



Maryland Soybean Board

Soybean Sampler

Annual Report 2017

National soybean checkoff celebrates 25 years

United Soybean Board welcomes new directors, hosts gala to commemorate successes

Working for Toyota for eight years before coming home to farm gave William Layton a unique view on the need for volunteer leadership in the ag community. “A company like Toyota has a legal department, a lobbying division, a research and development department, a HR department, and a marketing department. Farmers have none of these. That’s why I believe so strongly in volunteering with agriculture organizations like the United Soybean Board that help to fill those roles for farmers,” William says.

Having completed nine years - three three-year terms, the maximum permitted - on the Maryland Soybean Board, Layton, a Dorchester County farmer and vintner, was sworn in to his first three-year term on the United Soybean Board during the first week of December.

There, he succeeds Steve Moore of Sudlersville, in Queen Anne’s

Layton, Burrier and Moore at USB’s 25th anniversary in December.



County, and joins Belinda Burrier of Union Bridge as one of two USB directors from Maryland.

In bidding farewell to his service on the state checkoff board, Layton said he was looking forward to further service on behalf of the soybean industry at the national level.

“My father gave me a strong feeling of responsibility when it came to volunteering with farm organizations.” Layton says. “He worked his entire career with Farm Bureau, American Soybean

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Heilman, Miller attend Soybean Leadership College

Maryland farmers Amanda Heilman and Wes Miller attended the 2017 Soybean Leadership College Jan. 10-12 in St. Louis.

Heilman, of Worcester County, Md., is a seed sales representative for Pioneer Brand Products at Perdue Agribusiness. Miller, of Cecil County, is herdsman at Chesapeake Gold Farms, his family dairy farm which currently milks 250 cows and farms 1,500 acres.

The Maryland Soybean Board is sponsoring their trip.

Heilman graduated from University of Maryland College Park with a double major in Animal Science and Agricultural Science and Technology. Since college, she has worked on Delmarva as a crop consultant with focuses on nutrient management planning and conservation planning. A 2015 graduate of LEAD Maryland, Heilman serves on the board of the Worcester County Farm Bureau. She is a volunteer for CommonGround, a program that connects farm spokewomen with their non-farming peers to answer questions about farming and food production. Heilman blogs and posts under the handle “Delmarva Crop Queen.”

Miller manages the daily operations of the Chesapeake Gold Farms dairy and its employees. A 2012 graduate from the Pennsylvania State University with a bachelor’s degree in Animal Science, in 2016,

Miller was awarded the first Outstanding Young Farmer of the Year award from Gov. Larry Hogan and the Maryland Department of Agriculture. Miller also is active in Farm Bureau’s Young Farmers and Ranchers program and serves on the Cecil County Farm Bureau board.



Soybean Leadership College, coordinated by the American Soybean Association, provides current and future agricultural industry leaders with training to effectively promote the soybean industry, communicate key agricultural messages and work to expand U.S. soybean market opportunities domestically and internationally.

The program fosters networking between growers from across the country, encouraging collaboration, which in turn increases the effectiveness of growers at the local, regional and national level.

Hutchison elected to lead soy board

Travis Hutchison of Cordova, Md., has been elected chairman of the Maryland Soybean Board. Hutchison succeeds William Layton, who has retired from the statewide board after reaching the term limits.

Brian Johnson of Westover was elected vice chairman and Danny Saathoff of Denton was elected treasurer at the board's August meeting. The directors officially assumed their duties Oct. 1.

Ten farmer-directors volunteer their time on the Maryland Soybean Board, which administers soybean checkoff funds for soybean research, marketing and education programs in the state. Hutchison, Johnson and Saathoff are joined by Alan Hudson of Berlin, Randy Stabler of Brookeville, Linda Burrier of Union Bridge, Joshua Appenzeller of Millington, Bill Langenfelder of Worton, Jeffrey Griffith of Lothian and Jason Spicer of Church Creek.

April Cheesman of Perdue Farms, Inc.; Jim Lewis of the University of Maryland Extension Service and Mark Powell of the Maryland Department of Agriculture serve as ex-officio members.

UMd student attends Biotech U

Jacob Taylor, a graduate student of the Philip Merrill College of Journalism at the University of Maryland, recently completed Biotech University thanks to a scholarship from the Maryland Soybean Board.

Taylor, of Elkridge, Md., completed the one-day course held at the Cronkite School of Journalism at Arizona State University in Phoenix Oct. 28. The course included classroom and lab work on biotechnology, including a hands-on DNA extraction experiment and a farm tour.

He now has the opportunity to compete in a multimedia contest to win scholarships and additional travel opportunities.

"In the Chesapeake region we rely on innovation to succeed as farmers. Biotechnology offers us the opportunity to choose soybean varieties which allow us to farm more sustainably and efficiently," says Travis Hutchison, a Cordova, Md., farmer and chairman of the Maryland Soybean Board.

"We hope that, through Biotech U, we are allowing the next generation of journalists to learn about biotechnology and be able to present biotech stories with knowledge and balance."

Biotech U is co-sponsored by the United Soybean Board, the National Corn Growers Association, the Arizona State University Biodesign Institute and Arizona Farm Bureau.

Checkoff promotes soy products at fairs

The Maryland Soybean Board is working with Maryland agricultural fairs and expos to highlight the benefits of soy-based products, including cleaning supplies, furniture and carpeting and other building materials.

MSB's "Green Ribbon Fairs" program has supported the use of soy-based inks at Washington County Fair, a new soy-backed AstroTurf "carpet" at the Maryland Agricultural Resource Center in Cockeysville, and new soy-based roof paint at The Great Frederick Fair. Fair partners for FY17 will be announced Feb. 3. For more information, see www.mdsoy.com.

Five things to know about composition

To understand soybean quality, you've got to understand the components of the bean:

1. The average soybean seed is composed of 19 percent oil, 34 percent protein and 13 percent moisture.
2. Soybean meal is made of protein (essential and non-essential amino acids), insoluble carbohydrates (fiber), soluble carbohydrates and ash (minerals).
3. Soybean price is determined by the combined value of soybean meal, oil and hulls. This combined value is called estimated processed value, or EPV.
4. The checkoff invests resources to improve the composition of our U.S. soy supply to better meet the needs of our customers.
5. U.S. soybean meal competes with other feed ingredients like synthetic amino acids and DDGS, and with other soybean suppliers, such as farmers in South America. That's why it's important for farmers to work to improve soybean meal quality.

Clean combines help foil resistant weeds

From the United Soybean Board come several tips on to how to clean combines -- preferably before leaving each field you harvest.

1. Air is the best way to get seeds out of the equipment, and air compressors are commonly found on farm trucks during harvest.
2. Check your rock trap. Weed seed and debris may be caught in the rock trap of the combine.
3. Open trapdoors. Open the trapdoors to clean the grain auger and tailings processor and unload the auger sump to clean with an air compressor. Use caution when opening the unload auger sump trapdoor, as there may be a good amount of grain left in there.
4. Visual inspection and avoidance. Avoid harvesting heavy weed beds in the field and visually inspect your combine for any plants that may be coming along for the ride to the next field.
5. Thoroughly clean your combine, when possible. Cleaning a combine thoroughly is a four- to five-hour process, but with weed pressure increasing, it's a rainy day project worth considering.

The Maryland Soybean Board is committed to growing leadership to serve on its board that reflects a diversity of perspectives and opinions. That effort is aimed at reflecting size of operation, experience, methods of production and distribution, ethnicity, gender, marketing strategies and other distinguishing factors that will bring different perspectives to the table. In return, service on the checkoff board offers opportunities for personal growth, leadership development, travel and the opportunity to make a positive impact on the direction of the industry. Individuals who are interested in learning more about serving should contact one of the board members or executive director listed on the back page of this report.

25 years ...

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Association, Mid-Atlantic Soybean Association, Maryland Soybean Board, and several others. But about 8 years ago he started stepping back from what he was doing, so that I could step forward and take my turn.”

Layton, his wife Jennifer and family own and operate Lazy Day Farms, a 1,300-acre grain farm, and Layton’s Chance Winery, a 14-acre vineyard and winery. William handles winemaking and is currently working on his seventh commercial vintage.

A graduate of the University of Maryland with a degree in business logistics, he recently completed the winemaking certificate program at University of California, Davis.

Layton has served as president of the Dorchester County Farm Bureau, president of the Chicone Ruritan Club, and as chairman of the Maryland Soybean Board. He was a member of LEAD Maryland Class 4. The Layton Family was inducted into the Maryland Agriculture Hall of Fame in 2011.

Steve Moore completed a total of 19 years of service to the soybean industry - nine years on the Maryland board and 10 years on USB.

In the course of his USB service, he visited five countries - Egypt, Ireland and Japan, on behalf of the board’s biotech initiative, an effort to educate farmers there on using, and not fearing, genetically modified seed, and Brazil and Argentina, this nation’s biggest competitors in soybean world trade.

“I learned a great deal,” said Moore, “and I am very proud of what we managed to accomplish.”

As Moore retired at the December board meeting and Layton was sworn in, the 73 directors of the United Soybean Board grappled with navigating profitability through challenging times.

Charged with the fiduciary responsibility to invest farmer checkoff funds in research and promotion, USB takes the commitment to maximizing U.S. soybean farmers’ profit opportunities seriously.

USB’s farmer-leaders looked hard at investments that can bring innovative solutions back to their peers. From improving meal and oil to sustainability issues, the farmers have identified these opportunities to return the most value to the marketplace.

Over the last several years, the board has elevated its relationships with ag industry partners and the annual meeting was a great opportunity for Monsanto and Bayer to discuss the merger and the impact to farmers.

“From trait approvals, patent protection and brand equity, the two companies addressed what was top of farmers’ minds,” says John Motter, newly elected chair and farmer from Jenera, Ohio.

“It was nice to hear about their plans to raise the bar in innovation and technology and ways to impact profit opportunities for U.S. soybean farmers into the future.”

Motter will lead USB as its 26th chair.



Maryland Soybean Board directors met in December.

Financial Report

The Maryland Soybean Board administers soybean checkoff funds for soybean research, marketing and education programs in the state. It is funded by farmers through an assessment of one-half of one percent of the net market value of soybeans at their first point of sale. One-half of the checkoff funds stay in Maryland for programs; the other half is sent to the United Soybean Board.

In Maryland, farmers grow about a half a million acres of soybeans, producing more than 20 million bushels of beans each year. With a value of \$173 million to the state’s economy, soybeans are one of Maryland’s top crops. For more information on the Maryland Soybean Board, visit www.mdsoy.com.

The board’s activities are administered by the volunteer farmer-directors shown on the last page of this report.

Fiscal Year 2016 - Oct. 1, 2015 through Sept. 30, 2016

Total FY16 Assessments	\$985,762
50% to United Soybean Board	<u>467,890</u>
Maryland Soybean Board	517,872
Interest & FY15 Project Funding Carryover	481,764
Miscellaneous	<u>5,146</u>
Total Revenues FY16	\$1,004,782

DISBURSEMENTS

Administration, Collection, Compliance, Board Operating Costs & Elevator Audits	\$75,685
Special Projects	199,321
Communication	37,660
Promotion	160,431
In-State Research	<u>213,941</u>
Total Disbursements FY16	687,038
Ongoing Project Funding FY17	\$317,744



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Board of Directors

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Brian Johnson
Vice Chairman, Westover

Danny Saathoff
Treasurer, Denton

Josh Appenzeller, Sudlersville

Linda Burrier, Union Bridge

Jeff Griffith, Lothian

Alan Hudson, Berlin

Bill Langenfelder, Worton

Randy Stabler, Brookeville

Ex-Officio

Jim Lewis, Caroline County Extension Service

April Cheesman, Perdue Farms, Inc.

Mark Powell, Maryland Department of Agriculture

USB Directors

Linda Burrier, Union Bridge

William Layton, Vienna

Sandra L. Davis, Executive Director
P.O. Box 319, Salisbury, MD 21803
(410) 742-9500

www.mdsoy.com

MSB redoubles consumer education efforts

Recognizing that a well-informed consumer will be a stronger supporter of agriculture, the Maryland Soybean Board is continuing its outreach efforts, working with multiple industry partners and across multiple marketing channels to reach the broadest audience.

In a survey of Maryland consumers conducted during the summer of 2016 as part of the annual consumer trust survey by the Center for Food Integrity, MSB discovered that one in four consumers strongly trust Maryland farmers to protect the Chesapeake Bay. Overall, 87 percent of consumers felt some level of trust in Maryland farmers. "It's reassuring to see a solid level of trust," says Travis Hutchison, chairman of the Maryland Soybean Board and a Talbot County farmer. "We all know there is more work to be done, however. We've got a strong story to tell about environmental stewardship and innovation and we're committed to sharing it."

The Maryland Soybean Board is a member of the Center for Food Integrity and a member of the U.S. Farmers and Ranchers Alliance, both of which work on a national level to develop and reinforce consumer trust in the food system.

Locally, MSB is working with the grain checkoff, Maryland Department of Ag, Delmarva Poultry Industry, the state fair and Farm Bureau to stretch the checkoff's promotion dollars. In December at the Maryland Farm Bureau convention, MSB and the Maryland Grain

Producers used the photobooth from the CommonGround spokeswomen program to take photos of farmers holding signs promoting best management practices at their farms. The photos are being shared on social media on the "My Maryland Farmers" Facebook page, which has more than 600 followers. Your "shares" help spread the message.

MSB also is developing digital advertising to target the state's most populous counties, and creating regional fact sheets to introduce key influencers to agriculture in their area.

