SMaRT

By: Anita Stuever, Communication Contractor

Soybean producers recently learned the results of their checkoff dollars at work in five programs conducted across Michigan's Lower Peninsula. From Dowagiac to Dundee and from Caro through Ithaca to Hamilton, nearly 400 farmers gathered at the Michigan Soybean Promotion Committee (MSPC) sponsored events to learn what's new in soybean production research and its results.

Brad Jackson, an agronomist from Caledonia, observed, "I think they're doing good work with checkoff dollars." Attending the meeting in Hamilton confirmed his notion that "you can increase bushels, but that doesn't always increase your profitability."

Kicking off a morning packed with production technology information, Mark Seamon, MSPC's research coordinator, explained that the Soybean Management and Research Technology (SMaRT) project was developed nearly five years ago to help Michigan producers increase soybean yields and profitability. The project, a partnership between MSU Extension and MSPC, gives producers the tools to evaluate new products, practices and equipment in sound production research and statistical analysis in a local, real-world environment.

## GETTING SMART ABOUT SOYBEAN RESEARCH

"Last year, 43 Michigan farmers cooperated to conduct on-farm research trials within 15 SMaRT projects," said Mike Staton, MSU Extension soybean educator. He shared in-depth results from the 2014 trials, including yield data and its effect on bottom-line profitability. Staton continued, "It's important to know what does not work as well as what works."

Addressing the use of a foliar fungicide, Staton said, "This product gave us 2.7 bushels an acre when averaged across 11 sites, but did it make us money? You've got to look at the economics. It made us two bucks an acre." Referring to a foliar tank mixture, Staton said, "It gave us 4.7 bushels when averaged across nine sites. It made us \$6 an acre. You need 4 bushels to break even with this treatment."



## AMONG THE RESULTS OF THE 2014 STUDIES, STATON REPORTED THE FOLLOWING:

- Intensive management significantly increased soybean yields and plant populations. Given the projected market price and additional costs associated with intensive management, the treatment produced \$26 per acre more income than the untreated control.
- A foliar tank mixture of fungicide, insecticide and fertilizer increased yields by 2.8 to 9.8 bushels per acre. The mixture produced \$6 more income per acre than the untreated control.
- Broadcast gypsum increased soybean yields by 6.6 bushels per acre, probably because of the sulfur provided by the gypsum.
- Bio-Forge®, advertised as a stress-reducing and yield-promoting product, increased soybean yields by 1.8 bushels per acre. But after subtracting product and application costs, the treatment was less profitable than the untreated control.
- A Clariva™ Complete Beans seed treatment did not improve soybean yields compared to a CruiserMaxx® + Vibrance™ seed treatment.
- Potassium thiosulfate starter fertilizer increased yields by 3 bushels per acre. It may be more beneficial on coarse-textured soils or soils with levels of potassium below the critical level.
- Potassium thiosulfate foliar fertilizer did not significantly increase yields. This is consistent with university research results showing that broadcasting is the optimal method for applying potassium fertilizer in soybeans.
- Ratchet™, a commercially available foliar growth promoter, did not increase yields. After subtracting product and application costs, the Ratchet treatment generated less income than the untreated control.
- A single foliar application of ProAct™,



a commercially available foliar product containing the harpin protein (which makes the plant defend itself before it is attacked), did not increase yields significantly.

- A single foliar application of Priaxor™, a new commercially available fungicide, produced higher yields by 2.7 bushels per acre. With the projected soybean price and current product and application costs, this is just above the breakeven point.
- Air-assisted reels use high-velocity air to move loose beans and cut plants into the auger or belt on combine heads. The technology is claimed to reduce harvest losses, provide more uniform feeding into the combine and allow higher harvest speeds. Higher soybean yields were seen when the fan providing the air to the air-assisted reel was turned on, but the yields were not statistically different. Air-assisted reels may have a larger impact on yield losses when the plants are short, the pods are dry and brittle at harvest, or both.

White mold is a complex disease, according to Staton, and foliar fungicides can be part of a comprehensive management plan including resistant varieties, reduced planting populations, row spacing greater than 20 inches, no-tillage practices, irrigation water management and crop rotation. "You've got to look at the whole package," Staton said. "Fungicides are not the cure-all for white mold. Variety selection is the number-one way to manage it," he added.

"I'm not sure inoculation is the magic bullet I thought it was when I started working more intensively with soybeans 10 years ago," Staton said. "MSU and Ohio State are the only universities in the country recommending inoculation every year," according to Staton. "Inoculation has increased soybean yields by



*MSU Extension Soybean Educator Mike Staton shares results from SMaRT field trials with a group of soybean farmers in Hamilton.*

one to two bushels per acre in university trials and it is an inexpensive, low risk practice."

Full results of 2014 SMaRT research is available at <http://bit.do/2014smart>.

### LEVERAGING CHECKOFF RESEARCH DOLLARS

MSU Research Assistant Randy Laurenz discussed the results of a multi-state research program evaluating the effect of soybean inputs and management practices on soybean yields. Participants learned how various management practices, products and equipment affected soybean yields and income in 2014.

The research, conducted in nine states, was funded by the United Soybean Board and included two locations in Michigan. The five components of the research are studies of a "kitchen sink" approach to inputs, variety selection, population, row spacing and seed quality.

The seed quality component, sponsored by MSPC and managed by Laurenz, showed management levels affect the level of isoflavones in soybeans. Isoflavones have antioxidant activity and act as phytoestrogens (plant estrogens) in mammals. Phytoestrogens have been linked to lowering blood cholesterol levels, relieving menopausal symptoms, protecting against osteoporosis and possibly preventing hormone-dependent cancer.

Laurenz said, "Across three years, we saw much stronger response to inputs in the North. The full complement of inputs provides the greatest yield. Where there were insects, a prophylactic insecticide application worked."

"What didn't work," he said, "were seed treatments of all sorts, although a combination product did increase yields in a small number of site years." There were indications that foliar fungicide may be the second-most important product after foliar insecticides. The project found no response from foliar fertilizers or nitrogen. Laurenz continued, "The take-home message for producers is that most products have a better chance of success if managed more intensively on a field-by-field basis."

Growers attending the meetings were able to give input into future SMaRT on-farm research projects. Results will be used to direct future checkoff investments. Participants expressed interest in research into planting populations, white mold, planting systems, fertility, tillage and seed treatments.

Martin Hoeksma grows 1,700 acres of soybeans near Freeport in Kent County. Attending the Hamilton meeting, he said he will try to plant earlier and may try KTS starter fertilizer with potassium thiosulfate. "Like all farmers, we want to increase profitability," he remarked.



# SOYBEAN OFFICE WELCOMES MARK SEAMON

*By: Gail Frahm, MSPC Executive Director*

**M**ark Seamon of Saginaw, Michigan, recently joined the Michigan Soybean Promotion Committee (MSPC) staff as its fulltime research coordinator.

Mark earned his Bachelor of Science degree from MSU's Department of Crop and Soil Sciences. He then worked for ConAgra Berger and Company in Deckerville, Crop Production Services in Reese, and for the past 16 years as an MSU Extension educator in Saginaw County. He also has been farming with his family raising sugar beets, corn, wheat and soybeans on their family farm during the past 20 years.

In 2012, Governor Snyder appointed Mark to the MSPC board where he has served on several committees including Market Development, Freedom to Operate, Administration and Resources. This past year on the board, he was elected its vice president before resigning to take the soybean staff position.



***"I am honored to be working for the Michigan soybean growers and am excited to put my experience to work in addressing the most critical needs of the industry."***

Through all these experiences, Mark has gained knowledge in crop production, marketing and business development. He also has extensive experience in leadership positions as a member and leader of work teams, boards and councils within the agriculture industry and community. He received several honors including being named the Outstanding Young Ag Leader from Saginaw County Farm Bureau, two Communication Awards from the National Association of County Agricultural Agents, and was named the Saginaw Soil Conservation Districts' Conservation Partner of the Year.

As MSPC's research coordinator, Mark will put his experiences and knowledge together to provide leadership to oversee and coordinate MSPC's production and market development research efforts including the identification and communication of relevant research that contributes to profit opportunities for Michigan soybean producers. Several articles elsewhere in this issue have been written by Mark for your review. We trust you will find them beneficial for your farm.

## 2014 RECORD SOYBEAN YIELD

*By: Mark Seamon, Research Coordinator*

**T**he November 10, 2014, National Agriculture Statistics Service report has forecasted the Michigan soybean crop to average 45 bushels per acre on about 2.2 million acres. This puts the total Michigan production at almost 100 million bushels which would be both a record yield and total production number for our state. The same report forecasts U.S.

average soybean yield at 47.5 bushels per acre. This, too, is a record yield. The total U.S. production will be very near 4 billion bushels.

Michigan farmers are impressive at overcoming the challenges to efficiently produce both a high-quality and high-yielding crop of soybeans.

# RESEARCH GRANT PROGRAM

*By: Mark Seamon, Research Coordinator*

The annual production research grant program is in progress for 2015. The system has been developed to efficiently utilize soybean checkoff funds with a goal of partnering with experts to help address the needs of the soybean industry.

The progress began this fiscal year with the request for proposals in November 2014. This process communicates the interest of the Michigan Soybean Promotion Committee (MSPC) to potential principle investigators or researchers, and provides some indication of MSPC's priorities and goals. Researchers responded to this by developing proposals and submitting them to MSPC by mid-December 2014. As you may expect, Michigan State University (MSU) faculty and staff create a majority of the proposals that are submitted annually. MSU's AgBioResearch staff is very supportive and helps MSPC to coordinate proposals and funded projects through their finance system.

MSPC received 20 proposed projects for 2015. The proposals have been reviewed and coordinated by MSPC research staff and the board of directors has made funding decisions to support the best projects. Proposed projects include topics on disease management, weed management, soybean breeding, fertility management, cover crops, soil quality and cropping systems improvements. Negotiations with researchers continue at this time, so an exact funding total is not known, but it is likely that 2015 projects will total about \$600,000.

Since production research has such a large budget and creates such important information and soybean production recommendations, the MSPC directors and staff devote significant time and effort to manage it. Specific project information should be available by March. You are welcome to contact either your district director (see list on page 8) or me, Mark Seamon, at [mseamon@michigansoybean.org](mailto:mseamon@michigansoybean.org) for details.

## MICHIGAN ATTRACTS PORK PROCESSING FACILITY

*By: Mark Seamon, Research Coordinator*

The Michigan Soybean Promotion Committee has joined with many others in the agriculture industry in celebrating the announcement of a new pork processing facility to be built in Coldwater, Michigan. The Clemens Food Group, a family owned integrated pork production business based in Pennsylvania has committed to building a new facility in South Central Michigan as a significant step in expanding its business. The project is expected to generate \$255.7 million in capital investment and create 810 new jobs. The benefits of new jobs, building new facilities, and the direct supporting services capture the headlines and are welcome. Additional benefits are just as exciting to Michigan farmers including a nearby market for finished hogs, the opportunity for expansion of hog production, soybean meal use and corn use.

On the soybean side, hogs are at or near the top of meat animal species that efficiently utilize the protein in soybean meal. The use of soybean meal in animal diets captures about 97% of the U.S. supply. Projects

such as this which stabilize or build the market for soybeans are welcome and receive the full support of the soybean supply chain.

There is still plenty of work to do to get this facility built and operating, but a great deal of effort has gone on to get to this point. There are always many potential sites for a new project of this scope and competition can be intense. The fact that this facility is coming to Michigan gives due credit to all of the state, county and local government officials and staff who helped to create the best package that the Clemens Food Group was looking for. Specifically, the Michigan Department of Agriculture and Rural Development, the Michigan Economic Development Corporation, the Branch County Economic Growth Alliance, the City of Coldwater and Coldwater Township played major roles and are to be commended for finding solutions to all of the issues that arose in getting this deal completed.

You can find more information about this project online at [www.youtube.com/watch?v=uzKKw7pcccA](http://www.youtube.com/watch?v=uzKKw7pcccA).

# MICHIGAN BRIDGE CONDITIONS

The Soy Transportation Coalition (STC) and the Michigan Soybean Promotion Committee (MSPC) worked with Informa Economics on a "Michigan Bridge Infrastructure Assessment" report.

Michigan bridges were analyzed from four aspects: bridge sufficiency rating (SR), bridge operating status, bridge structural status and age of the bridge. SR is a numeric value ranging from 0 to 100 where 100 represents an entirely sufficient bridge and 0 represents an entirely insufficient or deficient bridge.

## BRIDGE SUFFICIENCY RATING

Of the 11,021 Michigan bridges, 3,454 (31.3%) had an SR of 80 or less in 2013. 881 bridges (.8%) had an SR of 50 or less and 224 bridges (2%) had 25 or less.

At the county level, Ingham County had the highest share (51%) of bridges with an SR of 80 or less and Leelanau had the highest share (29%) of bridges with an SR of 50 or less. Alternatively, Wayne County ranked first in most bridges with an SR of 80 or less (389 bridges) while St. Clair had the most bridges with an SR of 50 or less (45 bridges).

Geographically, bridges with SR of 80 or less are scattered across the state but mainly in the southern half of the Lower Peninsula. However, bridges with SR of 50 or less are concentrated in the same region.

## TEMPORARY SHORING OR TEMPORARY STRUCTURE

In 2013, Michigan had 61 (.06%) out of 11,021 bridges classified as temporary shoring or temporary

structure, 44 (.4%) closed and 941 (8.5%) posted.

At the county level, Ingham County had the highest share of bridges with temporary shoring and temporary structure status (2%). Benzie County had the highest share of bridges with closed status (4%). Leelanau County had the highest share of bridges with posted status (29%). Alternatively, Wayne County had most bridges with temporary shoring or temporary structure status (18 bridges). Macomb County had most bridges with closed status (4 bridges). Calhoun County had most bridges with posted status (42 bridges).

Geographically, bridges with temporary structure status are clustered mainly near Detroit in southern Michigan. Bridges with closed status and posted for load status are dispersed within the state.

## STRUCTURALLY DEFICIENT

In 2013, Michigan had 1,224 (11%) of the 11,021 bridges classified as structurally deficient, and 1,392 (13%) bridges were classified as functionally obsolete.

At the county level, Missaukee County had the highest share of bridges with structurally deficient status (31%). Wayne County had the highest share of bridges with both functionally obsolete status (38%) and total deficient status (45%). Alternatively, Wayne County had the most bridges with status' of structurally deficient (70), functionally obsolete (390) and total deficient (460).

Geographically, structurally deficient bridges are scattered across Michigan. Functionally obsolete bridges are mainly clustered near Detroit in southern Michigan.



Photo Credit:  
Michigan State Historic  
Preservation Office



### AGE OF BRIDGES

In 2013, Michigan had 2,617 bridges (24%) that were older than 50 years, and 3,422 (31%) that were under 20 years. The average age of bridges in Michigan was 35 years.

At the county level, Schoolcraft County had the highest share of bridges over 50 years old (64%). Wexford County had the highest share of bridges under 20 years old (65%). Alternatively, Wayne County had both most bridges over 50 years old (186 bridges) and most bridges under 20 years old (450 bridges).

Geographically, bridges less than 20 years old are most concentrated in and near Detroit. Bridges over 50 years old are spread across the state.

### OVERALL ASSESSMENT

Michigan bridge condition has been consistently and steadily improving over the past 10 years. Other than the Detroit area, there is not a noticeable regional pattern for bridge condition, although most low sufficiency rating bridges, posted bridges, deficient bridges and aged bridges are located beneath the latitude circle of the Michigan "thumb."

Based on bridge age profile, Detroit area has

been the major focus of bridge addition and/or bridge reconstruction.

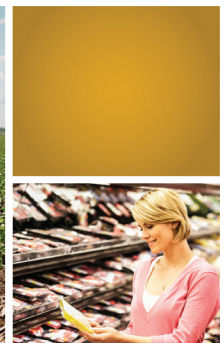
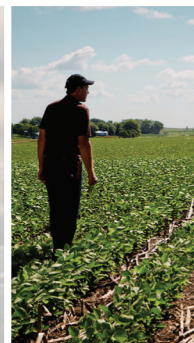
From 2007 to 2013, top counties of improvement were mainly in the southern half of the Lower Peninsula.

Michigan bridge condition is generally better than or equal to the average level of the STC member states with the exception of deficient bridges which is lower.

The STC is made up of 12 Qualified State Soybean Boards which include: Illinois Soybean Association, Indiana Soybean Alliance, Iowa Soybean Association, Kansas Soybean Commission, Kentucky Soybean Board, Michigan Soybean Promotion Committee, Minnesota Soybean Research and Promotion Council, Nebraska Soybean Board, North Dakota Soybean Council, Ohio Soybean Council, South Dakota Soybean Research and Promotion Council and Tennessee Soybean Promotion Board.



**SOY TRANSPORTATION  
COALITION**



# THE 2015 ASA DuPont YOUNG LEADERS

*By: Noelle Byerley, Executive Assistant*

The American Soybean Association (ASA), Michigan Soybean Association (MSA), and Pioneer Hi-Bred, a DuPont business, are pleased to announce Matt Doss and Stephanie Francis of Casco, Michigan as the 2015 ASA/DuPont Young Leaders. They were chosen to represent Michigan in the 31<sup>st</sup> class of the program involving soybean producer participants from 20 states and Canada. The ASA DuPont Young Leaders began their leadership journey at DuPont Pioneer headquarters in Johnston, Iowa in November 2014.

The Johnston training session was the first phase of a program designed to identify new and aspiring leaders and provide them with opportunities to enhance their skills and network with other growers. Representatives from 23 states and Canada participated in training that included educational and skill-building components.

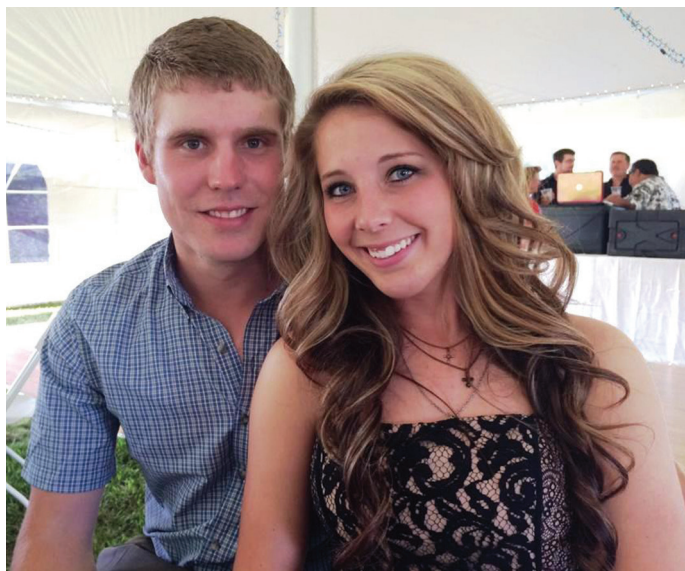
"The ASA DuPont Young Leader Program has had a tremendous impact on not only ASA but the entire agricultural industry," said Ray Gaesser (Iowa), ASA president. "By identifying new and aspiring agricultural leaders and then providing them with training that enhances their leadership skills and grows their peer network, the Young Leader program strengthens our industry and allows us to work more collaboratively in our local, state and national organizations. The participants in this year's class are impressive; they are extremely knowledgeable, talented and passionate about agriculture."

Matt Doss and Stephanie Francis are to be married this year and together will farm a 500+ acre family-owned farm. They grow soybeans, corn and winter wheat. When asked what they felt were top issues that need attention, Matt replied, "The largest issue is weed resistance, followed by the yield barrier with soybean, and the third issue is expanding the soybean market both domestically and internationally. American farmers need to educate the general public to ensure a prosperous future. Growers need to utilize the most up-to-date technology and production practices to get the most out of every acre."

"Agriculture faces many challenges and opportunities as American farmers work to help meet the growing global demand for food," said Randy Wanke, senior manager of Industry Relations, DuPont Pioneer. "We are proud to support the DuPont Young Leader Program which is developing the future growers needed to capture those opportunities and meet those challenges."

Phase II: Was held February 24–28, 2015, in Phoenix, Arizona in conjunction with the 20<sup>th</sup> annual Commodity Classic Convention and Trade Show.

DuPont  
**YOUNG  
LEADER**  
**PROGRAM**  
American Soybean Association



*Matt Doss and Stephanie Francis, MSA's 2015 ASA DuPont Young Leaders say, "Instead of asking consumers to thank us, let's thank them for using our farm products."*



# HELLO, MY NAME IS ...

*By: Matt Stutzman, MSA Director and soybean farmer from Adrian, Michigan*

**H**ello, my name is Matt Stutzman. I'm a Michigan soybean farmer; a simple enough greeting when meeting with someone new. It came to my attention that we often forget to let people know exactly who we are and what we represent. At the very beginning of our conversations we want to set the stage so our purpose and objective are clear when speaking with legislators. Your Michigan Soybean Association board recently took a Grassroots Advocacy and Activism training class offered by TurnKey Leadership Group as part of our meeting on December 16-17 in Frankenmuth. Our facilitators, John M. Buck and Cassaundra Dietrich, both graduates from Ohio State – we forgave them for that – presented us with layers of instruction on meeting and speaking with government leaders.

So why does someone need to be taught how to speak? Everyone can do it. You just say what you want and be on your way, right? Sure, but maybe there's room for improvement. Things I took away from the training besides remembering to introduce myself properly are to be mindful of my audience's attentiveness and to keep the message simple. Nothing too difficult to implement, but I often ignore the demeanor of the person I'm talking to because I'm too focused on what I want to say. Also when I speak, I might forget the legislator or their staff I'm addressing may not have the background information I do when talking farm.

Mr. Buck shared a story with us about a man, let's call him John. He knew he was late for an appointment to speak with a legislator. While on the plane John spent his entire four hour flight talking on the phone complaining how his important appointment was going to be limited from hours to minutes. When he arrived late to his meeting he apologized and checked into the legislator's office. The legislator who also just got back from being away was standing next to John listening to his excuses to the desk clerk. The man was greeted by the staff when John realized the person next to him was the legislator he was late to meet. As



John began to introduce himself the legislator stopped him and told him he knew who he was. Perplexed John asked how that could be when they had never met before. The legislator replied that he just spent the last four hours listening to him complain his entire flight home.

We would all be better off with training like we received. Our improved communication can help those we talk with stay focused while we speak. The choice of our words can make our message that much clearer. And, if you're friendly to those around you, a simple greeting to the person next to you might spark a conversation with someone you would benefit from talking to.

If you'd like to help represent Michigan soybean farmers' interests at the state or national level, don't hesitate to contact any of the current MSA directors as listed on page 3, or call the soybean office at 989.652.3294. We would welcome additional voices in Lansing and D.C. for the betterment of the soybean industry.

---

***If you're friendly to those around you, a simple greeting to the person next to you might spark a conversation with someone you would benefit from talking to.***





# A GREAT YEAR FOR SOY IN WASHINGTON ... DESPITE OBSTACLES

*By: John Gordley, ASA Washington Representative*

**M**arked by gridlock between the Obama Administration, Senate Democrats, and House Republicans that continued to bottle up nearly all legislative progress, the 113<sup>th</sup> Congress won the dubious honor of being the second-least productive in history. The mid-term election campaigns preoccupied Members of Congress throughout much of 2014, and while the significant Republican gains in both the House and the Senate could result in greater cooperation going forward, the results are broadly seen as voter angst with the president and discontent with Congress' continuing failure to address the nation's most pressing problems.

Despite the negative environment, the soy industry achieved a number of major legislative and regulatory victories. The American Soybean Association (ASA) worked hard to ensure that the new Farm Bill preserved planting flexibility by decoupling both the Agricultural Risk Coverage (ARC) and Price Loss Coverage (PLC) programs to prevent future production distortions between crops. The bill also allows producers to update their payment yields and reallocate base acres, and raises the soybean reference (target) price in the PLC program from \$6.00 to \$8.40 per bushel. In addition, the law consolidates conservation programs on working lands and provides full funding for the Foreign Market Development and Market Access Programs – export promotion programs key to ASA, United States Soybean Export Council (USSEC) and World Initiative for Soy in Human Health's (WISHH) success in developing foreign markets.

Also of great significance was the passage of the one-year tax extenders package, which included several provisions that have positive impacts on soybean farmers. It reinstated expensing provisions, including the Section 179 small business limitation of \$500,000 and the \$2 million phase-out amount for property placed in service during 2014. The tax extenders package also restored the 50 percent bonus depreciation provision and the dollar-per-gallon biodiesel tax credit.

ASA was also successful in helping achieve several long-standing priorities for waterways infrastructure. These included passage of the Water Resources Reform and Development Act (WRRDA), increased appropriations for the Army Corps of Engineers waterways operations and maintenance programs, and a nine-cent-per-gallon increase in the barge fuel fee that funds infrastructure upgrades via the Inland Waterways Trust Fund (IWTF). Within WRRDA were several significant policy victories that will result in additional revenues available for the IWTF and the Harbor Maintenance Trust Fund. Together, the barge fuel increase and the increased revenues from the changes in WRRDA will yield \$185 million per year in additional funding for waterways infrastructure improvements.

Just as important as these legislative victories were successful efforts by ASA and others on regulatory issues. While EPA has yet to withdraw its proposed Waters of the U.S. (WOTUS) rule, it is expected to undergo significant revision in 2015. Another



## ASA Update

regulatory achievement was publication of a proposed rule that would allow aquaculture operations in the Gulf of Mexico, a critical first step to building a domestic aquaculture industry and opening opportunities to feed sustainably-produced U.S. soybeans to a growing industry here at home.

On trade, ASA was a leader in efforts by the U.S. Biotech Crops Alliance to convince the Obama Administration to make international biotech approvals a major trade policy priority. This led to China's decision to approve three longstanding applications for importation of biotech crops, including two soybean varieties, and to commit to a strategic dialogue on agricultural innovation and biotechnology. The Administration also moved to establish formal diplomatic relations with Cuba, whose top imports in 2013 included frozen poultry, soybean meal, corn and soybeans. And, ASA continued to press the Administration on its priorities in the Trans Pacific Partnership (TPP) trade negotiations, and for maintaining and increasing access to EU markets in the Transatlantic Trade and Investment Partnership (TTIP)

## MSA Membership at Work

negotiations, including on biotech approval regulations and the sustainable agriculture requirements of the Renewable Energy Directive.

ASA's success in these core policy areas, especially in the face of such a challenging political environment in Washington, should give all members reason for great confidence as our organization moves into a new year and a new Congress. As always, we are proud to serve the members of the American Soybean Association and all the men and women of the U.S. soybean industry in Washington.



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I will take action because it's my bottom line.  
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you can prevent herbicide-resistant weeds from spreading.





# NEW DIRECTORS ELECTED AT MSA'S ANNUAL MEETING

*By: Gail Frahm, Executive Director*

**A**t the 41<sup>st</sup> Michigan Soybean Association (MSA) Annual Meeting of Members, two new directors and one returning director were elected to the board, and other business of the MSA was conducted.

In District 2, Andy Welden of Jonesville tenured off the board. He was recognized for his years of dedication to the industry. Newly elected director Gary Parr of Charlotte takes over the reins in this District. Gary has been engaged in farming for over 30 years, operates a 900 acre cash-crop farm and is co-owner of PM Precision Planting Services. He wishes to serve the MSA by promoting the advancement of soybean production and to increase MSA membership at the local level.

In District 5, Dan Keenan and Norm Tanis were seeking reelection to the board. It was announced that Dan won the popular vote in the election. Dan, from Merrill, begins his second three-year term on the board. He farms 800 acres raising soybeans and corn, and has farmed for 10 years. He wants to continue to do his part to assure the soybean industry continues to prosper and grow, and to give back to the industry that plays a large role in providing him a living.

For the At-Large position, Heather Feuerstein of Ionia was elected to her first term on the board. She previously was selected to participate in the American Soybean Association/DuPont Young Leader program and has been involved with promoting soybeans ever since. She's helped on the family's 1000 acre cash-crop farm for ten years. Heather feels it is important that people understand how agriculture effects their everyday lives and, as a director, hopes to increase public awareness of farming and to support farmers' political interests in Lansing and beyond.

Matt Stutzman, MSA's national director touched on many of the national activities that the Association has been involved with this past year, and President David Williams covered the happenings of the MSA from the membership level, to corporate support and the regular business of the board.

Following the Annual Meeting, the board held its Reorganizational Annual Meeting of the Board. The executive board remains the same and director representatives were selected for each of the board's program areas which include: Administration, Corporate Relations, Membership and Public Affairs/Policy.



*Back row - left to right: Brian McKenzie - District 1; Earl Collier - District 7; Heather Feuerstein - At-Large; Gary Parr - District 2; Matt Stutzman - District 3*  
*Front row - left to right: Vice President Jay Ferguson - District 4; President David Williams - District 6; Treasurer Bill Spike - At-Large; Secretary Dan Keenan - District 5*



# MSA NEW AND RENEWING MEMBERS

## NEW:

Cook Equipment Company, Allegan  
James Kleinert, Munger  
New York Life Insurance Co., Okemos

## RENEWING:

Richard Belson, Pittsford  
Frederick Bilow, Standish  
William Birney, Ovid  
Keith Blonde, Litchfield  
Bob Boehm, Lansing  
James Caldwell, Litchfield  
David Cheney, Mason  
Gerald Clark, Alma  
DF Seeds, Inc., Dansville  
Dave Dyer, Richland  
Robert Forgiel, Tecumseh  
Roger Gentz, Mendon  
Phil Gordon, Saline  
Gary Gosen, Burt  
Jeff Gulick, Merrill  
Harold Hamlin, South Haven  
Don Henning, Dewitt  
Jerry Jorgensen, Webberville  
Richard Kalisek, Corunna  
William Kirk, Fairgrove  
Paul Koeman, Hamilton  
William Kushmaul, St. Johns  
Jay Landis, Homer  
Marvin Lange, Belleville  
Kendall Leach, Millington  
Henry Miller, Constantine  
Gail Norman, Sparta  
Dennis Orr, Charlotte  
Rick Ries, Sand Creek  
Dave Robson, Niles  
Frank Rochowiak, Milan  
Chris Rosselit, Niles  
Donald Somers, Henderson  
Denis Starr, Olivet  
Ed Stutzman, Blissfield  
Nancy Swanebeck, Fenton  
Dan Washburn, Elsie  
Art Wendland, Saginaw  
Fred and James Wilson Brothers, Yale  
Ryan Wojtowicz, Standish  
Alfred Stuever, Yale  
Gordon Thompson, Hillsdale  
Paul Wielfaert, Britton

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# 2015 SOYBEAN LEADERSHIP COLLEGE RECAPPED BY MICHIGAN PARTICIPANTS

**MARK SEAMON:**

As a new soybean staff person, it was especially valuable for me to attend the Soybean Leadership College in January. It was good to connect with soybean growers and state staff from across the country. A couple of world soybean issues that were shared and caught my attention included the market effect of South American soybean production and the importance of soybean exports to China. Currently freight efficiencies of U.S. soybeans compared to the major growing area of Brazil have given us a price advantage when they are shipped to many export destinations. But the potential growth of Brazilian soybean production and development of infrastructure needs to be carefully watched. Another important global issue is the fact that China uses about 25% of the American soybean crop which amounts to about one billion bushels per year. Much of that is used to feed hogs. One speaker mentioned that China raises as many hogs as the rest of the world combined. Other sessions offering information on communication were also valuable. The college is a good program that I would recommend to other soybean growers.

---

**KATHY MAURER:**

Soybean Leadership College was an amazing event and well worth the time. Sessions reinforced and added to my leadership tools and communication skills. It is important to tell our stories so consumers, legislators, policymakers, and special interest groups can learn facts about our industry and make better decisions. One point shared was on how to address the GMO issue. They compared GMO to agriculture like laser surgery is to an operation. Would you rather have surgery with a hatchet or with a laser where it can be pinpointed? GMO pinpoints advancements.

---

**HEATHER FEUERSTEIN:**

This was my second time participating in the Soybean Leadership College (SLC) and, once again, I was not disappointed. The American Soybean Association does a great job of bringing together speakers for topics that are relevant right now. I was able to attend Learning Sessions on water quality issues and rail transportation. Both sessions were very informative. If we are to make the changes we wish to see in agriculture, we have to be as informed and connected as possible. SLC is not only a great learning opportunity, but also a time to make new contacts and sustain old ones. If you get the chance to attend the SLC, I highly recommend you take it!



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# CHECKOFF OFFERS U.S. FARMERS AN OPPORTUNITY TO LEARN WHERE SOYBEANS GO BEYOND THE ELEVATOR

By: Noelle Byerley, Executive Assistant

**M**any soybeans have been delivered to the elevator, but where will they go next? The soy checkoff invites farmers to find the answer to this question and learn about the impact that U.S. soy's biggest customers make on farmers' bottom lines during this year's See for Yourself program.

From now until April 4, all U.S. soybean farmers over the age of 18 can apply for the United Soybean Board's (USB's) eighth annual See for Yourself program by visiting the USB website, [www.UnitedSoybean.org/SeeforYourself](http://www.UnitedSoybean.org/SeeforYourself). The program is scheduled for July 24-31, 2015.

Besides introducing the program participants to their customers and showing them the results of their checkoff investment, See for Yourself also allows the soy checkoff to learn about U.S. soybean farmers' perspective of checkoff-funded projects.

"It's not every day farmers have the chance to see the activities of their checkoff up close and draw their own conclusions at the same time," says Keith Tapp, chair of the USB Audit and Evaluation Committee, which sponsors See for Yourself. "See for Yourself is truly a once-in-a-lifetime experience."

Each year, the checkoff selects ten soybean farmers from around the country to see and evaluate the work of the checkoff firsthand. Participants come from diverse backgrounds and farming operations, but all have one thing in common: the desire to learn more about how their checkoff dollars are being invested.

Matt Hinderer, soybean farmer from Chelsea, Michigan participated in the See for Yourself program in 2014 and states, "The See for Yourself program will allow you to meet with U.S. soybean customers. During the program, I was able to really see their perspective of U.S. soy and the value we, as U.S. soybean



***"If you're a farmer and are interested in learning more about opportunities, looking at the markets and learning about the international side of soybean production, I highly recommend applying for See for Yourself."***

farmers, bring to their operations. I've also become more involved with Michigan's soybean checkoff since See for Yourself. Before, I was somewhat familiar with the checkoff, but seeing the in-depth layers of the soybean family have made me realize there are more opportunities than just being involved at the state level."

Accompanied by checkoff farmer-leaders, the participants meet a variety of customers, both domestic and international, and they see a variety of sites that represent end uses for U.S. soy, such as animal agriculture, the food industry, industrial uses and more.

The 70 farmer-directors of USB oversee the investments of the soy checkoff to maximize profit opportunities for all U.S. soybean farmers. These volunteers invest and leverage checkoff funds to increase the value of U.S. soy meal and oil, to ensure U.S. soybean farmers and their customers have the freedom and infrastructure to operate, and to meet the needs of U.S. soy's customers. As stipulated in the federal Soybean Promotion, Research and Consumer Information Act, the USDA Agricultural Marketing Service has oversight responsibilities for USB and the soy checkoff.



# MICHIGAN SOYBEAN PROMOTION COMMITTEE (MSPC) FINANCIAL REPORT<sup>1</sup>

OCTOBER 1, 2013 - SEPTEMBER 30, 2014

## REVENUES COLLECTED

Assessments	\$5,691,094
Less:	
50% Transfer to USB <sup>2</sup>	\$2,861,737
State of Origin Transfers	72,316
Net Assessments	\$2,757,041
Interest Income	7,368
Contract Services	38,346
Other Income	17,707
Total Revenue Collected <sup>3</sup>	<u>\$2,820,462</u>

## EXPENSES PAID

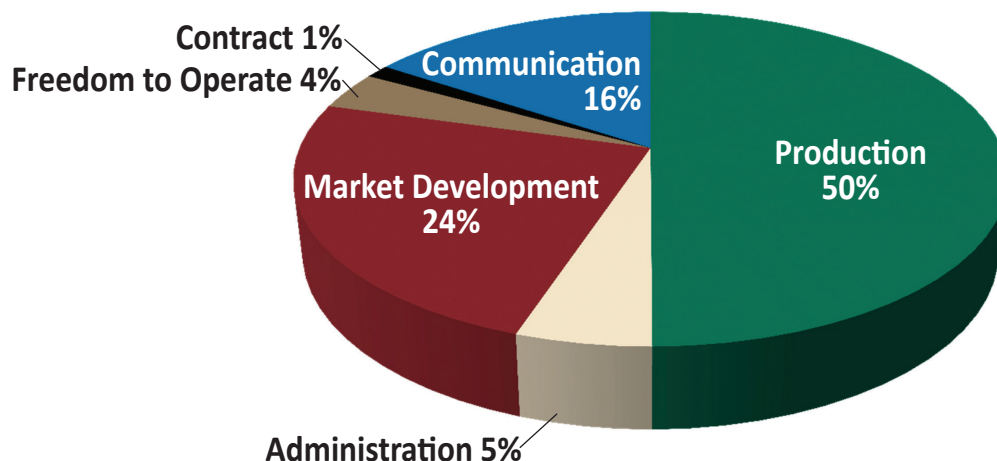
Production	1,451,422
Market Development	705,292
Communication	455,197
Freedom to Operate	106,374
Administration	150,563
Contract Services	37,594
Total Expenses Paid	<u>\$2,906,442</u>

## FUND BALANCE

Revenue Less Expenses	\$ -85,980
Beginning Fund Balance	3,009,963
Ending Fund Balance	<u>\$2,923,983</u>
Less Committed Funds:	
Committed Research	254,440
FY13 Office Commitment	60,705
FY14 USB Commitment	21,890
Designated for Transition	700,000
Total Committed Funds	<u>\$1,037,035</u>
Unreserved Fund Equity	<u>\$1,886,948</u>

1. MSPC's financial statements are prepared on a modified accrual basis in compliance with GASB 34 by a Certified Public Accountant each fiscal year.
2. United Soybean Board manages one-half of the checkoff funds collected in Michigan for investments in animal ag, biotechnology, new uses, production research, international marketing, soyfoods, etc.
3. MSPC manages the remaining one-half of the funds that were collected in Michigan for mainly in-state projects.

## MSPC'S PERCENT EXPENDED IN FY14 BY PROGRAM AREA



## Mission Statement

Manage checkoff resources to increase return on investment for Michigan soybean farmers while enhancing sustainable soybean production.

# MSPC SCHOLARSHIPS AWARDED AT MSU

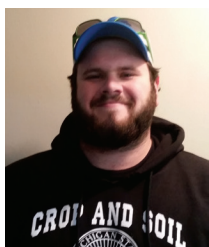
*By: Noelle Byerley, Executive Assistant*

The Michigan Soybean Promotion Committee (MSPC) works closely with Michigan State University (MSU) to help increase student interest in soybean production, soyfoods and soy industry careers.

Four MSU students have been selected to receive the MSPC Scholarship in Crop and Soil Sciences (CSS) for the 2014-2015 school year. Each student is studying

to earn a Bachelor of Science in Crop and Soil Sciences with support from the Michigan soybean checkoff. Also, MSPC supports MSU's Food Science and Human Nutrition (FSHN) department, as these students will become educators of the health benefits of soyfoods. Each student is studying to earn a Bachelor of Science in either Dietetics or Nutritional Sciences.

## CSS STUDENTS RECEIVING THE MSPC SCHOLARSHIPS FOR THE 2014-2015 ACADEMIC YEAR:



**John Pajot** is a senior at MSU enrolled in Crop and Soil Sciences. John grew up working on his father's small farm where he helped with field preparation, planting, weed management and harvest. John looks forward to working in the agriculture industry and help producers effectively manage their operations by implementing the tools and knowledge that he gained at MSU. "Agriculture has given me so much that I can't wait to start doing what I can for the industry."



**James (Jimmy) Larson** is a senior at MSU enrolled in Crop and Soil Sciences. Jimmy is entering his final semester in the program and believes that the advancement of soybean production and research will be critical in the coming decades. He is intrigued about soybeans in real world products such as vegetable oil, biodiesel and soy-based asphalt paving. "It gives me great pride to attend an institution that has a hand in improving these solutions, and I am thankful to the Michigan Soybean Promotion Committee for aiding me in my education."

## FSHN STUDENTS RECEIVING THE MSPC SCHOLARSHIPS FOR THE 2014-2015 ACADEMIC YEAR:



**Yingli He** is a senior at MSU enrolled in Nutritional Sciences. Yingli volunteers in Dr. Venu Gangur's food allergy and immunology lab and is ultimately pursuing a career in Pharmacy. Yingli grew up in a place where soybeans are a common ingredient for making tofu, soymilk, soy sauce and other products. Her mother made soymilk when she was little and her family still does during the holidays. "Through my personal experiences with soyfood products, I have developed an interest in soybean production and the soybean industry."





**Kacie Sanderson** is a senior at MSU enrolled in Dietetics. As a future dietitian, Kacie is looking forward to promoting the health benefits of soy to her patients and clients. Soy has many health benefits and offers a great alternative to cow's milk for Kacie as she is lactose intolerant. "I will continue to share my experience with soy and the important health benefits of soybean products with others."



**Emily Davidson** is a junior at MSU enrolled in Nutritional Sciences. Emily's academic pursuits also include a double minor in Bioethics, Humanities and Society, and she conducts research as an undergraduate research assistant in FSHN department. Emily grew up in a farming community and learned of the impacts of soybeans when seeking an alternative source of dietary protein. "I am interested in the impact widespread consumption of soybeans has on human health as well as the methods used to keep soybeans safe for human consumption."



**Adeline Grier-Welch** is a junior at MSU enrolled in Dietetics. Adeline is a member of the Honors College and the Food and Nutrition Association as well as a student interview at the MSU Student Food Bank. Adeline is interested in the area of community nutrition because that setting is one of the best places to provide early education concerning the prevention of chronic disease. "I strongly believe that it would be incredibly beneficial for people to reconnect with the origin of their food as well as explore meatless options such as soy."

"The MSPC board of directors looks at this scholarship program as a way to give back to Michigan's soybean farmers while promoting higher education and leadership opportunities for our future leaders," said MSPC President Andy Welden, a soybean farmer from Jonesville, Michigan.

grade point average based on a 4.0 scale. They must also be enrolled in the Crop and Soil Sciences program or the Dietetics or Nutritional Sciences programs.

In addition to the MSU departments, MSPC offers a statewide scholarship using the same criteria as the MSU students but students attend a different college. For the statewide scholarship application, visit [www.michigansoybean.org](http://www.michigansoybean.org).

### How to Apply:

Students at MSU may apply for the MSPC scholarship through the college scholarship and grants department. Scholarship applicants must be undergraduate fulltime students (12 credit hours or more) in their junior or senior year and possess a minimum 3.0 cumulative

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# 2015 GREAT LAKES CROP SUMMIT

By: Kathy Maurer, Financial and International Marketing Director

The second annual Great Lakes Crop Summit (GLCS) more than doubled last year's attendance. Almost 800 farmers from across Michigan attended the two day event held at the Soaring Eagle Casino & Resort in Mt. Pleasant.

"It was a great program, well organized, great speakers — very well done," says Jim Domagalski, Columbus.

The event was organized by the Corn Marketing Program of Michigan, Michigan Soybean Promotion Committee and the Michigan Wheat Program.

Speakers were brought in from across the county to talk about everything from weather to agronomics and business plans. A couple featured speakers and topics were: Dr. Mike Boehlje from Purdue University spoke on *Ten Key Strategies for Long-Term Success* and Evelyn Browning-Garris, known as the Weather



Whisperer, spoke on *Changing Climate Impacts on Ag*.

Breakfast panel included Marypat Corbett — U.S. Soy Export Council, Julia Debes — U.S. Wheat Associates, and Tom Sleight — U.S. Grains Council. They discussed international

95% of the world's population living outside of the United States gives plenty of opportunities for export marketing.

Breakout sessions discussed topics ranging from agronomics, economics, management and more. RUP, CCA and MAEAP Credits were available.

***"One of the more informative events I've attended. Lot of detailed information and top notch speakers," says Jim Mott, a soybean and wheat farmer from Olivet.***





The Michigan Corn Growers Association and the Michigan Soybean Association Annual Meetings were held during GLCS as well as the 2014 Soybean Yield Contest award presentations (see pages 4-8 for the winners).

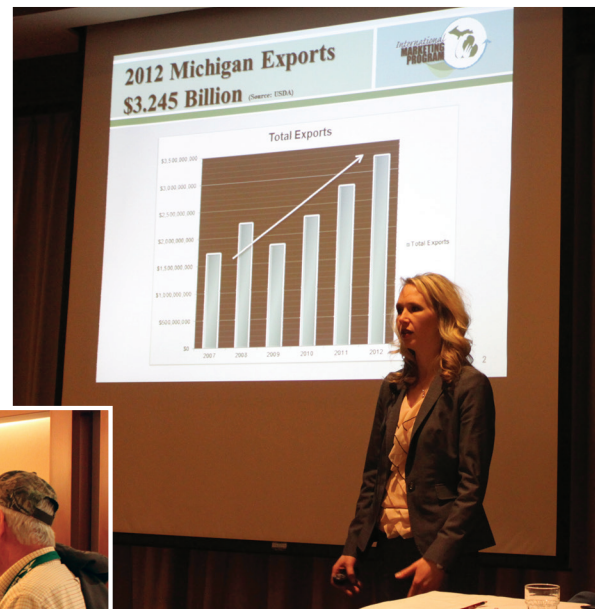
"We are obviously filling a need for Michigan farmers as the event has significantly grown from last year," says Gail Frahm, Michigan Soybean Promotion Committee executive director. "Besides educational and credit opportunities for farmers to take their operation to the next level, the networking and building of community for farmers continues to be invaluable."

GLCS closed with a panel which included Chip Bowling — National Corn Growers Association, Bob Haselwood — United Soybean Board, and Phil McLain — National Association of Wheat Growers. Education is the key. Educating policymakers as they attempt to regulate farms with no experience of how agriculture works. Educating the growers on better weed management and farming practices. Educating the public on the actual practices of farmers and not the misconception being promoted in the media and on social media. Get involved and be part of the conversation.

Plans are already underway for next year's event on January 27-28, 2016, to be held at the Soaring Eagle Casino & Resort in Mt. Pleasant. Put it on your calendar. It's a must-attend event to take your farming operation to the next level.

## MARK YOUR CALENDAR NOW!

**2016 Great Lakes  
Crop Summit  
January 27-28, 2016  
at the Soaring Eagle  
Casino & Resort in  
Mt. Pleasant**





# GOVERNMENT AFFAIRS NEWS

*By: The Frederick Group*

Michigan's 97<sup>th</sup> Legislature took its last vote on December 19<sup>th</sup> in the early hours of the morning after a marathon 20-hour session. *Lame Duck*, as anticipated, was very chaotic because there were bills that once left for dead suddenly sprang back to life; there also were bills that were expected to be passed by the legislature which died.

During *Lame Duck*, most of the major negotiations were centered on the roads. It was not until late on the last day of session that legislative leadership and the Governor were all able to forge an agreement. The agreement was to let the voters decide on a ballot proposal, which would raise the sales tax from 6% to 7%, eliminate the sales tax on gas at the pump and move it to the wholesale level, and allocate more money to K-12 schools.

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***Ballot proposal to voters: Raising Michigan's sales tax from 6% to 7%, eliminate the sales tax on gas at the pump and move it to the wholesale level, and allocate more money to K-12 schools.***

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To generate public support for the ballot proposal there will likely be an educational campaign supported by a coalition of key stakeholders including local government, education, transportation, business and many others. Some stakeholders, such as the Detroit Regional Chamber of Commerce, have already indicated they will support the ballot proposal. Other stakeholders are still determining whether they will support or oppose the proposal.

However, if the ballot proposal is not approved by the voters in May, legislators will likely be forced to go back to square one. This means that the legislators will again be tasked with coming up with a solution to repair Michigan's crumbling transportation infrastructure. The new and even more conservative Legislature will surely not be in favor of increasing taxes.

The Frederick Group advocated Michigan Soybean Association's (MSA) positions on the transportation and other key issues during the *Lame Duck* session. For example, Senate Bill 1082, sponsored by Senator Robertson, was of particular interest this *Lame*

*Duck* session. The bill allows, with permission of the landowner, for maintenance to be conducted on and obstructions to be removed from, drains in a nondrain district. That bill was signed into law by Governor Snyder in mid-January.

Michigan's 98<sup>th</sup> Legislature has begun its session and the House and Senate have hit the ground running. Hundreds of bills have been introduced and some bills address unresolved issues from the last legislative session. The Frederick Group is meeting with all of the newly elected legislators, including State Representative Brett Roberts. Rep. Roberts is a soy farmer and represents the 64<sup>th</sup> District which includes parts of Jackson, Lenawee and Eaton counties.

Governor Snyder is already reshaping his administration for the second term. Just before the New Year, Governor Snyder announced the formation of a new department titled the Department of Talent and Economic Development (DTED). It will combine the Michigan State Housing Development Authority, Michigan Economic Development Corporation, Workforce Development Agency, the Governor's Talent Investment Board and the Unemployment Insurance Agency.

This new agency will be important to MSA; they will be working with the Michigan Department of Agriculture and Rural Development to bring new talent and jobs to the agricultural industry. Part of the charge of DTED will be projects like the agreement with Clemens Food Group to bring 810 jobs and a pork processing plant to Michigan. Michigan has not had a pork processing plant since 1998.

MSA Director Andy Welden joined the Frederick Group for the Governor's State of the State address in January and MSA Director Brian McKenzie was also in attendance as a guest of State Senator John Proos. They were both raising awareness about the soybean industry as well as meeting some of the new members of the House and Senate Agriculture Committees.

This new legislative term will bring many opportunities for MSA to raise its profile, and we look forward to working with MSA to advocate for its issues!



From left to right: MSA Director Andy Welden,  
State Senator John Proos and  
MSA Director Brian McKenzie



*Justin Clement is part of your  
Frederick Group team promoting the  
Michigan soybean industry in the  
halls of state government.*

*Please feel free to contact us if you  
have any questions or if we can be  
of service.*

*The Frederick Group  
216 N. Chestnut  
Lansing, MI 48933  
517.853.0413*





# Belong Soybean VOICE

## Membership MICHIGAN

### Lansing Seed Policy

### REPRESENTATION Federal

### Training Benefits

***"I've met several legislators that have never set foot on a farm. We as farmers need to be visiting with members of the Capital and represent our land."***

Jay Ferguson,  
MSA Director

People making decisions in Washington, D.C. and Lansing are getting further and further away from the farm. In the past, families had someone who was a farmer they could visit, but now generations are far removed from the farm.

With college students making comments such as, "We don't need

farmers because the grocery stores do a good job of putting food on the shelves," or "I'm a vegetarian and I can eat chicken wings because they grow back," there is a lot of education that needs to occur to our politicians and the public.

**Protect your farm and way of life, join the Michigan Soybean Association today!**

#### Are These Issues Important To You?

- Protecting your right to farm.
- Supporting farmers' freedom to operate without oppressive regulations.
- Supporting the use of soy biobased products.
- Keeping Michigan as a livestock production friendly state.

**Paying the soybean checkoff does not make you a Michigan Soybean Association member. Checkoff dollars cannot be used for lobbying.**

#### MEMBERSHIP BENEFITS:

- 5% member discount purchase incentive on all IntelliFarms equipment and free admission to grain school and workshops
- Monsanto BioAg™ is offering three options for use on your soybeans: 50 units of QuickRoots®, 100 units of soybean seed with Optimize® or 100 units of TagTeam® LCO for all new or renewing 3-year or Lifetime memberships
- Through Auto-Owners Insurance/Cedar River Insurance Agency, an offer of premium discounts up to 10% on select policies is available
- Scholarship opportunities for your children and grandchildren
- Preferred pricing on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- Cabela's gift card purchase discount
- 10% multi-life discount for long term care insurance with New York Life Insurance Company and an additional 15% marital discount
- Discounted registration to the Commodity Classic
- A 20% discount on an annual subscription to eLegacyConnect
- For 3-year and Lifetime memberships, a \$50 certificate good for either Great Lakes Hybrids Roundup Ready® or Genuity™ Roundup Ready 2 Yield® soybean seed **AND** a \$50 soybean seed certificate good for Renk Seed

**The MOST IMPORTANT MSA membership benefit: *Having a voice in Washington, D.C. and Lansing!***



# *Testify* **MICHIGAN** **CONSERVATION** *Discounts* **Membership** *Advocate* **Scholarships** *Believe* *Lansing* **Involvement** *Leadership*

By joining the Michigan Soybean Association, you also become a member of the American Soybean Association. Membership in these organizations allows you to have a greater impact on the soybean industry at a state and national level. Make a decision to help influence the success of soybean farmers by joining today!

## MSA MEMBERSHIP APPLICATION

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Payment Amount & Method:

☐ 1-yr: \$75    ☐ 3-yr\*: \$190    ☐ Lifetime\*: \$750

Check (Payable to MSA) or Credit Card

Credit Card Type: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Credit Card #: \_\_\_\_\_

Signature: \_\_\_\_\_

**Mail application with payment to:**

Michigan Soybean Association  
PO Box 287, Frankenmuth, MI 48734



*Dues are not tax deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. 18% of member dues are allocated to lobbying activities and are not deductible.*

\*3-year and Lifetime memberships can choose between receiving either (check one):

- ☐ 2-\$25 Soy Biodiesel Bucks certificates or  
☐ 2-\$25 Soybean Meal Bucks certificates

Date of Birth: \_\_\_\_\_

Number of Soybean Acres: \_\_\_\_\_

Total Farm Acres: \_\_\_\_\_

Occupation (circle one):

- ☐ Farmer    ☐ Retired    ☐ Other

What issues interest you most?

(Check all that apply)

- ☐ Biodiesel/Biobased Products  
☐ Farm Bill  
☐ Transportation Infrastructure  
☐ Trade Agreements  
☐ Conservation  
☐ Soybean Rust  
☐ Biotechnology  
☐ Freedom to Operate  
☐ International Marketing  
☐ Soy and Nutrition  
☐ Other: \_\_\_\_\_

# FYI: ONE SAFETY NET FOR FARMERS - THE FARM PRODUCE INSURANCE AUTHORITY

*By: Gail Frahm, Executive Director and Jeff Haarer, Producer Security and Ag Products Manager, MDARD*

Farmers need to be sure they have their safety nets in place. One that the Michigan Soybean Promotion Committee (MSPC) is able to help with is through the Farm Produce Insurance Authority (FPIA). This is the group that was established in 2003 to provide for reimbursement to a participating farmer for losses suffered when a grain dealer declares insolvency or is otherwise unable to pay its claimants for grain delivered and sold, but not paid for.

The FPIA is chaired by the Director of the Michigan Department of Agriculture and Rural Development (MDARD) and consists of a ten member (eight voting) board representing farmers, industry and banking interests. Covered commodities include corn, soybeans, dry beans, small grains and cereal.

MSPC, as the state's largest soybean organization, is entitled to have a representative on the FPIA board to help represent soybean farmers' interests. For MSPC, that farmer is Ben Chaffin, grain farmer from Ithaca, Michigan. Ben also served for six years on the MSPC board. So, between MSPC and his farm, he is knowledgeable about soybean farmers' concerns when it comes to protecting investments.

Ben said, "I am grateful to have been appointed by the Governor to serve on both the MSPC and FPIA boards. When I was on the soybean checkoff board, the MSPC, we worked hard to be sure soybean farmer checkoff dollars were being invested in worthwhile projects such production research, market development, education and new uses. Now, while on the FPIA, I along with fellow board members keep in close contact with licensed grain dealers throughout the state via MDARD and ensure that a safety net is in place should



one of them experience financial failures. This is one safety net I wouldn't want to be without."

Beginning January 1, 2013, licensed grain dealers in Michigan are required by statute to collect at a rate equivalent to fifteen cents per \$1,000 of farm produce sold (.00015 per dollar) from each producer's payment. These ongoing farmer-paid assessments are used to cover administrative costs and protect you from the loss of your investment should a licensed grain dealer fail.

The FPIA has a current balance of over \$6.2 million and assessments will remain suspended until the fund pays out claims that reduce the balance below \$3 million. At that point premium collection in addition to the administrative assessment will be reinstated at a rate equivalent to two dollars per \$1,000 of the net value of all commodities sold to licensed grain dealers until the balance reaches a minimum of \$5 million.

Under the voluntary provision of the FPIA, 67 producers have requested assessment refunds. You can receive a refund of the premiums you paid into the fund (within 12 months of payment) by submitting a completed form and proper documentation. However, if you request a premium refund you are not protected by the fund. You may petition the Board for reentry at its annual meeting. Upon acceptance, all refunded premiums are required to be repaid, with interest, for you to be fully covered. If you do not repay premiums before a failure that causes you to lose money, you are not eligible to receive payment from the fund.

To receive the protections of the Grain Dealers Act and the Farm Produce Insurance Act, it is essential that the producer transacted with a licensed grain dealer and that the contracted farm produce was delivered. If a grain dealer



## Safety Nets for Farmers

## ✓ Investing Your Soybean Checkoff

goes out of business, farmers who have paid into the Farm Produce Insurance Fund are entitled to 100 percent payment on farm produce stored under warehouse receipt, grain bank, or open storage in Michigan licensed warehouses, or 90 percent payment on all other financial losses from farm produce delivered to the grain dealer, sold and not paid for.

A producer is not eligible for a FPIA claim when the producer is a member of a closed cooperative that has allocated delivery rights and obligations proportionate to a capital investment rather than an arms-length bargaining position, or the producer has at least 5% ownership interest in the licensee or parent company.

Since 2005, the FPIA has paid over \$930,000 in claims to 92 producers involved with the grain dealer failures of: Petersburg Elevator, Smith Brothers Corp. in Lake Odessa, VeraSun Energy Corp. in Lake Odessa, O'Dell Grain in Homer, and MST Investments, Inc. of Pinconning, and has recovered over \$600,000 from bankruptcy and probate proceedings.

Chaffin went on to say, "Currently, FPIA is working on claims made from the most recent grain dealer



failure, Lapeer Grain Company, Inc. at their five locations in Lapeer, Imlay City, Jeddo, Palms and Capac. It is times like these that it is good to have this fund, which is 100% producer funded, in place to protect against such losses."

Success of the FPIA is reliant upon open communication between producers and MDARD on all irregularities and non-payments. If you have any questions or would like more information about the FPIA call Jeff Haarer at 517.284.5642 or visit [www.michigan.gov/graindealers](http://www.michigan.gov/graindealers).

MSPC hopes you find this information helpful and, by sharing it, you have become more knowledgeable of such programs. Tune in next time – the summer issue of *Michigan Soybean News* – to become more aware of the NCSRP (the North Central Soybean Research Program) and learn how it is collaborating on multi-state research to provide benefits to soybean farmers.

I WILL  
REDUCE THE WEED SEEDS  
IN MY SOIL.

I will take action against herbicide-resistant weeds.

I will know my weeds. I will target their strengths and exploit their weaknesses.

Escapees don't stand a chance.

I will seek them out and take them down before they go to seed.

Because fewer seeds today mean fewer weeds tomorrow.

Preventing weed seed production is essential to weed management. Visit [www.TakeActionOnWeeds.com](http://www.TakeActionOnWeeds.com) to learn how you can prevent herbicide-resistant weeds from spreading.



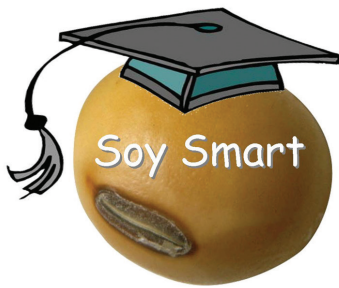
Michigan Soybean  
Promotion Committee  
[www.michigansoybean.org](http://www.michigansoybean.org)



Brought to you by the soy checkoff.







By: Noelle Byerley,  
Executive Assistant

**DID YOU KNOW ...** Michigan produced 83 million bushels of soybeans in 2013; a value of \$1 billion. In 2012, \$803 million of Michigan soybeans were exported around the world. Popular soybean products include soymilk, soy flour, soy protein and tofu. Soybeans are processed for animal feed, human consumption and industrial products.

Use the code to find the secret message.

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**KEY**

A= £  
B= Ω  
C= ☾  
D= ♥  
E= ☘  
F= ☞  
G= Ü  
H= ☞  
I= ∞  
M= ♦  
N= ↗  
O= ☒  
P= €  
R= ♦  
S= \*\*  
T= ☺  
X= ▲  
Y= ○

Can you also [Like](#) the Michigan Soybean Promotion Committee on Facebook? If so, leave us a message there telling us what you like most about soybeans!



Secret Soy Message:  
SOYBEANS ARE MICHIGAN'S  
TOP FOOD EXPORT.



# SOY GOOD FOR YOU

By: Barbara Wunsch, RD



## How MUCH PROTEIN Do WE NEED

Lately, protein has been getting a lot of attention in the news. Food manufacturers are highlighting the amount of protein in food items, such as breakfast cereals and granola bars. Even foods that are naturally high in protein content such as nuts and Greek yogurt are being promoted as being packed with protein.

The loss of muscle mass is a common age-related health problem and an issue that is becoming more prevalent since the average lifespan is becoming longer. Primary sarcopenia (loss of muscle mass) begins around the age of 30 and accelerates significantly after 70. Other reasons for a loss of muscle mass may be related to exceedingly sedentary lifestyles or long periods of recovery from illness.

Research has shown that protein builds lean muscle mass and provides a feeling of fullness, which can aid in weight loss. As an essential nutrient, dietary protein is needed to build and repair muscles, bones and organs, regulating hormones and maintaining immune system function.

So how much protein do we need? According to the U.S. Agriculture Department, the average healthy person needs 0.8 grams of protein per kilogram (or 2.2. pounds) of body weight. That translates to about 52 grams of protein for someone who weighs 130 pounds. Endurance athletes may need more protein in their diets. Here are some examples: the protein content of ½ cup serving of tofu or an 8 ounce serving of soymilk is 10 grams; ½ cup of cooked edamame is 11 grams; ½ cup cooked dried beans is 8 grams; ½ cup serving of almonds is 15 grams; and 1 cup of cooked instant oatmeal is 6 grams.

Vegetarians or vegans who abstain from entire food groups can be at risk of inadequate protein intake, which may result with serious consequences. Most plant foods are not complete protein. This means they do not contain all of the essential amino acids our bodies need. Animal food products such as meat, eggs and dairy are considered complete proteins. Soy and many soyfoods are also categorized as complete proteins.

Meat alternatives are made primarily from vegetable protein and soy protein concentrate. Traditional seasonings are included in these products to provide familiar food flavors. These soyfoods are beneficial in that they offer high protein food sources that are low in saturated fat and high in Vitamin B12 and iron.

Soyfoods can play an important part of a healthy diet as they nourish the body with high quality protein.

### SOY STUFFED PEPPERS

½ cup chopped onion  
2 cloves garlic, minced  
1 teaspoon **soy oil**  
8 ounces frozen all **soy protein crumbles**  
1 cup diced tomatoes  
1 cup water  
⅓ cup chopped Anaheim chilies  
½ teaspoon ground cumin  
½ teaspoon salt  
¼ teaspoon ground black pepper  
1 cup uncooked brown rice, cooked according to package directions  
6 medium green peppers  
Water  
1 teaspoon salt  
Prepared salsa, optional




Sauté onion and garlic in soy oil until softened. Add protein crumbles, tomato, water, chilies, cumin, ½ teaspoon salt, and pepper; mix well. Bring mixture to boil; reduce heat and simmer 15 minutes. Gently mix in cooked rice. Cut ½ inch off the stem end of peppers; remove seeds and membrane. Bring water and 1 teaspoon salt to boil in large saucepan. Cook in boiling water 3 to 5 minutes; invert on paper towels to drain. Fill peppers with ¾ cup of crumbles/rice mixture; place in 8 inch square baking dish. Bake at 375°F for 20 minutes or until thoroughly heated. If desired, serve with salsa.

Yield: 6 servings. Per 1 pepper serving: 284 calories, 2.5 g fat (0.3 g sat fat), 20 g protein (20 g soy protein), 49.5 g carbohydrate, 158 mg sodium, 0 mg cholesterol, 11.9 g dietary fiber.

Source: *Put A Little SOY In Your Life!*



  
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RIGHT  
AND  
THEY'LL  
PAY YOU BACK  
WHEN THEY  
GROW UP**



**Lock in Pioneer Premium Seed Treatment for fully loaded protection.**

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