

COUNTRY VIEWS

HARLAN NEWSPAPERS • SPECIAL SECTION • JANUARY 31, 2020

Iowa Soybean Assoc. study - Conservation practices could save Iowa farmers \$265 million annually

ANKENY — Transitioning from conventional tillage to no-till and strip-tillage statewide could save Iowa farmers a whopping \$265 million annually in fuel and equipment costs.

This finding is one of many included in a comprehensive, year-long analysis measuring the effects of conservation on farm profitability. The study was undertaken by the Iowa Soybean Association (ISA) with support from the Walton Family Foundation, Environmental Defense Fund and Iowa-based Regional Strategic, Ltd.

“There are no guarantees in farming, and that includes generating a return on the implementation of every on-farm soil and water conservation practice,” says Heath Ellison, ISA senior conservation agronomist and a principle collaborator in the study’s implementation.

“But, much like other units within a business operation, income opportunities increase by paying close attention to details, maintaining timely records and communicating openly and frequently with land owners, employees and family members.”

Twenty Iowa farmers with extensive interest in conservation practices participated in the study. They farmed a combined 29,000 acres and were geographically dispersed throughout the state. Data was compiled from each operator courtesy of a series of interviews and crop budgets focused on the 2018 cropping year defined as the period following the 2017 crop harvest through the 2018 crop harvest.

SOYBEANS -

Continued on page 2

Iowa Corn Growers set sites on legislative action

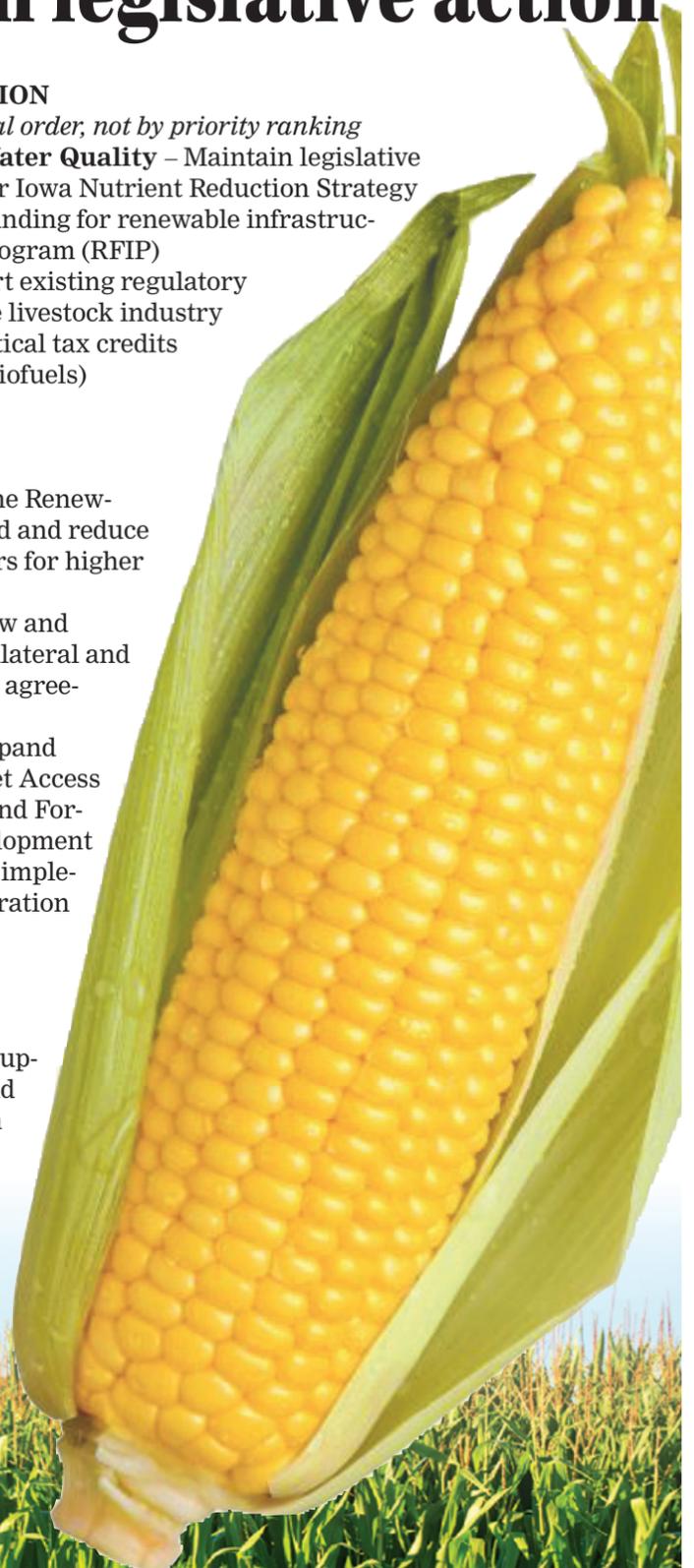
STATE LEGISLATION

Listed in alphabetical order, not by priority ranking

- **Conservation/Water Quality** – Maintain legislative funding stream for Iowa Nutrient Reduction Strategy
- **Ethanol**: Obtain funding for renewable infrastructure cost-share program (RFIP)
- **Livestock**: Support existing regulatory framework for the livestock industry
- **Taxes**: Protect critical tax credits (Section 179 and biofuels)

FEDERAL LEGISLATION

- **Ethanol**: Retain the Renewable Fuel Standard and reduce regulatory barriers for higher blends
- **Trade**: Expand new and protect existing bilateral and multilateral trade agreements
- **Trade**: Protect/expand funding for Market Access Program (MAP) and Foreign Market Development (FMD) during the implementation and duration of the Farm Bill
- **Transportation Infrastructure**: Maintenance and upgrade to our inland waterways system



Conservation pays off in \$\$

SOYBEANS - from page 1

Data collected by farmers and shared via interviews were aggregated and summarized. Researchers observed the crop rotations for each farmer and attempted to parse out the economic and yield impacts of conservation practices.

Key findings included:

- Moving to no-till and strip-till generated savings of \$10-88 per acre relative to conventional tillage.
 - Total pesticide (herbicide, insecticide, and fungicide) and fertilizer expenditures were consistently lower for acreage following a cover crop relative to acreage where no cover crop had been grown.
 - Study participants harvested cover crops on 560 acres and generated net revenue of more than \$78,000 from the seed, feed, and straw harvested. Nearly all participants indicated an interest in expanding their cover crop harvest operations.
 - The participant group is applying on average 30 lbs. nitrogen per acre above the recommended nitrogen rate provided by the Iowa State Univ. Maximum Return to Nitrogen Calculator (MRTN). In reviewing the data graphs that accompany the MRTN recommendation, it appears that reducing nitrogen application rates by 30 pounds would result in increased returns of approximately \$6 per acre.
 - Better records appear to be correlated with more intense participation in conservation practices, but good records do not appear to be a function of operation scale.
- Wayne Fredericks of Osage participated in the study. The soybean and corn farmer says the findings are worthy of closer inspection by every operator and land owner. "Seeing is believing, but first-hand experience remains the most effective route to adoption," says the Mitchell County farmer. "There are no shortcuts to making conservation pay. But profit incentives do exist when a hands-on, disciplined and long-term approach is taken."

Adam Kiel, ISA director of conservation and external programs, hopes the analysis quantifying farm finance and profit incentives for engaging in conservation practices encourages greater implementation by farmers.

A summary report of the conservation profitability analysis can be accessed at soybeans.com/programs/isa-research/results. ISA will soon release case studies detailing eight key observations and topic areas benefiting farmers and crop advisors.

Congress Ratifies USMCA: A great start to 2020 for Iowa corn farmers

Congress has ratified the U.S.-Mexico-Canada Agreement (USMCA) allowing for free trade with our neighboring countries to the north and the south. The bill, which passed with broad support, will now go to President Trump's desk for his signature on Wed., Jan. 29. Mexico and Canada are the U.S. corn industry's largest, most reliable market.

In 2018/2019, 21.4 million metric tons of corn and corn co-products were exported to Mexico and Canada. These exports were valued at \$4.56 billion. In 2018/2019, Mexico was the top export for U.S. corn and DDGS while Canada was the top export of U.S. ethanol.

"The U.S. is set up perfectly to trade with our neighbors to the north and south of us," said Jim Greif Iowa Corn Growers Assoc. (ICGA) President and Monitcello farmer. "The passage of the modernized agreement is a bright spot for corn farmers starting fresh in 2020 as exports are a key market for corn in all forms. Last year was tough for many farmers who have faced an excess amount of challenges outside of our control. The commitment for trade agreements for the U.S., and ICGA will continue to work for the facilitation of free trade with partners around the world."

ICGA extends a thank you to members and the Iowa Congressional leaders for their continued efforts to see USMCA to the finish line.



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Historical Statewide Farmland Value Average 1976 - 2019

YEAR	VALUE PER ACRE	DOLLAR CHANGE	%AGE CHANGE	YEAR	VALUE PER ACRE	DOLLAR CHANGE	%AGE CHANGE	YEAR	VALUE PER ACRE	DOLLAR CHANGE	%AGE CHANGE
1976....	\$1,368	\$273	24.9%	1992 ...	\$1,249	\$30	2.5%	2009 ...	\$4,371	-\$97	-2.2%
1977.....	1,450	82	6%	1993	1,275	26	2.1%	2010	5,064	+\$693	15.9%
1978.....	1,646	196	13.5%	1994	1,356	81	6.4%	2011	6,708	+\$1,644	32.5%
1979.....	1,958	312	19%	1995 ...	\$1,455	\$99	7.3%	2012.....	8,296	+\$1,588	23.7%
1980.....	2,066	108	5.5%	1996	1,682	227	15.6%	2013.....	8,716	+\$420	5.1%
1981	2,147	82	3.9%	1997	1,837	155	9.2%	2014.....	7,943	-\$773	-8.9%
1982	1,801	-346	-16.1%	1998	1,801	-36	-1.9%	2015.....	7,663	-\$310	-3.9%
1983	1,691	-110	-6.1%	1999	1,781	-20	-1.1%	2016....	\$7,183	-\$450	-5.9%
1984	1,357	-334	-19.8%	2000	1,857	76	4.3%	2017....	\$7,326	+\$143	2.0%
1985	948	-409	-30.2%	2001	1,926	69	3.7%	2018....	\$7,264	-\$62	-0.4%
1986	787	-161	-17%	2002	2,083	157	8.2%	2019....	\$7,432	+168	2.3%
1987	875	88	11.2%	2003	2,275	192	9.2%				
1988	1,054	179	20.4%	2004	2,629	354	15.1%				
1989	1,139	85	8.1%	2005	2,914	285	10.8%				
1990	1,214	75	6.6%	2006	3,204	290	10.0%				
1991	1,219	5	0.4%	2007	3,908	704	18.0%				
				2008	4,468	560	12.5%				

Iowa State University • 12/2019

WHO WAS BUYING THE LAND IN 2018?

Existing farmers.....	72%
Investors.....	21%
New farmers.....	5%
Relocating farmers.....	2%



Northwest Iowa soybean farmer garners 102-bu. yield

Duane Roeder of Lawton who has been farming for 42 years grew a 102-bushel soybean crop last year. Roeder and his agronomist, Chad Lewis, at right, tell viewers what they did to maximize yields in this four minute video about the garden spot of Iowa for weather during the summer of 2019.

Initially he started out with a mix of 125 lbs of PNK, 20 lbs. of sulphur and 10 lbs. of Zinc. Learn more about the different techniques he and his agronomist utilized to get this record yield in a vide at: <https://youtu.be/FOAFDFobqX4>

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Kenkel's 160-page book highlights Shelby County's hybrid corn industry



TIME Magazine called hybrid corn "one of mankind's greatest achievements of the last one thousand years," and corn hybridization definitely revolutionized agriculture.

"Kernels of Corn History" contains a snapshot of 18 farmer-pioneers who diligently sought to improve corn yields in southwest Iowa's Shelby County.

Steve Kenkel is excited about corn and the corn industry. A fifth-generation farmer from Earling, he has raised corn throughout his farming career.

In the early 1990s, on a quest for some Shelby County seed corn sacks, he discovered the untold story of these early Shelby County corn pioneers and their significance to the corn yields we have today that feed the world.

In his book he has memorialized the pioneering and highly successful efforts of 18 different Shelby County seed companies in the early 1900s.

In 2019 he sold an impressive collection of vintage agricultural implements related to corn production which were on display in his one-of-a-kind corn museum he established on his farm in 2010. Governors Terry Branstad and Kim Reynolds have visited the site to see for themselves this former hidden jewel in Southwest Iowa. The book is available on Amazon or from Kenkel.



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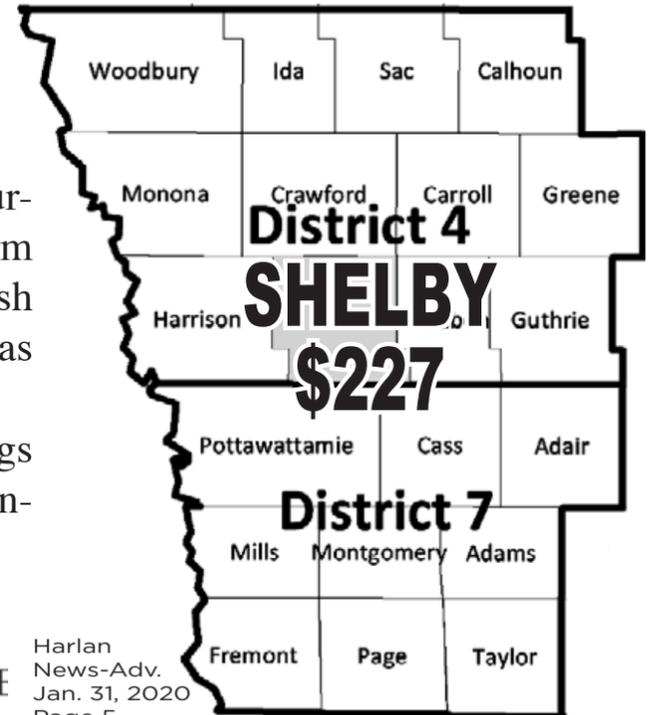
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Cash rental rates for Western Iowa

Overall average of typical cash rents 2012-2016 for Corn/Soybean Acres

AMES - The cash rental rate information presented is the result of a survey of farmers, landowners, lenders, real estate brokers, and professional farm managers. Information was based on their best judgments about typical cash rental rates for high, medium, and low quality cropland in their counties, as well as for land devoted to production of hay, oats, and pasture.

The rental rates summarized in this do not reflect the value of any buildings or storage structures, manure application contracts, or seed production contracts.



	2012	2013	2014	2015	2016	2017	2018	2019
District 4.....	\$279.....	\$294 ...	\$288 ...	\$265 ...	\$245 ...	\$231 ...	\$236	\$235
District 7.....	\$246.....	\$257 ...	\$249 ...	\$242 ...	\$220 ...	\$206 ...	\$207	\$207
State ave...	\$252.....	\$270 ...	\$260 ...	\$246 ...	\$230 ...	\$219 ...	\$222	\$219

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Extension and Outreach

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2019 Cash Rental Survey Summary: Iowa & Shelby Co.

Overall average of typical cash rents 2015-2019 Corn and soybean acres (\$/tillable acres)

2015	2016	2017	2018	2019
\$246.....	\$230.....	\$219.....	\$222.....	\$219

Typical Cash Rent for Corn and Soybeans, \$ per tillable acre

Shelby County - Overall average.....	\$231
High quality third Average response.....	\$265
Medium quality third Average response	\$228
Low quality third Average response.....	\$200

Typical Corn Yield, bu. per acre

Shelby County - High third	200
Middle third	180
Low third	141

Average rents per 5-year Average Yield or CSR2

Shelby County - Rent per bu. of corn yield	\$1.17
Rent per bu. of bean yield	\$3.93
Rent per CSR2 index point	\$3.21

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- Feb. 5 -- Storm Lake, King's Pointe Resort
- Feb. 7 -- Ames, Gateway Conference
- Feb. 12 -- Cedar Rapids, Kirkwood Center Hotel

The conference is FREE for ISA research program project participants, \$25 for ISA members and \$50 for non-

members. Watch the Iowa Soybean Review magazine, the ISA website, and social media for details coming soon.



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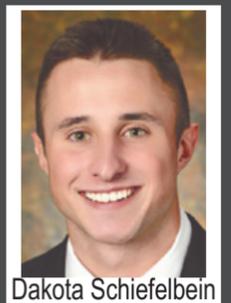
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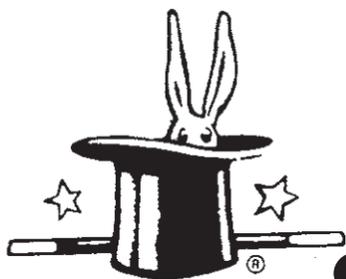
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Iowa ag and corn facts ...



DID YOU KNOW:

- Iowa has approximately 87,500 farms. More than 97% of those farms are owned by farm families.
- Iowa ranks number one in producing corn, soybeans, hogs, eggs, ethanol and Dry Distillers Grain Solubles which serve as a premium source of protein for livestock. It also ranks fourth in beef cattle.
- In 2015, Iowa farmers produced more than 2.51 billion bushels of corn for grain according to the U.S. Dept. of Ag Statistics Service

SWEET CORN VS. FIELD CORN

- Only 1% of corn planted in the U.S. is sweet corn while 99% of corn grown in Iowa is "Field Corn". When Iowa's corn farmers deliver corn from the field, it's "Field Corn". Not the delicious sweet corn you might enjoy .
- Field corn is the classic big ears of yellow dented corn you see dried and harvested in the fall.
- While a small portion of "Field Corn" is processed for use as corn cereal, corn starch, corn oil and corn syrup for human consumption, it is primarily used for livestock feed, ethanol production and manufactured goods.
- Sweet corn is what people purchase fresh, frozen or canned for eating. It's consumed as a vegetable. Unlike "Field Corn", which is harvested when the kernels are dry and fully mature, sweet corn is picked when immature.

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Pottawattamie County Hill Ground - Sept. 2013 - \$11,500

Once Again The "Auction Method" Works!!

AUCTION METHOD - Iowa State extension farm mgmt. specialist, Michael Duffy, had this to say about the auction method and why land values spiked over 32% in 2011. "One of the differences is in the use of auctions; respondents noted what appears to be a rapid increase in the use of this method of sale."

Analysis of sales data shows an increase in price by using an auction. As one respondent said, "economics may get the person to the auction but emotion often leads to the purchase."

FARM MANAGEMENT - Negotiation of cash rent leases & conservation practices.

BOOKING LAND AUCTIONS - The demand for land continue. Buyers include local farmers, investors and hunters. If you are contemplating selling please consider the auction method. It is the best example of true price discovery. It brings all the buyers to the table and lets them compete for you land.



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Shelby Co. per acre-land values since 1950

Year	Shelby County	State Ave.	Year	Shelby County	State Ave.
1950	\$236	\$218	1985	\$835	\$948
1951	255	234	1986	725	787
1952	253	234	1987	816	875
1953	233	221	1988	996	1054
1954	236	229	1989	1052	1139
1955	240	238	1990	1120	1214
1956	242	243	1991	1126	1219
1957	246	251	1992	1156	1249
1958	271	269	1993	1186	1275
1959	277	277	1994	1298	1356
1960	261	261	1995	1369	1455
1961	265	261	1996	1546	1682
1962	271	267	1997	1685	1837
1963	282	276	1998	1650	1801
1964	301	291	1999	1702	1781
1965	332	318	2000	1807	1857
1966	372	354	2001	1900	1926
1967	406	397	2002	1989	2083
1968	423	409	2003	2227	2275
1969	435	419	2004	2614	2629
1970	430	419	2005	2925	2914
1971	443	430	2006	3287	3204
1972	500	482	2007	4057	3908
1973	624	635	2008	4783	4468
1974	770	834	2009	4625	4371
1975	1007	1095	2010	5506	5064
1976	1222	1368	2011	7453	6708
1977	1321	1450	2012	9252	8296
1978	1497	1646	2013	9719	8716
1979	1772	1958	2014	8561	7943
1980	1980	2066	2015	8288	7633
1981	1937	2147	2016	7693	7183
1982	1595	1801	2017	7726	7326
1983	1486	1691	2018	7656	7264
1984	1133	1357	2019	7884	7432



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AREA CORN/SOYBEAN YIELD RESULTS

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CORN

	2018	2017	2016
Audubon	177.1	211.2	206.1
Carroll	208.5	211.3	203.1
Crawford	214.1	221.9	213.5
Harrison	176.1	193.2	204.6
Pottawattamie	-	195.8	210.4
Shelby	189.2	189.2	186.1

SOYBEANS 2018-2009

	2018	2017	2016
Audubon	51.6	57.2	62
Carroll	60.4	60.4	58.7
Crawford	62.4	61.3	64.3
Harrison	58.2	53.7	58.2
Pottawattamie	-	57	60.6
Shelby	53	61 - 2015	44 - 2012

Iowa Corn & Soybean County Yields, March 2019, Iowa State Extension

Fun corn facts...

- Corn can be produced in various colors including blackish, bluish-gray, purple, green, red and white but the most common color grown is yellow
- There is one silk for every kernel that grows in an ear of corn
The number of kernels per ear can vary from 500 to about 1,200, but a typical ear would have 800 kernels in 16 rows
- Corn is grown in every continent except Antarctica
- One acre of corn is about the size of a football field
- A bushel of corn is 56 pounds, about the weight of a large bag of dog food.
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Soybean fun facts

- One acre of soybeans can produce 82,368 crayons.
- Soybean oil provides an environmentally friendly fuel for diesel engines.
- During the Civil War, soybeans were used in place of coffee because real coffee was scarce.
- 98 % of the soybean and livestock farms in the country are still family farms.
- U.S. farmers first grew soybeans as cattle feed.
- 45 % of the world's soybean acreage and 55 % of production is in the United States.
- Soy ink is used to print newspapers and textbooks.
- Soybean is used in plastics, wood adhesives and textiles.
- Soybeans also find their way into candles, cleaning products and hair-care products.

• The soybean is the highest natural source of dietary fiber.

Farmers across the U.S. grow soybeans that have been harvested into yields of about 2 billion bushels a year.

• About half of U.S. soybeans are exported to major markets including Europe, Japan, Taiwan, Mexico and South Korea.

• More soybeans are grown in the United States than anywhere else in the world.



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CONGRATULATIONS TO SHELBY COUNTY'S BEEF PRODUCERS...THE AREA'S TOP PRODUCERS



Thank
You
Farmers

...from all of us at the Harlan Newspapers

Plan ahead now for 2021 Future of Ag Scholars

The Iowa Corn Growers Association (ICGA) and the Iowa Corn Promotion Board (ICPB) are again offering the Iowa Corn Future of Agriculture scholarships to aid in the development of future talent for the Iowa agriculture industry.

In 2020, Iowa Corn will award sixteen (16) \$1,000 one-year scholarships to deserving, qualified students enrolled at an accredited U.S. 2-year or 4-year junior college, college or university, or graduate school, in a program of study that can equip the student to contribute to the agriculture industry

Are you all in on Ethanol when you gas up ?

You keep hearing all about ethanol. How it's a good thing for consumers and farmers. How it's a homegrown fuel that helps the state and national economies. How it's cleaner burning and better for the environment.

At Iowa Corn, we think about it as the four E's of ethanol: economy, environment, energy security and engine performance.

Good for the Economy

53 % or 1.3 billion bushels of Iowa corn goes to ethanol production. A third of these bushels (or 335 million bushels) are turned into a co-product called DDGs, which is a high protein, valuable livestock feed. 39 % of Iowa's corn crop is used for ethanol fuel. The renewable fuels industry (including biodiesel) supports around 42,000 jobs in Iowa and accounts for \$4.7 billion of Iowa's GDP. Ethanol is good for Iowa all right.

Mother Nature is all about ethanol.

The 15.3 billion gallons of ethanol used 2016 reduced greenhouse gas emissions by a whopping 43.5 million metric tons. That's like removing 9.3 million cars from the road. Plus, ethanol production requires less water than gasoline, by a three to one margin. Not only does Mother Nature love ethanol, our lungs love it too.

Motor vehicle emissions are a major source of harmful airborne pollutants causing lung disease and other health issues. Ethanol blends are proven to reduce those emissions creating a better environment for you and me. Our partnership with the American Lung Association helps make Clean Air for Iowa a priority.

Good for Energy Security

Without 15.3 billion gallons of domestic ethanol produced in the U.S. in 2016, the United States' net import dependence would have stood at 33 % instead of 25 %. Said another way, the ethanol produced in 2016 displaced an amount of gasoline refined from 540 million barrels of crude oil. Take that, foreign oil!



in Iowa.

"A factor in the future success of Iowa corn growers and Iowa agriculture is the ability of Iowa Corn to offer support, relevant programming, advocacy and services to those entering Iowa's agricultural sector," said Larry Buss, an ICPB director and farmer from Logan who chairs the Iowa Corn Grassroots Network, Membership & Checkoff (GNMC) Committee. "This scholarship program provides some relief toward tuition, school supplies or student housing. We encourage as many students to apply for this opportunity."

Harlan News-Advertiser
Jan. 31, 2020 - ag11



• **Eight (8) \$1,000 "First-year Scholarships"** are reserved for high school seniors entering their first year of college, one from each Iowa Corn District Field Manager territory.

• **Eight (8) \$1,000 "Upperclassmen Scholarships"** are reserved for students entering their second, third, or fourth year of college, or who are enrolled in a graduate program -one from each Iowa Corn District Field Manager territory.

Scholarships are for one year, and previous winners may reapply. Scholarships may be used to offset tuition, school supplies, or student housing.

Unfortunately all materials must be completed and postmarked by February 01, 2020 so be sure and plan ahead of 2021.

Questions can be directed to Jim Gumpert, Iowa Corn Director of Grower Services at (515) 225-9242 or jgumpert@iowacorn.org.

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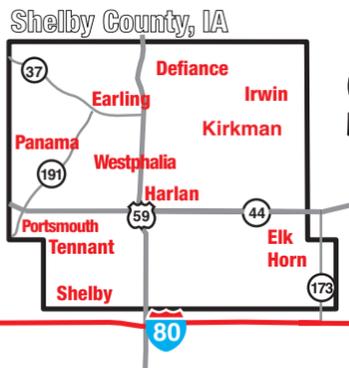
SHELBY COUNTY CATTLEMEN'S ANNUAL BANQUET

Sat., Feb. 1, 2020

5 pm - Social • 6 pm - New York Strip Dinner
Trophy & Scholarship Fund Auction to follow
Expecting a large crowd. Get there early to assure your best seats. **No saving this year!**

St. Mary's Hall, Panama
\$15 - 1 ticket

Tickets available at the door or from any Board Member



Shelby County agricultural statistics

Information from the USDA and Iowa State Extension, 2018 Iowa Agricultural Statistics

Crop Farms & Acres - 2017

SHELBY COUNTY

	Planted Acres	Harvest Acres	Yield bu/acre	Production 1,000 bu
Corn for grain.....	172,000	170,200	207.1	35,250
Soybeans.....	143,500	142,700	57.7	8,232

U.S. Census of Agriculture 2012

SHELBY COUNTY

Farms in Shelby county.....	869	Number of farms.....	869
Average size of a farm.....	428 acres	Ave. age of owner.....	56
Total land in farms	372,359 acres		
Market value of all farm products	\$351,296,000		
Market value of all crops.....	\$247,386,000		
Market value of all livestock.....	\$103,910,000		
Production expenses.....	\$262,116,000		



Cattle & Calves • Head Count

	2017	2018	2019
Audubon County.....	33,000	34,000	29,500
Carroll County.....	83,000	85,000	60,000
Cass County.....	45,000	42,000	41,500
Crawford County.....	49,000	50,000	54,000
Harrison County.....	27,000	28,000	26,500
Pottawattamie.....	57,000	74,000	73,000
Shelby County	44,500	46,000	39,500

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