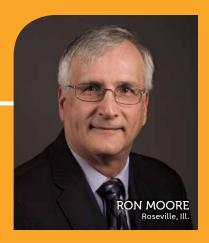


# ASA PRESIDENT

# A MESSAGE FROM THE PRESIDENT

Dear Soybean Association Members and Industry Friends,

Welcome to the 2017 Soybean Success Report, and thank you for your continued advocacy on behalf of U.S. soybean farmers. Here at ASA, we have much to be proud of as we look back on a successful 2016, and we have an ambitious to-do list for 2017.



ASA again saw significant policy success in 2016, just as we have in previous years, highlighted by the passage of a landmark biotech disclosure law. ASA worked for more than two years as a steering committee member of the Coalition for Safe and Affordable Food to see Congress enact this legislation, which advances transparency within the industry while avoiding demonization of safe biotechnology. ASA also worked to establish a firm foundation for the next farm bill by bringing together groups representing all links in the food supply chain. We made progress on the Renewable Fuel Standard (RFS) volumes for biodiesel, and while there's clearly still room to grow, we're glad for the increases we've achieved. ASA also continued our defense of farmers from the overregulation of the EPA under the Obama Administration and established contact with the incoming Trump Administration to highlight the make-or-break importance of a progressive global trade stance to soybean farmers.

You'll see more of our accomplishments in 2016 within this Soybean Success Report, and learn about the aggressive agenda we've set for ourselves in 2017.

ASA will pursue a legislative and regulatory policy agenda in 2017 that moves the needle for soybean farmers. Through our eight Advocacy Teams, each led by a dedicated team of experienced farmer-leaders, ASA's legislative efforts will focus on expected congressional action on a farm bill that protects and strengthens the risk management framework, tax reform that recognizes farms as the rural economic engines they are, and the transportation infrastructure that represents a clear advantage over our competition. ASA's regulatory work will focus on rolling back regulations on water quality, defending the RFS, and improving the regulatory approval timeline both in the U.S. and in our export markets for new biotech traits. ASA will also continue our effort to establish and expand trade relationships with our partners abroad.

As you can see, ASA has our work cut out for us in order to see this bold agenda fulfilled in 2017. We look forward to engaging with the Trump Administration and with our allies old and new in the House and Senate to achieve success on behalf of American soybean farmers, but as you know, we can't do it alone. We rely on the continued involvement and investment of our 26 state soybean association affiliates and the nation's 300,000 soybean farmers to advance these critical priorities. Visit SoyGrowers.com for ways to get involved on the issues you're passionate about.

Thank you for your work to date and your energy in the months to come.

Ron Moore, President

American Soybean Association

Ronald & More

# POLICY & TRADE PRIORITIES

# **MAJOR ASA INITIATIVES IN 2017**

# PROTECTING AND INCREASING COMPETITIVENESS

FARM BILL \ Develop policy positions for the 2018 Farm Bill. Oppose reopening the Agricultural Act of 2014 or reducing funding for farm income supports, crop insurance, conservation, or export programs.

**TAX REFORM** \ Ensure that comprehensive tax reform efforts provide an appropriate framework and address priorities for farmers and farm operations.

**TRANSPORTATION AND INFRASTRUCTURE** \ Ensure soybean transportation priorities are addressed in any infrastructure initiatives.

**BIOTECH FOOD LABELING** \ Work with USDA to develop the rule to implement the National Biotech Food Labeling Standard.

**CROP PROTECTION** \ Actively engage the Administration, Congress, and value-chain partners to ensure that decisions on crop protection products are based on sound science.

BIOTECHNOLOGY AND PLANT BREEDING \ Work with the Administration and industry allies to develop and implement regulatory reforms that enhance the timeliness of biotech trait and companion herbicide approvals, and to not require pre-market approval requirements for new plant breeding techniques, such as gene editing.

**POLLINATOR HEALTH** \ Continue engagement in all areas surrounding pollinator health, including habitat issues and pesticide registrations.

# **BUILDING DOMESTIC DEMAND**

**RENEWABLE FUEL STANDARD** \ Establish appropriate annual Renewable Fuel Standard (RFS) requirements for biodiesel and ensure enforcement of trade violations by biodiesel importers.

**BIODIESEL TAX INCENTIVE** \ Renew the biodiesel tax credit for 2017 and future years in tax reform legislation, including conversion from a blenders' credit to a producers' credit.

**RESEARCH** \ Continue to advocate for increased agricultural research funding and soy research priorities.

**AQUACULTURE** \ Development of regulatory plans that allow domestic off-shore production.

**SOY SUSTAINABILITY** \ Continue a commitment to deliver healthy soy products for human consumption, that offer superior amino acid profiles, enhanced feed efficiency and improved overall animal performance.

# EXPANDING INTERNATIONAL DEMAND AND MARKET ACCESS

TRADE AGREEMENTS \ Work with the new
Administration and Congress to ensure continued
positive trade with China and North American Free Trade
Agreement (NAFTA) partners, and work on development
of bilateral or plurilateral agreements to replace the
Trans-Pacific Partnership (TPP).

**CUBA** \ Support Congressional efforts to normalize trade with Cuba.

**BIOTECH PRODUCTS** \ Obtain timely approvals of new biotech products in major markets, including China and the European Union (EU).

**EXPORT PROGRAMS** \ Support doubling in funding for the Foreign Market Development program and the Market Access program in the next farm bill.

MARKET DEVELOPMENT \ Continue to do market development through the World Initiative for Soy in Human Health (WISHH) and U.S. Soybean Export Council (USSEC).

# MAJOR ACCOMPLISHMENTS

# **OVERVIEW OF ASA ACHIEVEMENTS IN 2016**

## **BIODIESEL**

ASA successfully pressed the Environmental Protection Agency to increase Renewable Fuel Standard volumes for biodiesel and advanced biofuels for 2017-18.

## **BIOTECHNOLOGY FOOD LABELING**

ASA played a lead role in securing passage of the National Biotechnology Food Labeling Standard, a bill that pre-empted disparaging state labels for GMOs and provided for Smart Labels for disclosure of biotech ingredients rather than mandatory, on-pack labeling.

### **CROP PROTECTION**

ASA supported soybean farmers' access to crop protection products through active advocacy at the Environmental Protection Agency (EPA) and through the courts. ASA met with EPA leaders on several occasions, and submitted comments to EPA in 2016 supporting the registration of seven crop protection products.

### **EXPORT PROMOTION PROGRAMS**

ASA continued to engage with Foreign Market
Development (FMD) and Market Access Program (MAP)
coalitions. The FMD and MAP coalitions have agreed to
support the doubling of funding for both programs in the
next Farm Bill.

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## **FARM BILL PROGRAMS**

ASA took the lead in organizing seven meetings of farm organizations to discuss their respective positions and concerns in advance of the next Farm Bill debate in Congress. These meetings included Title I (Commodities), Title II (Conservation), Title III (Trade), Title IV (Nutrition), Title VII (Research), Title X (Specialty Crops) and Title XI (Crop Insurance).

## **GLOBAL FOOD SECURITY**

The Global Food Security Act (GFSA) was passed by Congress in 2016. ASA and its World Initiative for Soy in Human Health (WISHH) program played an active role in ensuring that the framework for GFSA includes a robust role for the U.S. Department of Agriculture (USDA). ASA coordinated with USDA on the plan they put forward for how the agriculture community would be included in the framework.

## LOW LEVEL PRESENCE POLICY

Working as part of the U.S. Biotech Crops Alliance, ASA was successful in convincing the U.S. government to finally take a leadership role in establishing a global Low Level Presence (LLP) policy for the presence of biotech traits in commodity shipments. The U.S. government put forth a practical approach to LLP that has been shared with other countries.

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## **POLLINATOR HEALTH**

ASA farmer leaders and staff continue to participate actively in stakeholder coalitions and in advocacy efforts with regulators. ASA submitted comments on pesticide registrations conducted as part of President Obama's "Strategy to Promote the Health of Honey Bees and Other Pollinators" and met with officials from the Environmental Protection Agency and the Fish and Wildlife Service to advocate for science-based decisions.

### SOY EXPORTS

ASA actions to expand trade opportunities through trade agreements and market access helped achieve a new record-setting level of soy exports. In total, over 60 percent of U.S. soy production was exported.

### **SOY NUTRITION**

ASA again took the lead in assembling a coalition of nutrition, anti-hunger, and production agriculture interests to support maintaining a unified Farm Bill that includes the nutrition title. The effort includes initiatives to help local groups and state associations work on joint projects.

## TAX EXTENDERS COALITION

ASA helped assemble and activate a tax extenders coalition to enhance chances for extending and modifying the biodiesel tax incentive. ASA initiated and led efforts to engage livestock groups in support of the biodiesel tax credit.

# WATERWAYS INFRASTRUCTURE FUNDING

ASA participated in coalition efforts and directly communicated waterways infrastructure funding requests to congressional offices, including support for continued increases in funding for relevant programs and projects in the Energy & Water Appropriations bills. ASA's efforts succeeded in getting House and Senate committees to include increased funding levels for inland waterways programs, and port and harbor maintenance in their Energy & Water Appropriations bills.

# ASA DIRECTORS & AFFILIATES

# REPRESENTATION FROM THE U.S. AND CANADA

ALABAMA (1 ASA Director)



Sam Butler New Hope, Ala. Governing Committee, At-Large

ARKANSAS (1 ASA Director)



**Brad Doyle** Weiner, Ark.

**GEORGIA-FLORIDA** (1 ASA Director)



Brian Ogletree Milner, Ga.

**ILLINOIS** (5 ASA Directors)



**Stan Born** Dunlap, Ill.



Ron Moore Roseville, Ill. Governing Committee, ASA President



**Bill Raben** Ridgeway, Ill.



Rob Shaffer El Paso, Ill.



Bill Wykes Yorkville, Ill.

INDIANA (2 ASA Directors)



**Kendall Culp** Rensselaer, Ind.



Joe Steinkamp Evansville, Ind.

IOWA (5 ASA Directors)



**Dean Coleman** Humboldt, Iowa



Wayne Fredericks Osage, Iowa



John Heisdorffer Keota, Iowa Governing Committee, ASA Vice President



Morey Hill Madrid, Iowa



Brian Kemp Sibley, Iowa

KANSAS (1 ASA Director)



Charles Atkinson Great Bend, Kan.

**KENTUCKY** (2 ASA Directors)



**Gerry Hayden** Calhoun, Ky.



**Davie Stephens** Wingo, Ky. *Governing Committee, ASA Secretary* 

LOUISIANA (1 ASA Director)



Cory Devillier Lettsworth, La.

MICHIGAN (1 ASA Director)



Matt Stutzman Adrian, Mich.

MID-ATLANTIC (DE/MD/NJ/PA) (1 ASA Director)



Richard Wilkins Greenwood, Del. Governing Committee, ASA Chairman

MINNESOTA (5 ASA Directors)



**George Goblish** Vesta, Minn.



Bill Gordon Worthington, Minn. Governing Committee, ASA Treasurer



Kurt Krueger Rothsay, Minn.



Joel Schreurs Tyler, Minn.



Lawrence Sukalski Fairmont, Minn.

MISSISSIPPI (1 ASA Director)



Willard Jack Belzoni, Miss.

MISSOURI (2 ASA Directors)



Brooks Hurst Tarkio, Mo.



E. L. Reed Chillicothe, Mo.

**NEBRASKA** (2 ASA Directors)



Ken Boswell Shickley, Neb.



Jim Miller Belden, Neb.

**NEW YORK** (1 ASA Director)



Todd Du Mond Union Springs, N.Y.

NORTH CAROLINA (1 ASA Director)



Jimmy Thomas Timberlake, N.C.

NORTH DAKOTA (2 ASA Directors)



Ed Erickson Jr. Milnor, N.D.



Monte Peterson Valley City, N.D.

## **OHIO** (3 ASA Directors)



Jerry Bambauer New Bremen, Ohio



Bret Davis Delaware, Ohio Governing Committee, At-Large



Jeff Sollars Washington C. H., Ohio

# **OKLAHOMA** (1 ASA Director)



**Pam Snelson** Wann, Okla.

SOUTH CAROLINA (1 ASA Director)



**Cliff Barron**Johnsonville, S.C.

**SOUTH DAKOTA** (2 ASA Directors)



Dave Poppens Lennox, S.D.



**Kevin Scott**, Valley Springs, S.D. *Governing Committee, At-Large* 

TENNESSEE (1 ASA Director)



Eric Maupin Newbern, Tenn. Governing Committee, At-Large

# TEXAS (1 ASA Director)



**Wade Cowan** Brownfield, Texas

VIRGINIA (1 ASA Director)



Bruce Hall LaCrosse, Va.

# WISCONSIN (2 ASA Directors)



**Brad Kremer** Pittsville, Wis.

# CANADA (1 Non-Voting ASA Director)



Mark Huston Thamesville, Ont., Can.

Don Lutz Scandinavia, Wis.

# **SOYBEAN AFFILIATES**

- 1. Alabama Soybean & Corn Association alabamasoycorn.org
- 2. Arkansas Soybean Association arkansassoybean.com
- 3. Georgia/Florida Soybean Association No state website, visit **soygrowers.com**
- 4. Illinois Soybean Association ilsoy.org
- 5. Indiana Soybean Alliance indianasoybean.com
- 6. Iowa Soybean Association iasoybeans.com
- 7. Kansas Soybean Association kansassoybeans.org
- 8. Kentucky Soybean Association **kysoy.org**
- Louisiana Soybean Association No state website, visit soygrowers.com
- 10. Michigan Soybean Association **misoy.org**
- Mid-Atlantic Soybean Association (DE, MD, NJ, PA) midatlanticsoybeans.org
- 12. Minnesota Soybean Growers
  Association
  mnsoybean.org
- 13. Mississippi Soybean Association mssoybean.com
- 14. Missouri Soybean Association mosoy.org

- 15. Nebraska Soybean Association **nesoybeans.org**
- New York Corn & Soybean Growers Association nycornsoy.org
- North Carolina Soybean Producers Association ncsoy.org
- North Dakota Soybean Growers Association ndsoygrowers.com
- 19. Ohio Soybean Association **soyohio.org**
- 20. Oklahoma Soybean Association No state website, visit **soygrowers.com**
- 21. South Carolina Corn & Soybean Association sccsafarms.org
- 22. South Dakota Soybean Association **sdsoybean.org**
- 23. Tennessee Soybean Association **tnsoybeans.org**
- 24. Texas Soybean Association texassoybeans.org
- 25. Virginia Soybean Association vasoybean.com
- 26. Wisconsin Soybean Association wisoybean.org
- 27. Grain Farmers of Ontario **gfo.ca**

# POLICY & ADVOCACY WORK

# **ASA ADVOCACY TEAMS**



ASA's Aquaculture, Food, Nutrition and Soyfoods Advocacy Team works to advance the interests of soybean farmers on a variety of food and nutrition issues, including the growing use of soy in aquaculture feed. The Advocacy Team monitors legislation and regulations relating to food and nutrition policy and to the use of soy products in food ingredients. The Team works with the Soy Aquaculture Alliance in monitoring regulatory or legislative action that would advance or hinder development of offshore aquaculture. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

### **2017 TEAM MEMBERS:**

- George Goblish (Minn.), Chair
- Jeff Sollars (Ohio), Vice Chair
- Morey Hill (Iowa)
- Todd Du Mond (N.Y.)



The Biodiesel and New Uses Advocacy Team monitors and provides input on issues relating to biodiesel, biobased industrial products and new market uses of soybeans. The advocacy team proposes policy positions and actions on issues including the biodiesel tax credit, the Renewable Fuel Standard, BioPreferred Program and other bioenergy programs authorized under Title IX (Energy Title) of the Farm Bill and administered by USDA. The

advocacy team coordinates with relevant industry partners and stakeholders, such as the National Biodiesel Board and the Biobased Products Coalition. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

## **2017 TEAM MEMBERS:**

- Lawrence Sukalski (Minn.), Chair
- Jerry Bambauer (Ohio), Vice Chair
- Cory Devillier (La.)
- Todd Du Mond (N.Y.)
- Mark Huston (Ont., Can.)
- Rob Shaffer (Ill.)



The Biotechnology Working Group Advocacy Team serves as a consultative forum for the soybean industry through interaction between key soybean industry leaders and American Soybean Association grower leaders. The advocacy team provides technology companies with support and advocacy as they move new biotech events through both the U.S. and global trait regulatory process. Through confidential oneon-one consultations with technology providers, the team reviews and provides feedback on biotech issues and new technologies while providing invaluable input on stewardship and identity preservation strategies as they relate to new product launches. Additionally, the Biotechnology Working Group Advocacy Team seeks to address asynchronous approvals and harmonization of standards and regulatory processes in key export countries.

#### **2017 TEAM MEMBERS:**

- Ron Moore (Ill.), Chair
- · John Heisdorffer (Iowa), Vice Chair
- · Wade Cowan (Texas)
- Kendall Culp (Ind.)
- Bret Davis (Ohio)
- Bill Gordon (Minn.)
- Davie Stephens (Ky.)
- Richard Wilkins (Del.)



ASA's Environment, Conservation and Regulatory Advocacy Team provides direction and leadership on a wide variety of conservation and regulatory issues, including sustainability, conservation policy, and crop protection issues. Team members are actively involved in regulatory decision-making and collaborative efforts surrounding pollinator habitat, including monarch butterfly habitat restoration. The advocacy team provides input on the farm bill conservation title. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

## **2017 TEAM MEMBERS:**

- · Wayne Fredericks (Iowa), Chair
- · Charles Atkinson (Kan.) Vice Chair
- Cliff Barron (S.C.)
- Bill Gordon (Minn.)
- Bruce Hall (Va.)
- Brad Kremer (Wis.)
- Pam Snelson (Okla.)



ASA's Farm Program and Crop Insurance Advocacy Team monitors implementation of Title I programs under the Farm Bill and the current crop insurance program. This oversight includes evaluating their effectiveness in providing producers with beneficial risk management tools and an adequate farm income safety net. The advocacy team also develops responses to critics who question the need to support farm income during periods of low prices and production. The advocacy team provides input on current programs to ASA's Farm Bill Task Force to assist in developing ASA's positions on farm programs and crop insurance in advance of consideration of the next Farm Bill by Congress. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

# **2017 TEAM MEMBERS:**

- Wade Cowan (Texas), Chair
- Richard Wilkins (Del.) Vice Chair
- Kendall Culp (Ind.)
- Brad Doyle (Ark.)
- Ed Erickson, Jr. (N.D.)
- Kurt Krueger (Minn.)
- Eric Maupin (Tenn.)
- Brian Ogletree (Ga.)
- Davie Stephens (Ky.)



ASA's Research, Precision Ag and Ag Data Advocacy Team engages in all areas of agricultural research policy, providing active leadership to various research coalitions and advocating for policies that advance soybean research specifically. The advocacy team provides leadership for both the Agricultural Data Coalition and

Ag Data Transparency Evaluator tool. This team also monitors broadband and rural telecommunications issues. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

## **2017 TEAM MEMBERS:**

- · Davie Stephens (Ky.), Chair
- Dave Poppens (S.D.) Vice Chair
- Brian Kemp (Iowa)
- Brooks Hurst (Mo.)
- Don Lutz (Wis.)
- Jimmy Thomas (N.C.)



ASA's Trade Policy and International Affairs Advocacy Team provides strategic direction for the investment of Foreign Market Development (FMD) and Market Access Program (MAP) funding received from the U.S. Department of Agriculture's Foreign Agriculture Service (FAS). The advocacy team helps facilitate and coordinate the relationship between FAS, Cooperators, the U.S. Soybean Export Council and the World Initiative for Soy in Human Health. The primary goal of this advocacy team is to enhance international market access and market development. The advocacy team monitors and advises on Title III (Trade) of the Farm Bill, which includes promotion programs such as MAP and FMD, as well as food security programs. The team also monitors and reports on bilateral trade issues and trade agreements such as sanitary and phytosanitary issues as well as the Soy Sustainability Assurance Protocol (SSAP). The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

#### **2017 TEAM MEMBERS:**

- John Heisdorffer (Iowa), Chair
- · Kevin Scott (S.D.), Vice Chair
- Sam Butler (Ala.)
- Jim Miller (Neb.)
- Monte Peterson (N.D.)
- E. L. Reed (Mo.)
- Joel Schreurs (Minn.)
- Joe Steinkamp (Ind.)
- Matt Stutzman (Mich.)
- Bill Wykes (Ill.)



The Transportation and Infrastructure Advocacy Team monitors and provides input on issues relating to federal transportation and infrastructure issues that impact movement of soybeans from farm to market. The advocacy team proposes policy positions and actions on issues including inland waterways infrastructure and barge operations, ports and shipping, railroads, and trucking. Key legislation on these issues includes the annual Energy & Water Appropriations, Water Resources Development Act (WRDA) and Surface Transportation (Highway) reauthorization bills. The advocacy team coordinates with relevant industry partners and stakeholders, such as the Soy Transportation Coalition, the Waterways Council, and the Ag Transportation Work Group. The advocacy team is responsible for reviewing and approving content of ASA and coalition letters, representing ASA at hearings and meetings, leading policy discussions with the ASA Board of Directors, and recommending new or revised ASA Policy Resolutions.

## **2017 TEAM MEMBERS:**

- Gerry Hayden (Ky.), Chair
- Ken Boswell (Neb.), Vice Chair
- Stan Born (Ill.)
- Dean Coleman (Iowa)
- Willard Jack (Miss.)

# RESOURCES & INFORMATION

# **LEARN, ACT AND ENGAGE**

### **SOYGROWERS.COM**



Soygrowers.com is the website of the American Soybean Association. It is an online resource for a wealth of news and information about legislative, regulatory and trade issues that the American Soybean Association is working on, as well as other issues impacting the soybean industry.

Visitors to Soygrowers.com find information about international marketing efforts for soy, education programs, leadership training, award programs, and the leadership and governance of the American Soybean Association.

## **SOY ACTION CENTER**



The American Soybean Association is the advocate for U.S. soy farmers on policy and trade issues. As part of this advocacy it is important to engage soybean farmers and have their voices heard in Washington, D.C.

ASA's online Soy Action Center is a resource that allows farmers to easily contact their elected members of Congress to express their views or support for issues that impact soybean farming and agriculture. The Soy Action Center is conveniently accessed from the homepage of the American Soybean Association's website, Soygrowers.com.

# AG DATA TRANSPARENCY EVALUATOR



New technologies and products are constantly entering the marketplace and generating millions of bits of data about farmers' fields, crops and equipment. The American Soybean Association had a hand in creating the Ag Data Transparency Evaluator, a tool designed to help farmers understand how their data will be used when they adopt precision agriculture technologies.

The Ag Data Transparency Evaluator website was created by a non-profit corporation backed by a consortium of farm industry groups, commodity organizations and ag technology providers in order to bring transparency, simplicity and trust into the contracts that govern precision agricultural technologies.

Based upon the foundation laid by the Privacy and Security Principles for Farm Data, the Ag Data Transparency Evaluator is a process by which agriculture technology providers voluntarily submit their ag data contracts to a simple, 10 question evaluation. Answers are reviewed by an independent third party administrator, and the results are posted on the website for farmers and other ag professionals to consult

and review. Only companies receiving approval are allowed to use the "Ag Data Transparent" seal.

Go to Soygrowers.com to find a link from the site's homepage to the Ag Data Transparency Evaluator.

## **COMMODITY CLASSIC**



Commodity Classic is America's largest farmer-led, farmer-focused convention and trade show. Because it's led by farmers, every educational session, every presentation, every experience is designed to help farmers get the answers, information, ideas and inspiration they are looking for.

Top notch education, a huge trade show, thought-provoking speakers, and networking with innovative farmers from across the country are all hallmarks of the Commodity Classic conference and trade show.

Commodity Classic is presented by the American Soybean Association, National Corn Growers Association, National Sorghum Producers, National Association of Wheat Growers and Association of Equipment Manufacturers.

# **ASA SOCIAL MEDIA SITES**

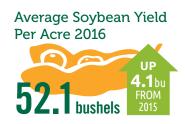
- // AmericanSoybeanAssociation
- @ASA\_Soybeans
- @AmericanSoybeanAssociation
- / AmericanSoybeanAssoc

# U.S. SOYBEAN PRODUCTION & REACH

# **2016 SOY NUMBERS**







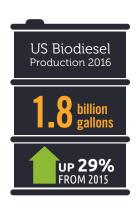
US Soybean Exports 2015/16 Marketing Year



US Soybean Area Harvested 2016

82 7 million acres

UP
1%
FROM
2015



### **WORLD INITIATIVE FOR SOY IN HUMAN HEALTH**



The World Initiative for Soy in Human Health (WISHH) is a program of the American Soybean Association. The WISHH program carries a focus on trade and long-term market development for U.S. soybean farmers, while fueling economic growth and value chain development.

Since its creation in 2000 by U.S. soybean farmers, WISHH has been enhancing the protein intake of many nations through market development, education and research.

WISHH works with multiple private voluntary organizations, industry representatives, entrepreneurs, commercial companies and others in 25 countries in Africa, Asia and Central/Latin America. Many of these groups are using U.S. soy protein to improve diets and health, as well as encourage the growth of food industries. WISHH recognizes that developing nations of today are tomorrow's customers for U.S. soy and soy protein.

### **U.S. SOYBEAN EXPORT COUNCIL**



Through a global network of international offices and strong support in the U.S., the U.S. Soybean Export Council (USSEC) helps build a preference for U.S. soybeans and soybean products, advocates for the use of soy in feed, aquaculture and human consumption, promotes the benefits of soy use through education, and connects industry leaders.

USSEC is a dynamic partnership of key stakeholders representing soybean producers, commodity shippers, merchandisers, allied agribusinesses and agricultural organizations. The American Soybean Association, through USSEC, along with the Soybean Checkoff and industry partners, helps maintain and grow U.S. soy export markets. Cost-share funding provided by the U.S. Department of Agriculture's Foreign Agricultural Service is invested by the American Soybean Association in USSEC to operate global offices and conduct activities to maximize the use of U.S. soy internationally.





