



# SoybeanScene

News for soybean growers from your checkoff board • Spring 2010

## Soy checkoff supports our best customer

### Soybean board, New York Animal Ag Coalition join forces in new campaign

**A**nimal agriculture consumes 98 percent of domestic soybean meal, so it's not surprising that the soybean checkoff board is interested in promoting the benefits of a strong livestock industry to the general public.

For the Northeast Region Soybean Board, a chance meeting brought the right partner to help share that message. At a farm show in 2009, Julie Berry, of the New York Animal Agriculture Coalition (NYAAC), approached Debra Spurrier, who staffs the Northeast Region Soybean Board exhibits. From that first meeting evolved, over the next few months, a new partnership that brought funding to the NYAAC to complete a survey of public attitudes toward livestock and dairy operations, and plans to roll out a public awareness campaign.

The Northeast Region Soybean Board tapped funding available from the United Soybean Board (USB) to assist with the project. Nationally, USB has

been building relationships with industry partners like the National Pork Board to fund research to make soybeans a better feed source, and working with the U.S. Meat Export Federation and the U.S. Poultry and Egg Export Council in their efforts to grow international markets for American-grown, value-added meat. Each year, more than 136 million bushels of soybeans are fed to livestock and poultry destined for export — enough to fill the Louisiana Superdome and then some, USB reports.

NYAAC has completed one annual survey and will complete another benchmarking survey this spring thanks to soybean checkoff funding. A media campaign has been developed, and the soybean checkoff support will provide 40 haywagon billboards in key areas across the state, and 50 banners for Extension offices to use on floats and at farm open houses.

“Animal agriculture is such an important market for soybean farmers that we have to work hard to protect it,” says Russ Carpenter, a Trumansburg, N.Y., farmer and director on the Northeast and United Soybean Boards.

“The livestock and poultry markets

have great growth potential, but also face many challenges here at home and abroad. We're encouraging soybean farmers to support their livestock and poultry farming neighbors, so we can all benefit from a stronger ag economy, better rural economies, healthier environments and a great quality of life.”

USB has also partnered with the Center for Food Integrity, which helped NYAAC with its strategic planning thanks to Northeast Soybean Board funding.

The Center for Food Integrity advocates farmers taking a “shared values” approach when dealing with challenges from activist and consumer groups, reminding the challenger that we all care about healthy, well-treated animals, clean air and water, and strong communities. CFI works with the entire food value chain, from farmers to processors to consumers, to ensure that food products in the United States remain safe, nutritious and abundant.

To find out more about USB's initiatives on behalf of animal agriculture, visit [www.animalag.org](http://www.animalag.org) or see the December 2009 issue of “Beyond The Bean” magazine, at [www.unitedsoybean.org](http://www.unitedsoybean.org).

*This draft artwork is one design in a series of five designs which will be released this year as part of a checkoff-funded effort to promote the benefits of animal agriculture in New York.*



# Soybean Checkoff News & Notes

## New York, Northeast soy production grows again

Soybean production in New York State continued to climb in 2008 as Empire State farmers planted 230,000 acres for a crop that was worth \$86 million.

New York farmers harvested an average of 46 bushels an acre and earned an average of \$8.25 a bushel. The total harvest was 10.4 million bushels.

As this was written, the USDA had not released the statistics for the 2009 crop but the total acreage was expected to top 235,000.

Mile Stanyard, a Cornell Extension associate who is one the team of educators directing the TAG soybean program, predicts that farmers will plant an additional 12,000 acres in 2010.

## Free webcasts on soybean production available

The United Soybean Board features one free webcast per month on key soybean production issues on its site, [www.unitedsoybean.org](http://www.unitedsoybean.org). Presented through a partnership between the soybean checkoff and the Plant Management Network, a new webcast is presented on the last Monday of each month, and then archived on the site for viewing anytime during the following one-month period.

## GM supports B20 in all heavy duty products

General Motors says the company's 2011 model year Duramax 6.6L turbo diesel engines will be fully compatible with a 20 percent blend of biodiesel (B20). The company made the announcement, which covers all 2011 GM heavy-duty products including Chevrolet Silverado, GMC Sierra, Chevrolet Express, and GMC Savana, after extensive evaluation of B20.

GM joins Ford and Chrysler in formalizing its support for B20, providing a big boost to the biodiesel industry. These three companies produce more than 80 percent of the diesel light vehicles sold in North America.

Previously, GM offered B20 capability as a special equipment option for fleets. GM announced several upgrades for 2011, such as upgraded seal and gasket materials, an upgraded fuel filter, and additional heating to the fuel circuit to make the new diesel vehicles B20 compatible with standard equipment.

## Alamo, Enterprise and National rentals go biodiesel

Airport travel will be a breath of fresh air for Alamo Rent A Car, Enterprise Rent-A-Car and National Car Rental customers as biodiesel gets them to and from their destination. Enterprise Holdings launched efforts for its entire fleet of more than 600 airport shuttle buses across 50 North American markets to begin using at least 5 percent biodiesel (B5). Enterprise Holdings will immediately start fueling buses in nine markets with 20 percent biodiesel (B20) as a first step toward the company's goal of converting its entire bus fleet to B20 over the next five years. Those markets include: Boston; Chicago; Denver; Detroit; Los Angeles; Miami; Raleigh/Durham; San Antonio and San Diego.

## Stern re-elected to USB Executive Committee

Rick Stern, a Cream Ridge, N.J. farmer, has been named to a second term on the Executive Committee of the United Soybean Board.

Stern, who represents the Eastern USB region and heads the USB's Production Committee, is the youngest member ever to serve in either capacity.

The home farm of Stern Farms LLC is 170 acres in Cream Ridge, in the far western portion of Monmouth County, but the operation encompasses some 1,200 acres for soybean, corn, wheat, high quality hay and straw, tomatoes and pepper production. The farm was founded by his grandfather in 1930. He paid \$4,000 for the land, Stern said, adding, "it was his last \$4,000." Stern holds a bachelor of science degree in agronomy from Delaware Valley College.

## Environmental regulation assessment complete

Environmental regulations can be confusing and challenging for poultry and livestock producers. In some cases, merely keeping track of all the different regulations can be a daunting task. To help make the task easier for animal ag producers, the United Soybean Board (USB) funded an audit that compiles environmental regulations in all 50 states into a single resource.

"USB wanted to provide a readily available resource that compiled all the variations on local and state environmental regulations," said Lewis Bainbridge, USB Domestic Marketing program chairman and a soybean farmer and cattle and hog producer from Ethan, S.D. "This resource should be helpful for poultry and livestock producers looking to expand or just interested in using it as a resource."

The report provides information on all of the regulations for animal agriculture in each state and compares the regulations to the existing federal regulations. The report details each state's definition of a confined animal feeding operation, water-quality regulations, air-quality requirements, discharge and other requirements and permitting information as well as information about assistance programs available to producers.

The soybean checkoff condensed the full report down to a 220-page book that features a four-page analysis for each state, an introduction of the process to collect the information and a glossary of common terms used throughout the audit. The book also contains a CD with the full 750-page report with more extensive regulation reviews for each state and presentation slides for each state. For information on how to get a copy, go to [www.northeastsoy.org](http://www.northeastsoy.org).

Supporting U.S. poultry and livestock producers remains a top priority for USB. U.S. poultry and livestock represent the number one customer for U.S. soybean farmers, consuming nearly all the soybean meal used domestically.

"Soybean farmers and poultry and livestock producers need to continue to work together," said Bainbridge. "U.S. poultry and livestock consume a huge amount of soybean meal and represent the original value-added market for U.S. soybeans."

USB is made up of 68 farmer-directors who oversee the investments of the national soybean checkoff.

Visit us online at [www.northeastsoy.org](http://www.northeastsoy.org)



*During a TAg class in Wayne County, Mike Stanyard, a senior Extension associate at Cornell and part of the TAg team of educators, encourages farmers to get a closer look at their crop. Photo courtesy Cornell Extension.*

## Checkoff supports Cornell's TAg teams

**I**n 2005, soybean acreage was growing across New York State. Cornell Extension specialists decided it was time to train and educate the growers with "the fine points" of soybean crop production.

It involves more than simply putting the seed in the ground, they told growers. It's how you get it up, growing and then ready for harvest.

They established New York's Soybean IPM Education Program, better known as the Soybean Tactical Agricultural (TAg) Team Program.

The Cornell Extension representatives went to the Northeast Soybean Board for support. Would you pick up the tab for this effort, they asked?

The board, which administers the nationally mandated soybean checkoff program in New York and other soybean-growing states of the Northeast, responded with an enthusiastic 'yes,' and it has been funding the program ever since.

The program was initiated in 2005, and since then, more than 130 New York producers who own and manage 37,000 acres of soybeans have been trained through the soybean program.

TAg teams are comprised of small groups of soybean-producing neighbors. TAg participants are actively engaged in an educational program that anticipates and addresses critical soybean pest and crop management topics. Multiple educational team meetings are held in the field during the growing season enhancing opportunities to reinforce training and use of IPM concepts and techniques.

Producers improve their insect, disease and weed identification and man-

agement skills while benefiting from the application of this knowledge to their collection, interpretation and use of timely field data from their own fields.

In 2008, 20 participants representing 16 farms in Niagara, Yates and Oneida counties participated in soybean Tactical Agriculture (TAg) team programs. Pre- and post program evaluations were used to measure relative change in grower IPM and ICM knowledge. Scores on pre-tests ranged from 47-63 percent correct.

At the completion of the program, participants' scores increased to 77-80 percent correct, a 17 to 30 percent improvement. According to Extension specialists, these individuals strengthened skills to improve use and application of IPM and ICM practices on the 4,110 soybean acres they managed.

In addition to the traditional soybean TAg efforts in 2008, the TAg team leaders reported, eight "one-time" IPM and Integrated Crop Management (ICM) soybean field meetings were held in Cayuga, Columbia, Jefferson, Oneida/Madison, Seneca and Tompkins counties, areas where soybean acreage has been expanding.

These field meetings were quite successful in extending the reach of soybean IPM and

ICM on-farm education beyond the more intensive TAg groups with over 100 producers attending these meetings.

The Jefferson County meeting sparked local enthusiasm and served as a catalyst to launch a new soybean TAg program there in 2009.

This past season, TAg team leaders reported to the Soybean Board, 20 soybean producers representing 18 farms in three counties participated, learning to enhance their Integrated Pest Management (IPM) and Integrated Crop Management (ICM) skills and to apply this knowledge on the 8,635 soybean acres they managed.

The Northeast Soybean Board funding also supported five summer soybean field meetings providing additional venues to reach an estimated 100 soybean producers with valuable IPM and ICM information.

Each growing season presents a different pest management or crop production challenge. In 2009, soybean aphid

*Continued on Page 6*



*Mike Stanyard, Cornell Extension associate, leads a lesson for a TAg class in Seneca County before they hit the fields to scout for insects and disease. Photo courtesy Cornell Extension.*

# Three projects earn checkoff funding

**I**n his effort to delay the aging process in soybean plants, and thus increase yield, Dr. Susheng Gan of the Cornell University Department of Horticulture has made considerable progress. Now, with the further support of the soybean checkoff board for the Eastern Region of the United States, he is carrying the research a step farther.

Meeting earlier in 2009, the checkoff board awarded Dr. Gan \$29,490 for the first year of an additional two years of research. It was one of three projects funded by the board, which administers the soybean checkoff program in the region. Through the soybean checkoff, one-half of one percent of the net market value of soybeans is assessed at the first point of sale to provide funding for soybean research, marketing and education.

The board also awarded \$16,148 to Cornell University's Kenneth Wise to continue the TAG integrated pest management program for New York soybean growers, and \$10,000 to help fund the Asian rust soybean sentinel plot network in Florida.

In the first two years of his research, Dr. Gan and his associates identified the "master control gene" for leaf senescence and developed 10 lines that possessed the trait. Preliminary results from evaluations of these derived lines have indicated that they keep the plant active and 'younger' longer and have increased seed yield.

Reporting to the board, Dr. Gan said it was "the most dramatic impact (of the gene) that I have ever seen," increasing pod production by about 15 percent and yield, at the lowest level, by 10 percent.

Now, Dr. Gan will evaluate the agronomic traits and various growth and developmental characteristics of these soybean lines.

"The emphasis," he wrote in his grant request, "will be on seed yield, oil levels, nutritional and other chemical components of the seeds."

He also wants to make sure that the high yield soybean plants "do not have altered gene components except for the master regulator gene of leaf senescence, which will facilitate regulatory approval."

Such approval is required of all transgenically developed, or GMO, plants.

Under New York Extension's TAG program, launched in 2005, teams of farmers learn the basics and the fine-tuning of soybean production in a state where soybean acreage has increased 10-fold since 1986.

In the year ahead, IPM and ICM (integrated crop management) specialists from Cornell Extension will continue to conduct on-farm season-long education programs for farmers across the state's

soybean producing area.

The checkoff board's third funding request came from James Marois of University of Florida's North Florida Research and Education Center.

Marois wrote that the funding would be used to monitor five over-wintering plots for 10 weeks during the winter and 38 weeks during the growing season as well as five in-season plots for the 38-week growing season.

## Gan reports progress in delaying aging of plants

Dr. Susheng Gan of Cornell University is aware that in the aging process, every living thing displays physical changes. Some are what living things would like to avoid. Some are not. Some indeed cannot be avoided.

Human beings, for example, get gray hair. Soybeans get yellowing leaves.

Dr. Gan has been wondering if the aging process in a soybean plant could be delayed, would that plant yield a greater amount of soybeans?

The Northeast Soybean Board was equally curious and has been supported Dr. Gan's search for an answer.

In a March '09 report to the Board, Dr. Gan said he is making progress.

"We have used a modern genetic technology called RNAi to minimize or eliminate the expression of a soybean gene named GmNAP. This gene is a master regulator that promotes leaf yellowing process. Once this gene's expression is minimized or eliminated, leaves will be able to live longer."

He told the Board that the transgenic soybean plants showed at least 11 percent increases in seed yield (dry weight) compared with wild-type plants, which is, he said, "statistically significant."

"We plan to investigate if there are any changes in the nutrient values (protein contents, oil contents, etc.) of the transgenic soybean seeds compared with the non-transgenic wild-type control plants," he continued.

"We also plan to investigate if there are any changes in stress (e.g., drought) tolerance of the transgenic soybean plants compared with the wild-type plants."

## Florida's sentinel plots keep tabs on Asian rust

Florida soybean production, although admittedly small, nonetheless falls under the aegis of the United Soybean Board and the national soybean checkoff program.

It, and other states in the Northeast, are gathered into USB's Eastern Region – also called the Northeast Region – for administration. Funds contributed by each individual state are earmarked for use within that state.

In a project supported by the Eastern Region checkoff board, Asian soybean rust sentinel plots were planted in April 2009 in Gadsden, Jefferson, Jackson, Washington, and Madison counties in the panhandle of Florida. In each location MGIII, MGVI and MGVII groups were planted in 50-foot by 50-foot square plots.

According to Jim Marois of the University of Florida, the plots were monitored for rust spores biweekly in May and then weekly in June, and continued to be monitored until natural senescence of the plant occurred.

"At each observation," Marois reported to the board, "100 leaves were collected randomly, incubated for at least 24 hours, and then examined with a dissecting microscope for soybean rust pustules. The results are then immediately posted on the Web site: <http://sbrusa.net/cgi-bin/sbr/public.cgi>.

"We know of eight counties in Florida," Marois continued, "that have kudzu sites that are positive for soybean rust. Two of those, Gadsden and Jefferson, have soybean sentinel plots." At the time of his report, the only positive soybean rust sentinel plot was in Gadsden County.

*A sampling of the questions - and answers - asked at Empire Farm Days*

## How about 40 acres of Beer Friend?

*Does soy flour contain any traces of wheat flour?*

*Where can I get soybean seed to plant in my garden?*

*Is it cost effective to grow only 40 acres?*

**T**hese are three of the many questions which were asked by visitors to last year's Empire Farm Days in Seneca Falls N.Y. at the exhibit booth hosted by the Northeast Region Soybean Board.

The booth was managed by Debra Spurrier, joined occasionally by Russ Carpenter of Trumansburg, N.Y, the New York representative on the United Soybean Board.

Spurrier called Empire Farm Days "a great event" and urged the board to participate with a booth again next year." She said 90 farmers stopped at the booth to chat.

"I had several new growers stop by this year," she reported, "evidence that soybeans are growing in popularity and acreage in New York."

...

Here are the answers to the three questions above.

*Does soy flour contain any traces of wheat flour?*

It should not, but if you are concerned because of food allergies, check the product label to be sure that the soy flour was not processed or packaged in a facility that also handles wheat.

According to [www.soyfoods.com](http://www.soyfoods.com), soy flour is made from roasted soybeans that have been ground into a fine powder. Rich in high-quality protein and other nutrients, soy flour also adds a pleasant texture and flavor to a variety of products.

Two kinds of soy flour are available: Natural or full-fat soy flour contains the natural oils that are found in the soybean. Defatted soy flour has the oils that would otherwise be removed during processing. Both kinds of soy flour will give a protein boost to recipes; however, defatted soy flour is even more concentrated in protein than full-fat soy flour. Like whole grain flours, both defatted and full-fat soy flour should be stored in the refrigerator or freezer.

*Where can I get soybean seed to plant in my garden?*

Gurney's Seed & Nursery ([www.gurneys.com](http://www.gurneys.com)) carries a 75-seed packet for \$3.95 plus shipping and handling. The variety is called "Beer Friend" because it is an edamame-type soybean, suitable for steaming, salting and eating as a snack. You can do a web search for "edamame seed" and find other retailers.

*Is it cost effective to grow only 40 acres?*

Calculating cost-effectiveness is difficult. Farmers have to deal with the costs of a lot of different inputs as well as "wild card" factors such as rainfall (or lack thereof), market fluctuations, pests and disease before a crop makes it to market.

In general, 40 acres would not support the level of income needed to buy equipment to plant and harvest the crop in addition to the costs such as seed, herbicides, taxes, and irrigation (if needed). Some farmers pay another farmer to do combining and other services so that they don't have to cover the up-front costs of purchasing expensive equipment.

## U.S. soybean exports continue robust growth

At 1.56 billion bushels, soy's export market represents 55 percent of the U.S. crop

**A**lthough the fall harvest was a tough one in many parts of the country, the 2008/09 marketing year for U.S. soy exports showed no signs of slowing down.

With more than 1.56 billion bushels of U.S. soy exported, soy remains the leading U.S. agriculture export, valued at \$15 billion.

Soybean checkoff-funded international marketing efforts assisted U.S. soybean farmers and the U.S. soy industry in reaching these record-breaking exports.

Of the 2008/09 soybean crop, the United States exported 55 percent, including 1.24 billion bushels of whole soybeans. The United States exported

nearly 320 million bushels of U.S. soybean meal, and exports of U.S. soybean oil totaled nearly 900,000 metric tons.

"The checkoff funds programs that help increase the demand and preference for U.S. soybeans around the world," says Jim Call, soybean farmer from Madison, Minn., and United Soybean Board International Marketing Chairman. "And, despite the worldwide economic situation, U.S. sales of soy internationally have increased."

For the 2008/09 marketing year, China remained the top importer of U.S. soybeans with a total of 686 million bushels or 23 percent of total U.S. soybeans.

Mexico imported the most U.S. soybean meal at 56 million bushels, and the second-highest amount of U.S. soybeans with 113 million bushels. Total Mexican imports of soy, including 110,600 metric tons of soybean oil,

equaled over \$1.6 billion.

India imported the most U.S. soybean oil, totaling 172,600 metric tons. U.S. soybean exports to Japan dropped slightly to 88 million bushels.

The European Union remained a strong market as the Netherlands imported 32 million bushels and Germany imported 25 million bushels.

To maintain and increase U.S. soybean exports, the soybean checkoff supports a number of international marketing efforts, including hosting trade teams from around the world who visit the United States to see farms, U.S. soybeans in various growth stages, animal-feeding trials and other uses for beans.

USB farmer-leaders also participate in trade missions to foreign countries to meet with farmers, processors, agricultural associations and government officials to discuss the quality and benefits of U.S. soybeans.

# Schoharie, Dutchess fairs go green

Two New York fairs demonstrate the link between rural heritage and the future with soy products

**I**t's early morning at the Schoharie County Sunshine Fair grounds, and on the midway, it looks like a ghost town compared to the night before, when throngs of people massed, daring each other to ride the "Mind Blaster," gorging themselves on carnival fare, and trying their hand at winning a stuffed bear for their sweetheart.

Midway staff use these precious quiet hours to do final clean-ups from the night before, to re-stock their prizes and polish the mirrors and lights. As they work, a fuel truck carefully picks its way through the carnival, bringing a special

kind of fuel to the least-noticed — but most essential — components of the midway: the generator trucks. Inside these semi-trailers, powerful stationary electric generators churn out enough juice to keep the Tilt-A-Whirl tilting and the Mind-Blaster blasting.

The fuel truck, dispatched from Mirabito Energy of Vorheesville,

*By the end of 2010, industrial use of soybeans is expected to consume the oil from nearly 120 million bushels — an 80 million bushel increase from 2008.*

N.Y., is carrying B5, a blend of five percent biodiesel with petroleum diesel. Predominantly made from soybean oil, biodiesel is a cleaner burning, renewable fuel that may be used in any diesel engine. The Northeast Region Soybean Board, wanting to showcase that versatility to the public, has partnered with the midway company at Schoharie and at Dutchess County Fair for three years.

"Biodiesel can be used 'neat' or blended with petroleum diesel in any application where you'd use diesel ... cars, trucks, buses, tractors, generators and even home heating oil," says Susanne Zilberfarb, biodiesel consultant to the soybean board. "No conversions are necessary. With biodiesel, you fuel up like normal, turn the key (or the

thermostat) and go."

"Once people learn about biodiesel, they realize it's a simple alternative with the potential to make a big impact on our national energy security. Demonstrating biodiesel's availability and reliability by advertising on the midway is a great way for us to promote the fuel to the local community."

Powers Great American Midways, the amusements operator for New York's Schoharie County Sunshine Fair and the Dutchess County Fair, says burning biodiesel makes sense for them.

"We're a family owned and operated business, and we like to support the American farmer and the rural communities that we serve," says Les Powers. "We also like that biodiesel is clean-burning and renewable. We've put a substantial amount of effort into upgrading our equipment to include energy-efficient LED bulbs and implemented other energy conservation measures, so it was a natural match for us to look for smart energy alternatives for our electric generators."

The company, celebrating its 30th year in 2010, is headquartered in Rochester, N.Y., and travels up and down the East Coast during fair season.

The Northeast Region Soybean Board will be expanding its efforts to promote new, environmentally-friendly soy products this year. With support from the United Soybean Board, the regional checkoff board will continue the midway promotions while working with the fair operations to select good soy product placements.

In 2009, the national soybean check-

off helped American companies bring 26 new soy-based products to market, including Rust-Oleum paint, an expanding insulating foam available at select Home Depots, and a product that seals pavement and helps extend its life. By the end of 2010, industrial use of soybeans is expected to be between 1.15 billion and 1.35 billion pounds of soybean oil, or the oil from nearly 120 million bushels — an 80 million bushel increase from 2008.

"Our agricultural fairs celebrate the rural heritages of their communities, and can be an example to local businesses that it's 'easy being green,' to borrow a phrase," Zilberfarb says. "I tell every fair to try to adopt three soy-based products — SoyInk, biodiesel, and any other item of their choice. There are literally hundreds of soy products at [www.soybiobased.org](http://www.soybiobased.org), and at [www.soynewuses.org](http://www.soynewuses.org), and every fair has different needs. But, the first two are as easy to adopt as just picking up the phone and saying, 'I want SoyInk,' or 'I want biodiesel blends.'

"Most of the time, I hear back from people that they talked to their printer, and the printer was already using SoyInk and just didn't bother to say so."

The soybean board is working with the Dutchess County Fair, in Rhinebeck, N.Y., which is a few years into a new Green Initiative that encompasses everything from increased recycling efforts to the evaluation of wind power generation. The fair itself attracts about 300,000 people annually, and the permanent fairgrounds is host to numerous community events throughout the year.

## Cornell's TAG teams hit the books and the field ...

*Continued from Page 3*

(SBA) was the most important and widespread soybean pest, providing a number of IPM educational opportunities. TAG participants used SBA as an example to work through IPM principles, process and decision making steps to effectively manage this serious pest in real-time.

The report to the Soybean Board read: "TAG participants learned and employed the SBA monitoring protocol and determined all their enrolled soybean fields were above the economic threshold for this insect presenting a potential yield loss risk of 5 to 8 bushels per acre (\$50 to \$80 per acre).

"Given the soybean acreage managed by this year's participants, it is estimated that TAG training helped these growers avoid potential losses of \$431,750 or more through early intervention to control this insect. "Soybean Board TAG funding has gone a long way to enhance grower training in IPM and ICM practices that are being adopted into New York farming operations."

The report was signed by Ken Wise and Keith Waldron, both livestock and field crop IPM specialists at Cornell.

# Financial Report

The farmer directors of the Northeast/Eastern Region Soybean Board administer the federal soybean checkoff for the region, which includes Connecticut, Florida, Massachusetts, New York and West Virginia. Authorized by Congress in 1990, the federal checkoff assesses one-half of one percent of the net market value of soybeans grown and sold in Maryland for research, market development and producer communication.

Half of the overall checkoff assessments are sent to the United Soybean Board for national and international research, marketing and education projects.

The other half, which stays in the region, works for you through soybean production research, marketing promotions of biodiesel, SoyInk and other soy products, support for animal agriculture (an overwhelmingly large market for soybean meal), and education on issues such as Asian soybean rust and other important news. Funds collected from each state of the Northeast/Eastern Region remain earmarked for the benefit of that state within the board's budget.

The Soybean Board's executive director is Sandra L. Davis. Her time is shared with multiple boards in the region, allowing the Northeast/Eastern Region to benefit from lower management fees and overhead costs while enjoying the benefit of an executive with 30 years of experience managing soybean checkoff funds. The board maintains a website at [www.northeastsoy.org](http://www.northeastsoy.org).

## SUMMARY FINANCIAL STATEMENT NORTHEAST REGION SOYBEAN BOARD

Fiscal Year 2009 - October 1, 2008 to September 30, 2009

Total FY09 Assessments	\$394,820
50% to United Soybean Board	<u>\$197,410</u>
Northeast Soybean Board	\$197,410
Interest & FY08 Project Funding Carryover	\$233,521
Miscellaneous	<u>\$2,132</u>
Total Revenues FY09	\$433,063

### DISBURSEMENTS

Administration, Collection, Compliance & Board	\$9,184
Operating Costs, Elevator Audits	
Special Projects	\$2,518
Communications	\$19,764
Promotion	\$9,633
Research	<u>\$63,678</u>
Total Disbursements FY09	\$104,777
Ongoing Project Funding FY09	\$328,286

**Special Projects** expenditures include checkoff dollars spent to provide items such as soy nuts or soy crayons to schools or other nonprofit organizations. To request these items, please contact Sandra L. Davis using the contact information in the green box.

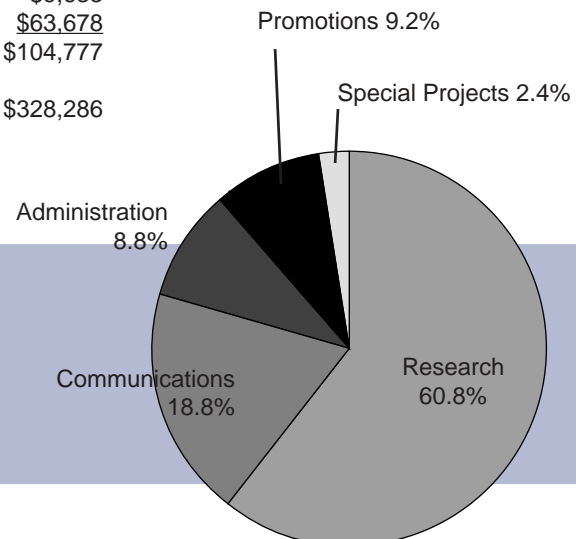
## Board of Directors

The Northeast/Eastern Region Soybean Board funds are "housed" with the Pennsylvania Soybean Board. Directors of the PSB join the Northeast's directors on the United Soybean Board, Russ Carpenter and Rick Stern, as well as longtime advisor Dennis Phelps in guiding board decisions.

John Yocum, Chairman  
Paul Kieffer, Vice Chairman  
William Beam  
Daryl Alger  
Doug Bowersox  
Mike Gerhart  
Jim Musser  
Brian Kreider  
Russ Carpenter  
Rick Stern

The board maintains a shared office with the Maryland and Pennsylvania Soybean Boards at:

P.O. Box 319  
Salisbury, MD 21803  
Phone: (410) 742-9500  
Fax: (410) 548-5824





P.O. Box 319  
Salisbury, MD 21803

ADDRESS SERVICE REQUESTED

PRESORT STD  
POSTAGE  
PAID  
Mail Movers