You can’t always be here.
But ASA can.
2012 ASA BOARD OF DIRECTORS

American Soybean Association

If you believe, belong.

SOYBEAN STATISTICS

2011 Crop Year

U.S. Soybean Planted Area
75 million acres

U.S. Soybean Production
3.056 billion bushels

Average U.S. Soybean Yield
46.5 bushels/acre

Percentage of Total U.S. Cropland Area
Planted to Soybeans
24 percent

Soybean Value

2011 U.S. Crop Year
Farm-gate Production
Projected Soy Value
$36 billion (New record!)

2011 U.S. Marketing Year
Soy Export Value
$26 billion (New record!)

Biodiesel

2011 U.S. Biodiesel Production
1.1 billion gallons (New record!)

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Farm Bill

ASA developed the Risk Management for America’s Farmers’ proposal that would complement crop insurance and help farmers manage risk. ASA then worked successfully with the Agriculture Committees to include this revenue-based program in the farm bill that they developed as part of the Super Committee process. Although the Super Committee process failed, the bill the Agriculture Committees developed in 2011 will be an important starting point for their work to write the 2012 Farm Bill under “regular order” procedures.

Free Trade Agreements

ASA successfully pressured the Administration to submit and the Congress to pass the Free Trade Agreements with South Korea, Colombia, and Panama. These agreements represent nearly $3 billion of additional agricultural exports to these trading partners, and provide for increased market access for U.S. soy and meat exports. Importantly, these agreements will allow the United States to increase soy, meat and other agricultural exports to these countries.

Biodiesel

ASA and the biodiesel industry’s persistence on the need to extend the biodiesel tax incentive paid off when Congress included the biodiesel tax credit extension in omnibus legislation passed late in 2010. As a result, U.S. biodiesel production reached record levels in 2011 of 1.1 billion gallons. This record level of production and demand for soybean oil as a feedstock is the direct result of success in establishing a Renewable Fuel Standard for biodiesel and extending the biodiesel tax incentive.

Biotechnology

ASA and the National Corn Growers Association (NCGA) led two Biotech and Grain Trade Forums to bring together biotechology providers and the grain trade. These groups increasingly have been at odds over biotechnology policies and commercialization, and ASA has been concerned that this rift threatens both new technology commercialization and export markets. ASA worked with NCGA and other groups to develop a draft Memorandum of Understanding that establishes a more formal consultative process among growers, biotech providers and the grain trade on biotechnology stewardship, regulatory, export markets and other issues.

Biobased Products

The U.S. Department of Agriculture announced a voluntary biobased product labeling program that will help consumers identify biobased products made from renewable resources, and will promote increased sale and use of soy-based products in the commercial market. This labeling program is the direct result of successful ASA efforts in the 2008 Farm Bill to require such a program.

Estate Tax

ASA-supported provisions passed by Congress late in 2010 raised the exclusion level to $5 million per spouse and lowered the tax rate on estates exceeding the exclusion to 35 percent. Without these new estate tax provisions, the exclusion amount would have gone to $1 million with a tax rate of 55 percent on Jan. 1, 2011.

Soybean Production

U.S. soybean production value reached a record $38 billion and U.S. soy exports set another record at $26 billion. These achievements were made possible in part by ASA’s long-time work to expand domestic and international demand, maintain a competitive transportation infrastructure, advance new technologies, and farm bill policies that have allowed farmers to plant for the market rather than for government programs.

Market Development

Despite cuts in many programs, ASA and other foreign market development cooperators successfully lobbied Congress to maintain funding for the Foreign Market Development Cooperator Program and Market Promotion Program. As a result of maintaining these programs at authorized levels, ASA received an allocation of $12 million under these programs for FY12 for soy market development activities. These funds are being leveraged with substantial investments of soybean checkoff funding for international marketing in programs carried out by the U.S. Soybean Export Council.

Biodiesel

Support enactment of a multi-year extension of the biodiesel tax incentive. ASA requests House members to co-sponsor H.R. 2238, introduced by Representatives Aaron Schock (IL) and Collin Peterson (MN), and S. 1277, introduced by Senators Maria Cantwell (WA) and Charles Grassley (IA). ASA urges the administration to establish a 1.28 billion gallon biodiesel volume requirement for 2013 under the Renewable Fuel Standard.

Transportation

Request that Congress provide adequate funding to the U.S. Army Corps of Engineers and specify that it be spent to dredge and repair inland waterways damaged by historic flooding. ASA urges Congress to enact the Capital Development Plan to fund and streamline modernization of waterways infrastructure, including locks and dams.

Aquaculture

Support implementation of marine aquaculture policies that will lead to development of a domestic offshore aquaculture industry. With foreign aquaculture now accounting for about half of the seafood imported by the U.S., development of a domestic industry will create U.S. jobs and meet growing demand for a safe and sustainable source of seafood.

GPS

Prevent interference with GPS signals used by farmers that would result from LightSquared’s proposed broadband network. With more than a billion users worldwide, GPS is an integral part of daily life. Farmers use GPS to precisely apply fertilizer, seed and crop protection products, as well as to reduce fuel use in tillage operations. ASA is working with Congress to express concern to the Federal Communications Commission about LightSquared’s proposed broadband network.

Regulations

Oppose regulatory burdens that negatively affect farmers’ Freedom to Operate. ASA continues to engage the Environmental Protection Agency regarding pesticide permits, Clean Water Act enforcement, fuel storage, and on other issues that affect farmers’ Freedom to Operate.

International Trade

ASA supports Trans Pacific Partnership negotiations to expand market access for U.S. soy, meat, poultry, egg and dairy exports to key countries in the Asia-Pacific region, including Japan and Vietnam. ASA opposes legislation that would have the United States take unilateral actions over China’s currency as this would invite retaliatory actions by China. Instead, ASA favors continued positive multilateral engagement of the United States and other countries with China over this and other issues.

Biotechnology

Support timely deregulation of new biotech traits by USDA based solely on sound science. ASA will participate in efforts to address how differing cropping systems such as biotech, conventional and organic all can successfully coexist through communication. ASA will participate actively on the U.S. Agriculture Secretary’s Advisory Committee on 21st Century Agriculture.

2012 Legislative & Regulatory Priorities

Farm Bill

Enact a Farm Bill that supports planting flexibility, so farmers can respond to market signals not government payments. The crop insurance program – a core risk management tool for soybean farmers – must be protected. Also, farm programs must not violate U.S. commitments under the World Trade Organization.

Budget & Appropriations

Support a comprehensive approach to reducing federal deficits and the growth of the national debt that includes all mandatory as well as all discretionary spending, and that does not make disproportionate reductions in agriculture programs. ASA is concerned about large and disproportionate cuts to key programs, including agricultural research, conservation programs and international food assistance programs.

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In March 2011, ASA President Alan Kemper (left) and First Vice President Steve Wellman (right) called on Agriculture Committee Ranking Member Collin Peterson (D-MN) to discuss the Senate’s plan to move ahead of the House in developing the next Farm Bill.

At the 2011 ASA Awards Banquet (left to right) Tommy Hines (Va.), Kevin Hoyer (Wis.) and Robert Nelsen (Minn.) were honored for earning the top membership recruiter spot in each of their state membership size categories. Hines recruited 35 members in Level Three, Hoyer recruited 43 members in Level Two and Nelsen recruited 106 members in Level One.

Early in 2011, the ASA/Syngenta “Leadership At Its Best” class completed its training program. Leadership At Its Best is an advanced leadership development program that expands the participants’ knowledge of national policy issues and enhances their communications skills for dealing effectively with Congress and representing agriculture.

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ASA FISCAL YEAR 2011 PHOTO JOURNAL

ASA President Alan Kemper (at podium) addressed the Soy Industry Trade Reception and acknowledged the work of Ambassador of South Korea Han Duk-soo (left), Ambassador of Panama Mario E. Jaramillo (second from left) and Deputy Chief of Mission from the Embassy of Colombia Nicolas Lloreda (right) on the threshold of enhanced trade relations between the United States and South Korea, Panama and Colombia.

The ASA Chairman Rob Belin (right) participated in Farmfest 2011 in Redwood County, Minn., where he met with members of the ag media to talk about ASA policy priorities. Farm broadcaster Don Wick (left) from the Red River Farm Network was one of many ag media who interviewed Belin about ASA activities and priorities.
ASA Programs and Support

Leadership Training

Young Leader Program – Designed for new or aspiring leaders and their spouses/significant others to jointly develop their skills to represent the ideals of soybean growers. Sponsored by Syngenta.

Soybean Leadership College – Focuses on increasing soybean farmer knowledge of current industry issues and strengthens skills in leadership decision-making and communication.

Grower Education

Commodity Classic – This annual event where soybean, corn, wheat and sorghum growers gather at America’s largest farmer-led, farmer-focused convention and trade show.

ASA Legislative Forum – An educational program held in Washington, D.C., where growers learn more about the policy issues affecting soybean farmers and participate in lobbying on these issues on Capitol Hill.

Regional Exchange and Awareness Program (REAP) – An opportunity for current and emerging leaders to learn about farming practices unique to a region of the U.S. other than their own.

ASA International Marketing – The U.S. Soybean Export Council operates ASA International Marketing offices and activities with ASA’s investment of cost-share funding provided by the U.S. Department of Agriculture’s Foreign Agricultural Service along with soybean checkoff dollars and industry support.

World Initiative for Soy in Human Health (WISHH) – ASA’s charitable organization that delivers soy protein and nutrition education to people who need it around the world.

ASA Industry Supporters

The American Soybean Association thanks the companies and organizations that provide important support to ASA programs.

<table>
<thead>
<tr>
<th>ASA Action Partnership</th>
<th>Soy Team</th>
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<tbody>
<tr>
<td>ADM Pioneer, DuPont Business</td>
<td>Ag Processing Inc</td>
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<tr>
<td>Bayer CropScience</td>
<td>BNSF</td>
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<td>BASF</td>
<td>Cargill Inc</td>
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<tr>
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<td>CHS</td>
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<td>Monsanto</td>
<td>CollBank</td>
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<td>Syngenta</td>
<td>Crop Life America</td>
</tr>
<tr>
<td>Tennessee Soybean Promotion Board</td>
<td>Deere &amp; Company</td>
</tr>
<tr>
<td>Minnesota Soybean Research &amp; Promotion Board</td>
<td>Illinois Soybean Association</td>
</tr>
<tr>
<td>Iowa Soybean Association</td>
<td>Indiana Soybean Alliance</td>
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<td>National Biodiesel Board</td>
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<tr>
<td>National Oilseed Processors Association</td>
<td>Nebraska Soybean Board</td>
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<td>North Dakota Soybean Council</td>
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<td>Ohio Soybean Council</td>
</tr>
<tr>
<td>South Dakota Soybean Research &amp; Promotion Council</td>
<td>The Solar Company</td>
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<td>United Soybean Board</td>
<td>West Central Cooperative</td>
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ASA Membership and Affiliates

Membership is a cooperative program between ASA and its 26 affiliated state and regional soybean associations that represent 30 soybean producing states. Membership includes both national and state representation, and the dues help ASA and the state associations achieve legislative and policy successes that in turn contribute to soybean farmer profitability.

State Soybean Affiliates

1. Alabama Soybean & Corn Association Madison, Ala. 256-828-1369
2. Arkansas Soybean Association Little Rock, Ark. 501-666-1418
3. Georgia/Florida Soybean Association Athens, Ga. 706-542-3493
4. Illinois Soybean Association Bloomington, Ill. 309-663-7602
5. Indiana Soybean Alliance Indianapolis, Ind. 317-347-3620
6. Iowa Soybean Association Ankeny, Iowa 515-251-8640
7. Kansas Soybean Association Topeka, Kan. 785-328-7300
8. Kentucky Soybean Association Princeton, Ky. 800-232-7679
11. Minnesota Soybean Association Shakopee, Minn. 763-597-6242
12. Mississippi Soybean Association Indianola, Miss. 918-343-2326
13. Missouri Soybean Association Jefferson City, Mo. 573-630-3819
14. Nebraska Soybean Association Lincoln, Neb. 402-441-3299
17. Ohio Soybean Association Wapakoneta, Ohio 937-767-6424
18. Oklahoma Soybean Association Claremore, Okla. 918-343-2326
23. Tennessee Soybean Association Jackson, Tenn. 731-668-2850
24. Texas Soybean Association Navasota, Texas 936-825-5800
26. Wisconsin Soybean Association Madison, Wis. 608-274-7322

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ASA MEMBERS AND FAMILIES

The American Soybean Association is a grassroots voluntary membership organization that has been in existence since 1920. Dues from about 21,000 members help ASA and the state soybean associations achieve legislative and policy successes that in turn contribute to soybean farmer profitability.

If you believe, belong. Members like the ones you see on this page believe that the work of ASA and their state soybean association is important and they have chosen to belong. ASA thanks all of its members for their continued support.

The Jim Flanders Family
Noblesville, Indiana

The Mike Clark Family
Dayton, Ohio

The Corey Hansen Family
Austin, Minnesota

The Phil Varner Family
Odessa, Missouri

The Matt Kathol Family
Hartington, Nebraska

The Ted Edmondson Family
Columbus, Kansas

The Doug Carlson Family
Chaska, Minnesota

The Randy Mann Family
Auburn, Kentucky

The David Little Family
Manhattan, Missouri

The Harvey Morken Family
Casselton, North Dakota

The Earl Sorrells Family
Raymond, Illinois

The Danny Murphy Family
Canton, Mississippi

The Doug Gleason Family
Audubon, Iowa

The 2012 Soybean Success Report

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ASA MISSION & GOALS

The ASA mission is to serve farmers by protecting and increasing the market value and opportunities for soybean farmers.

GOAL 1
Policy & Advocacy
ASA members play an effective role in domestic and international policy development.

GOAL 2
Membership
ASA provides value, opportunities and benefits to serve and engage members in association activities and to increase industry strength.

GOAL 3
Domestic & International Use of Soy
ASA's domestic and international market development, and humanitarian initiatives, benefit soybean farmers.

GOAL 4
Industry & Consumer Relations
ASA works with industry partners and allied organizations to benefit the entire soybean industry.

GOAL 5
Leadership Development & Grower Education
ASA delivers leadership training and educational programs that position growers to serve the soybean industry and safeguard grower opportunities to be successful.

GOAL 6
Association Strength
ASA will maintain a world-class association to benefit members and the soybean industry.

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Facebook.com/AmericanSoybeanAssociation

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