

Maryland Soybean Board

Soybean Sampler

Annual Report 2018

Maryland soybean farmers have increased their productivity on less land per bushel, thanks to the responsible use of farm technology and continuous improvement in management practices. The United Soybean Board reviewed data from the U.S. Department of Agriculture (USDA), Environmental Protection Agency and U.S. Fish & Wildlife Service, which illustrated the continuous improvement.

Since 2010, farmers in Maryland have harvested 29 percent more bushels of soybeans on just 11 percent more soybean acres, land previously used by other crops.

Embracing their responsibility to conservation, farmers manage land with approaches ranging from cover crops and fencing cattle out of streams, to high-tech equipment like GPS and variable rate application of fertilizer. More acres have been placed into wildlife,

conservation and watershed programs. In the process, farmers have improved water quality and reduced soil erosion.

In fact, Maryland farmers reduced soil erosion per acre per year by more than a ton between 2000 and 2015, for a total 21 percent reduction of erosion.

The Natural Resource Conservation Service reflected positive findings of reduced soil erosion in the latest Chesapeake Bay Progress Report: Agricultural Lands – Key to a Healthy Bay

“Independent reports show positive trends for water quality, habitat and key aquatic species, and modeled results and monitoring stations show declines in nutrient and sediment loads to the Bay.”

Growers Continue to Improve Crop Sustainability

American soybean farmers’ sustainability performance is increasingly important to customers who buy their products. Currently, 98 percent of U.S. soybeans are certified sustainable, according to the U.S. Soybean Sustainability Assurance Protocol. The protocol is a certified, aggregate approach to the sustainability performance of U.S. soybean production.

“The responsibility for taking care of the land, water and air we utilize to produce soybeans is our livelihood and the heritage that’s been passed to us. While our farms are often bigger or look different than they did a generation or two ago, our commitment to doing what’s right by our neighbors and future generations remains the same,” says Travis Hutchinson, chairman of the Maryland Soybean Board and soybean farmer from Cordova.

Burrier Farm selected for Conservation Legacy Award

The conservation efforts of Dave and Linda Burrier have been nationally recognized as their farm was named the winner of the 2017-2018 Northeast Region Conservation Legacy Awards competition. This program awards outstanding environmental and conservation achievement of soybean farmers, which helps produce more sustainable U.S. soybeans.

Dave and Linda farm in Union Bridge, fifty miles from the Chesapeake Bay and situated against the backdrop of the Appalachian Mountains. One method the Burriers follow to demonstrate their commitment to conservation is through the use of strip cropping. Their crops are grown in long narrow strips and the

farm’s 1,800 acres support a diverse mix of crops, including corn, soybeans, wheat, alfalfa, hay, and grass hay.

In non-crop areas, the Burriers have installed and maintain grass waterways and buffers to reduce runoff. Operating under TMDL regulations, the Burriers look for ways to efficiently provide crop nutrients to maximize production while minimizing potential nutrient losses.

Both Dave and Linda have served as directors on the Maryland Soybean Board. Linda has just been re-elected for a second term on the United Soybean Board.



“All our fields have a certain amount of slope,” David Burrier described. “Alternating crops in these strips allows us to control soil erosion, control sediment loss and retain nutrients.”

University of Maryland Student Attends Biotech University

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

Taylor, of Elkridge, completed the one-day course held at the Cronkite School of Journalism at Arizona State University in Phoenix on October 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.

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.

Biotechnology offers us the opportunity to choose soybean varieties which allow us to farm more sustainably and efficiently," says Travis Hutchison, chairman of the Maryland Soybean Board and a farmer from Queen Anne's County. "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."

Service Continues for USB Directors

Following a maximum of three terms on the Maryland Soybean Board, William Layton accepted a seat on the United Soybean Board (USB) for Maryland.

Layton brings extensive leadership experience to USB, having served as Chairman of the Maryland Soybean Board, President of the Dorchester County Farm Bureau, and President of the Chicone Ruritan Club. He is a member of LEAD MD Class 4. Layton and his family own and operate Lazy Day Farms, a 1,300-acre grain farm, and Layton's Chance Winery, a 14-acre vineyard and winery.

Layton joins fellow Marylander, Linda Burrier, who was one of twelve returning directors sworn in at the annual USB meeting in December.

USB's 73 farmer-directors invest and leverage checkoff funds in programs and partnerships to drive soybean innovation beyond the bushel and increase preference for U.S. soy. The sustainability of U.S. farmers and the quality of soybean meal and oil are key factors for international sales.



"Our largest customers are demanding more value within the bean itself," says John Motter, USB Chair. "The expertise and vision of our farmer-leaders will challenge us to look at innovations beyond just growing more bushels to meet the needs of our customers and boost the profit potential of U.S. soybean farmers."

Take ACTION

TAKE ACTION against herbicide-resistant weeds. The **TAKE ACTION HERBICIDE LOOKUP TOOL** helps you diversify your herbicide site of action (SOA) to prevent herbicide-resistant weeds from spreading.

Using multiple herbicide sites of action (SOAs) is key to effectively manage your fields to combat or prevent a herbicide resistant weed problem on your farm. With this handy tool, you can:

- Quickly identify the SOA of the herbicide brand or active ingredient you have used before
- See a list of other SOAs you can use that will allow you to diversify
- Search the herbicide you used on your problem weed to eliminate similar SOAs

With the **TAKE ACTION HERBICIDE LOOKUP TOOL**, you can now identify and use the herbicide SOAs to give your crops the upper hand against weeds. Desktop and phone app versions are available at:

www.iwilltakeaction.com

How the Soybean Checkoff Works





Maryland Soybean Board

Board members past and present gathered to celebrate Sandy Davis's four decades of work with the soy industry as she phases into retirement. Well-wishes abounded for Susanne Zilberfarb, who steps up as Executive Director.

"It has been a privilege to work with Maryland farmers and the soybean industry," Davis says. "Over the years I have met many wonderful people and seen the industry grow. I will always be a strong advocate for our farmers."

FINANCIAL REPORT

October 1, 2016—September 30, 2017

REVENUE

FY17 Assessments	\$1,006,420
50% to United Soybean Board	<u>\$504,202</u>
Maryland Soybean Board	\$502,218
Interest & FY16 Project Carryover	\$325,994
Miscellaneous	<u>\$4,576</u>
Total Revenues FY17	\$832,788

EXPENSE

Administration, Collection, Compliance, Board Operating Costs & Elevator Audits	\$68,535
Special Projects	\$128,315
Communication	\$63,437
Promotion	\$146,601
In-State Research	<u>\$249,538</u>
Total Disbursements FY17	\$656,426
Ongoing Project Funding FY18	\$176,362

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.

The soybean checkoff program is administered by the Maryland Soybean Board. The volunteer farmer-directors shown in this report direct the checkoff program, funding activities for soybean research, marketing and education in the state.

With the retirement of Sandy Davis as Executive Director, Susanne Zilberfarb, who has more than two decades of service to the board as a communications contractor, succeeded Davis. Davis will continue to work part-time as Financial and Compliance Coordinator for the Maryland Soybean Board.

Davis and Zilberfarb have collaborated on several major initiatives on behalf of soybean farmers and the agricultural industry. Most recently they worked to bring more national resources to the region to support the development of a regional research consortium, now known as the Atlantic Soybean Council.

For the past decade the duo was responsible for bringing more than a million national checkoff dollars back to Maryland and Delaware to support the poultry and livestock industries. Together, they also administer the programs of the Delaware Soybean Board.

MARYLAND SOYBEAN BOARD

Board of Directors

Travis Hutchison, *Chairman*
Cordova

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

Jason Spicer, Church Creek

Randy Stabler, Brookeville

Jim Lewis, *Ex-Officio*
Caroline Co. Extension Service

April Cheesman, *Ex-Officio*
Perdue Farms, Inc.

Mark Powell, *Ex-Officio*
Maryland Dept. of Agriculture

USB Directors

Linda Burrier, Union Bridge
William Layton, Vienna

Office

Susanne Zilberfarb, *Executive Director*
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US POSTAGE
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Bringing Farming to Life for Consumers

The *My Maryland Farmers* campaign takes 1.5 million people on a farm and food adventure every month.

Engaging content, inviting photography, and enticing social media posts are the corner posts of *My Maryland Farmers*. The multi-media campaign launched in June to see wild success in 2017. From a following of 700 in the spring, followers now top 10,000, with a monthly viewer rate of 1.5 million.

"Consumers are seeking more and more information about where their food comes from and how that process impacts their

neighborhood," stated Susanne Zilberfarb, Maryland Soybean Board Executive Director and creator of the digital campaign. "We provide that window through positive, factual stories of Maryland farmers."

At the center of the campaign is the website home of the blogs telling the story of Maryland farmers. These blogs are then promoted on social media and shared, building it into a brand and resource that is trusted by consumers and farmers alike. Consumers have a safe and authoritative place to ask their questions about food and food production, which gains their trust and their purchases.

Growers can help increase the impact of this campaign by sharing posts on their favorite social media platforms. Farmers can also be featured in a blog or social post which will provide a positive and informative view as well as potentially drive consumers to their business.

www.MyMdFarmers.com/care



Eye-catching advertisements placed across social media platforms drive viewers to the website blogs. Ads placed in the *Maryland Reporter*, a popular source for legislators and policy makers in Annapolis, further expands outreach.

