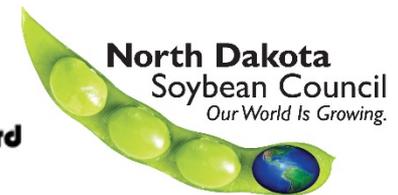

Lee Agency Grower Meeting

August 27, 2020



The Soy Transportation Coalition – Farmer funded & farmer led

Established in 2007. Comprised of 13 state soybean organizations, the United Soybean Board, & American Soybean Association.



August 10th derecho impact

- 57 Iowa counties impacted
- Estimated 153 million bushels of Iowa soybeans damaged; 31% of 2019's 501 million bushels produced
- Estimated 725 million bushels of Iowa corn damaged; 29% of 2019's 2.6 billion bushels produced
- 57 million bushels of licensed grain storage damaged or destroyed
- 50-75 million bushels of on-farm storage damaged or destroyed



Derecho impact on basis

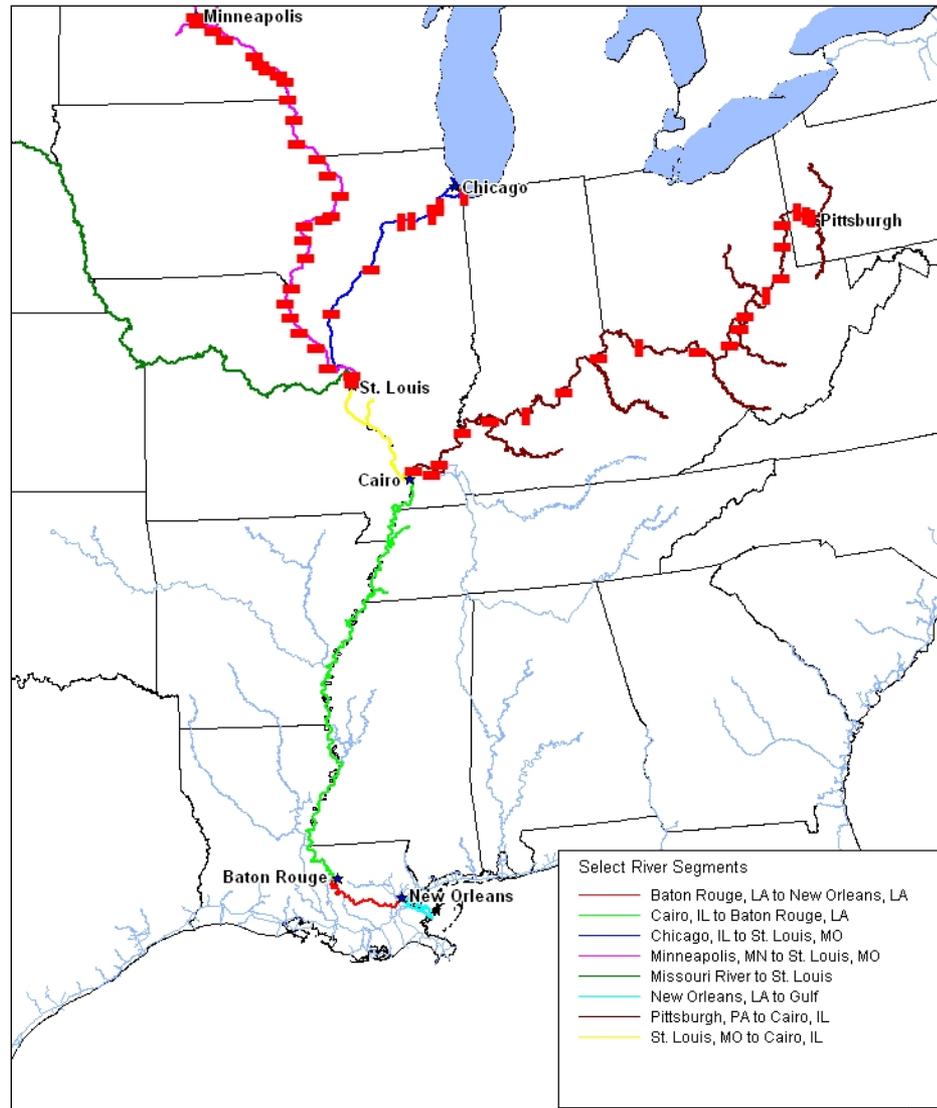
Definition of Basis

- Mathematical:
 - Basis = Cash – Futures
 - Specific to location and time period
- Theoretical:
 - Difference between national supply & demand (futures market) and local supply & demand (local cash market)
- Operational:
 - Basis is the local cash market regulating the flow of grain, over time and space.

Source: Frayne Olson, PhD, North Dakota State University



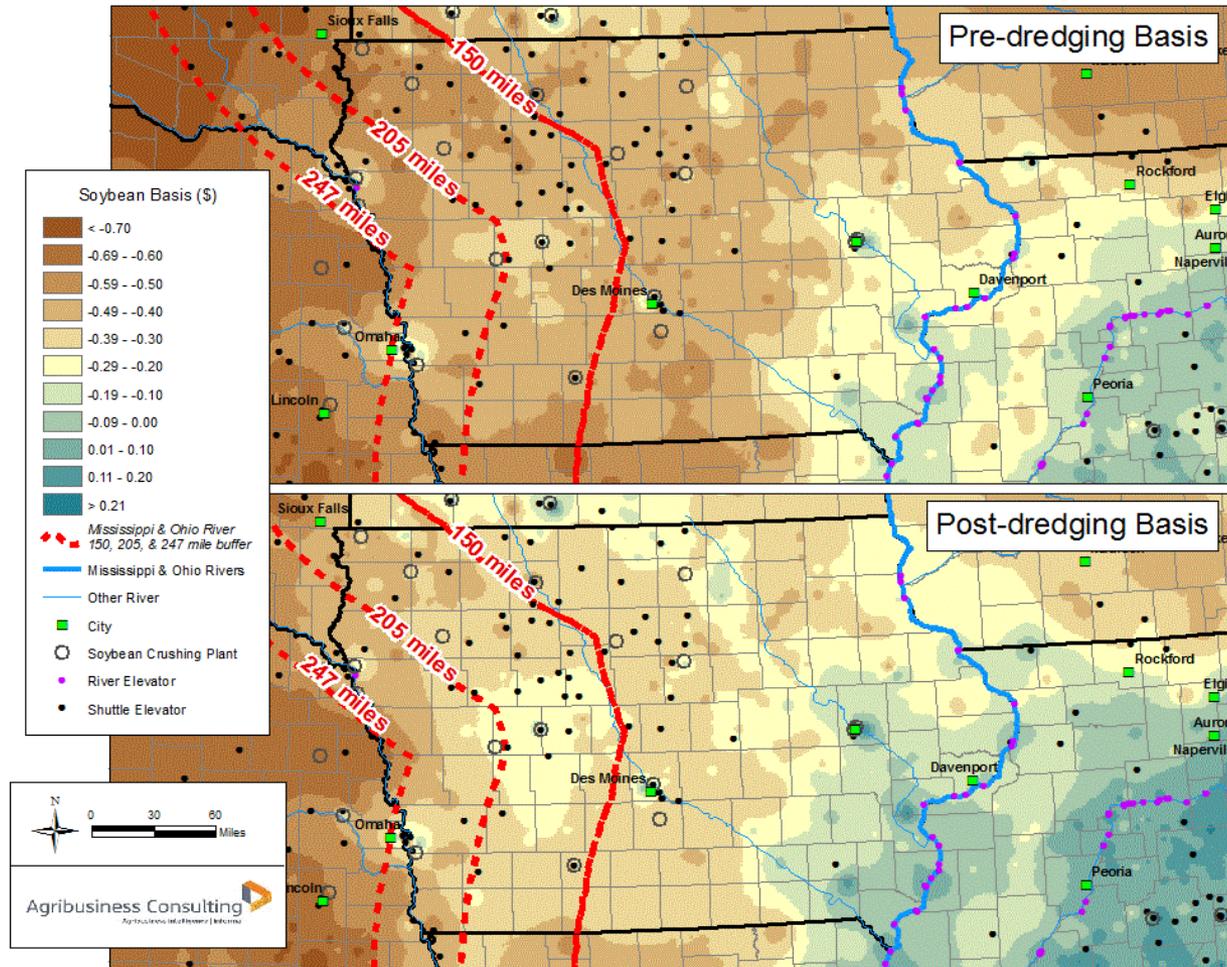
America's Rivers: An Efficient Maritime Highway



Mississippi Gulf
(Baton Rouge to
Gulf of Mexico):
60% of U.S.
soybean
exports; 59% of
U.S. corn
exports; #1
export region for
both
commodities



Dredging Lower Mississippi River: Impact on Midwest Agriculture



Iowa soybean farmers would receive \$71.5 million more for the value of their soybeans post dredging the lower MS River. U.S. soybean farmers - \$461 million more



Bridge Load Testing Initiative

- Working with local government, state government, engineering firms, &/or universities to promote rural areas having greater access to load testing technology. The greater utilization of this technology will:
 1. Reduce the likelihood of rural bridges being unnecessarily load restricted
 2. Increase the likelihood of taxpayer funding being allocated more strategically to those bridges in greatest need of repair or replacement
- STC has authorized \$10,000 to facilitate bridge load testing projects in each of the 13 states that comprise the organization. Total funding allocated: \$130,000. Tested bridges must be located in rural areas in which soybeans are transported.



Bridge Load Testing Initiative: Midland County, Michigan



- Project agreed to with Midland County Road Commission; Contract signed; Lifespan Technologies traveled to Midland County to conduct training on the equipment
- Total up front cost of the project: \$22,000
 - Sensor kit with covers, training manuals, & shipping
 - On site training (approximately 6 hours)
 - Calibration spreadsheet (sensor kit, on-site training, etc.)
- \$22,000 - \$10,000 (STC contribution) = \$12,000 total up front cost to Midland County



Bridge Load Testing Initiative: Midland County, Michigan



- 3 bridges tested summer – fall of 2017; Bridge #1: 10% increase; Bridge #2: 30% increase; Bridge #3: 30% increase; Load postings on all three bridges have been removed

- Total time to test a single bridge: 6-9 hours

- 2-3 hours: Attach sensors to the underside of the bridge (allow sufficient time for the epoxy to cure after attaching)
- 1 hour: Conduct actual testing by having test load cross the bridge at various points; Record strain data
- 2-3 hours: Remove sensors from bridge
- 1-2 hours: Enter data into spreadsheet & any related calculations



What I want the state or county to be able to say...

- “We are providing savings to our constituents who paid for & use our rural bridges.”
 - On average, weight restricted bridges tested in Midland County, Michigan, resulted in a 5 mile detour
 - Bridge #1: On average, 6 trucks were impacted each day & were therefore subject to the detour
 - 30 miles of detour were incurred each day (6 trucks X 5 miles)
 - 10,950 miles of detour were incurred each year (30 miles X 365 days)
 - \$13,688 annual cost of the detour to affected constituents (10,950 miles X \$1.25 cost per mile)
 - Bridge #2: On average, 13 trucks were impacted each day
 - 65 miles of detour were incurred each day (13 trucks X 5 miles)
 - 23,725 miles of detour were incurred each year (65 miles X 365 days)
 - \$29,656 annual cost of the detour to affected constituents (23,725 miles X \$1.25 cost per mile)



What I want the state or county to be able to say...

- Cont'd: “We are providing savings to our constituents who paid for & use our rural bridges.”
 - On average, weight restricted bridges tested in Midland County, Michigan, resulted in a 5 mile detour
 - Bridge #3: On average, 25 trucks were impacted each day
 - 125 miles of detour were incurred each day (25 trucks X 5 miles)
 - 45,625 miles of detour were incurred each year (125 miles X 365 days)
 - \$57,031 annual cost of the detour to affected constituents (45,625 miles X \$1.25 cost per mile)
 - \$13,688 (Bridge #1) + \$29,656 (Bridge #2) + \$57,031 (Bridge #3) = \$100,375 annual savings to Midland County taxpayers from removal of load restrictions



Thank You

Soy Transportation Coalition

1255 SW Prairie Trail Parkway

Ankeny, Iowa 50023

515-727-0665

515-251-8657 (fax)

www.soytransportation.org

Mike Steenhoek, Executive Director

msteeenhoek@soytransportation.org



**SOY TRANSPORTATION
COALITION**