

# FY25 YEAR END REPORT

## Chairman's Reflection

### KEEP MOVING FORWARD

"2025 was undoubtedly a difficult year for Illinois farmers. We faced a drop in commodity prices, concerning proposed policies, global trade tensions, increased input prices and, on top of it all, an extremely dry growing season. While we can all agree on how challenging last year was, one thing remains certain: We must keep moving forward, together.

The agriculture industry fluctuates like no other, and at the Illinois Soybean Association (ISA), it's our mission is to support you, the Illinois soybean farmer, through every challenge and every season. Over Fiscal Year 2025 (FY25), we remained focused on expanding both domestic and international markets, offering region-specific agronomic insights and amplifying your policy needs and concerns at the state and national level. Together, these efforts are designed to position our state's soybean farmers for long-term success.

Within this report are insights from our dedicated staff directors and details on a handful of transformative projects that are moving ISA's mission forward. Not only do these initiatives address current challenges, but they're also implemented to anticipate the needs of Illinois farmers. From innovative new uses and expanding new markets to farmer-driven advocacy and research, each project plays a vital role in moving our industry forward.

As Chairman of ISA, I'm extremely grateful for your hard work and dedication, which remain at the center of our mission. Even in a difficult year, your checkoff is at work, and ISA remains committed to standing beside you. I look forward to continuing this journey together as we build a strong future for Illinois agriculture."



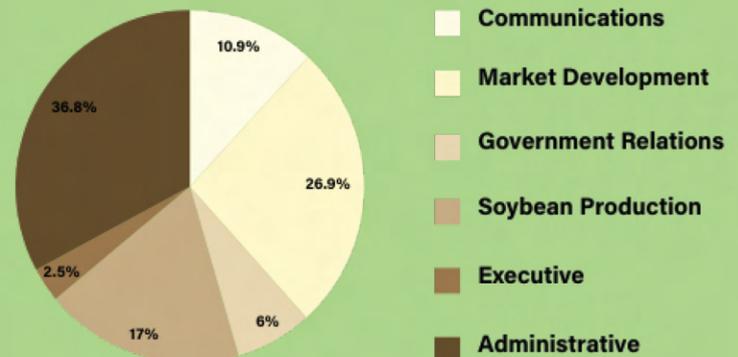
BRYAN SEVERS, ISA CHAIRMAN

## Financial Snapshot

FOR THE YEAR ENDING AUGUST 31, 2025

ON BEHALF OF THE ILLINOIS SOYBEAN BOARD (ISB)	
ASSETS	\$22,929,564
LIABILITIES & NET ASSETS	\$22,929,564
REVENUE	\$19,245,434
OPERATING EXPENSES	\$18,164,135

For more information, contact Director of Finance, Kati Owen, 309-663-7692.



## Reflection

“Despite it being a challenging and turbulent year for agriculture, ISA’s Market Development team made significant advances in building new demand for soy in domestic and international markets. We continued building our relationships with global buyers through expanded outreach to Chicago consulates and by hosting multiple trade delegations. ISA Board Directors led a trade delegation to Indonesia, where they met with several leaders to discuss farming practices and opportunities to expand soybean meal imports. We also launched the International Commercialization Initiative (ICI) to strengthen collaboration between QSSBs and USB on emerging “New Uses” products and add them to USSEC’s international portfolio of offerings.

Domestically, we hit significant milestones in market growth and innovation. We certified our 100th Sustainably Soy product, expanding the use of ISA’s sustainability logo, and the Soy Innovation Center launched the SpringBoard Challenge to support research efforts around industrial soy-based products. Additionally, two ISA-developed technologies, biolubricants and xylitol, advanced to stage two commercialization, moving from the lab toward production, testing and market introduction.

Looking ahead, we remain committed to expanding markets for soy while building on this year’s momentum. New initiatives are underway, including a transportation-focused effort to protect Illinois’ competitive advantage and plans to work with USSEC to scale the successful Soy Excellence Centers through technology upgrades. ‘Onward and upward!’”



TODD MAIN, DIRECTOR OF MARKET DEVELOPMENT

## SOY EXCELLENCE CENTERS:

The Soy Excellence Centers (SECs) closed FY25 with notable growth in its global training and professional development programs. The program continued to support sectors such as poultry, aquaculture, dairy and feed manufacturing through in-person, virtual and digital learning. A highlight of the year was the introduction of the STAR (Top Achiever Recognition) Awards, recognizing outstanding professionals who have applied SEC training to improve operations and lead change in their communities.



## INDONESIA TRADE MISSION:



Indonesia is the fastest-growing country in Southeast Asia, which is why ISA decided to conduct a trade mission there this past year. The delegation of board members and staff met with multiple government agencies to discuss expanding soy markets and the continued relationship between U.S. soy and the Indonesian government. Soy plays an important part in the Indonesian diet, which the delegation witnessed firsthand while visiting local Tempe and soy snack food producers. ISA continues to focus on expanding international markets, with Indonesia a priority in Southeast Asia.

## IT'S SUSTAINABLY SOY:

It's Sustainably Soy has proudly reached a milestone of more than 100 certified products. This achievement reflects the program's continued growth and success in promoting soy-based innovation. The expanding portfolio showcases a diverse range of products, from industrial goods to consumer items, that use sustainable soy ingredients. This progress highlights the strong partnerships and industry commitment driving the adoption of soy-based solutions.



## ON-FARM TRIAL NETWORK:

The On-Farm Trial Network (OFTN), launched in 2024, is a program for Illinois farmers and organizations that functions as the bridge between farms and industry and university-generated-research. The first year of the OFTN sulfur plots was successfully planted this season and planning began for next year's trials. Five new trials were developed based on farmer feedback, research insights and regional challenges.



## FARMER-DRIVEN RESEARCH:

New research outreach continues including the launch of the Illinois Soybean Association Agronomy Farm featuring four demonstrations: double-crop soybeans following wheat, a pollinator plot, a cover crop species demonstration and a maximum return-to-nitrogen corn plot. The first Annual Insights Report was published in the June issue of *Illinois Field & Bean*, and more than 140 responses were received from the Growing Concerns Survey.



## FIELD ADVISOR:

Field Advisor continued to share valuable content, including crop reports, blogs, webinars, Soy Envoy insights and actionable checkoff-funded research. The team also successfully coordinated the inaugural Field Advisor Forum, which drew 156 in-person attendees and over 50 virtual participants. Visit [FieldAdvisor.org](https://FieldAdvisor.org) to check out the latest content!



## Reflection

"Work on the ISA Soybean Production strategic plan progressed throughout the year and continues to evolve as harvest data provides new agronomic insights and analysis. Collaboration with both new and existing partners has expanded our reach through Field Advisor and strengthened our committee's engagement by learning directly from researchers about the impact of their investments on Illinois soybean systems.

Each year, the number of proposed projects grows, bringing innovative ideas and meaningful questions to explore. We value the opportunity to work alongside researchers and farmers to build a strong, forward-looking portfolio of checkoff-funded agronomic research."



ABIGAIL PETERSON, CCA,  
DIRECTOR OF AGRONOMY

## ADVOCACY THAT DELIVERS:

In FY25, the Government Relations team strengthened legislative outreach by engaging directly with lawmakers at both the state and federal levels. Through on-farm visits, legislators gained valuable insights into the agricultural process, reinforcing our position as a trusted advocate for Illinois soybean farmers. Our team continued advocacy efforts in Washington, D.C., and Springfield, and hosted the annual Soy Latte Day at the Illinois State Capitol, where over 100 legislative staff and assembly members were educated on the importance of soy in their everyday lives.

## MOMENTUM YOU CAN MEASURE:

ISG continued to expand its outreach and impact throughout FY25, strengthening its role as the statewide grassroots voice for soybean farmers. This year, ISG increased engagement through a growing lineup of in-person and virtual events designed to keep members informed and connected. ISG staff traveled across Illinois hosting regional town halls that offered timely updates on issues such as biofuel legislation, estate taxes and regulatory issues. These meetings helped build awareness of ISG's policy priorities and ensured producers had direct opportunities to ask questions and share input.

## CLARITY IN A COMPLICATED YEAR:

Staying ahead of fast-moving federal rules has become essential for Illinois farmers, and ISA stepped up in FY25 to help make sure producers weren't caught off guard. One of the most important examples came this winter, when we hosted a series of regional workshops focused on major regulatory shifts coming from EPA. The workshops, held in January and February, were in-person meetings that gave farmers clear, practical updates on topics such as the new Mitigation Strategies and pesticide labels coming from the U.S. EPA, Endangered Species Act considerations, and emerging concerns around species such as the monarch butterfly. More importantly, they offered a chance for farmers to hear exactly what's changing, steps they can take to prepare and what ISA is doing to protect their freedom to farm.



## Reflection

"Illinois Soybean Growers' (ISG's) focus in FY25 has been on influencing legislation that affects trade, biofuel markets, environmental practices and farm support programs. During multiple D.C. fly-ins with national partners, ISG engaged with nearly all members of the Illinois delegation and contributed to meaningful improvements to 45Z and the Renewable Fuel Standard. In Springfield, advocacy centered on estate tax policy, biofuels, conservation and landowner protections. Toward the end of the state's legislative session, Governor Pritzker signed an ISA-backed bill that strengthens landowner rights related to carbon pipelines. To better support members, ISG expanded its virtual outreach through monthly webinars featuring policy experts and industry specialists. These sessions provided timely guidance on issues ranging from herbicide label changes to tax planning and trade dynamics, engaging hundreds of farmers statewide. ISG also continued investing in community-building through events such as two Farm Business Summits focused on farm succession. These efforts contributed to strong membership growth and increased fundraising, further strengthening ISG's capacity to deliver effective advocacy.

Together, these initiatives demonstrated ISG's commitment to showing up in local communities, answering tough questions, and ensuring producers have a voice in shaping policy priorities. At every step, the goal remained clear: to keep Illinois farmers informed, prepared, and protected. FY25's results highlight just how deeply committed ISA is to delivering on that promise."



KEVIN "KJ" JOHNSON,  
DIRECTOR OF GOVERNMENT RELATIONS & STRATEGY

# Marketing Communications

## ILLINOIS FIELD AND BEAN:

Throughout FY25, **Illinois Field & Bean** Magazine delivered 12 issues featuring timely, in-depth coverage on the topics that matter most to Illinois' 43,000 soybean farmers. From farmer advocacy and checkoff-funded research to field trials and market expansion, each issue highlighted the work being done to advance our industry. FY25 issues were also featured on the newly updated **Illinois Field & Bean** page on [ilsoy.org](http://ilsoy.org), expanding access to readers. Visit [ilsoy.org/illinois-field-bean](http://ilsoy.org/illinois-field-bean) to explore the latest content.

## PRODUCER SENTIMENT SURVEY:

The FY25 ISA Producer Sentiment Study provided a comprehensive analysis of Illinois soybean farmers' perspectives on industry trends, challenges and ISA's role in their operations. This study uncovered farmer sentiment regarding the checkoff programs, market conditions, technology adoption and policy priorities. By analyzing key trends and farmer priorities, this report offered actionable insights to guide ISA's communication, investment and program development.

## DIGITAL COMMUNICATIONS:

The ISA Communications team strategically refined and expanded its social media presence in FY25 to more evenly showcase messaging across departments and key programs. By prioritizing high-quality photography and video, the team strengthened storytelling efforts and drove measurable growth in impressions, engagement and overall traffic to ISA digital resources.

## Funded by the Illinois Soybean Checkoff Reflection

"Marketing Communications projects in FY25 were strategically focused on streamlining efforts across our channels to more consistently and effectively tell the story of Illinois soybean farmers and the programs and initiatives that support them. By aligning print, digital and research-driven communications, our team strengthened ISA's ability to inform, engage and add value for farmers across Illinois. Throughout the year, ISA Marketing Communications team members and Board Directors also engaged with several state and national media outlets to amplify farmers' concerns around global trade and policy.

We remain committed to delivering timely and relevant industry news and messages that keep Illinois farmers informed and engaged amid a rapidly evolving global marketplace. Through proactive storytelling and strategic communications, ISA will continue to elevate the voice of Illinois soybean farmers and reinforce their leadership role on the global stage."



BETSY OSMAN,  
DIRECTOR OF MARKETING COMMUNICATIONS/  
EDITOR IN CHIEF, ILLINOIS FIELD & BEAN MAGAZINE



## Thank You to Our Corporate Partners

ADM  
Advanced Drainage Systems, Inc.  
AGCO  
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American Soybean Association  
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BRANDT  
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Clutch  
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Phospholutions  
Pioneer  
Remington Seeds  
Rooster Marketing  
Soil and Water Outcomes Fund  
Stoller USA  
Syngenta  
Tennessee Farmers Cooperative  
Waterways Council Inc.

# FY24 ISA Board Leadership

 **Funded by the Illinois Soybean Checkoff**

## CEO's Reflection

### POSITIONING ILLINOIS SOY FOR A STRONGER FUTURE

"Despite a challenging year for commodity groups, the Illinois Soybean Association is working behind the scenes to ensure Illinois soy remains strong and competitive in a changing world. We are fully committed to strengthening our impact through new projects, research and outreach, and to aligning our actions to leverage new opportunities that build resiliency for Illinois farmers. And with 127 new projects lined up for FY25, our commitment to supporting Illinois soybean farmers is more selective but just as impactful.

Over the next fiscal year, ISA will continue investing in production research to advance on-farm profitability and sustainability. We know our growers' ability to operate freely and effectively depends on robust research and data that addresses the challenges and opportunities ahead.

Through our Soy Innovation Center, we'll continue collaborating with industry experts to discover new uses and innovations for Illinois soy. We will continue to grow markets far and wide, including for use by livestock and biodiesel producers here at home and by buyers and end users in Europe and Southeast Asia.

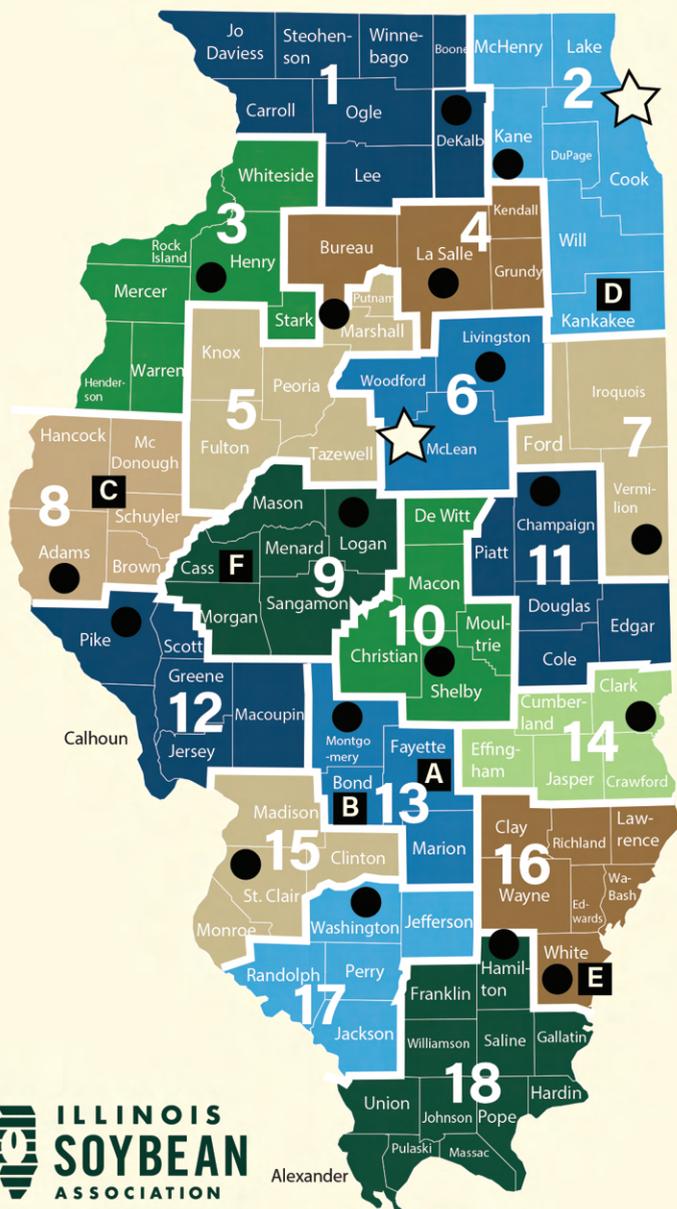
Transportation and infrastructure will remain a focus as we understand that efficient and reliable transportation is essential for maintaining the competitiveness of Illinois soybeans in the global market.

And we will continue to champion legislative work that safeguards and advances our industry. This includes advocating for higher blends of biodiesel, ensuring that our state remains at the forefront of renewable energy initiatives.

Thank you for your continued support and engagement. Our progress continues to be driven by Illinois' hardworking farmers, the ISA board and staff who press on with the ISA creed: "Yes we can. And we'll do it together."



**JOHN LUMPE, ISA CEO**



#### ● DISTRICT DIRECTORS

1	Ryan Frieders
2	Steve Pitstick
3	Dwayne Anderson
4	Weston Olson
5	Mark Read
6	Rob Schaffer
7	Bryan Severs
8	Tim Clark
9	Ron Kindred
10	Elliott Uphoff
11	Matt Murray
12	Brock Willard
13	Heath Houck
14	Brad Daugherty
15	Jeff Parker
16	Vacant
17	Emily Lovelady
18	Martin Duffy

#### ■ AT-LARGE DIRECTORS

A	Betsey Emerick
B	Scott Gaffner
C	Brady Holst
D	Jeff O'Connor
E	Tim Scates
F	David Wessel



On behalf of Illinois Soybean Association (ISA), which includes both the Illinois Soybean Board (ISB) checkoff funded program, and the Illinois Soybean Growers (ISG) non-checkoff member program.