

SOYBEAN SCENE

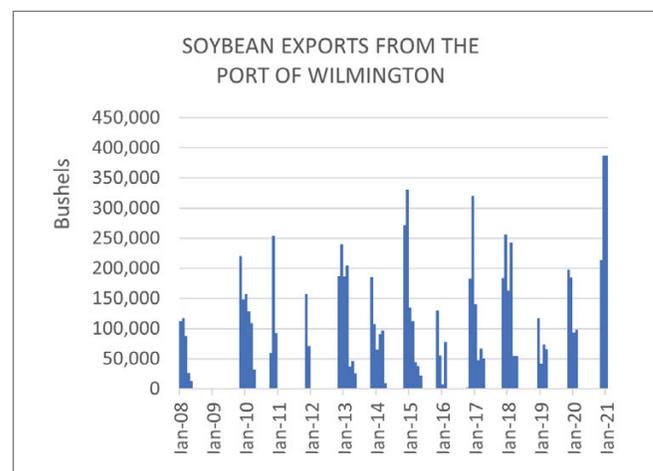
NC SOYBEAN PRODUCERS ASSOC. NEWSLETTER



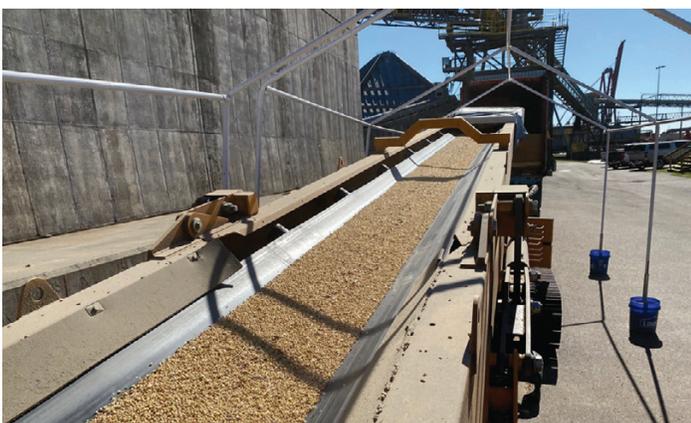
INTEREST IN SOYBEAN EXPORTS PICKS UP AT THE PORT OF WILMINGTON

The last several months have ushered in some exciting developments for North Carolina soybean exports. In January, Scoular announced they would be building a high-speed container loading facility at Wilmington, a reflection of the compelling economics of containerized exports from NC and comes on the heels of a series of meetings and conversations between the Nebraska-based company and the NCSPA. For their part, Scoular has signed a ten year lease, signaling an investment north of one million dollars with an anticipated completion date of July 1st. The presence of a new, committed buyer in the state undoubtedly is a “win” for North Carolina farmers.

In a typical year, North Carolina exports between 5% and 15% of its soybean crop, primarily through the ports of Norfolk, Wilmington and Charleston, almost all of which leaves in a container. Consistent with the national soybean sector and reflective of the trade war with China, these exports fell markedly in the 2018 and 2019 crop year. 2020 has seen a resurgence in export demand, however, because other primary



exporters, most notably Brazil, are tapped out of soybeans until the arrival of their new crop in March.



Smithfield's temporary container loading setup.

While the pace of total N.C. soybean exports lags the record highs experienced in 2013/14, the pace of exports at Wilmington continues to advance. At 390,000 bushels, December soybean shipments from Wilmington set a new record and the N.C. Department of Agriculture sent an inspector to the port in November for the first time in several years. The move was needed to accommodate the brisk business Smithfield has done in filling containers at the port with mobile conveyors (pictured), a capability they purportedly hope to turn into a more permanent fixture tied in to their existing grain warehouse. While Cargill will continue to be the largest buyer in the state, crushing beans for the state's livestock sector, exports have a proven ability to be “the tail that wags the dog” – a smaller segment but one that can lift prices for the broader market.

2021 NCSPA BOARD OF DIRECTORS

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Executive Committee: Forrest Howell, *Plymouth*

Executive Committee: Reggie Baker, *Monroe*

Executive Committee: Adrian Locklear, *Maxton*

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Logan Watson, *Monroe*

Grayson Wells, *Goldsboro*

Simmy Williams, *Shiloh*

HEATH ELECTED NCSPA BOARD PRESIDENT



On Jan. 15, 2021, the North Carolina Soybean Producers Association Board of Directors elected new officers and Executive Committee members to represent the Association during a socially distanced meeting. David Heath of Dover, N.C. was elected President of the Association. "I am humbled and honored to serve as President of the North Carolina Soybean Producers Association, especially during such a transitional time that all of agriculture is facing. As an Association, we hope to

implement new programs that help soybean farmers in N.C. achieve the highest yields possible, educate the public about the importance of agriculture, and continue to advocate for the North Carolina farmer," said Heath.

Gary Hendrix of Raeford, N.C. was elected Vice President, and Philip Sloop of Mount Ulla, N.C. was elected Secretary of the Association. Former Board President, Jeff Tyson of Nashville, N.C., transitioned into the role of Treasurer. The Board elected four additional Directors to the Executive Committee: Trey Liverman of Columbia, N.C.; Forrest Howell of Pantego, N.C.; Reggie Baker of Monroe, N.C.; Adrian Locklear of Maxton, N.C.

Earlier that day, during the North Carolina Soybean Producers Association 54th Annual Meeting, soybean growers from across the state elected the following growers to their first term on the Board of Directors:

Brandon Batten: *Johnston*

Keith Caldwell: *Ashe, Avery, Buncombe, Burke, Caldwell, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, McDowell, Macon, Madison, Mitchell, Polk, Rutherford, Surry, Swain, Transylvania, Watauga, Wilkes, Yadkin, Yancey*

Andy Corriher: *Alexander, Catawba, Cleveland, Davie, Davidson, Iredell, Lincoln, Randolph, Rowan*

Terry Hoffner: *Alexander, Catawba, Cleveland, Davie, Davidson, Iredell, Lincoln, Randolph, Rowan*

Beth Taylor: *Edgecombe, Halifax, Nash*

During the Annual Meeting, N.C. soybean producers also re-elected the following soybean growers for their second term:

Trey Liverman: *Bertie, Chowan, Dare, Tyrrell, Washington*

Reggie Baker: *Gaston, Mecklenburg, Union*

Andy Bland: *Carteret, Craven, Jones, Onslow, Pamlico*

Aaron Kirk: *Alamance, Caswell, Durham, Forsyth, Granville, Guilford, Orange, Person, Rockingham, Stokes*

In February, during a meeting of the Executive Committee, four soybean farmers were appointed to the Board of Directors to fill seats recently vacated.

Jason Farmer: *Franklin, Vance, Wake, Warren*

Shane Varnell: *Edgecombe, Halifax, Nash*

Thad Sharp: *Greene, Lenoir, Wayne, Wilson*

Collins Bullard: *Cumberland, Harnett*

Congratulations to all of our new and returning directors!

KATHERINE'S CORNER: MAXIMIZING SOYBEAN YIELD THROUGH MATURITY GROUP AND PLANTING DATE SELECTION

Soybean growers across N.C. plant soybeans in a wide window (March – August) and across a wide range of maturity groups (II – VIII). Being strategic with these planting date and maturity group options can help maximize yields. While weather plays a large role into which maturity group by planting date combination will yield the highest in any given environment, the more that is understood about the relationship between maturity group, planting date, plant population, and weather patterns, the greater the likelihood of increasing yields. In an effort to help growers understand more about these interactions, the NCSPA is funding a project to evaluate optimal maturity group and seeding rates across planting dates with the N.C. State Soybean Extension program.

Over the last two years, trials were established at eight locations across the state with planting dates ranging from mid-March through mid-July. A variety from maturity groups II – VIII were planted at each planting date. Within each maturity group and planting date combination, five seeding rates were compared ranging from 75,000 to 175,000 seeds/ac.

Below are observations from the first two years of research combined across environments:

EARLY PLANTING (MID-MARCH THROUGH LATE-APRIL)

At the earliest planting dates (mid-March), soybeans took 19-26 days to emerge but eventually did so with respectable stand. **These results indicate that in early planting situations, soybean yield was optimized by using a maturity group IV or V.** Declines in seed quality (damage and purple seed stain) are something to consider with earlier planting dates. The greatest amount of damage was seen in maturity group IV.

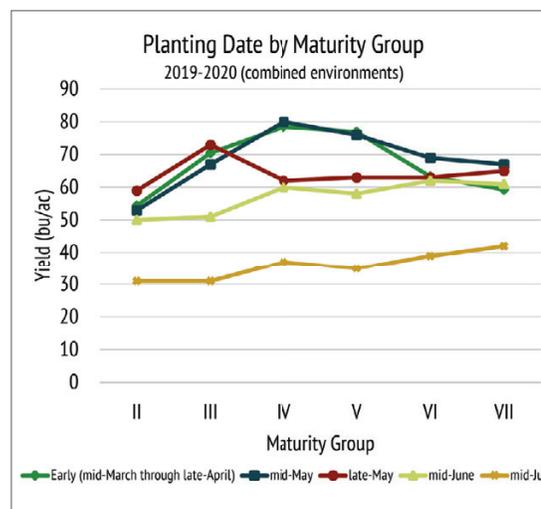
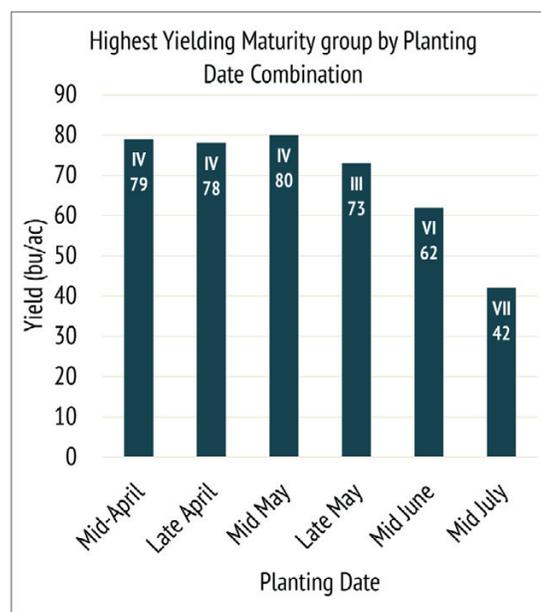
FULL SEASON (LATE-APRIL THROUGH LATE-MAY)

In full-season planting situations, soybean yield was optimized using a MGIV and V variety. A trend identified in some of the highest yielding scenarios was that these soybeans were often flowering by the middle of June, when they should be able to capitalize on maximum photosynthesis. But, it is important to note the yield decline observed between the mid-May and late-May planting dates. **This suggests growers should try to get soybeans planted by the middle of May.**

LATE PLANTING (MID-JUNE THROUGH LATE-JULY)

In double crop planting situations (June), soybean yield was optimized using a MGVI variety. In late planting situations (July), soybean yield was optimized using a MGVI or VII. However, there wasn't a big difference in yield, regardless of MG, as long as MGs II and III were avoided. **This suggests it is smart to avoid the earliest MGs in a late planted situation.**

These results capture two years of data and thus two very different years of weather patterns. This work will continue in 2021 and beyond to gain a more robust understanding of these interactions across a wide range of environments. The ultimate goal of this work is to be able to provide growers with a tool that will help optimize their maturity group and planting date selection for a given location.



MEET THE BOARD: ADRIAN LOCKLEAR



Adrian Locklear farms 3,000 acres in Maxton, N.C. as part of Locklear Brothers Farm with his brother, Donovan and father, Henry. The Locklears grow soybeans, corn, and wheat. Adrian is serving in the second year of his first term and was elected to the Executive Committee in 2021.

Adrian has been farming full time since 2000 and has seen many changes over the last 21 years. The Locklears are pioneers for incorporating technology on their farm and trying new practices, but some of the most useful have been variable rate planting and section control on sprayers.

When asked about the future, Adrian says he expects farming for the next generation to be just as transformational as it was for his grandfather's generation - who experienced going from a mule to a tractor - given the many advancements in technology and autonomous machinery. The future of agriculture will be challenging but also exciting.

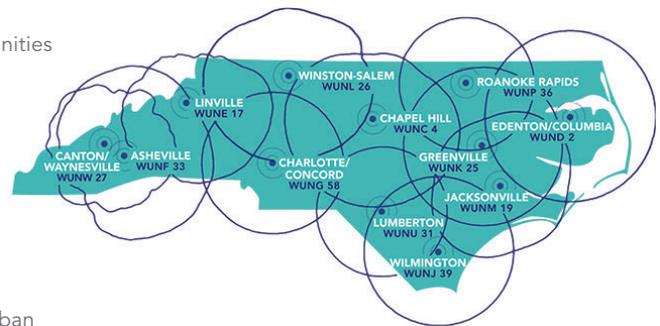
Adrian is honored to have the opportunity to serve soybean farmers across the state as part of the NCSOA and being a voice to help improve the yield and quality of soybeans. While serving on the board, Adrian hopes to focus on trade, increasing demand, and lowering production costs. He also wants to help bridge the rural-urban divide and hopes to help consumers understand that "Farmers are the greatest stewards of the land. We make our living off the land, not because it's easy money, because it's not, it's because we love what we do."

In addition to serving as an NCSOA director, Adrian is a director with Cape Fear Farm Credit, a member of the Legislative Advisory Committee for Ag First, and a board member at Mt. Olive Pentecostal Holiness Church. When he's not busy farming or serving the community Adrian enjoys spending time with his wife, Andrea, and kids, Honovi and Honiah, both students at NCSU.

NCSPA PARTNERING WITH PUBLIC MEDIA

If you have ever tuned in to a radio broadcast of an NC State football or basketball game, chances are you have heard the familiar voice of a Board Member or an announcer mention the N.C. Soybean Producers Association. You might find yourself asking, why sports radio and why athletics? Our long-standing partnership with the Wolfpack Sports Radio Network, and other athletic partnerships, serve as an important outreach arm of our organization. This allows us to reach a variety of audiences with a large distribution base, meaning our messages reach far and wide. Wolfpack Sports Radio Network, for example, reaches more than 94% of North Carolina households and even extends into South Carolina and Virginia. Through these partnerships, we can harness the reach of the network to share positive stories of agriculture and educate consumers about the importance of the soybean industry to our state.

While these opportunities offer unparalleled reach, it is more difficult to produce messaging that targets specific areas and groups. Understanding the need to reach urban

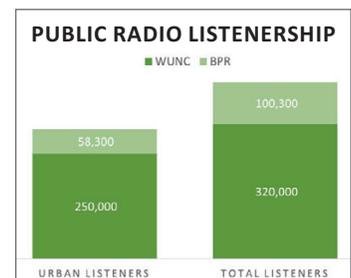
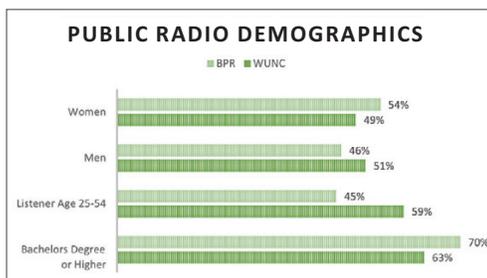


audiences and consumers that are decision makers within their households and communities, the Board of Directors encouraged our outreach program to explore additional platforms to bridge the rural-urban divide.

Following the Board's direction, we are excited to announce new partnerships with PBS North Carolina and two North Carolina Public Radio stations, WUNC and Blue Ridge Public Radio. These partnerships will allow us to further tailor our messaging and hopefully, in return, achieve a more favorable view and understanding of the agriculture industry among urban communities and their decision makers.

Our public radio campaigns will reach more than 420,000 weekly listeners, with over 70% of listeners in urban areas. Likewise, our public television campaigns will reach all 100 counties, but will target audiences of popular prime-time television shows like PBS Newshour, Flavor, NC, Finding Your Roots, and others. Audiences also tend to take a favorable view of a company that supports public media, allowing us to capture the added benefits of the "Halo Effect".

Over the next few months, you can see our new promotional video featuring John and Rob Fleming on your local PBS channel and online. If you are in the Triangle or Asheville areas, you can also tune in to NPR to hear our messages on the radio.



N.C. SOYBEANS POLICY UPDATE

In our Annual Report, we recapped the political highlights from 2020, including the elections. Now that January has come and gone, we officially have a new Administration and Congress in place. With new leadership comes new efforts to make their own mark on the current issues.

Starting at the top, appointees in the Biden administration include both new and familiar faces. In December, President Biden nominated Katherine Tai for U.S. Trade Representative. The former House Ways and Means Committee staffer has received positive feedback from both sides of the aisle, but with the ongoing trade entanglements, she will have a big job to step into. North Carolina's own Michael Regan, meanwhile, was selected as the head of the Environmental Protection Agency. After serving as Secretary of the N.C. Department of Environmental Quality since January 2017, Regan passed through the Senate Environment and Public Works Committee on a 14-6 vote. Both Tai and Regan are awaiting full Senate confirmation at the time of print.

A familiar face for the ag industry has been tapped to head up the U.S. Department of Agriculture, former Secretary Tom Vilsack. After serving 8 years in the Obama Administration, Secretary Vilsack is expected to return to the Department with a highlighted focus on COVID-19 challenges, climate change, food security, resilience in markets, and perceived inequities in USDA programs. Secretary Vilsack was confirmed by the Senate in late February.

By the time this reaches your mailbox, a final vote will likely have been made on the newest round of COVID-19 relief. The House Agriculture Committee officially passed the ag-related provisions of the \$1.9 trillion stimulus plan, with \$16.1 billion dedicated to USDA. The most recent round of \$11 billion in Coronavirus Food Assistance Program (CFAP) was paused in January for review by the new administration. During his confirmation hearing, Secretary Vilsack commented on this being standard procedure to understand the program but was unsure of when growers would receive the last round of CFAP assistance.

The new provisions are described as addressing needs that were not met under December 2020's COVID relief package. The provisions were approved on a party line vote and include:

- \$1 billion in assistance to and support for community-based organizations and 1890 Land Grant and other minority-serving institutions that support farmers of color
- Farm Loan Assistance for minority farmers
- Extending 15% SNAP benefit increase through September 30, 2021
- \$37 million to the Commodity Supplemental Food Program
- \$500 million in Community Facility Program funds to help rural hospitals and local communities broaden access to COVID-19 vaccines & food assistance
- \$3.6 billion for the Secretary of Agriculture to continue to help the food and ag sector supply chains
- \$100 million in overtime fee relief to small meat and poultry processors currently grappling with COVID-19-related backlogs
- \$800 million for the Food for Peace program, including for purchases of U.S.-grown crops used in international humanitarian aid

The provisions still face approval by the full House of Representatives, the Senate Ag Committee, and the full Senate.

All in all, agriculture policy is guaranteed to look different in 2021, but how that difference affects North Carolina growers remains to be seen. As these changes unfold, the NCSA's Board of Directors and staff are committed to representing N.C.'s agricultural interests. And as many of you know, we cannot do that without your support through membership in the NC Soy Alliance. If you haven't renewed or purchased your yearly membership yet, you can do so at <https://ncsoy.org/association/soy-alliance/>. Your continued support gives N.C. ag a voice in D.C. and at home!

NCSPA CORPORATE PARTNERS

NCSPA's Corporate Partners are another great advocate of the N.C. soybean farmer that deserve recognition. We would like to thank our 2021 Corporate Partners for all that they do to support the NCSA and continuously serve the N.C. soybean industry every day!



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THREE AWARDED BY NCSPA

Each year, the North Carolina Soybean Producers Association recognizes those who have gone above and beyond to serve the N.C. soybean industry. This year, three individuals stood out as deserving the top honors from the Association.



David Heath presenting Jeff Tyson with NCSOY's President's Award.

Jeff Tyson was awarded with the NCSPA's President's Award during the 54th Annual Meeting of the North Carolina Soybean Producers Association. Tyson has been on the Board of Directors since 2009 and served as the 30th President of the Association from January 2019 through January 2021. Tyson also served two-year terms as Vice President and Secretary and will serve as Treasurer for the next two years. During Tyson's term as President, he oversaw the expansion of the research program, development and execution of a new strategic plan, a diversification of the outreach program and was also actively engaged in the Association's advocacy efforts. Jeff Tyson ensured that the Association's investments, both SPARC & Non-SPARC, would provide the best return for N.C.'s soybean farmers.



Jeff Tyson presenting Beth Holleman with NCSOY's Annual Meritorious Award.

This past November, Beth Holleman was awarded with NCSPA's Annual Meritorious Award. Holleman retired from NCSPA this past August after working for fourteen years in the role of Accounts Manager. Her time with NCSPA saw

tremendous growth and change, with bean prices ranging from \$6 to \$16, the launch of the NC SoyPAC, and leadership changes. While retiring can be a big transition, we know that she is enjoying her time gardening, spending time with her sisters and family, as well as traveling. Thank you, Beth, for all that you have done for our association and all N.C. soybean growers over the past 14 years. Your wisdom and laughter will be deeply missed!

Lastly, Dr. Tommy Carter has been selected for the 4th Annual Dr. Jim Dunphy Award. Dr. Carter retired from USDA-ARS and the Nitrogen Fixation Unit this summer after 30+ years in the soybean industry. There, he was a soybean breeder, head of the unit since 2011, and the facility's leading research geneticist since 1981. Dr. Carter has worked tirelessly for over 30 years to bring soybean growers the materials they need to continue to increase yield and profitability. His work has become synonymous with efforts to increase genetic diversity and improve drought tolerance of soybean varieties in the U.S., and some even refer to him as the "Grandfather of Soybean Drought Genetics". Dr. Carter could not join us at our Annual Meeting, but we hope to present him the Dr. Jim Dunphy Award in person, in July of 2021.

NCSPA YIELD CONTEST

Traditionally the winners of the North Carolina Soybean Yield Contest are announced each year at the NC Commodities Conference. Because COVID prevented us from announcing these awards and celebrating these achievements in person, we wanted to use the space in this publication to recognize our 2020 Soybean Yield Contest Winners.

Growers across the state submitted entries in the contest and we are proud of the hard work that went into producing these high yielding fields. Thirty entries were submitted across 17 different counties with yields ranging from 52-102 bu/ac. While there were some production challenges across the state this year, from a wet spring to dry summer to wet fall, there were also areas where we saw very respectable soybean yields and this was reflected in our yield contest.

The contest winners for the various categories are highlighted below.

OVERALL STATE CHAMPION	
Highest Yield in the State, Regardless of Irrigation Practices (Prize: \$1000 + Plaque) Jay Lane, Pasquotank County Dryland – 102.2 bu/ac	
DIVISION 1: IRRIGATED	DIVISION 2: NON-IRRIGATED
1st Place (Prize: \$500 + Plaque) Matthews Family Farm of NC, Davie County – 98.5 bu/ac	1st Place (Prize: \$500 + Plaque) Moore Farm Inc, Iredell County - 99.4 bu/ac
2nd Place (Prize: \$200 + Plaque) 3B Farms, Beaufort County - 92.2 bu/ac	2nd Place (Prize: \$200 + Plaque) Will Cox, Randolph County - 91.4 bu/ac

REGIONAL WINNERS

"Highest" Yield in Region, Regardless of Irrigation Practices
Producers in the divisions above are ineligible for regional awards, so in regions where state winning entries were produced, the next highest yield is awarded the prize.
(Prize: \$100 + Plaque)

N. Coastal Plain

Sharp Farms Inc., Wilson County – 86.4 bu/ac

N. Piedmont

Ted Mitchell, Franklin County – 60.8 bu/ac

S. Coastal Plain

Lance Herndon Farms, Robeson County – 83.6 bu/ac

S. Piedmont

Nelson Dellinger, Cleveland County - 86.4 bu/ac

Tidewater

James Allen, Washington County – 91.3 bu/ac
Thomas Roach, Perquimans County – 91.3 bu/ac

CONGRATULATIONS TO ALL OF THE SOYBEAN YIELD CONTEST WINNERS!



Thad Sharp of Sharp Farms Inc. in Wilson County receives the Northern Coastal Plain Regional award.



Lance Herndon receives the Southern Coastal Plain Regional award in Robeson County.



Thomas Roach receives the Tidewater Regional award in Perquimans County.



Will Cox receives the Second Place Dryland Award.

FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

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COMING SPRING 2021...



CULTIVATE
— THE —
CLASSROOM

**AN EDUCATOR'S GUIDE TO HELPING STUDENTS FOSTER AN
APPRECIATION OF N.C. AGRICULTURE.**

With the help of Feed the Dialogue NC, through funding from the North Carolina Tobacco Trust Fund Commission and the United Soybean Board, the NCSOA is developing a learning module resource to equip teachers with appropriate background knowledge to incorporate agricultural concepts into their instruction. Each module will correspond with various N.C. curriculum standards, but are specifically targeting high school Earth and Environmental Science courses.

The learning modules will include an overview of the North Carolina agriculture industry, agriculture's relationship with the environment, and an introduction to agricultural technology. Supplementing each module, teachers will be provided with specially curated activities they can use in the classroom.

