



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

MAGAZINE

SUMMER 2024



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GROWERS ASSOCIATION FOR FREE!

Photo by Tracy Maybury

ABOUT THE ORGANIZATION

The New York Corn & Soybean Growers Association (NYCSGA) is a grassroots organization representing corn and soybean producers' interests.

The Association works to develop and expand markets, educate members and consumers, and enhance public policy for corn and soybean growers in the Empire State. We also sponsor research on corn and soybean production, utilization and marketing and host educational programs on management, production, and marketing. The Association is a Qualified State Soybean Board (QSSB) and administers New York's soybean checkoff.

NYCSGA has served as the QSSB for New York farmers as part of the national soy checkoff program since 2010. The farmer-driven board oversees and manages New York's share of funds received from the checkoff program.

Through the checkoff, each soybean farmer contributes one-half of one percent of the price of each bushel at the first point of sale. The NYCSGA Soybean Checkoff keeps one-half of the checkoff funds collected to conduct state-specific soy research and promotion activities on farmers' behalf.

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NEW YORK CORN & SOYBEAN GROWERS ASSOCIATION

SUMMER 2024

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On the Cover:

This round of planting takes Bruce Maybury well past sunset in Fayette, NY. Bruce and Tracy are the winners of the spring planting cover photo contest. Thank you to everyone who participated!



Tom Corcoran, President,
New York Corn & Soybean
Growers Association

PRESIDENT'S LETTER

After a challenging planting season, I hope this newsletter finds you, your family, and your crops doing well. Always the optimist, I also hope timely summer rains will produce abundant, high-quality yields for all of us.

In mid-July, the NYCSGA will be proudly representing New York corn and soybean growers – you! – in Washington D.C. along with the National Corn Growers Association (NCGA) and American Soybean Association (ASA).

Our visit will include policy educational sessions as well as visits to legislators on Capitol Hill to deliver the organization's priorities. This is one place you'll find your membership dollars hard at work! We always have some kind of interesting story to tell when we return. Last summer, Brad and Colleen met a staffer in a New York Congressional office who was married to a woman whose family had ties with the South Dakota corn and soybean industry. It's such a small world in the agriculture industry!

This September, we will elect new board members. If you or someone you know would like to be more involved with the NYCSGA, please reach out to Colleen Klein or any of our board members, and we will get you started in the application process. Service in the NYCSGA has afforded me opportunities I never could have imagined. From networking to educational opportunities, the experience has been invaluable.

Last but certainly not least, we look forward to seeing you at the 2024 Summer Crop Tour at Rodman Lott & Son Farms in Seneca Falls on August 8 (learn more on the next page)!

Until then... enjoy your summer!

Your president,
Tom Corcoran



REGISTRATION IS OPEN NOW!

Thursday, August 8, 2024

Rodman Lott & Son Farms · Seneca Falls, NY



Mitchell Hora, Keynote Speaker
Founder & CEO, Continuum Ag



From expert keynote speakers to major industry sponsors, the 2024 Summer Crop Tour focuses on corn and soybean production in the Empire State.

We are honored to announce Mitchell Hora as this year's keynote speaker. Mitchell is a 7th generation Iowa farmer and the Founder/CEO of Continuum Ag, a soil health software company.

**Scan the QR code to
register today!**

Soaring to New Heights With High Oleic

By Colleen Klein, Executive Director, New York Corn & Soybean Growers Association



The high oleic soybean market in New York state has taken off and is poised for significant future growth! In fact, it's projected that nearly 1/3 of our soybean crop is currently under contract for the high oleic market. Not only is this a tremendous opportunity for our growers, it is a testament to the effectiveness and impact of soybean checkoff investments. It also illustrates a long and important partnership between soybean farmers and the dairy industry in New York state; one that we are proud of and committed to fostering.

What's in a Bean? The History of High Oleic

High oleic soybeans were developed through traditional breeding techniques, *not* genetic modification. Researchers focused on selecting soybean varieties with naturally higher levels of oleic acid, a monounsaturated fat, while reducing linoleic acid, which is a polyunsaturated fat. This process involved cross-breeding soybean plants with the desired traits over multiple generations to enhance the stability and quality of the oil produced. The resulting high oleic soybeans offer improved oil stability, longer shelf life, and better nutritional

profiles, making them valuable for both food and industrial uses.

The soybean checkoff has invested heavily in marketing, research, and development to increase the adoption and demand for high oleic soybeans among farmers and processors. And who is one of our most important customers in New York? The dairy industry, of course!

Boosting Dairy Production with High Oleic

High oleic soybeans provide several benefits to the dairy industry:

- **Enhanced Feed Quality:** High oleic soybean oil has a healthier fat profile, which can be beneficial when included in dairy cow diets. It contains higher levels of monounsaturated fats and lower levels of saturated fats compared to conventional soybean oil. This can improve the overall health and productivity of dairy cows.
- **Improved Milk Composition:** The healthier fat profile of high oleic soybeans can lead to improved milk composition. Dairy cows fed with high oleic soybean products may produce milk with a better fatty acid profile,



potentially enhancing the nutritional value of the milk for consumers.

- **Oxidative Stability:** High oleic soybean oil has better oxidative stability, meaning it is less likely to become rancid. This makes it a more stable ingredient in feed, ensuring that the nutritional quality of the feed remains high over time.
- **Economic Benefits:** The improved health and productivity of dairy cows can lead to economic benefits for dairy farmers. Healthier cows can mean lower veterinary costs and higher milk yields, contributing to better overall profitability.
- **Sustainability:** High oleic soybeans can contribute to more sustainable dairy farming practices. They may reduce the need for additives to maintain feed quality, and their cultivation can be integrated into crop rotations, promoting soil health and reducing the environmental impact.

Understanding the Soybean Checkoff Compliance – Becoming a First Purchaser

In 1991, the U.S. Congress passed a provision as part of the 1990 farm bill to form the soy checkoff at the request of soybean farmers. The program was created and is administered under the authority of the Soybean Promotion, Research, and Consumer Information Act. It became effective on July 9, 1991, when the Soybean Promotion and Research Order was published. Assessments began September 1, 1991.

The soy checkoff is supported entirely by soybean farmers with individual contributions of 0.5% of the market price per bushel sold each season. The efforts of the checkoff are directed by the United Soybean Board, composed of 77 volunteer farmer-leaders often nominated by their state-level checkoff organizations, called Qualified State Soybean Boards (that's us!).

A first purchaser of soybeans refers to the initial buyer who acquires soybeans directly from the producer. This entity is responsible for paying

the producer for their crop and typically plays a key role in the initial stages of the soybean supply chain. The first purchaser can be various types of businesses or organizations, including:

- **Grain Elevators:** These are facilities that buy, store, and sometimes process soybeans. They purchase soybeans from farmers and then sell them to processors, exporters, or other buyers.
- **Processors:** These companies buy soybeans to process them into various products such as soybean oil, meal, and other derivatives. Examples include companies involved in the production of food products, animal feed, and industrial products.
- **Exporters:** These buyers purchase soybeans for export to international markets. They may be involved in the logistics and transportation of soybeans to foreign buyers.
- **Feed Mills:** These facilities buy soybeans to produce animal feed. They may process soybeans into meal, which is a high-protein ingredient in livestock feed.
- **Cooperatives:** Farmer-owned cooperatives may act as first purchasers, buying soybeans from their member farmers and handling the marketing and sale of the crop.

This list is not exhaustive, as a first purchaser is anyone who is buying or acquiring soybeans from a producer.

First Purchaser Role in the Soybean Checkoff Program

In the context of the soybean checkoff program, the first purchaser plays an important role:

- **Collection of Checkoff Funds:** The first purchaser is responsible for deducting the checkoff assessment from the payment to the farmer. This assessment is 0.5% of the market price per bushel of soybeans sold. The collected checkoff funds are then remitted to the appropriate QSSB, which uses these funds to support research, marketing, and promotion activities for soybeans.

If you think you are a first purchaser or have questions about becoming one, please contact the New York Corn & Soybean Growers Association (NYCSGA) today for information and instructions. Visit our website at nycornsoy.org to find more information about the soybean checkoff and the checkoff remittance form. You can also reach the NYCSGA at (315) 313-7080 or cklein@nycornsoy.com.

For information on all federally regulated checkoff programs, please visit ams.usda.gov/rules-regulations/research-promotion. ■

2024

Corn & Soybean Yield Contest

The yield contest is changing this year. The New York Corn and Soybean Growers Association (NYCSGA) will continue to facilitate the in-state soybean yield contest. The corn yield contest will now be offered exclusively through the National Corn Growers Association (NCGA). We encourage growers continue their participation by entering the national contest.

NATIONAL CORN YIELD CONTEST RULES

The corn yield contest entry and harvest rules are available through the NCGA at ncga.com/get-involved/national-corn-yield-contest.

Additional rules, including judging and prize information, are available online at nycornsoy.org.

SOYBEAN ELIGIBILITY

Designated field must be at least 5 acres of the same variety with a minimum of 2 acres harvested as the contest entry. The harvested area must be squared off (ex: 180' x 484' = 2 acres). No odd shapes! For convenience, the test area may be measured after harvest by the contest supervisor. The harvested area must be exclusive of headlands and outside rows and include more than one combine pass. Participants must use non-irrigated soybeans but are not restricted as to variety, fertilization, spacing, or other cultural practices. There will be 4 classes of beans based upon maturity group (0, 1, 2, and 3).

ENTRIES DUE
**AUG.
15**
ENTRIES DUE

All decisions of the Contest Committee are final. The committee reserves the right to disqualify any entry without refund for violation of the states rules and harvest procedures. Contest entrants will be notified in December 2024 of the final yields and contest placements. The winners will be recognized at the 2025 NYCSGA Winter Expo in Syracuse, NY in January. All contest fields must be located in the state of New York. The originally entered hybrid/variety must be the same that is reported on the harvest report or it will be disqualified.

Entrants are not eligible to win the Grand Champion prize more than two consecutive years.

The soybean entry form is available online at nycornsoy.org.



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**



SoyFoam™ TF 1122 extinguishes and controls fires safely while removing harmful chemicals, ensuring a secure foam blanket that is safe to touch.

SoyFoam Offers Safer Choice for Firefighters

Provided by Soy Biobased

Cross Plains Solutions' SoyFoam™ TF 1122 is the first and only firefighting foam GreenScreen Certified® at the Gold level. Through their soy checkoff and the United Soybean Board, U.S. soybean farmers have supported much of the extensive testing of SoyFoam environmental and performance benefits for use as a safer firefighting foam. GreenScreen Certified, owned by the non-profit Clean Production Action, is an independent certification program that promotes the use of PFAS-free and preferred chemicals in materials, products, and manufacturing.

Firefighting SoyFoam is 100% free of intentionally added per- and polyfluoroalkyl substances (PFAS), commonly called "forever chemicals." There are also no detectable fluorines (less than 1 parts per million) in the composition of the foam concentrate.

EPA reports PFAS are found in water, air, fish, and soil at locations across the nation and the globe. Since the 1950s, PFAS were used to put out fires, repel oil and water, reduce friction, and more in a wide range of products. They can leak into the environment where they are made, used, disposed of, or spilled. Exposure is linked to several adverse health effects including

certain cancers, thyroid dysfunction, changes in cholesterol, and small reductions in birth weight. As a result, governments are prohibiting firefighting foams that contain intentionally added PFAS.

SoyFoam is a wetting/smothering agent capable of extinguishing Class A (ordinary combustibles) and Class B (flammable liquids) fires. It is certified ready biodegradable by the Organization of Economic Cooperation and Development and is certified as 84%

biobased through the U.S. Department of Agriculture BioPreferred® program. The Department of Defense and U.S. Forest Service are also doing further evaluations.

It is compatible with existing foam inductors

and aerating nozzles so does not require staffing changes to a fire department's existing standard operation procedure for Class A and Class B fires. Cross Plains Solutions' SoyFoam meets the firefighting foam requirements as specified in NFPA 18, the National Fire Protection Agencies' standard for wetting agents. It is available in common firefighting supply options, such as 5-gallon pails, 55-gallon drums, and 250-gallon and larger totes. ■

"U.S. soybean farmers are excited that the crop we grow now offers a sustainable solution to benefit the health of firefighters, all our communities and the environment in general."

– Neal Bredehoeft, USB Director



By **Brooke S. Appleton**, Vice President of Public Policy,
National Corn Growers Association

REFLECTING ON FORWARD FARM BILL MOVEMENT

It's summertime in the nation's capital, and members of Congress appear to be solar-powered.

After a long impasse, there has finally been some movement to reauthorize the farm bill. The House Committee on Agriculture recently passed the Farm, Food, and National Security Act by a vote of 33-21.

Getting to this point has been a long haul. Corn grower leaders testified in front of the House and Senate Agriculture Committees throughout 2022 and 2023, sharing the National Corn Growers Association's position on the legislation. Grower advocates also took part in roundtables and listening sessions across the country.

While the farm bill was initially due for reauthorization last year, it has already been extended once as Congress debated and voted on government funding bills and sorted through House leadership issues.

But now, thanks to the hard work of House Agriculture Committee Chairman G.T. Thompson (R-Penn.), as well as committee members from both parties, we have moved into a different stage in the legislative process, though there is still much work to be done.

With the release of bill text, we are pleased to confirm that many of our recommendations are reflected in the legislation that passed the House Agriculture Committee. Our lobbying and messaging efforts have focused on making sure that the bill will protect federal crop insurance, bolster U.S. international market development efforts, strengthen the producer safety net and support voluntary conservation programs.

During the Committee markup, we were supportive of several amendments that were filed to improve the farm bill. For example, Rep. Max Miller (R-Ohio) offered an amendment on sustainable aviation fuel that was adopted by the committee. And Rep. Dusty Johnson (R-S.D.) offered an amendment requiring a mandatory base acre update that would better reflect corn growers' priorities for commodity program eligibility.

Unfortunately, the House Ag Committee bill is not expected to make it to the House floor for a vote until at least September. In the meantime, we expect for Sen. John Boozman (R-Ark.), the ranking member on the Senate Agriculture Committee, to soon lay out a Senate Republican framework for the farm bill to spur bipartisan negotiations with

Senate Agriculture Committee Chairwoman Debbie Stabenow (D-Mich).

For the farm bill to be successfully reauthorized this year, there will ultimately need to be broad support from members of both parties in the House and Senate. To that end, corn grower leaders will spend the next several months not only advocating for our priorities but also for final legislative language that will garner more bipartisan support for the legislation.

Our work continues, and we will need your help every step of the way. To that end, if you haven't already, I would encourage you to sign up for our advocacy updates by texting COB to 52886. We will also be sending news updates on the farm bill. You can sign up for these and other news items at the bottom of the NCGA website.

Maybe it's the sunny weather that is affecting my outlook. But I am feeling good about corn's position to secure many of our priorities throughout this process. But I understand we still have a ways to go to reauthorize this legislation, which is so vital to farmers and rural America.

Here's to summer. Here's to getting the farm bill across the finish line! ■

COVER PHOTO CONTEST ENTRIES



Photo by Kent Williams



Photo by Philip Panek



Photo by Grace Hoffman



Photo by Grace Hoffman

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NYCSGA Secures Protections in New York Law

By **Jay Holland**, Senior Vice President, and **Casey Marvell**, Vice President, Ostroff Associates



This past year, the New York Corn & Soybean Growers Association (NYCSGA) continued to amplify its presence in Albany, ensuring that growers' voices are well heard as critical decisions are made at the state capitol. Key highlights include the New York State Budget providing continued funding for the Corn Research and Education Grant Program, and significant modifications and safeguards were added to as part of neonicotinoid legislation.

As the 2024 Legislative Session concludes, we will continue to build on the success of this past year and advocate for legislation and financial resources that will support the industry for years to come.

In December 2023, neonicotinoid legislation was signed by the governor which would ban the sale and distribution of neonicotinoid treated corn, wheat, and soybean seeds across the state. NYCSGA worked on this legislation for several years, expressing concerns to key legislators and staff. Despite this proposal becoming law, we were successful in making several major changes to the original bill which provides a set of safeguards and offramps to protect growers which would have otherwise not been included without our advocacy.

Specifically, the final law moved the implementation date to January 1, 2029, which was previously set to start in 2027. Also included in the final law is a simplified waiver process that growers will be able to utilize if it is necessary to continue using neonicotinoid treated seeds in 2029. Both of these provisions were a direct result of our advocacy and collaboration with NYCSGA members. The law also sets up for a regulatory process to begin in order to implement the law. The NYCSGA will be actively involved with this process in order to

ensure regulations are crafted in an appropriate manner.

Once again, we would also like to extend our gratitude to the governor, Agricultural Committee chairs, Senator Hinchey, and Assemblymember Lupardo for listening to our concerns and working to include new language, which will provide some comfort to growers as the law is implemented.

In April, the 2024-2025 New York State Budget was enacted. Included in the final budget



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agreement was a fully funded Corn Research and Education Grant Program at \$125,000. The program supports sustainability, soil health, and climate change initiatives by piloting on-farm programs which can then be scaled in the future. The NYCSGA appreciates continued support for this program and is glad to announce that next year will mark 10 years since the start of the program.

Additional bills – such as the expansion of class C waterways as streams and a bill to prohibit the application of pesticides on wetlands – are moving through the legislature once again. However, both bills have been vetoed by the governor in previous years, and the NYCSGA will continue to reiterate its opposition and encourage the governor to veto each again.

Lastly, advocacy continues on adopting a Clean Fuel Standard (CFS) in New York State. The bill

passed the Senate last year while stalling in the Assembly. The governor included a brief mention of a Clean Transportation Standard (aka Clean Fuel Standard) in her 2024 State of the State briefing book, which stated her agencies would explore the benefits of a program sometime this year. The NYCSGA partnered with the Clean Fuels New York Coalition earlier this year and participated in a panel discussion with other industries and environmental groups advocating for a CFS adoption.

As another Legislative Session concludes, the NYCSGA continues to have a strong and respected presence in Albany navigating both the legislative and regulatory process. Our strength comes from our members, so if you are interested in participating in our advocacy efforts, including meetings with state legislators, please reach out to us. ■

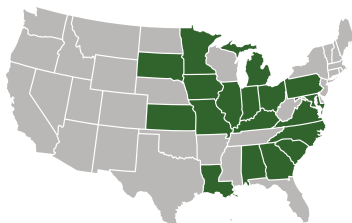
LIFE CYCLE ASSESSMENT FACT SHEET

The U.S. Soy commodity industry has seen a collective reduction in its global warming potential (GWP) across farming, processing and oil refining operations.

Commissioned by the United Soybean Board (USB) and the National Oilseed Processors Association (NOPA), the LCA study assessed environmental impact across soybean cultivation and harvesting, transportation, and energy usage in processing*

Soybean cultivation data reflect 454 farms across 16 states and assumed an average production yield of 51 bushels per acre harvested, based on USDA estimates.

Soybean processing and oil refining data reflect 52 U.S. soybean processing plants and 27 co-located soy oil refineries across 18 states.



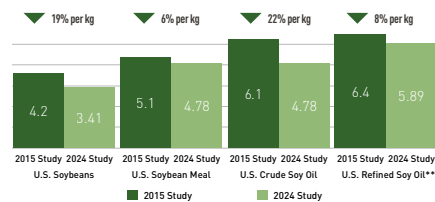
This map does not represent all soybean farming and processing operations in the U.S., but rather those states where study participants operate.

The latest LCA demonstrates the soybean industry's commitment to environmental stewardship and a decreasing carbon footprint which pave the way for increased market opportunities across the food, feed, and biofuel sectors, among other applications.

* Sustainable Solutions Corporation conducted the LCA based on aggregated operations data

Survey Results

The 2024 LCA Study is based on 2020-2021 harvesting yields reported by U.S. soybean farmers and 2021 calendar year production data for U.S. soybean processing plants and co-located soy oil refiners as reported by NOPA members.



Factors contributing to a decrease in global warming potential, include:

Land Management: Improving soil health and water quality

Land Efficiency: Advances and improvements in seed quality have contributed to a 24% increase in yields since 2015

Pesticide Application and Energy Consumption: Changing farming practices, such as decreased chemical application, implementation of no till and expanded cover crops

Manufacturing: Improving technologies and efficiencies at oilseed processing operations, such as switching from coal to natural gas fuel sources

**Based on data from co-located refiners



We've seen all our farmers make tremendous progress in climate-smart production – whether it's USB Chair **Steve Reinhard** in Ohio practicing no-till and planting rye, barley or red clover as a cover crop to improve soil health; farmer-leader **Nancy Kavazanjian** in Wisconsin using a solar array that powers their farm shop; farmer-leader **Tom Griffiths** in Indiana using filter strips, grass waterways, field borders and windbreaks to protect soil, water and air quality; or farmer-leader **Laurie Isley** in Michigan who uses precision agriculture techniques to adjust nutrient application according to soil type and fertility levels, which minimizes nutrient loss.



The full LCA can be accessed at www.nopa.org/Life-Cycle-Assessment-of-U-S-Soybeans-Soybean-Meal-and-Soy-Oil.



Soy Checkoff Partners With DEWALT® To Produce a Soy-Based Bar and Chain Oil

Provided by United Soybean Board

What's the newest use for U.S. Soy? Try a biobased oil for chainsaws, because the innovation isn't slowing down – or bogging down in this case.

Through a soy checkoff research and development investment, U.S. soybean farmers, in partnership with DEWALT® and Dynamic Green Products (DGP), introduce a groundbreaking sustainable solution: DEWALT®'s soy-based Bar & Chain Biodegradable Oil, now available at Home Depot stores nationwide.

"It's exciting to see the checkoff investment in this bar and chain oil pay dividends as it becomes widely available to more farmers as well as the professionals who care for parks, forests and more," said Steve Reinhard, United Soybean Board (USB) chair and soybean farmer from Ohio. "This oil is yet another example of U.S. Soy delivering performance and sustainability benefits."

This USB initiative in partnership with DGP is part of a strategic collaboration with the Airable

Research Lab, a division of the Ohio Soybean Council dedicated to bringing sustainable soy solutions to the market in 2024. Fifth-generation farmer Bret Davis, who grows soybeans, corn, and wheat in Delaware County, Ohio, describes his eagerness to be an early adopter of the product.

"It's really pretty simple: if you grow it, you should use it," Davis said. "I'm proud to be part of the Ohio Soybean Council, which invested in the development of this high-performing, sustainable bar and chain oil that I'm now using on my farm. It works great in my battery-powered chain saw, which I use to clear downed trees and for general cleanup around the farm and fields. It lasts a long time and has excellent lubricating properties."

More information about soy-based products can be found at soybiobased.org. To find the oil at Home Depot, search these product numbers: DXCC1200 (16oz), DXCC1201 (32oz), and DXCC1202 (1gal). ■

CHECKOFF PRO

Simplifying Checkoff Compliance for Dairy Farms and First Purchasers: NYCSGA Introduces Checkoff Pro Platform

New York dairy and soybean producers have found a win-win in high-oleic soybeans. But this opportunity has created a new responsibility for dairies purchasing this premium product:

New York dairy farmers buying direct from soybean growers have become first purchasers.

Traditional first purchasers are usually elevators or processors – think DuMond Ag – the point where a soybean farmer sells their product. As traditional first purchasers, companies like DuMond are experienced in collecting the soybean checkoff (0.5% per bushel) and remitting to the New York Corn & Soybean Growers Association (NYCSGA) each quarter. The NYCSGA and the broader United Soybean Board then invest in research, promotion, and education to create new opportunities for soybean farmers – including high-oleic soybeans!

Dairy farmers buying high-oleic beans direct from neighboring soybean growers now carry that same responsibility – but many are unfamiliar with the federally regulated program, how to manage the checkoff, and the risks of non-compliance. To support these new first purchasers, the NYCSGA has partnered with Checkoff Pro to simplify soybean checkoff remittance.

“We see the importance and impact of checkoff programs for our growers,” said CEO Todd DuMond. “Checkoff Pro is a great new technology that dramatically streamlines the soybean checkoff remittance process, especially valuable to small or new remitters.” ■

Dairy Farmers Checkoff Compliance Checklist



Collect the soybean checkoff at time of first purchase – 0.5% of the market rate per bushel.

For example, 1 bushel x \$12 per bushel = \$0.06; or 50 cents for every \$100 in sales.



Complete the *Soybean Promotion, Research, and Consumer Information Program (SPARC) Form*. The New York soybean checkoff is due by month-end of each quarter:

- Jan 1-Mar 31: **Due Apr 30**
- Apr 1-Jun 30: **Due Jul 31**
- Jul 1-Sep 30: **Due Oct 30**
- Oct 1-Dec 31: **Due Jan 30**



Submit the the completed SPARC form and check for the total remittance to the NYCSGA for processing. Remittances must be submitted (or postmarked) by the last day of the month following the reporting period.

NYCSGA

Attn: Checkoff Management
1255 SW Prairie Trail Pkwy
Ankeny, Iowa 50023



Save the documents for auditing and compliance. As a federally regulated program, the NYCSGA and first purchasers are subject to audits annually and 2% per month mandatory late payments for late remittances.



The NYCSGA's Checkoff Pro platform manages the soybean checkoff report and remittance form, payment submission, and audit log from a cell phone. Register as a first purchaser and stay compliant by scanning this QR code.

GROWERS OF TOMORROW

The New Wave of Soybean Farmers

By Jennifer Gyuricska, Agency 29



In the rapidly changing landscape of agriculture, a new generation of soybean farmers is emerging, characterized by a blend of tradition, education, and a passion for innovation.

Across New York, young farmers like Heidi and Tamara Lott, James Kennedy, Grace Hoffman, and Tim Stryker are not only inheriting the legacy of their family farms but also transforming them with modern practices and technologies.

Their stories highlight a promising future for soybean farming, driven by sustainability, technological advancement, and a deep connection to the land.

From Classroom to Field: Merging Education and Agriculture

Heidi and Tamara Lott, sisters from New York, are the next generation to lead their family's soybean farm. Their journey into agriculture is deeply rooted in their upbringing and academic pursuits. Heidi's educational background spans biotechnology, plant science, and agronomy, which equips her with the knowledge to oversee plant health and crop management effectively. "I've fallen in love with the versatility of farming," Heidi shares, reflecting on her diverse responsibilities from field scouting to driving tractors.

Tamara complements this with a degree in agricultural business management and a certification in floral design. This blend of skills allows her to handle both the operational and creative aspects of the farm. "I like the variety of

being out in the field and then handling office work," she explains, highlighting the dynamic nature of modern farming roles.

James Kennedy, another young farmer, balances his work at Kennedy Farms in Caledonia, New York, with his studies in business management. His education at St. John Fisher University is preparing him to integrate business strategies into farming, enhancing the farm's operations and expanding its reach. "Farming has always been a part of my life," says James. "My education is giving me new perspectives on how to improve and expand our operations."

Similarly, Grace Hoffman, a first-year college student from Lima, New York, is pursuing a degree in agribusiness. Her interest in farming, fostered by her work alongside her father on their soybean and bean mill operation, drives her to explore both the practical and business sides of agriculture. "Technology plays a crucial role in modern farming," Grace notes, emphasizing how advancements like FieldView software optimize efficiency and productivity on their farm.

Tim Stryker, a recent graduate from SUNY Morrisville with a degree in Agricultural Business Development, also brings a modern business approach to his family's farm in Canandaigua, New York. "My education has been invaluable," Tim reflects. "Meeting other young agricultural professionals and exchanging ideas has helped improve our farm."



Embracing Sustainability and Stewardship of the Land

Environmental stewardship is a shared priority among these young farmers. James' approach to sustainability includes boosting soil health with soybeans that increase nitrogen levels and using treated seeds to minimize disease and pest impact. "We are always looking for ways to farm more sustainably," James reflects. "The healthier our environment, the better our crops."

Grace's family employs drainage tile systems to manage water levels and prevent soil erosion, ensuring nutrient retention and crop health. This practice, she says, is vital for maintaining productive fields and protecting the surrounding environment.

Tim builds on his father's legacy



of conservation by moving toward more no-till farming and increasing cover crops. He also enhances pollinator habitats with wildflower plots and manages woodlands to support agroforestry. "We are moving toward more no-till farming and increasing our use of cover crops," Tim says, emphasizing the benefits of these practices for soil health and environmental resilience.

Harnessing Technology for a Modern Farming Future

Modern technology is revolutionizing how these farms operate, offering new tools to improve efficiency and productivity. Heidi and Tamara's farm utilizes GPS for precision farming, grid soil sampling, and real-time data collection via iPads, ensuring optimal field management. "We get rainfall updates based on our fields, and we



also have rain gauges across all our farms for backup," Tamara explains, highlighting their use of technology to stay informed and responsive.

Both James and Grace use auto guidance systems in their tractors and tools like FieldView software to capture and analyze field data in real time. This allows them to monitor crop performance closely and make informed management decisions.

Tim envisions further technological advancements, including satellite mapping and drones, to optimize crop management and improve farm efficiency. "Technology can provide us with valuable insights into our land's productivity," Tim says, highlighting the potential for continuous innovation.

Leading Their Farms Into the Future

As these young farmers lead their farms into the future, they balance respect for tradition with a commitment to innovation. Heidi and Tamara honor their family's legacy while actively engaging their community through farm tours and educational events. "There's a huge disconnect between agriculture and the consumer," Tamara emphasizes, "and we need to bridge that gap to ensure we can continue farming."

James looks forward to applying his education to enhance Kennedy Farms, bringing modern business strategies into play. "There's a lot of potential in agriculture," James says. "I want to see our farm thrive and adapt to the changing world."



Grace blends her love for farming with a forward-thinking approach to agribusiness, positioning herself to contribute meaningfully whether on the family farm or within the broader agricultural sector. Her excitement about the future of farming, particularly with advancements in ag-tech, reflects her vision for a modernized agricultural landscape.

Tim is committed to continuing his family's legacy while also embracing opportunities for sustainability and technological growth. His involvement in organizations like the Farm Bureau and the New York Corn and Soybean Growers Association (NYCSGA) highlights his dedication to advocating for farmers and advancing agricultural practices.

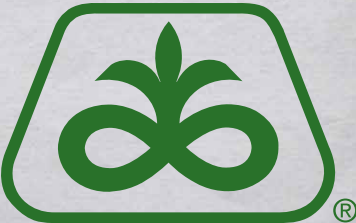
A Promising Future for Growers of Tomorrow

The future of soybean farming is bright, driven by young leaders like Heidi, Tamara, James, Grace, and Tim. Their blend of education, passion, and innovation is paving the way for a sustainable and prosperous agricultural landscape. As they embrace new technologies and sustainable practices, they are not only preserving their family legacies but also contributing to a thriving future for the soybean industry.

Their collective stories are a testament to the resilience, adaptability, and forward-thinking vision needed to succeed in modern agriculture. As they carry their farms into the future, these young farmers embody the spirit of innovation and stewardship that will shape the next generation of soybean growers.

"Supporting farmers means supporting our future," Tim concludes. "When farmers thrive, our entire economy and society benefit. It's an exciting time to be in agriculture, and I'm proud to be part of it." ■





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SEE FOR YOURSELF

Mission Allows Farmers To See Soy Checkoff Investments at Work

Provided by United Soybean Board

The United Soybean Board (USB) – your checkoff dollars – exists for one reason: to create profit opportunities for U.S. soybean farmers. It invests both domestically and globally in research, promotion, and innovation to grow demand in international markets where nearly 60% of the U.S. soybean crop is exported.

USB partners with organizations like the U.S. Soybean Export Council (USSEC), U.S. Poultry and Egg Export Council (USAPEEC), U.S. Meat Export Federation (USMEF), and World Initiative on Soy and Human Health (WISHH) to invest in and expand the export markets. This diverse investment portfolio supports soy programs in all forms – whole beans, meal, oil, poultry, or pork products – in both existing markets and potential new markets for U.S. Soy.

The See For Yourself (SFY) mission will gather a diverse group of farmer leaders from USB and checkoff payers nominated by their state soy organization that are not involved in USB to travel to an international market(s) to experience USB funded programs.

The mission delegation will visit countries in different market stages: developing markets with few imports but future potential, expanding markets where the demand for protein in all forms is growing, and/or mature markets where market access and maintaining relationships is the priority.

Throughout this trip, the delegation will have the opportunity to visit with key importers and customers, and visit markets where U.S. pork, poultry, and/or soybeans are imported. This provides an opportunity to witness a variety of marketing programs executed by USSEC, USMEF, USAPEEC, and WISHH and how they are different yet work together. Participants will also meet with U.S. Embassy staff – specifically Foreign Agricultural Service attachés – and participate in trade receptions that allows both U.S. soy farmers and customers the ability to meet in market.

Ultimately, this program aims to provide firsthand experience of the Soy Checkoff's impact, facilitating learning and networking opportunities for participants. ■





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NYCSGA would like to thank our

Empire Alliance Partners & Contributors

As agriculture continues to evolve, the need to build strong relationships is increasingly important to every organization. NYCSGA's Empire Alliance Partners program aims to support strategic relationships between New York's corn and soybean farmers and organizations who wish to support our advocacy efforts.

Over the last few years, the voice of the New York corn and soybean farmer has grown louder in Albany. We have engaged the expertise of Ostroff Associates, a leading government relations firm, to help amplify our voice and have gained the respect and understanding of many legislators and key stakeholders in the process.

Whether we are fighting for our crop protection tools or championing healthy soil initiatives we do so strategically and with INTEGRITY. The financial support provided by our Empire Alliance Partners and contributors is critical for us to continue to lend the authentic voice of the New York farmer to important legislative issues now and into the future. We believe in the future of agriculture in New York, and it's important that we have a seat at the table.

If you are interested in becoming an Empire Alliance Partner, contact the organization at cklein@nycornsoy.com or (315) 313-7080 to discuss the opportunities for participation.

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