



A Farmer's Perspective

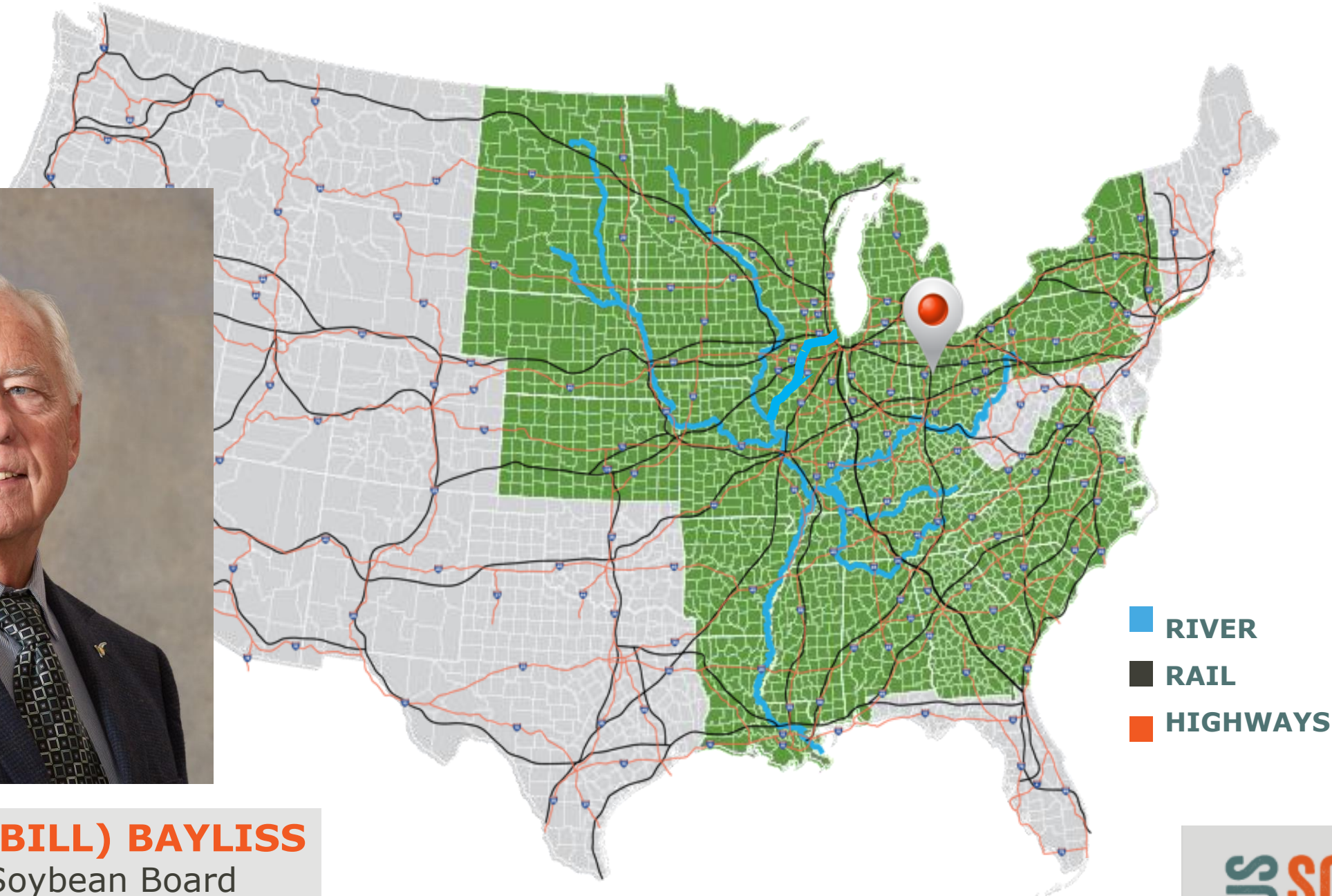


Charles W. (Bill) Bayliss
Director, United Soybean Board
Ohio Soybean Farmer



CHARLES W. (BILL) BAYLISS

Director, United Soybean Board
Ohio Soybean Farmer



-  RIVER
-  RAIL
-  HIGHWAYS

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About My Farm

- 1st generation farmer from West Mansfield, Ohio
- Grow soybeans, corn and wheat on 1,600 acres (approx. 648 hectares)
 - 47% soybeans, 47% corn, 3% wheat, and 3% hay
- On-site storage capacity 175,000 bushels (approx. 4,753 MT)
- Transitioning farm ownership to my daughter Jana and her husband



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Sustainability Practices On My Farm



**NO-TILL FARMING | COVER CROPS | CROP ROTATION | SOIL CONSERVATION | BUFFER STRIPS
WILDLIFE CONSERVATION PROGRAMS | SELECTIVE HARVESTING OF MATURE TREES**

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GREEN OPEN SPACE



My 2020 Crop

- Planted:
 - Soybeans: 750 acres (approx. 304 hectares)
 - Corn: 750 acres (approx. 304 hectares)
 - Wheat: 50 acres (approx. 20 hectares)
 - Hay: 50 acres (approx. 20 hectares)
- Growing Season:
 - So far crops look good, but we still depend on future weather conditions
- Harvest:
 - Harvest was delayed until this week; ~2 days left
 - Yields, moisture and quality are very good.
- Marketing Plans:
 - We still have a lot of crop unpriced; however, the markets are becoming much more favorable.
 - We will hold on to all this year's harvested soybeans and corn as market conditions are improving.
 - Wheat was sold at harvest and hay went to local cattle operations.

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Growing IP Soyfood Beans

- Objective: maintain the segregation of a field crop from the seed, through the growing season and into handling, storage, delivery all the way to the end user.



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Marketing

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What Does IP Soyfood Production Look Like On My Farm?



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Planting



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Soyfood Crop Update



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U.S. SOY FOR A GROWING WORLD

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