



2018

SOYBEAN SUCCESS REPORT

A Message from the President

Dear Soybean Association Members and Industry Friends,

Welcome to the Soybean Success Report, and thanks for your advocacy on behalf of U.S. soybean farmers. As we look ahead, our progress last year will help guide our success in 2018.

ASA accomplished much in 2017. We laid a robust framework for the farm bill, testifying on risk management, crop insurance, conservation, energy and biobased products, research, and all the other vital functions of the nation's farm legislation. We grew our positive relationships with farm bill stakeholders in the conservation and nutrition titles, as well as those groups representing other regions and other crops, so that all parties are moving constructively toward a bill that works for everybody.

ASA continues to lead the search for answers on dicamba-related damage to crops across our growing regions. We welcomed the withdrawal of the Waters of the U.S. rule at the Environmental Protection Agency, and we defended our valuable soyfoods partners from continued attacks. We mounted a strong defense of our trade agreements, including the North American Free Trade Agreement (NAFTA) and the Korea-U.S. (KORUS) Free Trade Agreement, as well as our critically important relationship with China. We have been successful in helping walk the President back from withdrawing from NAFTA and KORUS, and we worked closely with the Office of the U.S. Trade Representative to communicate the sensitive nature of our trade work with the Chinese.

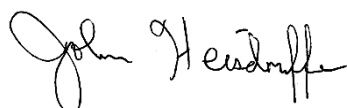
You'll see more of our 2017 accomplishments within this report, but we can't afford to rest on our laurels. This year brings new challenges that demand the engagement of every soybean farmer. We must stay vigilant and active in advocating policies that help us to remain profitable in an uncertain economy.

This year, ASA will focus heavily on the 2018 Farm Bill, looking to make major progress early, before the landscape is dominated by November's midterm elections. We will enhance our lines of communication with the Administration to ensure all parties understand the significance of global soybean trade. We will continue to defend biodiesel and the Renewable Fuel Standard, and we will work to make sure that the Administration's ambitious infrastructure goals address the transportation needs of the nation's agricultural supply chain.

But ASA can't do it alone. Your involvement has never been more important. You alone know how national policies impact your business, how a strong farm program can protect you in uncertain times, how better roads, rail systems and waterways can increase your advantage over foreign competition, how biodiesel creates demand for your beans, and how smarter regulations can help you innovate while remaining accountable to your customers.

As ASA President, I'm asking you to engage every day this year to make our collective voice as loud as possible. Visit SoyGrowers.com to get involved on these and other issues you're passionate about.

Thanks for your time and energy in the year to come.



John Heisdorffer, President
American Soybean Association



John Heisdorffer
KEOTA, IOWA

Protecting and Increasing Competitiveness

Farm Bill – Advocate policy that strengthens the farm safety net, maintains current funding for the crop insurance program, continues programs that support freedom to farm, and increases funding for export programs.

Transportation and Infrastructure – Ensure soybean and agricultural industry priorities, such as upgrades to ports, harbors, and locks and dams are included in infrastructure funding initiatives.

Biotechnology and Trait Approval – Work with the Administration and industry allies to develop regulatory reforms that enhance the timeliness of approvals of biotech traits and companion herbicides, and do not require pre-market approval for products derived through plant breeding techniques.

Biotech Food Regulations – Work with the U.S. Department of Agriculture to ensure the final rule for implementing the Bioengineered Food Disclosure Standard excludes products derived through plant breeding from being labeled as biotech.

Pollinator Health – Continue engagement in all areas surrounding pollinator health, including habitat issues and pesticide regulations.

Building Domestic Demand

Renewable Fuel Standard – Seek optimal levels of Renewable Fuels Standard (RFS) volumes for biomass-based diesel and advanced biofuels, and ensure enforcement of trade violations by biodiesel importers.

Biodiesel Tax Incentive – Renew the biodiesel tax credit and convert it from a blender to a production credit.

Research – Continue to advocate for increased agricultural research funding and soy research priorities.

Aquaculture – Support development and implementation of environmentally sound and economically sustainable off-shore aquaculture production.

Soy Sustainability – Continue a commitment to deliver healthy soy products for human consumption, as well as for enhanced feed efficiency for animal performance.

Expanding International Demand and Market Access

Trade Agreements – Ensure continued positive trade with China and North American Free Trade Agreement (NAFTA) partners; provide insight and assistance during renegotiations of current trade agreements.

Cuba – Support legislative efforts to remove barriers to trade with Cuba, including ending the embargo.

Biotech Products – Improve the timeliness and predictability of regulatory approvals for new biotech traits by China and the European Union (EU).

Export Programs – Support doubling funding for the Foreign Market Development (FMD) program and Market Access Program (MAP) over the life of the next farm bill.

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



ASA in Action for Competitiveness and Domestic Demand

- Testified at congressional farm bill hearings
- Backed legislation to improve the County Agricultural Risk Coverage (ARC-CO) program
- Advocated development of legislation aimed at biodiesel tax credit reform
- Defended the instrumental use of glyphosate on farms
- Argued for a farm-focused Clean Water Rule
- Continued progress on regulation of plant breeding innovations
- Defended soy's role in a heart-healthy diet
- Defended the growing soyfoods market

ASA in Action for Trade and Market Access

- Defended the North America Free Trade Agreement (NAFTA) & Korea-U.S. (KORUS) Free Trade Agreement
- Defended trade with China, the largest customer of U.S. soybean exports
- Pushed for approval of outstanding biotech traits for import into China
- Supported legislation to double funding for the Market Access Program (MAP) & Foreign Market Development (FMD) program
- Continued work to further open the Cuban market to U.S. soy
- Advocated the creation of a trade under secretary at the U.S. Department of Agriculture

In testimony before the House Agriculture Subcommittee on General Farm Commodities and Risk Management, then ASA President Ron Moore spoke on the need for robust programs within the risk management framework of the nation's farm legislation. *Photo courtesy of House Agriculture Committee*



Following an ASA Board Meeting in Washington, D.C., soybean farmer leaders and staff met with congressional leaders to discuss prospective progress on soybean issues. The farmer leaders and staff met with Senate Agriculture Committee Chairman Pat Roberts (seated left) and former Senate Majority Leader Bob Dole (seated right). *Photo courtesy of John Heisdorffer*

At the 2017 ASA Voting Delegates Session, Joe Steinkamp, an ASA Director and Voting Delegate from Indiana, is at the microphone to speak about one of the many policy resolution updates being proposed. *Photo by Steve Dolan*



ASA director and soybean farmer Kevin Scott (center) testified on the importance of risk management programs within the nation's farm legislation at a hearing before the Senate Agriculture Committee. *Photo courtesy of Senate Agriculture Committee*



During the March and July ASA Board Meetings in Washington, D.C., ASA directors and state affiliate farmers and staff conduct Hill visits to meet with members of Congress and talk about ASA's key policy issues. Pictured is a visit with Rep. Kristi Noem (R-At Large) from South Dakota. *Photo courtesy of South Dakota Soybean Association*

The annual ASA Voting Delegates Session is the time when soybean farmers from across the country gather to review and update ASA's resolutions that set the Association's policy direction. At the 2017 Voting Delegates Session, there were 141 delegates representing 26 state soybean affiliates and 30 soybean producing states. *Photo by Steve Dolan*



ASA Director Rob Shaffer (right) spoke with Sonny Perdue (left), Secretary of the U.S. Department of Agriculture, about regulations, crop insurance and the farm bill during Perdue's stop in Illinois. *Photo courtesy of Rob Shaffer*

In ASA's inaugural program of "Ag Voices of the Future," student participants learn more about the regulatory process during a presentation by Sheryl Kunickis, director, Office of Pest Management Policy at the U.S. Department of Agriculture (USDA). *Photo by Lisa Helfert*



Representation from the U.S. and Canada

ALABAMA



Sam Butler
New Hope, AL

ARKANSAS



Brad Doyle
Weiner, AR

GEORGIA/FLORIDA



Brian Ogletree
Milner, GA

ILLINOIS



Stan Born
Dunlap, IL

IOWA



Joe Steinkamp
Evansville, IN
*Governing Committee,
At-Large*



Dean Coleman
Humboldt, IA



Wayne Fredericks
Osage, IA



John Heisdorffer
Keota, IA
*Governing Committee,
ASA President*

LOUISIANA



Ryan Kirby
Belcher, LA

MICHIGAN



Matt Stutzman
Adrian, MI

MID-ATLANTIC



Richard Wilkins
Greenwood, DE

MINNESOTA



George Goblish
Vesta, MN

NEBRASKA



Ken Boswell
Shickley, NE



Dennis Fujan
Prague, NE

NEW YORK



Todd Du Mond
Union Springs, NY

NORTH CAROLINA



Jimmy Thomas
Timberlake, NC

SOUTH CAROLINA



Cliff Barron
Johnsonville, SC

SOUTH DAKOTA



Kevin Scott
Valley Springs, SD
*Governing Committee,
ASA Secretary*

TENNESSEE



Brandon Wipf
Huron, SD



Eric Maupin
Newbern, TN
*Governing Committee,
At-Large*

INDIANA



Jered Hooker
Clinton, IL



Ron Moore
Roseville, IL
*Governing Committee,
ASA Chair*



Bill Raben
Ridgway, IL



Rob Shaffer
El Paso, IL



Bill Wykes
Yorkville, IL



Kendell Culp
Rensselaer, IN

KANSAS



Morey Hill
Madrid, IA



Brian Kemp
Sibley, IA



Charles Atkinson
Great Bend, KS
*Governing Committee,
At-Large*



Gerry Hayden
Calhoun, KY



Davie Stephens
Wingo, KY
*Governing Committee,
ASA Vice President*



Caleb Ragland
Magnolia, KY

KENTUCKY



Bill Gordon
Worthington, MN
*Governing Committee,
ASA Treasurer*



Kurt Krueger
Rothsay, MN



Joel Schreurs
Tyler, MN



Willard Jack
Belzoni, MS



Brooks Hurst
Tarkio, MO



Ronnie Russell
Richmond, MO

MISSISSIPPI

MISSOURI

NORTH DAKOTA



Josh Gackle
Kulm, ND



Monte Peterson
Valley City, ND



Jerry Bambauer
New Bremen, OH



Bret Davis
Delaware, OH
*Governing Committee,
At-Large*



Scott Metzger
Williamsport, OH



Pam Snelson
Wann, OK

OHIO

OKLAHOMA

TEXAS



Alan Meadows
Halls, TN



Wade Cowan
Brownfield, TX



Nick Moody
Blackstone, VA



Brad Kremer
Pittsville, WI



Don Lutz
Scandinavia, WI



Scott Persall
Ontario, Canada

VIRGINIA

WISCONSIN

CANADA

State Soybean Associations



Alabama Soybean & Corn Association
alabamasoycorn.org



Missouri Soybean Association
mosoy.org



Arkansas Soybean Association
arkansassoybean.com



Nebraska Soybean Association
nesoybeans.org



Georgia/Florida Soybean Association
No state website, visit
Soygrowers.com



New York Corn & Soybean Growers Association
nycornsoy.org



Illinois Soybean Association
ilsoy.org



North Carolina Soybean Producers Association
ncsoy.org



Indiana Soybean Alliance
indianasoybean.com



North Dakota Soybean Growers Association
ndsoygrowers.com



Iowa Soybean Association
iasoybeans.com



Ohio Soybean Association
soyohio.org



Kansas Soybean Association
kansassoybeans.org



Oklahoma Soybean Association
No state website, visit
Soygrowers.com



Kentucky Soybean Association
kysoy.org



South Carolina Corn & Soybean Association
sccsafarms.org



Louisiana Soybean Association
No state website, visit
Soygrowers.com



South Dakota Soybean Association
sdsoybean.org



Michigan Soybean Association
misoy.org



Tennessee Soybean Association
tnsoybeans.org



Mid-Atlantic Soybean Association (DE, MD, NJ, PA)
midatlanticsoybeans.org



Texas Soybean Association
texassoybeans.org



Minnesota Soybean Growers Association
mnsoybean.org



Virginia Soybean Association
vasoybean.com



Mississippi Soybean Association
mississippisoybeanassociation.com



Wisconsin Soybean Association
wisoybean.org

2017 Soy Numbers



U.S. SOYBEAN HARVESTED AREA 2017

UP

89.5 million acres
8% from 2016



DOWN

AVERAGE SOYBEAN YIELD PER ACRE 2017

49.1 bushels
6% from 2016



UP

U.S. SOYBEAN PRODUCTION 2017

4.39 billion bushels
2% from 2016



UP

U.S. SOYBEAN CROP VALUE 2017

\$41.23 billion
1% from 2016



UP

U.S. SOYBEAN EXPORTS 2016/17 MARKETING YEAR

2.174 billion bushels
12% from 2016



U.S. BIODIESEL PRODUCTION 2017

1.8 billion gallons
Unchanged from 2016

Commodity Classic



The 2017 Commodity Classic in San Antonio, Texas, included a trade show featuring 425 participating companies filling 2,266 booth spaces and representing a wide range of technology, innovation, equipment, products and services.

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.

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 ASA's website SoyGrowers.com.

Connect with ASA



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World Initiative for Soy in Human Health



USDA Foreign Agricultural Service programs have supported WISHH's success working with Guatemalan-based company Alimentos S.A. The company purchases U.S. soy to manufacture multiple foods it sells throughout Central America. In this photo, parents and their children line up for food from a Guatemalan "street kitchen" made possible by WISHH. *Photo courtesy of WISHH*



The World Initiative for Soy in Human Health (WISHH) is a program of the American Soybean Association. WISHH, the trail blazer for trade, focuses on trade and long-term market development for U.S. soybean farmers, fueling soy value chain development with funds from 20 Qualified State Soybean Boards (QSSBs) and the U.S. Department of Agriculture (USDA).

Since its creation in 2000 by U.S. soybean farmers, WISHH has been connecting trade and development by building demand for U.S. soy in the food and feed sectors of many markets.

WISHH works with public and private stakeholders in 15 countries in Africa, Asia and Central America. These groups are using U.S. soy protein to encourage the growth of food and feed industries, and improve diets and economies.

Go to WISHH.org to learn more about WISHH programs and activities to support trade and market development for U.S. soy.

U.S. Soybean Export Council



U.S. soybean grower leaders were in China in September 2017 to recognize 35 years of partnership between the U.S. soy industry and China. Leaders from the American Soybean Association, United Soybean Board and U.S. Soybean Export Council participated; here they tour a processor in Beijing. *Photo courtesy of USSEC*



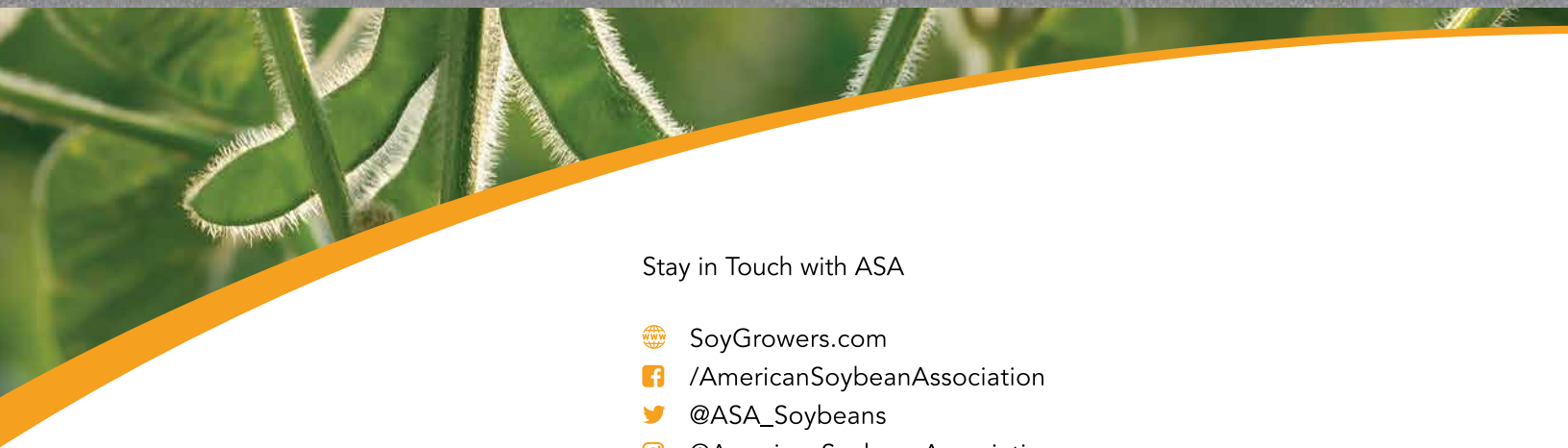
Through a global network of international offices and strong support in the United States, the U.S. Soybean Export Council (USSEC) helps build a preference for U.S. soybeans and soybean products, advocates for the use of soy in feed, aquaculture and human consumption, promotes the benefits of soy use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



The American Soybean Association advocates for U.S. soy farmers on policy and trade.



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