What is Sustainable?

Reduced Tillage

If you practice reduced tillage, you're sustainable

And sustainability is a big selling point in today's marketplace. So own your sustainability and spread the word. It helps improve the value of your soybeans. See more ways you can help at SustainableSoy.com

We are U.S. soybean farmers
25 YEARS OF SUSTAINABILITY
Accomplishments
Adoption of conservation tillage for soybeans
United States and three major states

Source: CTIC
Organic growth

Retail sales $ USD millions

2009 – 2017 est. CAGR

Fruits & vegetables 6%
Dairy 6%
Beverages 6%
Packaged/ prepared foods 9%
Breads & grains 7%
Snack foods 8%
Meat, fish, poultry 16%
Condiments 13%

Source: USDA, Nutritional Business Journal
Number of Farms 1987-2012

• 41,000 more farms 1-9 acres

• 211,000 fewer farms of 50-2,000 acres

• 15,000 more farms of 2,000+
Women Farmers

• 1987 = 131,641
• 2012 = 288,264
• 119% increase
• Other minorities are similar.
Minority Principal Operators, 2007 and 2012

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>2012 Census</th>
<th>2007 Census</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hispanic*</td>
<td>67,000</td>
<td>55,570</td>
</tr>
<tr>
<td>American Indian</td>
<td>37,851</td>
<td>34,706</td>
</tr>
<tr>
<td>Black</td>
<td>33,371</td>
<td>30,599</td>
</tr>
<tr>
<td>Asian</td>
<td>13,669</td>
<td>11,214</td>
</tr>
</tbody>
</table>

Challenges
## Changes...

<table>
<thead>
<tr>
<th></th>
<th>1987</th>
<th>2012</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>acres with chemical weed control</td>
<td>171.3 M</td>
<td>285.6 M</td>
<td>67% increase</td>
</tr>
<tr>
<td>$ spent on chemical applications</td>
<td>$9.59 B</td>
<td>$16.5 B</td>
<td>72% increase</td>
</tr>
</tbody>
</table>
What is “Sustainable?”

Google search results for "monsanto sustainable agriculture" show articles and the Monsanto website discussing sustainable agriculture. The search results include links to articles discussing the benefits of sustainable agriculture, such as improving crop yields and reducing environmental impact. The Monsanto website states their commitment to sustainable agriculture and describes how they support farmers around the world with their agricultural products.
What is “Sustainable?”
What is Sustainable?

**WATER MANAGEMENT**

*If you slow runoff, you’re sustainable.*

And it’s a big selling point in today’s marketplace. So talk about your sustainable ways. It helps improve the value of your soybeans. See more ways you can measure up at SustainableSoy.com.

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**NUTRIENT MANAGEMENT**

*When you manage nutrient levels, you’re sustainable.*

And sustainability is a big selling point in today’s marketplace. So talk about the ways you make your soil more productive. It helps improve the value of your soybeans. See ways you can be greener at SustainableSoy.com.
What is Sustainable?

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WE ARE U.S. SOYBEAN FARMERS

Brought to you by the soy checkoff.
New Challenge in the Future: 10 x 50

- World population expected to reach 9-10 Billion by the year 2050
- Current world population = 7.3 billion
- Per capita food consumption will rise.

http://www.worldometers.info/
Crop Yields and Climate

Most studies now project adverse impacts on crop yields due to climate change (3°C warmer world)

Percentage change in yields between present and 2050

-50% Change

No data

+100% Change

Sources: http://ow.ly/rpfMN
Response
Agroecology - Building Soil Health
Healthy Plants  
Healthy Animals  
Healthy People  

Clean Water  
Clean Air  

HEALTHY SOIL
Agroecology
Building Soil Health

• Row crops, cover crops and livestock grazing.
• Expand soil productivity, not use it up.
• Resilient soils, not fragile soils.
Midwest Soil Health Summit
Feb. 17-18, 2016

• “Building Soil Health Professionals”

• “International Roundtable”
Soil Health Work

- Keep Cattle in MN
- Sustainable Ag Demo Projects
  - cover crops, bale grazing
- Professional Development Opportunities
- Webinars
Farmer Development

- Community Based
- Focus on Farm Skills
- Accessible Weekend Scheduling
- Deep Winter Greenhouse Workshops
- Grazing Workshops
Diversity *in the Cropping System*
Diversity in the Community

• Young and not so young

• Crop farmers, livestock farmers, big farmers, small farmers, all kinds of farmers.
Diversity in the Community

DEMOGRAPHICS

52%  

48%
Why SFA, and Why Now?

• WE are farmers.

• Collectively, over 25 years, we’ve generated some very good solutions. Need to be heard.

• We are connected locally, regionally, state-wide and nationally.

• Our income is dependent on our ability to produce outcomes.
SFA Funding Depends on Outcomes

- Not Funded by Checkoff Dollars
- Not Funded by stream of tax dollars
- Funded by our ability to make changes, deliver on what we say we are going to do.
SFA Uses Resources Wisely

- Programs: 76%
- Events: 17%
- Overhead: 7%
Next Steps

• Talk about SFA, not for SFAs sake, but for the sake of what we are doing.

• Think about a Continuum of Sustainability

• Think about agriCULTURE
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WE ARE U.S. SOYBEAN FARMERS
What can you do?

• Thank you for coming!
• Become a sustaining member. Join me, the staff many on our board and others.
Jerry Ford
Wayne Monsen
Katy Olson
Liz Otto
Bob & Marie Petry
Jason Walker
Paula Johnson
Liberty Wyrum
Paul Conklin
John Mesko
Mike Jorgenson & Kathy Draeger
Sheri Breen
Steve & Sue Flanagan
Holly Ward
Cedar Walters
Alan Ringer
Susan Anderson
What can you do?

• Join a Chapter or Networking Group
• Buy a t-shirt, Identify with Sustainable Agriculture
What can you do?

• NETWORK- Social Media (#sfacconf16)
• Talk to others, or invite John to speak.
• Get involved!
Thank You!