



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

MAGAZINE

WINTER 2025



Tri Acres, LLC in Lima, NY
Photo by Grace Hoffman

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.

2025-2026 BOARD OF DIRECTORS & STAFF

President

Brad Macauley | Merrimac Farms

Past President

Tom Corcoran | T & D Corcoran Farms

Vice President

Mike Meisenzahl | Meisenzahl Farms

Secretary

Emmaline Long | Industry Consultant

Treasurer

Matt Toussaint | Toussaint Farms

Board Members

Ben Austic | Austic Farm Partners

Chris Bay | Bay Farms

Loren Herod | Rabo AgriFinance

Marc Kreiger | Willard Farms

Phil Panek | Panek Farms

Joe van Lieshout | Brabant Farms

Advisory Representative

Venancio Fernandez Diaz

Tim Winters | Western New York Energy

Staff

Colleen Klein | Executive Director

New York Corn & Soybean Growers

Association Magazine is published quarterly by:

Amplify Association Management

Sydney Kaizer

1255 SW Prairie Trail Parkway,

Ankeny, Iowa 50023

(515) 334-1069 | amplifymyassociation.com

E-mail: sydney@amplifymyassociation.com

For advertising information, contact:

Colleen Klein at cklein@nycornsoy.com

Comments and statewide news articles should be sent to the above email address. Advertising space reservations must be made two months preceding publication. In consideration of the acceptance of the advertisement, the agency and the advertiser must, in respect of the contents of the advertisement, indemnify and save the publisher harmless against any expense arising from claims or actions against the publisher because of the publication of the content of the advertisement.



@NYCORNANDSOY



@NYCORNANDSOY



@NYCORNANDSOY

WWW.NYCORNANDSOY.ORG



NEW YORK CORN & SOYBEAN GROWERS ASSOCIATION

WINTER 2025

TABLE OF CONTENTS

5 | 2026 WINTER EXPO

Join us for the New York farmer event of the winter in Canandaigua!

6 | CHRONICLES OF COLLEEN

NYCSGA's executive director shares the details of her journey on the U.S. Soybean Export Council Learning Mission to South Korea and Japan.

16 | ELECTION RECAP & SESSION PREVIEW

2026 will be a pivotal year for the industry.

18 | NCGA'S GRASSROOTS ADVOCATES

Inside the National Corn Growers Association's grassroots advocacy efforts.

22 | NITROGEN MANAGEMENT

A new era of farmer-led, data-driven research in New York.

26 | NYCSGA FY2026 POLICY PRIORITIES

NYCSGA members set the course for FY2026 policy priorities.



Brad Macauley,
President, New York Corn &
Soybean Growers Association

NYCSGA WELCOMES NEW PRESIDENT

The New York Corn & Soybean Growers Association (NYCSGA) is proud to welcome **Brad Macauley** as its new president.

Brad farms with his family in western New York, where he's deeply rooted in the day-to-day work of agriculture and the long-term vision of what it takes to keep farming strong in our state. Known for his hands-on approach and collaborative leadership style, Brad brings both experience and enthusiasm to the role.

As president, Brad will help guide NYCSGA's efforts to strengthen markets, advance research, and advocate for policies that support New York's corn and soybean growers. He steps into this position with a clear commitment to ensuring that farmers' voices are heard, from the field to the State Capitol to Capitol Hill.

"New York farmers are resilient, innovative, and forward-thinking," Brad said. "It's an honor to represent this community and work together to build opportunities for our future."

Please join us in congratulating Brad and thanking our outgoing leadership team for their dedication and service. With strong leadership and a shared vision, NYCSGA is ready to keep growing forward. ■



The **Winter Expo** is the the New York Corn & Soybean Growers Association's (NYCSGA) cornerstone business-focused event for New York's corn and soybean growers. Tailored for the modern farmer, the Winter Expo combines educational sessions, industry updates, and networking to equip New York farmers with the tools and knowledge to succeed.



Thursday, January 29, 2026



Canandaigua, NY



www.nycornsoy.org

Nominate a New York farmer!

2026

**NEW YORK
LEGACY FARMER**

Award

2026

SEEDS OF TOMORROW

Award



Scan to nominate
an **outstanding
New York farmer**
for their achievements
in agriculture!

Nominations are due December 19, 2025



This year, we are excited to feature a **live recording of the Farm4Profit Podcast**. This live discussion will be an interactive and informative feature of the program, offering attendees a fresh way to learn from and connect with leaders in modern agriculture.

The podcast is hosted by a team of farmers and ag business professionals (David Whitaker, Tanner Winterhof, and Corey Hillebo) who share real-world insights on farm management, profitability, and industry trends.

*All New York corn and soybean farmers are invited
to attend the 2026 Winter Expo in Canandaigua!*



**RSVP at
nycornsoy.org**

CHRONICLES OF COLLEEN

The Diary of a Girl Who Chases Magic Beans



Colleen Klein, Executive Director,
New York Corn and Soybean
Growers Association

It's September, and while harvest is just beginning at home, it signals another journey across the globe for me, a quest to learn, listen and understand more about how U.S. soybeans touch the world. My Tik Tok algorithm has been conditioned, undoubtedly by my own curiosity, to feed me content that draws parallels between travel, therapy, and escapism, and truthfully, escape feels necessary right now.

Sometimes our lens gets so narrow that we need someone to show us the world again, shining, shimmering, splendid.

This trip is a bright spot in the ongoing trade tensions that have pushed U.S. soybeans to the headlines of every media outlet, large and small. While this is not our first rodeo with a global tariff situation (see headlines circa 2020), it is one that finds us on a green-broke horse: reins in hand, knowing how to ride, but every directive feels wrong. This event arrives with a shift in the storyline that lacks the empathy for the farmer that was held in heart and mind the last time around. This show has no script and no stop clock.

This new narrative has been incredibly difficult to navigate, with agricultural spokespeople standing in the crosshairs of personal versus political beliefs, attempting to shield growers

from the whiplash of public opinion in an impossible to win battle where everyone loses. I have never felt so helpless and frustrated in this role watching farm colleagues and friends wade into the pits of social media despair or worse.

Optimism has become a scarce and valuable commodity, but as agriculture tends to do, we find it somehow as the U.S. has just signed a new trade agreement with Japan, one of our longest and most reliable trading partners. This agreement is incredibly timely because our journey is taking us straight into the East Asian market where the first stop on this magic carpet ride is Seoul, Korea. We need steadiness and security, and I find it immediately upon landing.





***“...if there is any magic in these beans,
and I believe still there is, it lies in their
ability to create connection, trust, and
shared purpose across continents.”***

DAY 1: SEOUL, KOREA



International airports give me a certain amount of anxiety that is hard to control no matter how many times I've engaged with uncharted waters. What if I can't read the signs? What if I feel unsafe? What if I lose all my worldly possessions and can't get home? And other such intrusive thoughts. I remind myself that vulnerability leads to growth and get on with it. I encounter none of this anticipatory anxiety at the Incheon airport, instead

finding calm in the soft buzz of the fluorescent lights, and the quiet hum of travelers going about their business. No one is engaging the gate agents in travel skirmishes or imposing self-serving demands for all to absorb. My nervous system relaxes, a rarity lately.

Everything gleams in Seoul: the transportation, the hotel lobby, the exquisite service. Neither South Korea nor Japan have tipping cultures; in fact, it can be considered rude, and I wrestle greatly with this. We've been conditioned that we must tip generously, even for poor service, and not rewarding exemplary performance seems so wrong. I will admit that not having to contend with the mental gymnastics of tipping led to a lot less stressful experience despite my preconditioned guilt.

**Day 2: Briefings, Crush
Plants & Ports: A System
Built on Reliability**

We begin the day with a joint market briefing from U.S. Soybean Export Council (USSEC), host of this learning mission, and USDA Foreign Agricultural Service Korea. The themes were familiar and reassuring: strong demand for U.S. soybeans, competition from South America, and a deep cultural preference for quality and consistency, but hearing it in Seoul, with our farmers' challenges still fresh on my mind, carried new weight.

These updates set the stage for visits we make that encompass all parts of the soy supply chain. We start at CJ Cheiljedang's Crush plant where they currently crush 2165mt/day yielding two of the main products: soybean meal and cooking oil. Then we headed to the Incheon Port and Daehan Feed, where we saw



who mentioned it first, but collectively we come to consensus that there are no trash cans anywhere. There is also no trash, anywhere. And I mean anywhere; you struggle to find a misplaced wrapper, and if you see one, it looks wildly out of place. We're all squirreling our refuse away in pockets and bags

“American agriculture has endured periods of uncertainty in the past and will undoubtedly again in the future, but farmers have continued to plant, harvest, and persevere with the same reliability that makes U.S. soybeans so valued across the globe.”

firsthand how Korean buyers rely on stable, predictable flows of soybeans.

The Incheon Port grain silos themselves are a sight to behold. Once viewed as an industrial eyesore, they have been transformed into the world's largest outdoor mural, giving the appearance of bookends with titles and symbolism of growth.

A slow, hazy sun sets over the city as we make our way to dinner, the kind of softness that catches you off guard after a long day of hard hats and plant floors. We enjoy Korean BBQ, naturally, and laugh our way through our collectively clumsy attempts with metal chopsticks. They are surprisingly more difficult to manage than the wooden

chopsticks I am accustomed to, and if you thought you were going to be offered the reprieve and comfort of an emergency escape to silverware, you'd be mistaken. You're going to acclimate or go hungry. No one went hungry. Jet lag replaces the day's adrenaline, however, and we are all happy to slide into bed to refresh for a new day.

Day 3: Yonsei Dairies, Boo Kook Feed & North Seoul Tower: Culture Meets Commerce

By now we've all wrestled through the battle of the wills with the operation of the espresso machine to be alert enough to really reflect on our surroundings. I don't remember

to be disposed of at a later to-be-determined time and place. And guess what? That's exactly by design. The culture has been carefully crafted overtime to make waste management and sustainability a collective social responsibility. I don't know where I'm supposed to put anything, but I love this, and I love how quickly we all got on board.

There's a lot to unpack here about the power of humanity and will to do good that I'm still processing months later. But in the moment, we must move on, because we're off to visit Yonsei University Dairies.

A few things about me: I was raised on a dairy farm, but I am also an equal opportunity milk

drinker. I'm just as happy to hold a soy latte as I am a cappuccino made with steamy dairy milk foam. And I won't argue with you about the definition of milk, because I don't have the time or energy when there's so much we all need to be doing together and already so many things that fractionate our collective will to do good.

Yonsei Dairy is a great place to find myself because they embrace both. Yonsei Dairy is a non-profit social contribution company that began with donated milk cows from the Heifer Project Support Fund in June of 1962.

Today they produce a wide array of milk based dairy products and soy-based products, the latter of which proudly carries the Sustainable U.S. Soy logo which helps advance their mission of moving toward responsible and sustainable consumption. We tour their packing plant, which is immaculate in cleanliness and vibes. Even the backup sound on their equipment is pleasant: picture xylophone as opposed to half time buzzer. I love it here. They seem to have generally removed the abrasiveness of day-to-day life.

Next stop was Boo Kook Feed Mill, where they turn soybean meal into value-added animal feed with 90% of their ingredients sourced internationally.

By the end of the day we were standing atop N Seoul Tower, a cultural must-see, looking out over a city humming with life but seemingly never tipping into chaos. That view will stay with me for a long time expansive and complex, vibrant and balanced. Our time in Seoul is coming to a

close, but there is still much to see.



It's still dark when we depart Seoul and make a seamless transition to Tokyo, Japan. I am still in awe of the quiet calm of the airport. Somehow, I am lucky enough to be sitting on the right side of the plane to see Mount Fuji rising from the clouds like a watercolor painting as we fly by. The flight attendants tell us this is incredibly rare as cloud cover usually inhibits the landmark from being seen, but the weather conditions are just right. I make

mental note to revisit this moment of gratitude.

Tokyo, somehow, has a level of orderliness that rivals Seoul's. I feel safer here, as stranger in a far away, unfamiliar land, than I do going to my hometown gas station.

We have our marketing briefing with USSEC and USDA FAS staff, and the stability of this market cannot be understated or over appreciated.

Day 5: Fuji Oil & Kewpie R & D Center: Innovation, Respect, and the Art of Doing Things Right

At Fuji Oil, we were greeted by Executive Officer Mr. Kiyohito Suzuki. They were gracious, deeply knowledgeable, and clearly proud of their work with U.S. soy. We learned about soy protein processing, watched narrow windows into their manufacturing systems, and tasted some of the most innovative soy ingredients in the world. They sent us off with more product than we could carry or pack, though I was bound and



determined to leave no soy product behind!

We then visited Kewpie's R&D Center. You've heard of the doll but do you know about the mayonnaise? I didn't, but I have a new appreciation for it now! Vegetable oil (usually soybean oil) makes up 80% of a full fat mayonnaise product.

The R&D Center research staff test textures, emulsions, culinary applications, and sensory science with a level of detail that rivaled any university lab. If ever there was a condiment that has been so carefully considered, I am not aware of it. It's amazing how a simple sandwich accessory can create a ripple effect all the way back to U.S. farmers.

There is a reverence in Japan for getting things right, a trait that aligns seamlessly with the values of American agriculture.

Day 6: Trading Houses: The Heartbeat of Japan's Soy Supply Chain

Our final day in Tokyo culminated with a couple of Japan's most influential trading houses: Kanematsu Corporation and Mitsui, CO. These companies are the quiet architects of global agricultural flow, connecting farms thousands of miles away to

food companies across Japan's islands. They operate on trust, relationships, long-term vision, and a commitment to reliability that mirrors the very best of our soybean farmers.

I shared this journey with 29 other farmers and state staff from 12 different soybean producing states. Our time together is almost over but not before I squeeze the last few hours of the trip out by taking myself on a self-guided tour of the local area. The gardens, with all the twists and turns that embody native plant life, are perfectly manicured existing in lockstep with the ornate drip and thatch characteristic of Japanese architecture. I wish I was staying longer; Tokyo is as alive as it is systematic, and it doesn't feel like we've even scratched the surface of the experience. I have seen so much but not nearly enough.

Maintaining the Magic

Travel has a way of revealing what you didn't know you needed. Seoul and Tokyo reminded me that the world still holds places where systems function smoothly, where people move with purpose, and where the value of consistency and

stability is not only recognized but celebrated.

It was calming, not because things seemed perfect on the surface, but because they were intentional. I have renewed belief that those things are achievable.

And that intention mirrors the work of every soybean farmer back home.

American agriculture has endured periods of uncertainty in the past and will undoubtedly again in the future, but farmers have continued to plant, harvest, and persevere with the same reliability that makes U.S. soybeans so valued across the globe. And if there is any magic in these beans, and I believe still there is, it lies in their ability to create connection, trust, and shared purpose across continents.

With gratitude I return home more grounded, with renewed purpose for the community of growers I represent. I'm reminded that when the world feels volatile, not all who wander are lost, and roll up my magic carpet for another day. ■





Make Your Voice Heard for Soybean Farmers!



There are policy issues and advocacy campaigns that need your input.

ASA's online **Soy Action Center** makes it easy for you to get information and add your voice to vital issues impacting soybean farming and agriculture.

Go to soygrowers.com/soy-action-center to find:

- Policy campaigns to which you can conveniently add your support.
- Relevant policy issues and tracking on specific bills.
- Contact information for your state and U.S. lawmakers and officials.



ASA makes it easy for you to connect with your lawmakers. Adding your voice will make the soy industry stronger.



CornellIPM

New York State Integrated
Pest Management

Cornell
CALS
College of Agriculture
and Life Sciences

Birds and Bees Protection Act Timeline

DECEMBER 22, 2023—**Birds and Bees Protection Act** was signed into law, prohibiting the use of certain neonicotinoid insecticide-treated field and sweet corn, soybean, or wheat seeds and neonicotinoid pesticides for outdoor ornamental plants and turf, except those used for agricultural production, in an effort to protect birds, bees and other wildlife.

DECEMBER 31, 2024—The use of insecticides containing the active ingredients **clothianidin** and **dinotefuran** is **PROHIBITED** for outdoor ornamental plants and turf, except for use in agricultural production.

DECEMBER 31, 2026—The use of insecticides containing the active ingredients **imidacloprid**, **thiamethoxam**, and **acetamiprid** is **PROHIBITED** for outdoor ornamental plants and turf, except for use in agricultural production.

JANUARY 1, 2029—The sale, use, or distribution of any corn (**field and sweet corn**), **soybean**, or **wheat seeds** treated with neonicotinoid insecticides (**clothianidin**, **imidacloprid**, **thiamethoxam** or **any other neonicotinoid as determined by the New York State Department of Environmental Conservation**) is **PROHIBITED**.

- To access neonicotinoid-treated seeds after JANUARY 1, 2029, growers **must request a waiver**. Waivers will be good for two years and will be issued only upon completion of **Integrated Pest Management Training**, a **Pest Risk Assessment**, and a **Pest Risk Assessment Report**.





Korea

MATURE MARKET



COLLABORATION
BEGAN
1980

POPULATION (2024)	URBAN POPULATION	PROJECTED POPULATION (2050)	PROJECTED URBAN POPULATION	GDP (2023)	ECONOMIC GROWTH RATE (2023)	PER CAPITA INCOME (2023)
51.5 MILLION	81.5%	45.7 MILLION	86.4%	\$1.71 TRILLION	1.4%	\$33,121



MARKET OVERVIEW + SUMMARY

Korea is a mature market for U.S. soybean exports. Korea ranked 10th for U.S. whole soybean exports, second for U.S. food soybeans, and sixth for U.S. soybean oil exports in marketing year 2023/24. Korea annually crushes about 1 million metric tons (MMT) of soybeans. Typical soy foods include tofu, soy sauce and paste, soy milk, and soybean sprouts. Soybean oil is a major vegetable oil, second to palm oil. Soybean meals are the major protein source for compound feeds, especially for swine and poultry.

Imports tariff rates are “zero” for crushing bean and soybean meal in the Autonomous Tariff Rate Quota (TRQ), 5% for non-GMO food soybeans and 5.4% for soybean oil in the World Trade Organization (WTO) TRQ. Non-GMO food soybean import tariffs increase as much as 487% outside the WTO TRQ. U.S. soybeans, soybean meal, and soybean oil are imposed “zero” import tariff in the Korea-U.S. Free Trade Agreement (KORUS FTA). The non-GMO identity preserved (IP) food soybean quota under the KORUS FTA is 34,607 metric tons (MT) in 2025, and it grows 3% per

annum continuously, while Canada, China, and Australia have caps at 17,000 MT, 10,000 MT, and 1,000 MT, respectively.

Interest in sustainability and environmental, social and governance (ESG) issues is growing in Korea, and 85% of Korean housewives expressed that it was important for their families to consume sustainably produced food. Of the U.S. soybeans exported to the Northeast Asia region, 93% are certified by the U.S. Soy Sustainability Assurance Protocol (SSAP). As of 2024, a total of 24 stock keeping units (SKUs) of soy food products, including soybean paste and tofu, were labeled with the Sustainable U.S. Soy logo. It has helped sales growth of these products and exports to global markets.

Korean buyers understand the consistent quality and reliable supply chain of U.S. Soy and prefer it. USSEC is promoting the value of U.S. Soy based on digestible amino acids, energy, and sustainability instead of the crude protein content.





SOY CONSUMPTION

MARKETING YEAR (MY) 2023/24

MARKET SECTOR / SEGMENT	VOLUME OF SOY USE	GROWTH POTENTIAL BY 2035
ANIMAL FEED (TOTAL)	2.44 MMT	5%
POULTRY	1.0 MMT	10%
SWINE	1.2 MMT	5%
OTHER LIVESTOCK + DAIRY	160,000 MT	0%
AQUACULTURE FEED	20,000 MT	15%
SOY FOODS	360,000 MT	10%
SOYBEAN OIL	518,000 MT	10%
OTHER	N/A	-

This data encompasses total soy use in the country for each sector, regardless of origin.
 MT = Metric Tons | MMT = Million Metric Tons
 SOURCES: Korea Feed Association | USDA Foreign Agricultural Service – Seoul GAIN Report
 USSEC industry insight



SOY MARKET

MARKETING YEAR (MY) 2023/24

PRODUCT	TOTAL MARKET VOLUME ¹	TOTAL IMPORTS ¹ FROM ALL ORIGINS	U.S. SOY IMPORTS ²	U.S. SOY MARKET SHARE %
SOY COMPLEX Product volume, not in soy equivalents	4.67 MMT	3.23 MMT	657,458 MT	20%
WHOLE SOYBEANS	1.41 MMT	1.12 MMT	570,600 MT	51%
SOYBEAN MEAL + CAKE	2.56 MMT	1.66 MMT	74,400 MT	4%
SOYBEAN OIL	696,000 MT	447,000 MT	12,150 MT	3%

* Data encompasses all uses and origins.
 MT = Metric Tons | MMT = Million Metric Tons

SOURCES: ¹ USDA Foreign Agricultural Service Production, Supply and Distribution
² USDA Foreign Agricultural Service Global Agricultural Trade System



STRENGTHS

- Customers value the quality of U.S. Soy, including physical and nutritional quality, consistency, refining yield, etc.
- Consistent quality reduces safety margins in feed formulations.
- Customers also appreciate the sustainability of U.S. Soy and its reliable supply chain.
- USSEC's technical and trade services provide valuable support to customers.
- USSEC fosters strong relationships with target audiences.



OPPORTUNITIES

- Preference for U.S. Soy is increasing.
- The Korea-U.S. Free Trade Agreement (KORUS FTA) supports trade relations.
- The growing export availability of U.S. soybean meal and export facilities expansion in the Pacific Northwest can help meet Korean market demand.
- In Korea, customers and consumers show growing attention to sustainability and ESG, as well as growing interest in high oleic soybean oil.



CHALLENGES

- The value of soybean meal is determined based on crude protein.
- Customers express concern about protein and oil content.
- Decreasing export availability of U.S. soybean oil impacts the ability for growth.
- The government controls soy food bean imports.
- Soybean meal purchasing groups make price-sensitive decisions.
- U.S. Soy often has less price competitiveness.





Japan

MATURE MARKET



COLLABORATION
BEGAN
1956

POPULATION (2024)	URBAN POPULATION	PROJECTED POPULATION (2050)	PROJECTED URBAN POPULATION	GDP (2023)	ECONOMIC GROWTH RATE (2023)	PER CAPITA INCOME (2023)
123.2 MILLION	92.1%	106.2 MILLION	94.7%	\$4.2 TRILLION	1.7%	\$33,767



MARKET OVERVIEW + SUMMARY

Japan ranks second in the world for per capita soybean consumption, according to 2022 Food and Agriculture Organization statistics. This level of consumption presents a significant opportunity for U.S. Soy to expand market presence and meet the growing demand.

Japan relies heavily on imports for approximately 93% of its soybean supply. The primary suppliers are the U.S., Brazil, and Canada. Demand for soybeans in Japan is mainly categorized into three uses: crush, food, and feed. High-value identity preserved (IP) soybeans are preferred for food products, which are essential for items such as tofu, natto, miso, soy sauce, and soy milk. The U.S. supplies about 50% of the food soybean segment and about 80% of the crush market.

Whole soybeans are processed domestically for vegetable oil production, and the resulting soybean meal is primarily used as feed for

livestock. Japan also imports soybean meal for feed use.

Japan maintains a relatively free import policy with no tariffs on soybean imports. However, recent yen depreciation and rising prices for North American IP food-grade soybeans have impacted the competitiveness of domestically grown soybeans. In response, Japanese farmers are exploring increased soybean hectares, while the government is implementing agricultural policies aimed at expanding domestic production. Despite these efforts, the overall impact on U.S. soybeans should be limited.

U.S. soybeans remain competitive in the Japanese market due to their high quality, sustainability, and stable supply. Specifically, U.S. IP soybeans are crucial for food manufacturers, aligning with consumer health trends and preferences for diverse dietary styles.



ADDITIONAL INSIGHT

EXPO 2025 GLOBAL SHOWCASE:

- Expo 2025 in Osaka is expected to attract around 30 million visitors, providing a unique opportunity to promote U.S. Soy to a global audience. This event will serve as a platform to highlight the benefits and versatility of U.S. Soy, emphasizing its role in healthy daily diets. Japan's inbound tourism is recovering, with significant growth expected by 2030, and the 2025 Expo presents a rare opportunity to showcase U.S. Soy to the world.

2030 FORECAST:

- Growth Target:** The Japanese government aims to attract 60 million foreign tourists annually by 2030, supported by improved tourism infrastructure and marketing efforts.
- Diverse Market:** Increased arrivals from Asia, Europe, and the Middle East are anticipated, particularly among health-conscious travelers, further boosting demand for U.S. Soy.
- Market Impact:** The increase in tourism in Japan is likely to boost soybean demand, as tourists' growing interest in diverse food cultures and health-conscious eating may lead to higher consumption of soy products, impacting prices and supply.





SOY CONSUMPTION

MARKETING YEAR (MY) 2023/24

MARKET SECTOR / SEGMENT	VOLUME OF SOY USE	GROWTH POTENTIAL BY 2035
ANIMAL FEED (TOTAL)	3.5 MMT	-4.7%
POULTRY	1.93 MMT	-4%
SWINE	660,000 MT	-6.9%
OTHER LIVESTOCK + DAIRY	910,000 MT	-5.4%
AQUACULTURE FEED	33,000 MT	1.3%
SOY FOODS	1.0 MMT	3-5%
SOYBEAN OIL	497,000 MT	2-3%
OTHER	50,000 MT	1-2%

This data encompasses total soy use in the country for each sector, regardless of origin.
 MT = Metric Tons | MMT = Million Metric Tons
 SOURCES: Japan Feed Trade Association | Ministry of Agriculture, Forestry and Fisheries, Japan



SOY MARKET

MARKETING YEAR (MY) 2023/24

PRODUCT	TOTAL MARKET VOLUME ¹	TOTAL IMPORTS ¹ FROM ALL ORIGINS	U.S. SOY IMPORTS ²	U.S. SOY MARKET SHARE %
SOY COMPLEX Product volume, not in soy equivalents	7.64 MMT	4.92 MMT	2.38 MMT	48%
WHOLE SOYBEANS	3.53 MMT	3.01 MMT	2.15 MMT	69%
SOYBEAN MEAL + CAKE	3.63 MMT	1.82 MMT	233,700 MT	12%
SOYBEAN OIL	473,000 MT	2,000 MT	110 MT	5.5%

* Data encompasses all uses and origins.
 MT = Metric Tons | MMT = Million Metric Tons

SOURCES: ¹ USDA Foreign Agricultural Service Production, Supply and Distribution
² USDA Foreign Agricultural Service Global Agricultural Trade System



STRENGTHS

- Japan has a proven history of maintaining a 70% market share for U.S. Soy for many years, ensuring consistent quality and reliable supply.
- The U.S. is the leading supplier of high-value IP soy and has established a long-term business partnership with Japan's food and beverage industry, supporting the country's traditional soy food culture as a healthy and high-quality protein source that meets diverse dietary needs.
- U.S. Soy is known for its superior protein content, making it an ideal choice for both food and animal products.
- The U.S. Soy industry is committed to sustainable farming practices, including the U.S. Soy Sustainability Assurance Protocol (SSAP), which resonates with the growing preference among Japanese consumers and companies for environmentally friendly food products.
- For nearly 70 years, U.S. Soy has connected farmers with Japanese companies purchasing soy products from the U.S., enhancing the brand value by promoting sustainable practices and quality and supporting demand for sustainable products in the market.



OPPORTUNITIES

- With increasing demand for sustainable farming practices, U.S. Soy can enhance its market competitiveness by emphasizing and communicating sustainable production methods, establishing itself as an eco-friendly choice via the SSAP.
- As global demand for health-conscious foods grows, particularly for Japanese food culture and fermented products, U.S. Soy can strengthen its access to global markets and collaborate with stakeholders to expand export opportunities.
- With rising consumer awareness of health, U.S. Soy can tap into new markets by highlighting its high nutritional value.
- By ensuring a stable quality and supply of new soybean varieties with higher protein and oil content, U.S. Soy can enhance its competitiveness against South American and other origin soybeans.
- If major corporations increasingly adopt high oleic soybean oil and stabilize its supply and price in North America, it could significantly impact food companies and vegetable oil processors in Japan, as demand for high-functional, health-conscious premium oils rises amid instability in olive and sesame oil supplies.



CHALLENGES

- With the new U.S. administration, it is expected that trade relations and tariff policies will be reviewed. This could lead to instability in the export situation for U.S. soybeans.
- Competition with Canada continues in the high-value IP soybean market.
- The share of domestically produced soybeans may gradually increase over the next several years due to recent price fluctuations and yen depreciation, impacting the competitiveness of domestic products.
- Extreme weather events and climate change can affect U.S. soybean production, potentially undermining the supply stability of high-quality U.S. soybeans.

2025 Election Recap and Session Preview



As fall is coming to a close, now is the time to reflect on this past year and enjoy much needed time with friends and family. The close of 2025 marks the end of one of the more tumultuous years of recent memory. From changes in government power and policy developments at the federal level to reverberations at the state level, this was a year of major change.

In preparing for the 2026 state budget and legislative session, we are reminded that the New York Corn & Soybean Growers Association's (NYCSGA) greatest strength is its ability to work with elected officials on both sides of the aisle. We actively maintain relationships and engagement with members of both parties in a concerted effort to best position the NYCSGA in times of change. As we undergo shifts in the political landscape, we are confident that the NYCSGA is well positioned to respond to government decisions in order to advance the needs of our members.



Casey Marvell, Vice President,
Ostroff Associates



Jay Holland, Senior Vice
President, Ostroff Associates

As we are writing, we are coming off the heels of the 2025 election cycle. Despite there being no statewide or congressional races, the results of this cycle are poised to shape several policy developments and political shifts in 2026. To recap, in New York, all eyes were on the New York

City mayoral race. Assemblymember Zohran Mamdani defeated former Governor Andrew Cuomo, running as an Independent, and Republican Curtis Sliwa. Mamdani collected 51.4% of the final total vote, compared to Cuomo's 41.6% and Sliwa's 7.1%. At age 34, this makes Mamdani the city's youngest mayor in over 125 years. As a self-described Democratic Socialist and running on a platform of increasing taxes on the wealthy, free bus service, and universal childcare, the mayor-elect notched a key win for the progressive flank of the Democratic party.

Much of Mamdani's policy proposals will require sign-off from the state government in Albany, so it is yet to be seen how these campaign promises will materialize into actual policy. However, Mamdani's victory sets a very precarious political stage for 2026. The victory has garnered enthusiasm from the Democratic Socialists of America (DSA), who have already announced a number of primary challenges against more moderate standing Democrats who currently hold office in Congress and the state legislature.

Furthermore, Governor Hochul is up for reelection in 2026, with a primary election vs. her Lieutenant Governor Antonio Delgado in June followed by November's general election. It should be noted that shortly after the mayoral race, Congresswoman Elise Stefanik announced her candidacy for governor on the Republican side of the ticket. At the time of writing, Nassau County Executive Bruce Blakeman is also considering a run seeking the Republican nomination.

The dynamic of how Democratic leadership handles the political needs of its more moderate members compared to its more progressive members is a factor in any given year. However, this dynamic in 2026 will be elevated and play a central role in what policy decisions are made during the 2026 state budget and legislative session. Democratic state assemblymembers and senators who face June primary

challenges from the left will push leadership in both houses to act on Mamdani's requests and enact more progressive policies, while moderate Democrats with no primary challenges will demand to remain balanced in order to prevent progressive policies from jeopardizing their chances in the November 2026 general elections. Most importantly, Governor Hochul will have to strike a balance and deliver a state budget that she can frame to both moderate and progressive voters as the right path for New York.

This political landscape will come to a head at the same time the state is dealing with a difficult fiscal outlook for the coming year. In August, the state comptroller released a report showing a \$750 million budget gap for the current FY 2026 through April 1 and a more than \$3 billion gap for FY 2027. Projections were made of a \$34.3 billion cumulative budget deficit through FY 2029, a \$7 billion increase since the January 2025 executive budget proposal. These budget projections stem from the loss of revenue due to the One Big Beautiful Bill Act and will primarily occur in areas such as Medicaid, healthcare, and food assistance.

However, a more updated report paints a slightly better fiscal situation for the state, as tax receipts have increased and Wall Street bonuses are expected to be strong. This will lower the current deficit by about \$3 billion, and the state does have a strong number of reserves, but it does not put the state on solid ground starting budget process in a major election year. The NYCSGA will continue to be extremely active ensuring the critical programs remain funded despite the challenging fiscal situation.

We wish all our growers and your families a great holiday season and thank you for continuing to support the NYCSGA's critical work. 2026 will be a pivotal year for the industry, and we always welcome continued feedback on how we can best support you with our work here in Albany. ■



By Lesly McNitt, Vice President of Public Policy,
National Corn Growers Association

Giving Thanks for NCGA's Grassroots Advocates

As we often do in November, I am reflecting a lot this month about all the things that make me thankful, and I'd have to say the National Corn Growers Association's (NCGA) grower leaders and our grassroots advocates are at the top of my gratitude list. If not for them, we would not be able to score big policy wins for our growers.

To give readers a little flavor of the inner workings of our grassroots efforts, I decided to sit down with Sadie Knight, the director of the NCGA's grassroots and political strategy. Since Sadie has served in her current role, she has taken our advocacy efforts to new heights. Here's what she wants you to know about her work.



Sadie Knight, Director of Grassroots and Political Strategy, National Corn Growers Association

Q: Sadie, first tell us about your experience and what led you to the corn world.

A: I'm a farm kid who was never really a farm kid. Growing up, I got my hands dirty every chance I could, rose through the ranks in the National FFA Organization and judged livestock through my college career – but I never made it to the farm. Turns out, I was never meant to sit in the cab of a tractor. God gave me the gift of gab, and like many, that gift led me to D.C. I took a tour as a public servant both at the USDA and on Capitol Hill, but I wanted to work closer with farmers and be connected to the countryside. I believe in rural America and the folks who call it home, and when the chance to join NCGA opened, I jumped on it. Corn has a powerful presence in D.C., and even though I am from the South, I know corn is king and is a commodity that connects all the industry. Corn is America's Crop, and I'm dang proud to work with the folks who grow it.

Q: I have always admired how NCGA cultivates well-rounded leaders. Tell us about NCGA's leadership programs and why our leaders are important to corn grower advocacy.

A: NCGA is committed to keeping the leader and advocate pipeline strong, and we accomplish this mission through dynamic leadership and advocacy trainings. Let's take a deeper look at NCGA's Leadership Academy as an example. This

program is designed for growers who are already leaders in their states but want to take their service to the next level. The first session is focused on excellence in leadership and the second is centered around advocacy. In January, we will bring the current class to Washington, D.C., to dive into policy issues, pick up tricks of the trade and meet with elected officials. Our goal is to instill confidence in these leaders and equip them with the knowledge and tools to most effectively take action. Advocacy training is woven into each of our leadership programs, because it is central to how NCGA impacts change. Leaders must be willing to share their stories and make a case for their cause. If you want to know more about our leadership and advocacy trainings, visit www.ncga.com/leadership-programs.

Q: NCGA's grassroots engagement has been on an upward trajectory. Can you tell us more about why that matters?

A: Our membership is composed of thousands of corn growers with thousands of stories, filled with lessons and wisdom that policymakers in D.C. need to hear. Our team is dedicated to bringing the stories, concerns and challenges of America's corn growers to the center of policymaking and politics.

But we can't talk about what we don't know about. That's why grassroots advocacy is so important: While our grassroots network is educating and influencing lawmakers, it is also arming the NCGA team with facts and stories to carry our collective message further. Every time an advocate acts on an online campaign, posts on social media or meets with elected officials, he or she is adding to our advocacy numbers and numbers talk in D.C. Good policy is built on strong coalitions, and nothing beats a coalition of constituents.

Q: Can you give us an example of a campaign that has had impressive outcomes?

A: The effort to unlock year-round, unrestricted sales of E15 has been a long-fought battle, and every opportunity to push the needle forward on this issue

is an important one. Earlier this year, NCGA's advocacy team sensed an inflection point and activated our grassroots network to sign a letter to congressional leadership directing them to address this issue. Nearly 9,000 advocates signed this letter, which grabbed the attention of congressional champions like Rep. Adrian Smith. The congressman, joined by a bipartisan group of policymakers, seized the opportunity and hosted a press conference outside of the Capitol to bring attention to this ongoing issue. From there the Nationwide Consumer and Fuel Retailer Choice Act has continued to pick up steam and Congressional co-sponsors! Final passage is our top priority, and we thank all of the farmers who continue to weigh in on this issue.

Q: What issues are on the horizon for you?

A: The administration will begin its reconsideration of the United States-Mexico-Canada Agreement next year. Its renewal will be critical to allowing farmers to continue to access top export markets, and we will be calling on the administration to protect agricultural trade during this process. Expect to see a dynamic grassroots push on trade and the USMCA next year; We will need everyone engaged on this issue.

If you are inspired by these advocacy efforts and want to take part, sign up for our advocacy alerts at <https://ncga.com/action-center/take-action>.

We need your voice to be a part of the chorus that makes a difference in Washington for America's corn growers. ■





Rural Minds is a 501(c)(3) nonprofit organization with the mission to serve as the informed voice for mental health in rural America and to provide mental health information and resources. The organization's vision is a rural America where there's no more stigma, silence or suffering around mental illness. Founded in 2021, Rural Minds is a national organization.

There's a Mental Health Emergency in Rural America

There is an urgent need to take action and improve mental health in rural America:

- People who live in rural areas have higher rates of depression and suicide than those living in urban areas yet are less likely to access mental healthcare services.
- Suicide rates are 64% - 68% higher among people living in rural areas compared to those living in large urban areas.
- Farmers are twice as likely as people in other occupations to die by suicide.

Rural Minds Is Confronting Mental Illness in Rural America

Recognizing that self-reliance and a do-it-yourself mindset are common among many people who live in rural America, Rural Minds is partnering with individuals and organizations to help empower rural residents with information, resources and training to become part of the solution to improving mental health and preventing suicide in their communities.

Visit the Rural Minds website at www.ruralminds.org to access free mental health information and resources.



Scan QR code to visit website.

Help is available



If you or someone you know is in crisis and needs help, **call or text 988**. The 988 Lifeline connects you with a trained crisis counselor who can help. It is free, confidential, and available 24/7. If this is a life-threatening emergency, call 911 or go to the nearest hospital emergency room.

In crisis? Call or text 988



Rural Minds Founder and Chairman Jeff Winton

In addition to being the founder and chairman of Rural Minds, Jeff is the founder and owner of Wall Street Dairy LLC, a working family dairy farm in Chautauqua County, New York, and a member of a multigenerational farm family.

When Jeff's 28-year-old nephew Brooks died by suicide, Jeff's late mother courageously ignored the guidance of family and community members and urged Jeff to speak at the funeral about Brooks' struggle. An outpouring of support and hearing from other farm families about their own struggles around mental health convinced Jeff to devote a significant portion of his energies to connecting rural Americans to much-needed mental health information and resources.

Rural Minds Programs and Resources

The following are some of the free programs and mental health information and resources available on the Rural Minds website:

Rural Mental Health Resilience Program

<https://www.ruralminds.org/resilience>

Connections Webinar Series

<https://www.ruralminds.org/rural-mental-health-connections-webinar>

Mental Health Crisis Resources

<https://www.ruralminds.org/crisis-resources>

Mental Health Resources By Topic

<https://www.ruralminds.org/mental-health-resources-by-topic>

USB Launches U.S. Soy CAN Website To Support Livestock Nutrition and Health

Today, new soybean research and commercial learnings are available that evolve soy use as a feed ingredient in poultry, swine, dairy and beef diets.

To share these important insights, the United Soybean Board (USB) is launching a new website called U.S. Soy Center for Animal Nutrition and Health (U.S. Soy CAN) to provide the latest research and information to livestock industries.

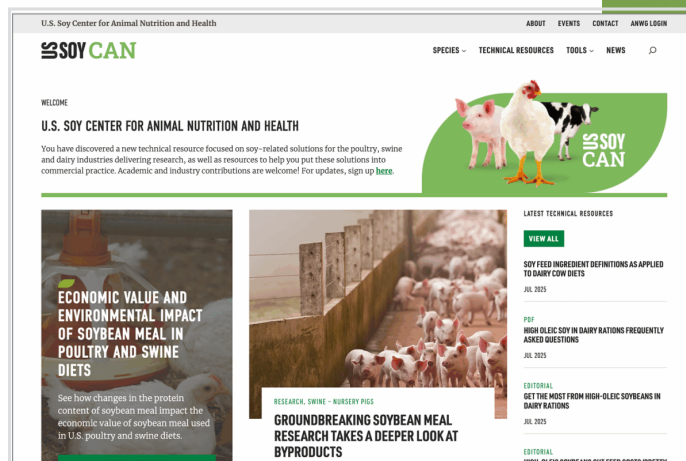
“Given that poultry and livestock represent the largest consumers of soybean meal, U.S. Soy CAN provides the industry with a much-needed central resource to share information as it becomes available,” said Todd Hanten, USB farmer-leader from South Dakota who oversees the health & nutrition portfolio, and also raises cattle and grows soybeans, corn, wheat and hay. “As a livestock farmer, it’s critical that we have the latest feed ingredient research at our fingertips to inform animal nutrition decisions.”

U.S. Soy CAN was developed to serve the animal-ag industry as a technical resource for nutritionists, veterinarians and animal scientists while also providing producers with practical decision-making tools that can help them optimize the value of U.S. soy in animal diets.

U.S. Soy CAN features a general home page along with species-specific pages for the poultry, swine and dairy industries. Each page features the latest research results, diet formulation recommendations, decision-making tools, articles, interviews, podcasts, webinars, presentations and much more. These pages also share upcoming industry meetings and events.

Initially, U.S. Soy CAN will focus on soy-related animal nutrition and health

benefits, but will expand to include other sustainable soy applications as research is completed, and the evidence grows. Academia and industry leaders are encouraged to add content, both research outcomes and commercial learnings, to help share the growing value of U.S. Soy to animal agriculture audiences.



“It is our hope that poultry and livestock producers, nutritionists and veterinarians utilize this site as their go-to resource for soy-related information,” said Dr. Nathan Augspurger, senior director, Animal Nutrition and Health at the United Soybean Board. “U.S. Soy CAN is a resource for better understanding, not just the nutritional benefits of soy, but also the value-adding health benefits that impact the immune system’s ability to respond to health and environmental challenges.”

Check out the new website and to stay up to date on the newest research outcomes and news by signing up for the U.S. Soy CAN general newsletter and/or species-specific newsletters. ■



EXPERIMENTING WITH NITROGEN MANAGEMENT IN COVER CROPS:

A New Era of Farmer-Led, Data-Driven Research
in New York



Funded by a grant from the State of New York



New York corn growers have always been innovators: trying new practices, testing emerging tools, and adapting to an ever-changing climate and market environment. But much of that experimentation happens quietly, field by field, with farmers taking on the time, expense, and risk of trying new practices without the support or structure found in formal research trials.

Thanks to a partnership between the New York Corn & Soybean Growers Association (NYCSGA) and Cornell University's Farmers Data Lab, that model is changing.

In late 2024, NYCSGA funded a groundbreaking project led by Dr. Louis Longchamps, assistant professor of digital agronomy, to support farmer-led on-farm experimentation focused on nitrogen (N) management in fields planted to cover crops. The idea is simple but transformative: empower farmers to run the experiments they want, on their own farms, using their own equipment and management systems, while giving them the scientific and digital tools needed to collect better data, reduce risk, and learn more from their results.

Now, with two quarters complete, the project is delivering real momentum, strong farmer participation, and a growing body of high-quality agronomic data.

Why This Research Matters

Cover crops have well-documented benefits—including soil health, water infiltration, weed suppression, and climate resilience—but their interaction with nitrogen management can be complex. How much N is tied up in biomass? How much is released back to the soil? When? And how do those dynamics affect corn yield?

Farmers have been asking those questions for years, often running their own informal tests. But without tools like remote sensing, lab-based nitrogen analyses, or contextual data, the results can be difficult to interpret.

This project aims to change that through three key objectives:

1. Build a network of at least 10 farms experimenting with nutrient management in cover-cropped corn.
2. Digitalize on-farm experimentation, combining farmer observations with high-

resolution data (soil health, biomass, plant nitrogen status, drone imagery, weather, and more).

3. Analyze results both within each farm and across the network, helping farmers understand their own outcomes while also learning from statewide patterns.

For corn producers, the benefits include reduced risk, more confident decision-making, and data-driven insights that reflect their fields, not test plots hundreds of miles away.

Building the Network and Beginning Fieldwork

The first quarter (through July 2025) focused on recruiting participants and beginning data collection.

Strong Farmer Participation

Nine farmers—representing 10 experimental fields—joined the project. Recruitment occurred through:

- Extension meetings
- Farmer referrals
- Direct conversations at winter events

Each grower completed an “experiment card,” outlining their hypothesis, design, and expectations. These cards became the backbone of the project’s digital database. During this first quarter, the Farmers Data Lab team:

- Conducted interviews with all participants
- Mapped out expected field operations
- Created an integrated database for tracking each experiment

Despite a very cool, rainy spring delaying planting across much of the state, researchers were able to collect:

- 10 soil health samples
- 46 cover crop biomass samples (across 3 fields with standing biomass)
- 52 Pre-Sidedress Nitrate Test (PSNT) samples
- 36 Nitrogen Nutrition Index (NNI) corn plant samples
- Drone flights over all cover crop sampling fields

A major milestone of this quarter was the

purchase and field-testing of a new Nitrogen Balance Index (NBI) sensor, which will help evaluate real-time crop N status across participating fields.

Expanding Sampling, Adding Yield Data, and Engaging with Growers

The second quarter (July-October 2025) focused heavily on in-season sampling, drone flights, and beginning harvest-related measurements.

Fields that had not yet been sampled for PSNT and NNI were brought up to date as planting delays resolved. Samples are now undergoing analysis, with some awaiting new testing strips at the diagnostic lab.

Harvest-Stage Data Collected

For fields planted to silage corn, researchers completed:

- 60 stratified yield estimate points
- On-site plant mass and moisture measurements
- Corn Stalk Nitrate Tests (CSNT): 4 sample sets submitted for analysis

Grain corn yield estimates are scheduled prior to final harvest, using the same stratified sampling methodology.

Drone Imagery & Spectral Data

Drone flights were conducted over all 10 fields, collecting NDVI and high-resolution spectral data. These imagery layers are critical for linking crop vigor, cover crop variability, soil properties, and nitrogen status.

Continued Farmer Engagement

The project team also participated in:

- NYCSGA Summer Crop Tour
- NYS Soil Health Field Day

These in-person touchpoints helped strengthen relationships, answer farmer questions, and encourage wider community interest in on-farm experimentation.

What's Next: From Data to Decisions

The next major milestones include:

1. Completing Nitrogen Analyses

NNI, CSNT, and biomass nitrogen content results will begin flowing back from the lab, forming the core of the project's comparative dataset.

2. Grain Yield Estimates

Remaining grain corn fields will be sampled before harvest concludes.

3. Data Integration & Pattern Analysis

Cornell's Farmers Data Lab will integrate:

- Soil health
- Biomass
- In-season N status
- Drone imagery
- Yield estimates
- Farmer-provided management data

This will allow analysis at two levels:

- Individual farm interpretation
- Network-level trend detection

4. Winter Results Workshop

Farmers, agronomists, and researchers will meet for a collaborative workshop to:

- Review findings
- Compare across farms
- Identify patterns
- Plan next-season trials

This is where the project's farmer-centric approach shines—results are not simply delivered; they are interpreted together.

Why NYCSGA Invests in Research Like This

NYCSGA's research dollars are dedicated to projects that strengthen grower profitability, sustainability, and resilience. This initiative does all three:

- Improves nitrogen efficiency
- Reduces risk when experimenting with cover crops
- Builds skills in digital agronomy
- Grows a statewide network of innovative corn producers

By bringing together growers, scientists, and advanced digital tools, we are helping New York farmers turn curiosity into confident decision-making backed by data. You can learn more about this project at www.farmersdatalab.org. ■



1



2



3



4



5



6



8



7

NEW YORK CORN & SOYBEAN IN ACTION

1. The American Soybean Association (ASA) hosted its State Staff Meeting in St. Charles, MO, bringing together soybean staff at the state and national levels – including the New York Corn & Soybean Growers Association (NYSGA) – to collaborate on top industry priorities.

2. Ben Austic, NYCSGA board member, hosted a group of Cornell University students at his farm to discuss the use of digital tools in crop production. “I am really excited about the future of agriculture,” Ben said. “If you get opportunities to spend time with the next generation, take [them].”

3. Full cab, full heart. Phil Panek, NYCSGA board member, farms with his family.

4. State leaders joined NY farmer Todd DuMond for a tour showcasing New York soybeans and the value of locally produced soybean oil, as well as the vital role our growers play in driving new markets and innovation.

5. Western New York Energy, located in Medina, NY, celebrated its 1 billionth gallon in October.

6-7. Tom Corcoran, NYCSGA past president, welcomed FDNY firefighters he met during last year’s Clean Fuels Alliance America (CFAA) Big Apple Tour back to his farm this week – this time for a memorable weekend of camaraderie and hunting in the heart of NY farm country.

8. NYCSGA hosted Lissie Lilyea from Penn Yan, NY as she practiced her prepared speech, “From Innovation to Obstacle: Rethinking Weed Control Amid Herbicide Resistance,” for the FFA National Convention in Indianapolis in October. ■

NYCSGA Members Set the Course for FY2026 Policy Priorities

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

New York's corn and soybean farmers have once again helped shape the direction of the Association's policy agenda for the coming year. Through the 2026 Policy Priority Survey, growers across the state shared their perspectives on the most pressing issues facing their farms — from input costs to trade access — providing valuable guidance to the NYCSGA Board as it establishes FY26 priorities.

Farmer Voices, Clear Direction

Survey respondents represented operations of all sizes and regions across New York, but one message came through loud and clear: farmers want reliable access to affordable inputs, strong markets for their crops, and policy certainty to support long-term investment in their farms.

The top-ranked policy priorities included:

- Fertilizer and input supply chain reliability
- Export promotion and trade access
- Farmland preservation and renewable energy siting
- Tax and transition policies, including the estate tax and depreciation rules
- Support for new uses of soybeans and corn, including high oleic and livestock feed applications

Farmers also reinforced the importance of maintaining Right-to-Farm protections, risk management tools, and continued support for dairy and livestock feed markets.

Board-Identified Focus Areas for FY26

Building on farmer input, the NYCSGA Board established several focus areas to guide advocacy work in FY26:

- **Input Reliability & Affordability:** Work with partners and policymakers to stabilize fertilizer supply and pricing, ensuring farms can remain competitive.
- **Market Growth & Trade Expansion:** Advocate for export programs and trade agreements that expand markets for New York-grown soybeans and corn.
- **Renewable Energy & Farmland Preservation:** Support renewable energy growth while protecting productive farmland and maintaining local control in siting decisions.
- **Farm Profitability & Transition:** Continue pushing for fair tax and depreciation policies that support generational transition and equipment investment.
- **Innovation & New Uses:** Promote the value of high oleic soybeans, feed applications, and bio-based products that create new demand for growers' crops.

Growing Together

NYCSGA's work in Albany and Washington, D.C. continues to be grounded in what matters most to its members. These survey results ensure your voice drives the Association's priorities — keeping our advocacy rooted in real farm experience.

Your people are in the field — and at the table, fighting for you. ■



YOUR PEOPLE ARE IN THE FIELD

FIND THEM WITH THE NEW YORK CORN & SOYBEAN GROWERS ASSOCIATION

The New York Corn & Soybean Growers Association exists to bring us together. When you join NYCSGA, you're not just signing up for a membership — you're planting your roots in a statewide network of farmers who understand your work and your worth

- Belong to a network of growers who get it. NYCSGA connects you with fellow corn and soybean farmers who face the same challenges and share your goals.
- Stay informed and ahead. Members receive timely updates on research, policy, markets, and events that directly impact your operation.
- Amplify your voice. Your membership helps NYCSGA advocate for New York growers in Albany and Washington, D.C.
- The first year's free — no risk, just opportunity. Start planting your roots in a statewide community built to support your success.

**Activate your first-year membership for free.
Create a new user account on our website to get started!**





**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**

PO Box 133
Silver Springs, NY 14550

WANT TO CONTINUE RECEIVING THIS MAGAZINE?



Join the New York Corn & Soybean Growers Association (first year free!)
to receive this quarterly magazine: <https://nycornsoy.org/membership>



**NEW YORK CORN & SOYBEAN
GROWERS ASSOCIATION**