

# CHECKPOINT <sup>2016</sup> NT



Pennsylvania Soybean Board  
**FISCAL YEAR 2016 ANNUAL REPORT**



## PENNSYLVANIA SOYBEAN BOARD MISSION STATEMENT

The Pennsylvania Soybean Board will invest soybean checkoff resources for the purpose of advancing soybeans in the Commonwealth, enhancing sustainability, and providing opportunities for Pennsylvania soybean growers.



### 2016- 2017 BOARD DIRECTORS

William Beam\*, Elverson, PA  
*Chairman*

Michael Gerhart, Ephrata, PA  
*Vice Chairman*

Steve Hykes, Greencastle, PA  
*Secretary/Treasurer*

### BOARD MEMBERS

Daryl Alger, Lebanon, PA  
John Harrell\*, Lebanon, PA  
Brian Kreider, Lebanon, PA  
Andy Fabin\*, Indiana, PA  
Emily Landis, Pennsylvania Furnace, PA  
Dustin Kieffer, Rebuck, PA  
Justin Knoebel, Elysburg, PA

### EX-OFFICIO MEMBERS

Del Voight, Penn State  
Extension Educator

### EXECUTIVE DIRECTOR

Jennifer Reed-Harry

*\* Also serves on United Soybean Board*

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www.pasoybean.org

## THE SOYBEAN CHECKOFF AT WORK

The Pennsylvania Soybean Board (PSB) consists of a farmer-driven board responsible for managing Pennsylvania's share of funds received from the national soy checkoff program.

The soy checkoff helps ensure a strong and profitable future for soybean farmers. Through the checkoff, each farmer contributes one-half of one percent of the price of each bushel, which elevators and processors collect at the first point of sale. The checkoff uses the funds for activities to improve the profit potential for all U.S. soybean farmers. Half of the checkoff collected in Pennsylvania goes to the United Soybean Board, and half is retained by the PSB.

Pennsylvania soybean farmer-directors make up the Board of Directors, overseeing the activities of the PSB to support the profitability of Pennsylvania soybean farmers and the soy industry. The ten volunteer members of the PSB are responsible for the collection and administration of the soybean checkoff program within the State. The authority given to PSB under the Federal Act and Order are specific to soybean education, promotion, communication and research. Three members of the PSB also represent Pennsylvania growers on the United Soybean Board. ✓

## NOMINATIONS TO THE PENNSYLVANIA SOYBEAN BOARD OF DIRECTORS

The Pennsylvania Soybean Board is currently accepting nominations of individuals within the Commonwealth who would be willing to serve on the Board of Directors. To be considered for the Board, you must raise soybeans in the State and have the time and talent to offer your expertise in support of the soybean farmers and the soybean industry.

If you, or someone you know, is interested in being nominated to serve as a farmer/leader on the Board, contact Jennifer Reed-Harry at 717-651-5922 or jrharry@pasoybean.org. Diversity in age, sex, race, geographic location, and size of operation is encouraged on the Board.

As a Board member, you will:

- On average, attend 3 meetings per year
- Participate in monthly conference calls
- Help direct how checkoff funds are spent
- Collaborate and network with stakeholders and board members from across the industry
- Develop leadership and communication skills ✓

### PENNSYLVANIA SOYBEAN BOARD 2016 FISCAL YEAR

Oct. 1, 2015 through Sept. 30, 2016

#### Income

Carryover from FY' 14-15	\$ 113,036
FY'15-FY'16 Assessments	\$ 1,111,277
<b>Total Income</b>	<b>\$ 1,243,313</b>

#### Expenses

50% of FY'14-FY'15 Assessments to United Soybean Board	\$ 555,638
Administration, Compliance, Audits, Insurance	\$ 95,954
Communications	\$ 76,019
Promotion/Education	\$ 146,946
Research	\$ 228,631
<b>Total Expenses</b>	<b>\$ 1,103,191</b>

<b>Carryover available for FY'16-17</b>	<b>\$ 112,122</b>
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## PENNSYLVANIA SOYBEAN BOARD ADOPTS NEW STRATEGIC PLAN

A new strategic plan that charts the future course of the Pennsylvania Soybean Board was adopted by the farmer/leaders of the Board at its August, 2016 meeting.

The plan is the culmination of a yearlong process to determine priorities for the use of checkoff funding to improve the efficiency, profitability, and sustainability of Pennsylvania soybean producers. The funding available through the checkoff is available under an assessment program in which soybean farmers contribute 50 cents of every \$100 they receive for their beans at the first point of sale.

The six key objectives of the new strategic plan are to:

1. Advance animal agriculture in Pennsylvania. (Animal agriculture is the number one domestic customer for soybean meal.)
2. Encourage awareness and use of sustainable agricultural production practices.
3. Provide sound information on the benefits of GMO production to key influencers and decision makers.
4. Foster awareness of the market potential of new varieties of soybeans, including high oleic soybeans. (High oleic soybean varieties produce oil that has unique benefits for food and industrial users and could increase the value of all U.S. soybeans.)
5. Educate key influencers and decision makers about the issues, benefits and challenges of agriculture in Pennsylvania.
6. Promote the use of soybean-based biofuels and bio-heat through partnering opportunities.

Pennsylvania Soybean Board Chairman Bill Beam said the strategic plan will guide the Board as it considers checkoff-funded research priorities, educational opportunities, outreach and other projects.

“The plan’s success involves allocating the resources we have for the maximum benefit of soybean producers,” says Beam. “Through this plan, we aim to fulfill our new Mission, to ‘invest soybean checkoff resources for the purpose of advancing soybeans in the Commonwealth, enhancing sustainability, and providing opportunities for Pennsylvania soybean growers.’” ✓



## LEBANON COUNTY FARMER APPOINTED TO UNITED SOYBEAN BOARD

John Harrell, a soybean producer in Lebanon, Pa., was appointed as a Director of the United Soybean Board (USB), and sworn in at the Board’s annual meeting in St. Louis on December 9. Harrell, who also serves on the Pennsylvania Soybean Board, is one of 73 directors of the USB. He joins United Soybean Board Directors Bill Beam, of Elverson Pa., and Andy Fabin, of Indiana, Pa., in representing the interests of Pennsylvania soybean producers on a national level.

Harrell operates Harrell Custom Services, a 211-acre grain operation in Lebanon County with a 1,200-head hog finishing facility and 2,400-head hog nursery facility. He custom farms for local dairy farmers and runs a welding operation servicing local grain elevators and farmers with repairs and maintenance. All this is possible

with help from his wife, Andrea, and daughter, Alayna. He serves on the Lebanon County Land Preservation Board, is a township supervisor in South Annville Township, a board member of Mark Hershey Farms and the Lebanon Valley Exposition Center and Fairgrounds facility.

Harrell has been farming for ten years. Prior to that he focused on running his welding business and was a project manager servicing the stone quarry industry.

“I love farming,” he says. “I really am living the dream. With a business background, and seeing things on the commercial side, I may be able to look at things a bit differently than farmers who have been farming all their lives,” he says.

As a member of the United Soybean Board, Harrell will join farmer-leaders from throughout the country



John Harrell

in directing soy checkoff funds. The farmer-directors of USB oversee the investments of the soy checkoff to maximize profit opportunities for all U.S. soybean farmers. ✓



## CROP PRODUCTION

### SENTINEL PLOT PROGRAM

The sentinel plot program was run in collaboration with Penn State Extension to provide soybean growers with state-wide assessment of insects and diseases active in soybean fields. Soybean fields throughout the state were scouted weekly for insect pest and disease population.

### COVER CROPS & HERBICIDE RESISTANCE

This Penn State research was designed to determine the profitability of using cover crops in soybean cropping systems. The objective was to determine the long-term benefits and cost effectiveness of consistently using cover crops in a primarily corn and soybean rotation. Crop yields are being tracked

each year and compared with fields with a cover crop to those without to do a cost/benefit analysis.

### INCREASING YIELDS & PROFITABILITY FOR MID-ATLANTIC DOUBLE CROP SOYBEAN

In collaboration with other states in the region, this project coordinates research to help accelerate double crop soybean growth and yield by providing insight and data to support management recommendations for double crop soybean production.

### PA ON-FARM NETWORK

This on-farm product testing network, which was initiated in 2009, focused on seed treatments, bio stimulants, fun-

gicides and insecticides. Additionally, dedicated soybean production meetings were held at various locations throughout the state, and research results were disseminated through crop meetings and online resources.

### SOYBEAN VARIETY TRIALS

Annual soybean variety trials are conducted at Penn State's research farms in Lancaster and Centre Counties. Commercial varieties and experimental cultivars are evaluated. The continuing search for higher yielding varieties, quality traits, the onset of new diseases and insects, and the new focus on value-added traits in the future is essential to soybean producers in Pennsylvania. 2016 marked the 25th consecutive year for the trials.



# CHECKOFF FUNDED RESEARCH & EDUCATION PROJECTS

The Pennsylvania Soybean Board awards grants for research projects focusing on crop management practices that will directly impact the state's soybean producers. Additionally, the Board provides research grants for projects related to education and market development, as well as projects in support of Pennsylvania's animal agriculture industry. Animal agriculture is the largest domestic user of soymeal and the largest sector of Pennsylvania's agricultural industry.

Research projects designed to provide reliable crop production data to soybean growers, to support Pennsylvania's animal agriculture industry, and to increase markets for soybeans were awarded checkoff grants in Fiscal Year 2016 by the Pennsylvania Soybean Board.

## PENN STATE CROP CONFERENCES

Pennsylvania soybean growers and other crop producers had the opportunity to learn about the latest crop management research and issues at Penn State Crop Conferences. Supported in part by the Pennsylvania Soybean Board, these sessions focus on current crop management issues important to the productivity of Pennsylvania farmers.

## PENN STATE SOYBEAN PRODUCTION WORKSHOPS

Soybean Production Workshops are day-long workshops designed to teach soybean producers new integrated pest and cultural management practices covering the entire growing season, from planting to harvest. Support for the workshops is provided in part by the Pennsylvania Soybean Board through the soybean checkoff.

## GENOMIC CHARACTERISTICS OF AVIAN REOVIRUS VARIANTS FOR POULTRY DISEASE CONTROL

Funding granted to Penn State for research on genomic characteristics of Avian Reovirus Variants for poultry disease control and agriculture production.

## EFFECT OF HIGH OLEIC ON EGGS

Funding granted to Penn State for research on the effect of high oleic on Omega 3 fatty acid elongation and incorporation into eggs.

## ANIMAL AGRICULTURE

### VARIETAL DIFFERENCE IN SOYBEAN COMPOSITION FOR DAIRY FEED

Funding granted to Penn State to explore the varietal difference in soybean fatty acid and amino acid composition to enhance the feeding value of Pennsylvania soybeans to lactating

dairy cows. The research addresses the effect of soybean fatty acid profile on milk fatty acid composition in dairy cows, and explores the opportunity to use varietal differences in soybean amino acid profile to increase the feeding value of soybean meal for animal production.

### PREVENTION OF FATTY LIVER DISEASE BY SOY PROTEIN CONCENTRATE

Funding granted to Penn State to research prevention of fatty liver disease by soy protein concentrate in combination with oleic acid. Research could benefit soybean farmers by increasing the value of soy protein. ✓



## FREE BIODIESEL TRAINING OFFERED FOR DIESEL TECHNICIANS

Diesel mechanics throughout Pennsylvania learned the latest information about the performance of biodiesel in engines through a free SAE-certified continuing education course, sponsored by the National Biodiesel Board and the Pennsylvania Soybean Board.

The Biodiesel Technician training course is a continuing education seminar designed to educate and inform diesel mechanics and service technicians about the benefits of using commercial biodiesel and biodiesel blends in a variety of diesel engine technologies. Attendees learned the latest information about

the OEM support for biodiesel; biodiesel fuel quality, performance, service requirements; and biodiesel impacts on PM traps and NOx after-treatment found on new diesel engines.

Biodiesel is the most advanced and tested alternative fuel in the U.S., and much of it derives from soybean oil. ✓



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## WINTER CORN & SOYBEAN CONGRESS

The Pennsylvania Corn Growers Association and the Pennsylvania Soybean Board partner to host the annual PA Corn and Soybean Winter Congress. Farmers from throughout the state come to learn the latest information on research that can impact their bottom line. Industry experts and university educators discuss current trends that will impact their operations. In addition, exhibitors showcase their latest advancements in an ag trade show that runs throughout the day. ✓

### DON'T MISS THE 2017 WINTER CORN & SOYBEAN CONGRESS

February 23, 2017

7 a.m. – 4:30 p.m.

Grantville Holiday Inn, Grantville, PA

Register online on the "Events" page at  
[www.pasoybean.org](http://www.pasoybean.org)

# WEED MANAGEMENT ON YOUR FARM

To combat herbicide resistant weeds, start now in diversifying your weed-management plan, because there is no single solution to battling herbicide resistance. New technology alone isn't the answer. Experts say new herbicides will need to be incorporated into a diverse weed-management plan that includes other proven practices in weed control, like crop rotation, row spacing and regular field scouting.

Don't wait until it's too late; proactively manage weeds in your fields before they develop resistance. Know your weeds and develop a management program that prevents them from adding seed to the soil.

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## Diversify your management strategies using the following best management practices

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### Herbicides

Herbicides are one of the most efficient methods of controlling weeds in your field, but the technology becomes less effective the more you use it. Use herbicides in combination with other weed-control strategies. Be sure to follow the following best management practices when applying herbicides:

- Use multiple herbicide modes of action (MOAs) that are effective on the weeds targeted
- Follow the label: apply the full labeled rate
- Target weeds when they're small



### Scout

Scout your fields before herbicide applications. Identify the weeds you find, and determine which herbicides to apply. Get back out there after applying the herbicide to see if any weeds survived the application – this is the first symptom of resistance. Be sure to check field borders, fence rows, ditches and waterways, too.

### Clean equipment

Clean harvest and tillage equipment between fields to prevent the spread of weed seeds. Combines are one of the worst weed-seed dispersal systems, which makes having clean fields prior to harvest that much more important. Cleaning out equipment before moving it

to a new field can prevent the accidental introduction of weeds to a new field.

### Cover crops

Don't let weeds get a head-start on you in the spring. Plant a cover crop to block sunlight from reaching the active weed seeds. Planting your main crop into a cover crop can buy your main crop time to close the canopy between rows, giving you a jump start on in-season weed control.

### Tillage

Prepare a clean, weed-free seedbed before planting. Tillage can bury the weed seeds in the active layer of the seedbank, reducing the number of weeds that will compete with this year's crop. It can also kill any living weeds. Don't put your crop at a disadvantage by planting in a field with actively growing weeds. If you prefer reduced tillage or no-till in your fields, consider using a burndown herbicide to ensure a clean field during planting.

### Crop rotation

Different weeds compete with different crops. As with diseases and insects, rotate crops each year to help reduce weed pressure. Crop rotation will also affect your herbicide program, which will slow the evolution of resistant weeds. Rotate crops, particularly those with different life cycles (e.g., winter annuals such as winter wheat or barley, perennials such as alfalfa, summer annuals such as corn or soybeans); and do not use herbicides with the same site of action in these different crops against the same weed unless other effective control practices also are included. ✓

#### TAKE ACTION AGAINST HERBICIDE-RESISTANT WEEDS

Take Action is an industry-wide partnership between university weed scientists, major herbicide providers and corn, cotton, sorghum, soy and wheat organizations to help farmers manage herbicide-resistant weeds. Use the website to learn how you can diversify your weed control techniques to fight herbicide resistance.



[WWW.TAKEACTIONONWEEDS.COM](http://WWW.TAKEACTIONONWEEDS.COM)

# 2016 SOYBEAN YIELD CONTEST

**Congratulations to Lebanon County's Krall Farms, the top producer in the 2016 Pennsylvania Soybean Yield Contest, with a yield of 91.33 bushels per acre.** The Yield Contest is designed to focus farmer attention on agronomic and management skills that will increase soybean yields and profitability. The contest is sponsored by the Pennsylvania Soybean Board in association with Penn State University.

The state is divided into five regions based on maturity zones, with a statewide and regional winners. In addition to bragging rights, the state champion receives a trip for two (the winner and one other individual\* with a direct financial interest in their farming operation) to the Commodity Classic. The top yield winner in each region receives a trip for the winner to the Commodity Classic. In addition, 90 Bushel Club plaques are awarded to growers with yields over 90 bushels per acre.

*\*Subject to approval by the PA Soybean Board. All decision by the Board are final.*



Linda and Glenn Krall, winners of the 2016 PA Soybean Yield Contest.

For complete contest rules and information on the 2016 PA Soybean Yield Contest, including winners and production statistics, see [www.pasoybean.org](http://www.pasoybean.org).

## 2016 YIELD CONTEST WINNERS

**Overall & South Central Region –** Krall Farms (Lebanon County) 91.33 bu./acre

**Central Region –** Leshner's Poultry (Franklin County) 80.56 bu./acre

**Southeast Region -** Tim Stewart (Bucks County) 71.54 bu./acre

**Northern Region –** Richard Snyder (Lycoming County) 69.55 bu./acre

**Western Region –** Telesz Farms (Lawrence County) 77.10 bu./acre

### 90-BUSHEL CLUB

Krall Farms (Lebanon County) 91.33 bu./acre  
Darren Grumbine (Lebanon County) 90.77 bu./acre  
Elvin Reiff (Lancaster County) 90.68 bu./acre