



## REQUEST FOR PROPOSALS

**RFP Title:**

Industrial Uses of Soy

**RFP ID:**

IN-01

**Proposed Start Date:**

10/1/2026

**Proposed Completion Date:**

9/30/2027

**Proposal Submission Deadline:**

1/26/2026

**Description of RFP:**

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**About the United Soybean Board**

The United Soybean Board (USB) is governed by 77 farmer-leaders from across the country with one common goal: increasing return on investment for all U.S. soybean farmers. USB invests soybean checkoff funds into research, market development, and communication initiatives that strengthen soybean demand and create value for U.S. soybean farmers. The full scope of the United Soybean Board can be found [here](#).

**Industrial Uses**

The Industrial Uses Group at USB invites proposals for innovative, high-volume technologies that expand industrial demand for U.S. Soy in industrial applications (e.g., bioplastics, chemicals, coatings, adhesives). This group does not fund projects in sustainable production, animal feed, human food, renewable fuels, or export, as these areas are covered by other USB work groups. Please review the three core areas described below for specific details on areas of interest. For all core areas, proposals that fulfill some or all the following criteria will be prioritized:

- Strong commercialization potential with a defined market analysis and a clear roadmap to financial self-sufficiency
- Significant long-term demand growth with meaningful soybean volume consumption
- Clear technical feasibility and scale-up plans
- Robust and proven scientific methods
- Innovative approaches where soy provides inherent value and product performance advantages
- Clearly defined success criteria and timelines for all deliverables
- Long term reputational value for U.S. Soy.

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## Three Core Areas

### 1. Soybean Meal

We seek proposals utilizing soybean meal in **bioplastics** and **thermosets, wood adhesives**, and **other large-scale applications**. Priority will be given to solutions that consume significant volumes of soybean meal and demonstrate clear competitive advantages over existing feedstocks in performance, sustainability, or cost. Technologies which utilize other soy protein sources (e.g. soy protein isolate, soy protein concentrate, and soy flour) are considered, however, proposals must clearly demonstrate an economic justification for use of these higher cost inputs.

### 2. Soybean Oil

We seek proposals leveraging soybean oil in **bioplastics** and **thermosets, paints and coatings, infrastructure technologies** (e.g. asphalt and concrete), and **other large-scale applications**. Proposals should outline how soy-based inputs can deliver measurable performance benefits, reduce environmental impact, or replace petroleum-derived alternatives. Alignment with industry needs such as sustainability goals, regulatory requirements, and performance advantages are prioritized. Proposals incorporating feedstocks derived from specialty soybean varietals such as high oleic soybean oil are encouraged.

### 3. Green Chemistry

We seek proposals applying green chemistry principles to replace regulated chemicals with documented health and safety concerns, including those with phase-out dates and no existing drop-in replacement. For the criteria of what constitutes Green Chemistry, you can start with the official EPA description [here](#). Some high priority topics of interest include but are not limited to:

- PFAS (poly- and perfluoroalkyl substances) alternatives
- Formaldehyde-free adhesive systems
- Low-VOC formulations
- Organic solvent replacement (including halogenated solvents)
- Alternatives to aromatic oils and PAHs (polycyclic aromatic hydrocarbons) in rubber products

## Project Scope

The United Soybean Board supports projects from early-stage proof of concept through commercialized product expansion using a stage gate approach. Our primary focus is new product development that expands demand for soy-based feedstocks. While marketing efforts for existing commercial products may be considered, investments advancing technical innovation and enabling commercialization are prioritized.

**Note:** If you feel your industrial use proposal is justified based on alignment with the overall USB mission, but not in scope for the three stated core areas above, we encourage you to contact us at [IndustrialRFPs@unitedsoybean.org](mailto:IndustrialRFPs@unitedsoybean.org).

**Proposal Submission Instructions:**

- Please complete the attached Proposal template, Project Information Supplement, and the FY27 Proposal Supplement Questions for Industrial Uses.
- The Project Information Supplement will need to be populated based on the key deliverables identified in the proposal template. We suggest limiting the number of deliverables listed and focusing on those that will be most impactful as written approval from USB will be required to move money between deliverables. **PLEASE NOTE, NO MORE THAN FOUR DELIVERABLES ARE ALLOWED.**
- All submitted proposals should have a start date matching the proposed start date above, or later.
- Your proposal, budget and supplements must be submitted online via the [United Soybean Board Proposal Submission Form](#)
- Enter the RFP ID above (i.e. **IN-01**) in the Request for Proposal (RFP) ID field on the online submission form.
- Please use the following naming convention when submitting your documents:
  - Organization\_Brief Title\_Proposal.docx
  - Organization\_Brief Title\_Information\_Supplement.xlsx
  - Organization\_Brief Title\_Supplement\_Questions.docx
- Do not remove the instructions or attempt to edit the templates in any way. All proposals and the Industrial Use Supplemental questions must be submitted as Word documents using the attached templates. The Information Supplement must be submitted on the attached Excel template (see below for a list of prohibited budget items).
- University/USDA submissions must be approved by and/or submitted by the Office of Sponsored Programs.
- Invitation to submit a proposal does not guarantee the proposal will be approved.

**Decision Timeline:**

USB uses a thorough, farmer-led process to evaluate and select projects for funding. Our review cycle runs from February through July 2026, with final decisions made in July. We will notify all applicants of their application status once decisions are finalized.

**Prohibited Expenses:**

- a. Entertainment expenses
- b. University Principal Investigator salaries
- c. University overhead/indirect costs
- d. Spousal/family/companion expenses
- e. Personal expenses
- f. Purchase of capital equipment over \$2,500
- g. Expenses related to lobbying

For strategic and RFP specific questions, please contact: [\*IndustrialRFPs@unitedsoybean.org\*](mailto:IndustrialRFPs@unitedsoybean.org)

For budget and compliance questions, please contact: [\*Finance@unitedsoybean.org\*](mailto:Finance@unitedsoybean.org)