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Speakers

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- Morey Hill | Farmer, United States and Director, American Soybean Association
- Meagan Kaiser | Farmer, United States and Past Chair, United Soybean Board
- Randy Miller | Farmer, United States and Board Member, U.S. Soybean Export Council

Transcript
Tania Karas:

Good afternoon, everyone. My name is Tania Karas. I'm the food systems editor with DevEx. I'm so thrilled to be here to learn more about the promise of soy and particularly how American soybean farmers can feed the world. Soy contributes a $124,000,000,000 dollars to the U.S. economy, and it supports more than 500,000 on farm jobs.

It's also the United States' number one agricultural export. More than 60% of U.S. soybeans are exported. It's a really interesting time for the soy market, and that means, you know, the high amount of exports means that U.S. soybean farmers are particularly vulnerable to tariffs and shifts in global trade. Not only that, but they also face massive challenges when it comes to climate change, the effects of which are making agriculture harder and harder each day. That demands more sustainable crops that can thrive and produce food in a hotter world, while also not further harming the planet.

And customers want accountability. They're demanding to see proof of that sustainability themselves. That puts a lot of responsibility on these farmers' shoulders, but a big purpose of this year's Borlaug Dialogue is to discuss solutions. So we're gonna be talking a lot about solutions today that can be found in American grown soy to improve protein intake for people around the world. We'll also get into soy health, the importance of partnerships, food security, trade opportunities, and what's ahead.

I'm joined by a very distinguished panel, all of whom are farmers and top experts in U.S. soy. First, I'm going to do a big picture lightning round question. I'm going to introduce you all and ask you to summarize in one or two sentences, what are the biggest opportunities for soy in a world where the population is growing, but so many people are still food insecure? So Morey Hill, let's start with you. You are the director of the American Soybean Association and chair of WISHHH, the World Initiative for Soy and Human Health. Can you tell us what you think are the biggest opportunities for soy?

Morey Hill:

Well, thank you, Tania. I think from WISHHH perspective that one of the the biggest promises is the use of soy protein to help people, know, get more protein in their diets, eat better and live better. And so I'm excited because of the all the uses of soy can be used that to help people eat better and improve their protein will help their food security, which also enhances their global national security.

Tania Karas:

Thank you so much. Let's go to Meagan Kaiser. You are the past chair of the United Soybean Board, and you're also a soy scientist at Perry Agricultural Laboratory. From your perspective, what's the promise of soy?

Meagan Kaiser:

Well, at the United Soybean Board, one of our major focuses is health and nutrition. And we think about that not only from a human health and nutrition side, but we start at the soil. And so when we take care of our soil and the United Soybean Board farmers make the research investment about how to best care for our soil, making sure that the nutrition in our soil is transferred into the nutrition in our soybeans, which then becomes part of that protein complex. That's really how we address nutritional challenges, and we get to play a large role in global sustenance.

Tania Karas:

Thank you. Finally, we have Randy Miller, board member of the U.S. Soybean Export Council. Randy, what are your thoughts on the promise of soy?

Randy Miller:

Thank you, Tania. For me, it's the foresight that farmers had twenty some years ago when they started USEC. They went around the world and started to develop markets. They went to China, but they didn't stop in China and they went to 90 other countries, and they're working to build markets around the world.

Tania Karas:

So I think a lot of those markets will soon be other markets will soon become very important. Meagan, let's dive into some science. I want us to bring us to one of the key areas of focus for this year's dialogue, which is soil health. What does it mean to have healthy soil? And can you connect that to food security?

Meagan Kaiser:

Well, I can connect it to food altogether. As we're eating right now, this nutritious and delicious food as Linda Funk put it. We think about soil health the same way you might think about human health. One of the big drivers we know about how we feel and how productive we are every day, sometimes we hear it talked about as gut health, right? In the soil, that's kind of the biological activity in the soil.

And it's the productive portion of the soil that is is important for holding on to nutrition, but also nutrient cycling. And ultimately, it makes us more profitable as farmers to be able to use that nutrition and get it into the crop. And so I think a big part of why this theme is so fitting and exciting and our Laureate being so active in the biological space is that it really is this focus on driving a healthy soil drives a healthy biological activity in the soil, and ultimately that's not only good for environmental reasons, but it's also good for farmers bottom line. And that efficiency and sustainability factor passes on to everybody who utilizes U.S. soy as an ingredient.

Tania Karas:

Randy, Morey, do you want to add anything to that? On what does healthy soil mean to you?

Randy Miller:

When you talk for me, when you talk about sustainability, it's something that farmers have done for a long time. Otherwise, our farms wouldn't be generational and we wouldn't be able to continue to grow nutritious crops better with less farm ground without maintaining the soil health and keeping that soil to where it’s at the top production.

Morey Hill:

Yeah. And the cliche, they're not making any more new dirt or new soil. It hits home to us farmers. And we know that there's a finite resource there and that we have to take care of it. So like Meagan said, as long as our soils are healthy, we're producing a healthy crop for the world and for everyone that consumes protein.

Tania Karas:

Thank you. Another science question. I want Meagan to talk to us a little bit about soil structure and the importance of soil structure when it comes to having a healthy crop. And how does, you know, healthy soil benefit both the land, but also the people and animals who are consuming that soil?

Meagan Kaiser:

Absolutely. So three major parts of the soil, and I appreciated the John Deere representative talking a little bit about this earlier, but focusing on the soils. When farmers do a soil test, they're basically running a blood test like you would at a hospital. We use the same equipment in the laboratory as you would in a hospital laboratory. That's how innovative farmers have been to measure their soils, capture the calcium levels, magnesium levels, potassium levels, and when we measure all of these things and we look at the way that they are balanced in the soil, we can actually impact the way that water moves through the soil, that air is held in the soil.

And when we measure, we manage that water and air holding capacity in the soil, we're really managing pore space. And what else is important about that pore space, that's also our biological holding capacity. And so when we look at innovative ways and the research that we do with cover crops, reducing tillage, managing our ground in season, reducing the amount of passes that we have with our equipment, Those are things that we've invested in as farmers and done the research on the farm, and we've been able to share that throughout, you know, land grant universities. And I think it's exciting. You know, was here at the world food prize couple of years ago, and it was a minister of agriculture came in on zoom, he said, you know, one of the greatest things that the United States farmer has is land grant research and that open book of of knowledge to share with its farmers and that they were taking advantage of the work that we are doing here.

And so I'm excited to hear that our work and research and better healthy soils and management practices are not only helping U.S. soy farmers here in The US, but also helping farmers worldwide be more sustainable and and help take care of their soil. So all three of those things kind of working together to build a resilient and efficient crop.

Tania Karas:

Yeah. I love what you said about comparing it to a blood test. That's a really good way to put it. Of course, American farmers are only one piece in the big puzzle that it takes to improve soy, grow it and get it to people who demand it abroad. So I was wondering if all of you can tell me a little bit about partnerships.

Meagan, you just described a really good partnership, but tell us more about how partnerships between farmers, scientists and international organizations can also strengthen the impact of U.S. soy abroad? We can start with you, Morey.

Morey Hill:

Well, from a WISHHH perspective, the organization strives to work with farmers, business leaders, governments and anyone else connected as we help develop emerging markets around the globe. As people, you know, economies get better and people want to eat better, generally their protein intake is deficient. And so WISHHH's goal has always been to help people eat better, live better through the use of US soy in their diets. And so I think the partnerships that WISHHH has developed over the years in country to help people help themselves has been very beneficial to the countries that WISHHH works in, plus also the markets for U.S.

Soy that will hopefully as the country grows and develops their preference for U. S. soy and our American soybeans will grow also.

Tania Karas:

Thank you. Meagan, any other examples of partnerships?

Meagan Kaiser:

You just made me think of, you know, it's the United Soybean Board, we invest in our partnership with WISHH and with USEC, and a couple years ago, I got to go to Cambodia and meet with a mother and son who were running an aquaculture venture there that had been invested in by WISHH and USB jointly. And it really hit home to me, especially we've come out of harvest, it has been a long hot dry harvest, and it's a hustle to get my kids washed up and have a good dinner and get to bed on time. And we're worn out and a little bit grouchy by the end of harvest. And I was tucking my kids in, and I always think of how grateful I am that they have a full belly. And I think about that family in Cambodia, and that our U.S. Soy is providing a nutritious clean protein for their aquaculture, helping to build a better local food economy in Cambodia, so that their family tucks in their children with full bellies.

And it's about being part of that global system of being the most efficient place to grow soy and grow it sustainably. And then be able to be part of that food system and that story, that's really what it's all about.

Tania Karas:

Yeah, yeah. All of us are involved in the food system in some way. It really is a global system. Randy, anything you wanna add about partnerships?

Randy Miller:

As Morey said, they work in emerging markets with WISHH. USEC works in those markets that are already developed. And one of the great success stories for USEC, I think, is the soy excellence centers, where they go and they teach mid level professionals in the feed industry, livestock industry, aquaculture, wherever it may be, the value of U. S. soy, the benefits of using it and how to use it the most efficiently in those markets.

And when the program started five years ago, USEC was funding all of those different meetings. And today, the companies that these individuals work for are now paying to have their students go, their employees go. An example in Egypt is Cairo University is providing space and helping to have a place to have the meetings. So it's it's really been good to travel around the world and see those places and be able to see those people's faces when they complete the courses, knowing that they can go home and and use soy and better their their livelihoods.

Tania Karas:

And you're probably learning from them as well. What is something that you've perhaps learned from those partnerships that you've established with the centers of excellence?

Randy Miller:

You don't know if you don't ask. And you have to step out and start something. And if it's the right thing, people will come around you. The Soy Excellence Centers have just proven that.

Morey Hill:

Yeah. Tania, I'd like to add that all of us up here, we wouldn't, we don't do this on our own. We work very closely with the USDA and Foreign Ag Service and Foreign Market Development and with that is another vital partnership that helps us be able to do more with what we have and with their partnership that we can expand our reach, so to speak, and even help more people. So that is another very important partnership.

Tania Karas:

Innovation and partnerships is really important. I also want to talk about innovation in technology as well. Can you tell me about some of the ways that farmers are balancing productivity demands with sustainability and ensuring a healthy environment? Is there an example of a technology that you wanna highlight?

Randy Miller:

I would say the biggest game changer has been, well there's been multiple over the years, but the ability for us to hone in and put nutrients within inches of where we're going to plant the seed and know what the capability of that soil is based on the soil health and the tests that we've done, to know what it can raise so that we don't put more than we need, but we put enough to maximize profitability and do that and GPS equipment technology, those kind of things have all led us to that point.

Meagan Kaiser:

Yeah, I spend literally all day every day lately working on gathering our harvest maps and helping other farmers do the same. Gathering the harvest maps and looking at how did our productivity change throughout the field, and was it because of seed variety? We can lay that as a layer and say, When we planted this seed on this soil, this is what happened, and we got a better result, or actually that seed wasn't meant for there. And then we can take that that soil test, not only has the calcium, magnesium, potassium, sodium, it has the micronutrients like zinc, boron, copper. Think about those micronutrients that even we take when we're you might take some zinc if you're feeling under the weather to feel a little bit stronger.

It it it those micronutrients lead to resiliency in the crop as well. And so when we figure out what our most limiting nutrients are and we put them exactly where they need to be, we find the benefit again as farmers because of the bottom line, but ultimately we're able to use the right product at the right spot at the right time and at the same time have a more productive crop. I find that really exciting and there's still so much more that we're learning by being able to better monitor our harvest data that we will be able to make even better decisions in three years and five years and ten years from now. I think especially in the realm of nitrogen efficiency, there is so much to learn. Carbon to nitrogen ratio in farming is the hardest part. So it's exciting to see where we'll go in these next few years. Yeah, very cool.

Morey Hill:

Well, I think, I don't disagree with anything that they said, but one of the things that always amazes me is our genetics nowadays. I think back to my grandfather, picking out the best ears, when he was raising corn there in the 30s, and then how we've gone from there to our traded varieties and everything we can put in the seed today. And as farmers, we might complain when we go pay that seed bill, but I think that for the resources and what we get out of that bag of seed now is just amazing. And I think my grandfather would say the same thing.

Tania Karas:

Morey, I wanted to ask you another question about WISHH. A big component of WISHH is education. Can you talk a little bit about some of the technology that you might be bringing abroad with WISHH, how you're showing people how to use maybe some of the things that we've described here.

Morey Hill:

Yes. And that's the one thing that WISHH has learned over the years. They're celebrating their twenty fifth anniversary this year is that, where we're working in the emerging markets, the local people don't understand that soy is a good use of protein. And so that it takes some education and some learning just to make them understand that it can be used as a source of protein just like flour or anything else. And so as we get more on the ground so to speak and teach people how to use that soy, then that helps open up the markets and helps make things move from there.

One of the like Meagan alluded to earlier about the aquaculture program that WISHH and USDA sponsored in Cambodia, one of the big things there was teaching them how to use soy meal instead of fish meal in the fish rations. And so that's an educational component. And from there, Cambodians eat a lot of fish and so then the growth was just exponential. And so it's very rewarding to see that with some education and some hand holding and expertise on the ground, can really help move the needle for these people to eat better.

Tania Karas:

And happy twenty five years to WISHH. I bet you've seen a huge amount of change in those years since you've, you know, gotten into those markets.

Morey Hill:

Well, just think you think about twenty five years ago, you know, new millennium, the year 2000. What have we seen change in those twenty five years? And I just I thank the directors of the American Soybean Association that had the foresight to see the down the road, the growth of the production of soybeans was going to happen here in the States and they said we just need to help people eat better and also the same vein, be a reliable supplier for that protein around the world.

Meagan Kaiser:

I think that's such a big point though, is that it it was U.S. soybean farmers who are volunteers who are coming around the table and saying, hey, how could we use our product to make it one, build demand, but two, be part of a more sustainable food supply. And that vision for twenty five years has really, really taken off, and that's a great thing. Yeah.

Tania Karas:

We've talked a little bit about emerging markets as well as more mature markets. Right now, American soybean farmers are facing some serious headwinds when it comes to their biggest export partner and, you know, hope hoping for a trade deal with China. We'll see. In the meantime, I was wondering if you could talk to me about how, you know, what what can be done in the meantime? How can research and innovation still support both local livelihoods here in The U.S. and build other global markets for soy? We can start with you, Randy. Yeah.

Randy Miller:

Thirty years ago, soybean farmers went to China to develop that market, knowing that that population was gonna grow, and it was a home run. That's 62% of the market today, they consume. But they also had the foresight to know that in baseball, you have to hit base hits. So they went to 90 some other countries to develop those markets, and they've been slower. But as those markets develop, those economies grow and people want to eat better, they increase whether it's fish or chicken or pork, they increase their intake and that soy can feed that growth.

So over time, small markets will become bigger markets. They will probably never take the place of China, but it's a place for demand to go and to improve the nutrition of those countries.

Tania Karas:

And are you right now trying to already, since the previous previous times that we've seen this this same pattern that we're in, what has what are some of the things that the Export Council has done to try to strengthen those markets?

Randy Miller:

The Soy Excellence Center that I talked about earlier is probably one of the most impressive things that's happened. But I would say that just taking farmers to those countries, talking to those people about how we grow our crops, what goes into it, the benefits of using U. S. soy for the quality, and that kind of stuff is probably the thing that has helped us to continue to grow those small emerging markets.

Meagan Kaiser:

I think that there's this human connection that the U.S. Soy Export Council has helped to build. A few years back, we welcomed, was a, yeah, actually it was a delegation from China to our farm. And just for them to see how we lived, how we produce, and how you know the equipment and the logistics that it takes to run a row crop farm in the United States. But what struck me the most is that one of these major grain buyers for China hopped on one of my son's pedal tractors, and he raced, you know, he had two of them. So they're racing around the shop together. And it was like very surprising for all of us that this happened. My son loved it. He was three at the time. But it was such a human connection. And so when trade disputes and things happen, what's nice is that we've got WISHH and USEC just continually working on meeting the people in country, learning what their needs are and saying, yes, U.S. Soy can do that. Let us figure out a way to produce what you need. And I think that that's a big part of the story. We don't just produce just to produce. We do it because there's a need and a demand. And right now there's a shift in the global marketplace, but we continue to work on all these base hits and it gives us a lot of hope for the future.

Tania Karas:

Morey, anything you want to add?

Morey Hill:

I was just going say from the trade missions and the places I visited with my time on the Soybean Board, like Meagan says, we might have to put up with governments and bureaucrats, but when it comes down to it, you're dealing with people. And people like to know who they're doing business with, and I think that's one of the pluses or the strengths of what WISHH and USEC and the soybean boards do is that we're able to go and meet these people and show them that we're not evil, we're not trying to do anything that we wouldn't do for ourselves and that we're just all here trying to help each other.

Tania Karas:

Morey, you've seen a lot through WISHH over the years. You've told us a little bit about the past. I wonder if you could talk to us a little about what you see in the future. What's your hope for the American soybean market and trade abroad in these emerging markets that you're working in in the next five and ten years?

Morey Hill:

Well, this climate we're in right now, this uncertainty so to speak. You hear the word hope thrown around quite a bit. And I learned a long time ago, hope is not a marketing strategy. But I guess my hope going forward for ‘26 and beyond is that with the help of WISHH and USEC and the United Soybean Board, we continue to build partnerships and leverage those partnerships to help other people that might not be in the immediate circle and stuff. And so I would hope that the people who are in this room and and your home countries that we can continue to build and strengthen our relationships and that we can collaborate and learn from each other and and move forward to help everyone. And that the U.S. farmers committed like we talked about to raising the safest, the best, the highest quality and the most sustainable soy in the world and that we just keep moving forward and expanding what we do.

Tania Karas:

Thank you. Meagan, Randy, what is your hope for the next five years? Five, ten years?

Meagan Kaiser:

Just listening to Morey, I was thinking, yeah, we think generationally in agriculture. And so we're the fifth generation on our family farm. We're raising the sixth generation. And so what is my hope of, what do we wanna, what's the legacy to leave for our children? And obviously thinking about a holistic farm system.

Sometimes I just wonder if you looked at the globe and you just pretended there were no borders, where is the best place to grow watermelons and cantaloupe like we talked about or strawberries and how, where do we need to make sure we have this growth to happen that it can logistically get to the right people in the right time, so that you have the nutrition still packed into whatever crop that is. And one of the things that I am hopeful about is that when I look at U.S. Soy is that not only are we positioned really well to have the infrastructure and logistics to get our crop reliably and in its best form possible to our consumer. But that we also, we get to be a part of those local food systems. That we're an ingredient or supporting, and we're just kind of part of the value system. And so I think that there's still a lot more to do.

And we have to think holistically about the inputs that come, the nutrition that comes back to my farm to replenish for the next soybean crop that we grow and we export. We have to think holistically and in a cycle to have the best outcome.

Tania Karas:

Randy, your hope for the next five, ten years.

Randy Miller:

Well said.

Tania Karas:

Next month.

Randy Miller:

The next month would be to get down to harvest. No. To take off of what Morey and Meagan said, we do look at this generationally. And to leave the soil, the farms that I've been on, in a better condition than when I got them for my son, and someday my grandson hopefully. But also to continue to do what we've done over the years, which is get up and try to feed the world every day, and make sure that we go out and tell the world what we have and help them to understand how they can use U.S. soy to better their lives and their communities and their countries to to just continue to grow and to develop.

Tania Karas:

Speaking of how you do that, when you are working with international buyers, what do they want to see from U. S. farmers in terms of showing how they focus on soil health and conservation? How are international buyers thinking about sustainability?

Randy Miller:

Meagan alluded to it earlier. When they're on your farm or you're visiting with them, they wanna know how you raise a crop. What are your inputs? What do you do every day when you get up to start planting a crop? They wanna know that you're doing it in a safe way that you can get the product to them in a timely manner.

And the U. S. farmer has done a very good job of having the look, using less inputs while raising more on less ground and also reducing our carbon footprint to the point that we're adding acres of timberland, diversifying our biome, if that's what you wanna call it, while still producing more every day. So I think that's they just wanna know how we do it.

Meagan Kaiser:

Yeah. I think that's an excellent point. You know, one of the things that I I think about is that we actually worked really hard to reduce our our carbon footprint for every bushel of beans that leave our farm. And that's not just on the food side, thinking about we use biodiesel in every tractor, truck and combine on our farm because I know that we get a reduced greenhouse gas emissions coming from that. This is the air we breathe. This is the water we drink.

This is our family. So I love the fact that we're able to use a soy product to create more soy that creates more food for around the world. And I think looking at other problems of, you know, I had someone stop me and said, you use so much plastic in farming. What do you do with all that plastic? And I had to kind of think through it.

I was like, honestly, I feel like the most plastic we use is milk jugs for our kids and we recycle, you know? But they were thinking that we had everything in bags or that everything came in smaller plastic totes. And I didn't even recognize what they were talking about because we because of our efficiency of scale, we're able to use bulk containers that are reusable and then are refilled at the seed shop and then they come back to be passed through to the planter again. We use very little plastic, even any other input. It's usually in a bulk scenario in a reusable container.

I think those are the types of things that they are small, but they really add up when you think about all 515,000 U. S. soy farmers working to be as efficient with not only their taking care of their soil, but as efficient as they can be with their fuel usage, their water consumption and really ensuring that their holistic aspect of their farm is really well taken care of. That's something we don't even talk about because we know it's good for us too. Yeah. And we forget to share that story sometimes with folks that don't see the way that we farm every day.

Morey Hill:

Well, I think too, another component, you know, it's been talked about up here as far as, you know, family farms are generational. And I always say, you know, if I'm not sustainable, I'm not in business. And so does that mean that I'm more sustainable now than I was ten, fifteen years ago? A lot of that depends on the markets. But as long as I can show improvement, at least to myself and hopefully to my neighbors and people around me, that what we're doing is sustainable and like Randy said, it keeps moving forward and we keep doing more with less that the people that we're trying to do business with, want to do business with, like to see that and we just we'll just keep on doing that.

Meagan Kaiser:

The truth is sustainable might not be the right word because we're not really sustaining. We're working toward continuous improvement, which is really more along the lines of regenerative. And I think sometimes we don't use that word because it's really what we're doing.

Tania Karas:

That's a really good point. And on that note, what is something that you wish more people knew about, you know, what what you're doing here? What do you want to people to know about how U.S. soy farmers can be part of the solution or soil-lution as we're using here at the Dialogue, feeding people while actually regenerating the land?

Meagan Kaiser:

Yeah. I think, you know, sometimes it's not necessarily about what we want you to know about us, but I think in conversations regarding visits we've done with WISHH and USEC, Jim Sutter, the CEO of the U. S. Soybean Export Council said the U. S. is the provider of choice. And the truth is that the American farmer will produce how you, what you need us to produce. But we want to make sure that those thoughts and decisions aren't made in a box. Come see what we're doing. Be on the ground a little bit. And it might, there might be perceptions that we didn't even know you had. Or maybe you'll just learn something new that we could both learn from each other, I guess. It's about the conversation and ensuring that we have shared goals and a shared vision.

Tania Karas:

Yeah. Randy, anything you wanna add to that? What's something you want people to know?

Randy Miller:

The shared goals. We get up every day and do what we do, and we don't realize things we, some of the small things we do that make a huge difference. And if we don't go on those trips with USEC or WISHH and talk to those buyers around the world, they'll never know that. And to me, we need to do a better job of telling our story of what we do every day.

Morey Hill:

You know a lot of our mission trips so to speak, we're labeled as grower leaders. And sometimes I think we forget that the growing part and telling like Randy said of what we do and whether we're just trying there to show what we do and we're not necessarily telling them that that's what they have to do. But it's just that it's available and that they can learn from us and that we're there to help them learn.

Tania Karas:

Thank you. I wanna ask you what success looks like for you. What does success looks like on a big, broad, global level when it comes to connecting soil health, trade and global nutrition? And where does U.S. soy fit into that? Randy, maybe we can start with you.

Randy Miller:

So what success looks like? The ability to continue to grow a product that helps to feed the world and also the ability to get that product to where it's needed. Right now, the American farmer does a great job of producing it and we do a good job. We are the most reliable source there is to get protein out there. But to continue to do that and to make sure that it gets to all the places that need it.

Meagan Kaiser:

I kinda go back to the USB's vision is partnering to deliver U.S. soy sustainable solutions for every life, every day. And it's for the every life, every day thing that I think about the most. So everything from the protein on your plate to the fuel in your car to the rubber on your tires to the asphalt below you. And even maybe even the soy straw you might be drinking out of someday. Looking for ways that we can solve big world problems with a drop in replacement.

We don't have to change everybody's daily life, but with a drop in replacement with a more sustainable soy solution. I think about that a lot. We're lucky to be farmers and to look out over our green fields on a beautiful sunny day and know that we have clean air and clean water. But then to farm in a way that we preserve that for the future generations and at the same time provide a nutritious and delicious food source. That's really what success looks like. I think we're doing it today, and I think we're going to be doing it even better in five years.

Morey Hill:

I like to use one of the many examples from WISHH is that in a program we had going on a few years ago was to help increase egg production. Well, because of cultural taboos and stuff, the consumption of eggs was very limited and wasn't encouraged at all in families. But through education and development with WISHH and expertise on the ground, we've been able to overcome that stigma of eating eggs and getting protein into the children at schools and stuff. And so I think you can use that as an example that can be magnified around the world as we try to help people eat and live better.

Tania Karas:

It's a really good example. Thank you. We are nearing the end of this super fascinating discussion. So I wanted to leave everyone in this room with some food for thought and a call to action. So we can go back down the road like this starting with Randy. If you could change one thing right now when it comes to getting more U.S. grown soil out in the world, what would it be?

Randy Miller:

I would like for the customers around the world to understand that U.S. soy is the most sustainable, healthiest, reliable, smallest carbon footprint product there is. Hands down. There's no other nobody else can compete with us when it comes to that. And I think sometimes people look past that and we all do it. We shop for price. And it's not always about price, it's about quality. And you sometimes get what you pay for. And just that people would know that U. S. soy is the highest quality soy they can get.

Meagan Kaiser:

Well, now U. S. soy is on sale a bit, isn't it. So price is all right too, just buy now. I think that I lost my train of thought. Yeah, going first is a good idea. I think that we have so much opportunity. It's hard to, you know, down to, we've worked with a company called Adesia in, Northeast U.S., and they're working, some children have peanut allergies and to create these high calorie foods for parts of the world that are most in need. And being able to be a soy solution from the most in need population of this world, all the way to developed markets that already have holistic food systems in place and we get to be a high protein ingredient.

I think that that's a wonderful thing that U. Soy farmers get to play a role in each area from really just somebody who's at risk of immediate starvation to a local food system, a local family halfway around the world from us, all the way to a European food market. And we get to be a part of all of that, and I think that that's exciting. And yeah, like I said, soybeans are on sale. So we get to be a part of all of it.

Morey Hill:

And adding on to that, would I would say that one of my biggest concerns and hope for us is that, you know, we can get the soybeans where they are the meal to where it needs to be in a more efficient and quicker manner and just to have the availability at local markets I think would really help the local economy and the feed dealers and the people feeding it, whether it be for human use or for feed use, so that down the road that if we can overcome those hurdles and make it more available that price and quality factor will sort itself out and that we'll be able to move more of our U.S. soy.

Tania Karas:

Thank you so much. I feel a lot more optimistic after this discussion and really learned a lot. So thank you so much to all of our panelists and to all of you for being here.