

PARTNERED FOR PROFITABILITY

2018-19 Positive Impact Report



CHECKOFF & MEMBERSHIP
PROGRAMS



The 2019 growing season was not a great one for the record books—delayed and prevented plantings, a dry summer and a late harvest. While farmers worked through those challenges individually, including on my family's farm near Mahomet, the Illinois Soybean Association was partnering with others in the industry to collectively address these and other challenges the industry faced.

We're proud of that work. ISA funded innovative, new projects during the last fiscal year to seek ways to bolster profitability. We also maintained tried-and-true programs to generate continued return on investment success.

As we move into a new growing season, Illinois soybean farmers can feel confident that ISA is poised to take additional steps to efficiently and effectively secure our profitable future. And we look to Illinois farmers for feedback on those efforts to make the most of your contributions.

Contact us at ilsoy@ilsoy.org or (309) 663-7692.

DOUG SCHROEDER | ISA Chairman

CORPORATE SPONSORS

EXECUTIVE

> ADM

PRINCIPAL

> Bayer

CORE

> Cargill
> FMC Corporation

ASSOCIATE

> Compeer Financial
> Corteva Agriscien
> The Mosaic Company

AFFILIATE

> BASF
> Syngenta
> Valent U.S.A

SUPPORT

> Beck's Hybrids
> GROWMARK, Inc.
> Rumbold & Kuhn, Inc.
> Stoller USA, Inc.
> The Andersons, Inc.
> URSA Farmers Cooperative

OTHER SUPPORTERS

> Farm Progress
> Grain & Feed Association of Illinois
> HighQuest Partners
> Mercaris
> Midwest Shippers Association
> Rooster Strategic Solutions, LLC
> U.S. Soy Global Trade Exchange

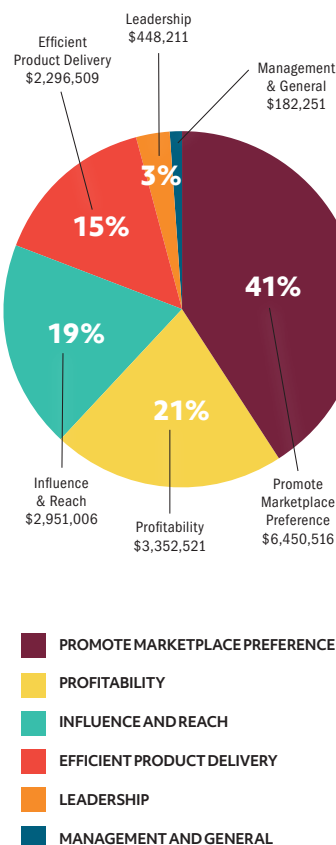
ORGANIZATIONAL EXCELLENCE

4 Illinois soybean farmers serve on the United Soybean Board.

One is on the executive committee. 8 farmers serve on the American Soybean Association board.

ISA directors participated in the Soy Leadership Forum, Symposium for Chief Executive and Chief Elected Officers, Soybean Leadership College and Get on Board Program.

7 ISA Soy Ambassadors are currently part of the two-year leadership program. **About one-third of the current board was a Soy Ambassador at some point.**



ILLINOIS SOYBEAN BOARD FINANCIALS

FOR THE YEAR ENDED AUGUST 31, 2019

ASSETS

Cash, investments & cash equivalents	\$11,099,598
Other current assets	\$80,028
Fixed assets (net of depreciation)	\$1,257,064
Total Assets	\$12,436,690

LIABILITIES

Expenses accrued and payable	\$1,778,232
Funding payable	\$1,886,344
Payable to USB	\$218,499
Total Liabilities	\$3,883,075

Net assets without donor restrictions	\$8,553,615
Total Liabilities & Net Assets	\$12,436,690

REVENUE

Checkoff receipts (net of USB)	\$13,177,771
Interest	\$287,707
Sponsorships & miscellaneous	\$40,245
Total Revenue	\$13,505,723

OPERATING EXPENSES

Promote Marketplace Preference	\$6,450,516
Profitability	\$3,352,521
Influence & Reach	\$2,951,006
Efficient Product Delivery	\$2,296,509
Leadership	\$448,211
Management & General	\$182,251
Total Expenses	\$15,681,014

Decrease in net assets	(\$2,175,291)
Net assets beginning of year	\$10,728,906
Net assets at end of year	\$8,553,615

Two-thirds of current ISA directors have **completed at least one session of the Leadership Excellence Program.** Half have completed all four sessions.





FARMER PROFITABILITY

ISA co-hosted **AgTech Nexus in Chicago**, which included 130 agtech innovators, funders and farmers and an exclusive dinner for 15 technology influencers. ISA sponsored the World Agri-Tech Innovation Summit and met with more than 60 agtech companies.



The award-winning *Soy Perspectives* magazine launched in January 2019 with distribution to 43,000 Illinois soybean producers. An ISA readership survey indicated 37% of respondents saved an article for future use.



ISA funded university scholarships, local and multi-state university **research**, statewide sustainability and profitability **surveys**.



ISA representatives **discussed leading ag technologies and farm-level adoption** for a crowd of 1,350 as part of an InfoAg panel discussion.



ILSoyAdvisor.com had **165 soybean management blog articles receiving 21,353 views**.

- 11 award-winning webinars had 3,072 viewers
- CCAs earned 575 continuing education credits

FARMER PROFITABILITY



20 wheat and soybean experts collaborated on an **Illinois Double-Crop Guide** to promote planting a wheat cover crop for increased farmer profitability and nutrient management.



ISA's Profitability Radio Program

broadcast 204 spots over five months for a total of more than 400 minutes of airtime.



182 farmers with 281,785 acres

benchmarked their sustainability in a FieldRise survey.



ISA educational events attracted 280 farmers and CCAs at the Soybean Summit, more than 400 farmers at five Better Bean Series events and 72 farmers at Tech Connect, a new event focused on agtech opportunities and use.

BETTER BEANS ARE BACK.



MARKETPLACE

1,142 participants
from 47 countries
visited Illinois soybean
farmers and
facilities.



Since **Mexico** removed a 20% retaliatory duty on U.S. pork in mid-2019, exports have rebounded with ISA's partnership promoting pork with the U.S. Meat Export Federation.




21 consulate
offices were
represented at ISA's
annual consulates
dinner in Chicago.



More than 100,000
people visited the
Gulfood 2019 show in
Dubai and many stopped
in at the highly-regarded
U.S.A. Poultry and Egg Export
Council (USAPEEC) pavilion,
supported by ISA, where 15
members exhibited.



ISA introduced several
shippers to **newer, more
competitive freight
options** resulting in
containerized soybean and
soybean meal shipments with
freight value of **\$285,600.**

MARKETPLACE



100% biodiesel is used by the Chicago Park District thanks to an ISA pilot project that proved high-blend levels of biodiesel can be used all year, problem-free.



15 B20 Club members use a total of **5.3 million gallons of B20 biodiesel annually**, contributing to cleaner air and more sustainable operations throughout Illinois.

ISA supports the Illinois Livestock Development Group. Of the 74 notices of intent to construct livestock facilities submitted to the Illinois Department of Agriculture in FY19, 67 were approved. ILDG helps livestock producers navigate the permit system.



ISA facilitated containerized soybean transactions of about **886,000 bushels worth nearly \$11 million** to five countries.



ISA helped found the World Initiative for Soy in Human Health (WISHH)

20 years ago to spur development and create trade for U.S. soy in emerging markets. ISA and WISHH continue to ensure U.S. soy is the protein of choice for food and animal feed in Africa, Asia and parts of Latin America.

ISA helped identify varieties with potential to protect billions of dollars in net farm revenue by **outcompeting synthetics** and grains displacing soybean meal in feed rations.





INFLUENCE AND REACH

CHECKOFF

15 ISA thought leadership perspectives were shared through various channels in 2018-19 to support ISA's engagement and leadership role as the top soybean-producing state in the country.

ISA engaged 60 public officials and 300 Capitol staff members during a spring **soy latte event** at the state's capitol to talk biodiesel.



NONCHECKOFF

The **Voice for Soy website** was **updated** to include 12 issue areas, positioning ISG as an expert in legislative and governmental affairs.



ISA's Chicago office **hosted 44 meetings** with more than **500 people attending**.



More than 250 sustainability leaders attending a Field to Market meeting in Chicago **heard about ISA's approach to sustainability** and U.N. Sustainable Development Goals.

70 Voice for Soy users received **text message Action Alerts** with 278 letters delivered to 11 legislators as 62 individuals took action.

18 groups participated in a first-of-its-kind **ISA water leadership roundtable** in Chicago. The Soy in the City initiative reached more than 4,500 Chicago business influencers.

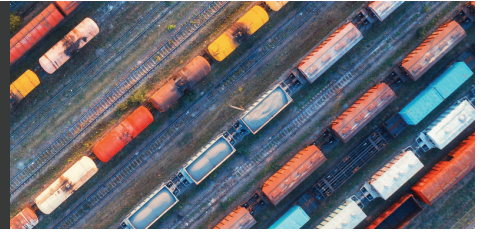
ISA contributed \$253 to each of 79 county ag literacy coalitions **reaching nearly 450,000 students with lessons related to soybeans**.



ISG held more than 35 legislative and key leadership meetings, including with the U.S. Trade Representative, USDA Risk Management Administrator and Cuban President Miguel Diaz Canal during his first U.S. visit in September 2018.

FUNDED BY CHECKOFF AND MEMBERSHIP DOLLARS

EFFICIENT PRODUCT DELIVERY



The U.S. Army Corp of Engineers completed **rehabilitation and repairs to locks and dams** along the Illinois Waterway in 2019. ISA hosted 6 tours with more than 200 transportation officials to facilitate discussions.



ISA was invited to attend events with **more than 3,600 ag transportation stakeholder participants**. 11 educational presentations were made to nearly 600 ag, transportation and logistics professionals at industry meetings.



ISA worked with **more than a dozen top tier media outlets** including the *Wall Street Journal*, *Crains's Chicago Business*, Bloomberg and Reuters regarding containers, securing 38 articles with 2.6 million impressions.

68,761 containers of soybeans were exported from Illinois representing about **62.1 million bushels**.



VISION

Enable Illinois soybean producers to be the most knowledgeable, sustainable and profitable in the global marketplace.

MISSION

Ensure Illinois soy is the highest quality, most dependable, sustainable and competitive in the global marketplace.

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