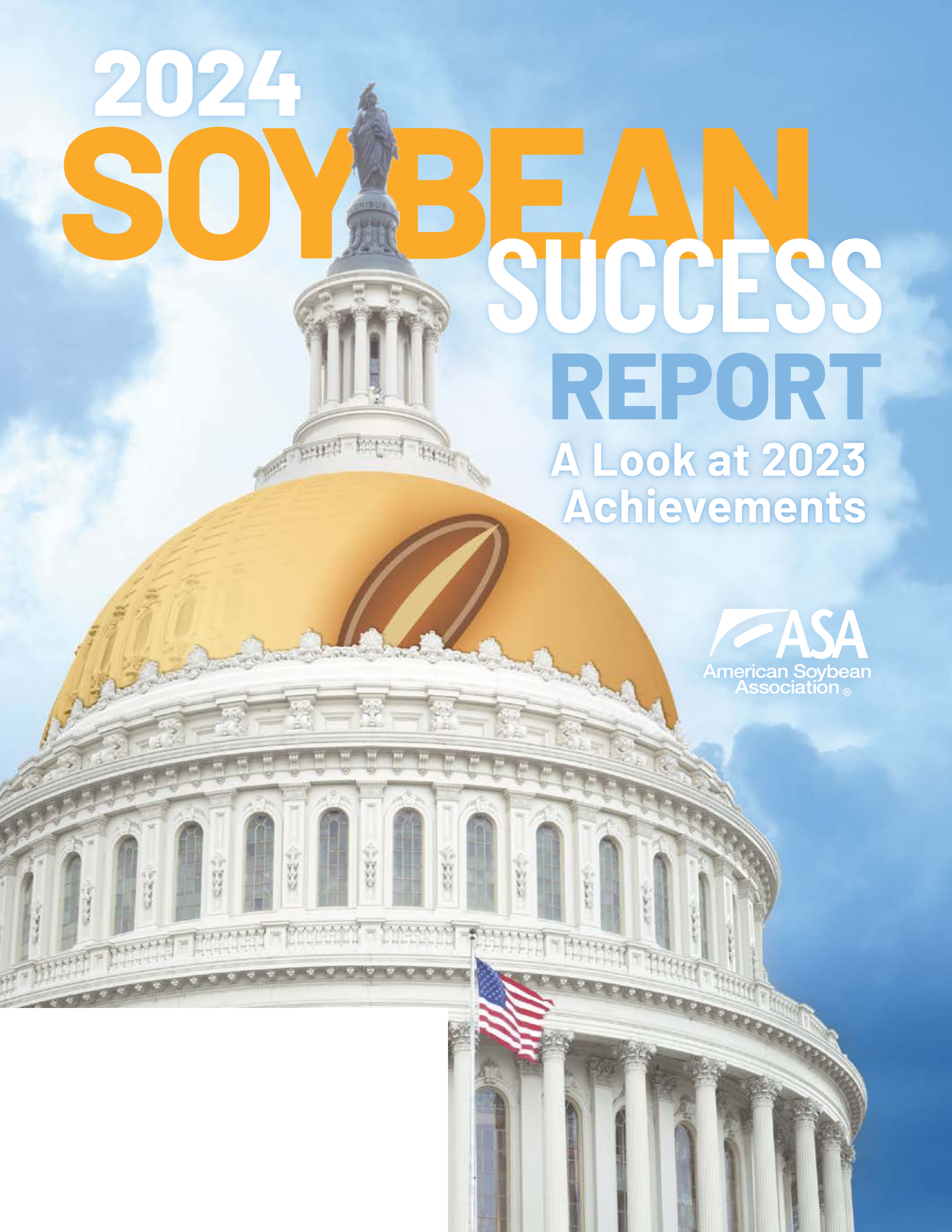


2024 SOYBEAN SUCCESS REPORT

A Look at 2023
Achievements

 ASA
American Soybean
Association®



A Message From THE PRESIDENT



Josh Gackle ASA President

Olá from Brazil!

Yes, Brazil. As I write this note to you, I am currently on a U.S. Soybean Export Council trade mission alongside fellow American Soybean Association director (and current USSEC president) Stan Born of Illinois and ASA's chief economist, Scott Gerlt. During our visit, we will tour Brazilian infrastructure and meet with key groups that, along with ASA, influence the international soybean industry. While we are enjoying the experience (save our boat breaking down on the Amazon and needing a tow!), we are also working seriously alongside other participating staff and producer-leaders to ensure we are learning and brainstorming how U.S. soy can maintain and cultivate markets and that our businesses remain profitable and sustainable for future generations. We are also cognizant of being "sustainable" in the other sense: being good stewards of our planet's land and air, as the farmers who tend its soil, and meeting the needs of our global trade partners who value these efforts.

The soy industry, as you are well aware if you are reading ASA's *Soybean Success Report*, is in fact a global industry with global implications. But understanding those global implications—and even being able to influence them—starts close to home with a little word we use a lot here at ASA: advocacy! Your directors, and I as your current president, are proud to be a part of the U.S. soybean industry's policy arm because the issues being decided in Washington, D.C., today have real impacts on what we are able to do tomorrow. Take Brazil, for instance. Brazil is a global soy powerhouse, and its infrastructure investments directly influence where North American soybean farmers are in the pecking order of international trade. We simply must maintain an efficient transportation and infrastructure system, including waterways, rail, trucking and pathways for increased exports, to remain competitive.

Influencing global implications for soy undoubtedly starts at home—but I don't mean just the United States. Having real, tangible effects on our industry starts, literally, at our own doorsteps at home on the farm—with not only the way we farm, but also how we decide to be involved in protecting and promoting the industry. ASA was founded more than a hundred years ago by soybean farmers

who understood and envisioned the value of advocating collectively for soybeans and the impact their efforts would have on the industry's longevity. From that Indiana farm where it all began, a national policy organization has grown to prominence through hard work, handshaking and persistence. ASA staff and farmer leaders alike, in tandem with soy state affiliates, have built a tremendous platform for soy advocacy that helps us all—from Kulm, North Dakota, where I am from to Kansas to Kentucky to Seneca County, New York—everywhere our beans are farmed.

Take a look when you get a chance at ASA's social media (handles provided in this report). A quick search of the hashtag #SoyStayingPower will bring up outstanding examples of the successes and, in turn, value of this organization through the years. I also encourage you, if you've not, to subscribe to ASA's weekly electronic newsletter, *eBean* (visit soygrowers.com to do so). In our "Top News," "Soy in the News," and "What We're Watching" sections, you'll find prevailing and priority issues on which the ASA policy team and leadership are actively working (with another nice look back at yesteryear's successes in "What We're Remembering"). Finally, in the pages ahead, we will take a look at "modern" successes for soy achieved in 2023, those accomplishments made by diligently advocating on ASA's policy resolutions and unforeseen priorities throughout the year.

I'm not sure who coined the social campaign name, "soy staying power," but I assure you, we've got it! It is our wish that through these pages, you'll get a sense of our organization's successes, keep your advocacy fires burning, or consider joining our efforts to ensure U.S. soy remains strong. By looking at our competitors—here in Brazil and elsewhere abroad—I realize even more the value of following in the Fouts brothers' footsteps to advocate together and protect our legacy in the days ahead.

Best Regards,

1) In 2023, ASA Vice President Josh Gackle (ND) (left), Chairman Brad Doyle (AR) (third from left), President Daryl Cates (IL) (second from right) and CEO Stephen Censky (right) met with EPA Administrator Michael Regan (third from right) during ASA's spring board meeting and Hill visits.

2) ASA leaders and staff meet with Sen. John Boozman, Ranking Member of the Senate Ag Committee, to discuss soy policy. Pictured in 2023: (l to r) ASA Vice President Josh Gackle (ND); ASA Chairman Brad Doyle (AR); ASA President Daryl Cates (IL); Sen. Boozman; ASA CEO Stephen Censky; and ASA Executive Director of Government Affairs Christy Seyfert.

3) As referenced in his message to the left, this photo shows ASA President Josh Gackle (right) and Chief Economist Scott Gerit as the boat they are on during a trade mission in Brazil is being towed after breaking down on the Amazon River.



2023 Policy ACCOMPLISHMENTS

ASA's advocacy efforts and accomplishments, large and small, were numerous throughout the year. Here, we summarize just a few, including topline accomplishments for 2023:

- › Farm bill extended, including "orphan" programs
- › Chlorpyrifos and sulfoxaflo litigation
- › WOTUS Supreme Court ruling
- › Phosphate fertilizer duty
- › Trade promotion resources through USDA
- › Checkoff amendment defeat
- › Favorable tax credit guidance for soy use as feedstock in sustainable aviation fuel

Farm Bill Extended, Including "Orphan" Programs

ASA supports a comprehensive, meaningful farm bill that addresses soy priorities. The current bill was extended at year-end, making it the "2024 Farm Bill." ASA engaged at a high level on the farm bill throughout 2023 for soy's needs to be considered. This included testifying in two committee hearings in the spring, promoting priorities during fly-ins in March and July, listening sessions and farm visits, issuing farm bill Action Alerts to board members and states, encouraging submission of priorities in congressional request portals, participating as a steering committee member of American Farm Bureau Federation's farm bill campaign, and leveraging ASA's economist to educate on priorities from a data-driven, non-lobbyist point of view. Specific to the spring committee hearings, then-ASA President Daryl Cates and then-Secretary Caleb Ragland represented ASA as witnesses in House and Senate Agriculture Subcommittee hearings focused on the Title I farm safety net and crop insurance, respectively, and our written testimony addressed all ASA farm bill priorities. ASA connected with all subcommittee offices in advance of those hearings to promote soy priorities.

During the year, ASA changed the narrative on improving farm bill funding by leading a letter sent to the Hill in March calling for sufficient farm bill budgetary resources; 400 national, regional, and state organizations signed the letter. House and Senate Ag Committee leaders subsequently requested additional resources from the Budget Committees. Regarding the farm bill extension, ASA worked alongside the Ag Bioeconomy Coalition in raising awareness about the need to provide special attention to extend "orphan" programs (more information in the "Biobased" policy section).



ASA President Daryl Cates (IL) was invited to testify before the House Agriculture Committee's Subcommittee on General Farm Commodities, Risk Management, and Credit, where he offered soy producers' perspectives on the 2023 Farm Bill.

Checkoff Amendment Defeat

It is a major priority for ASA to protect farmers' ability to invest in the checkoff and thus maintain vital research and development opportunities. ASA engaged to defeat by a 49-377 landslide the harmful anti-checkoff amendment offered by Rep. Spartz during House consideration of the ag appropriations bill. ASA engaged throughout the year with House and Senate Ag Committee members and other policymakers to protect the checkoff from harmful reforms in the appropriations and farm bill processes and protect the current checkoff structure from unnecessary reforms. ASA helped draft a bipartisan congressional

resolution supporting checkoffs and secured cosponsors with the help of soy states and in conjunction with other commodity groups; worked with National Cattlemen's Beef Association and others on bipartisan, bicameral congressional staff briefings and external communications; and, offered virtual meetings with states to dozens of congressional offices. Importantly, ASA led and participated in numerous coalition meetings to express opposition, specifically, to the OFF Act.

Value Chain Infrastructure

ASA continues to support needs that enable the farm economy. ASA backed legislation to modernize USDA loan limits and speed the credit approval process, and supported legislation to encourage adoption and utilization of precision ag tech by farmers, including providing incentives for equipment purchases, enhancing national cybersecurity in the food and ag sector, and improving interoperability of precision ag equipment.

Regulatory

ASA promotes regulatory modernization of biotechnology; protects against legislative, regulatory, and litigation threats to pesticides; and supports farmer-friendly regulatory approaches to Waters of the U.S. and climate initiatives. ASA led response efforts to EPA on its proposals implementing the Endangered Species Act into its pesticide program. This included leading coalition and grower comments to the Vulnerable Species Pilot Project and Herbicide Strategy (including a letter

signed by just under 1,500 farmers), arranging congressional oversight efforts, and advancing appropriations directives to the implementing agencies.

ASA continues to lead efforts to improve the legal defensibility of individual pesticides and the broader pesticide regulatory landscape. This included participating in lawsuits and attaining wins on individual chemistries (e.g., chlorpyrifos, dicamba, sulfoxaflor) and leading coalition efforts to explore mechanisms for greater grower participation in the legal process.

ASA helped organize stakeholder and congressional responses to several biotechnology-related initiatives, including EPA's challenging rule on gene edited plant incorporated protectants (PIP), exemptions under USDA's Part 340 regulations, and others.

Following a favorable SCOTUS opinion in *Sackett v. EPA* (for which we submitted an amicus brief), ASA continued to engage Congress and the administration and communicate with states around revisions to the new Waters of the U.S. rule.

ASA spearheaded coalition efforts supporting the introduction of the bipartisan Agricultural Labeling Uniformity Act. This legislation, which now has eight bipartisan cosponsors, would reaffirm federal consistency of pesticide labels. ASA led a stakeholder letter drawing more than 360 signers.

As part of the fiscal year 2024 appropriations process, ASA led coalition efforts to advance multiple regulatory policies. Coalition efforts included seeking additional funding for USDA's Office of Pest Management Policy and EPA's Office of Pesticide Programs; directing regulatory improvement related to ESA implementation; directing FDA advance biotechnology regulatory improvements; and other provisions. ASA also continues leading the Pesticide Policy Coalition and Ag Biotech Alliance in advancing pesticide and biotech needs.

Trade

ASA met with the House and Senate Agriculture Committees on a range of issues relating to global export markets. ASA supported and promoted legislation in the House and Senate to double funding for the Market Access Program and Foreign Market Development program in the next farm bill. ASA supported USDA's investment in international food assistance and export promotion using Commodity Credit Corporation funds, which was a welcome announcement. ASA continued to support an emphasis on market access and strengthening the rules-based trade system at the World Trade Organization. ASA also urged support of reforms to ensure a functioning appellate body and dispute settlement system.

ASA urged engagement in new bilateral and multilateral agreements, including reengagement in the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). ASA met with Senators and staff on the House Select Committee on China to discuss concerns around rhetoric



While in D.C. in July, ASA CEO Stephen Censky and ASA's Executive Committee met with EPA's Office of Chemical Safety and Pollution Prevention to discuss pesticide issues, including Endangered Species Act implementation.

regarding removing Permanent Normal Trade Relations for China (PNTR) and imposing additional tariffs on China. ASA supported the UNITE Act, which would authorize the administration to engage in and complete a comprehensive free trade agreement (FTA) with the United Kingdom. ASA has supported the American Farmers Feed the World Act, which would provide additional accountability and oversight of USAID and Title II Food for Peace.

ASA continued to work with the administration, registrants, and other stakeholder groups to push for a solution to the bottleneck of approvals for ag biotech products in Mexico. Collaboration continues with likeminded agriculture groups on other trade topics, including the need for new trade engagement.



ASA and USSEC leaders met with the Embassy of Mexico in D.C. to discuss issues pertaining to agricultural biotechnology. Pictured from left: ASA Chairman Brad Doyle (AR), CEO Stephen Censky, President Daryl Cates (IL) and Executive Director of Government Affairs Christy Seyfert.

(continued on page 6)

2023 Policy ACCOMPLISHMENTS

Livestock and Aquaculture

ASA supported efforts to expand soy in the livestock and aquaculture markets. The Advancing the Quality and Understanding of American Aquaculture (AQUAA) Act has been reintroduced in the House and Senate. AQUAA would create new opportunities and streamline permitting for domestic aquaculture. ASA worked through the Stronger America Through Seafood (SATS) Coalition to urge Congress to cosponsor and advance the legislation and had previously joined a letter in February 2022 urging passage of the AQUAA Act. ASA continued to educate members of Congress about the importance of the aquaculture market for soybean growers and the potential positive impacts of further domestic market development.



ASA Chairman Brad Doyle (AR) represented U.S. soy farmers at the FeedInfo Summit in Vienna, Austria, in September. USSEC was a gold sponsor of the annual event, which brings together stakeholders from the global feed community to explore industry innovations and trends.

ASA continued pushing for passage of the Beagle Brigade Act, which authorizes the National Detector Dog Training Center. The Center extensively trains detector dogs and their U.S. Customs and Border Protection handlers to sniff out prohibited agricultural items that could carry foreign plant or animal pests and diseases into our country, such as African Swine Fever.

ASA discussed the impacts of the Supreme Court ruling on Proposition 12 with our partners in the livestock sector. ASA has not endorsed a legislative fix but continues to monitor these developments closely. ASA worked alongside partners in animal agriculture to support funding in FY24 appropriations for the US Codex Office.

Biobased

ASA promotes federal investments to advance soy-based products. As a steering committee member of the Ag Bioeco-

nomy Coalition, ASA met with House and Senate Agriculture Committee leaders to advance BioPreferred and other Energy Title priorities in farm bill negotiations. When it was determined that a farm bill extension was needed, ASA led efforts to alert Ag Committee leadership to the importance of “orphan” Energy Title programs to soybean growers. The Biobased Markets (BioPreferred) Program, Biorefinery Loan Program, and Direct Payments for Advanced Biofuels Program all would have lapsed without additional action. The final farm bill extension included a variety of recissions that allow for these orphan programs to continue until a new farm bill is signed into law.

ASA worked with USDA and other government stakeholders to advance the directives in President Biden’s fall executive order to advance the bioeconomy. And, ASA met with the Congressional Research Service to provide background information regarding industry developments in the bioproduct space as they considered updating briefing materials for lawmakers.

ASA continues monitoring implementation of the USDA biobased pilot in the bipartisan infrastructure law and working on relationships with USDA to help encourage biobased more broadly, including farm bill needs.

Infrastructure

ASA supports an efficient transportation and infrastructure system, including waterways, rail, trucking, and pathways for increased exports. This includes continuing to monitor implementation of the Infrastructure Investment and Jobs Act. The Army Corps of Engineers released its work plan tied to funding in the infrastructure bill. It included key ASA priority Lock & Dam #25, as well as other projects that benefit the soybean industry (Kentucky Lock, Montgomery Lock & Dam, etc.). Beforehand, ASA sent letters to Army Corps supporting full funding of L&D #25 and communicated support to House



ASA Directors George Goblisch (MN) (left) and Jordan Scott (SD) (center), along with ASA Director of Government Affairs Alexa Combelic (right), attend the BNSF Ag Rail Business Council meeting, visiting the Export Grain Terminal facility in Longview, WA.

and Senate committees of jurisdiction. ASA also tracked progress of the Bipartisan Railway Safety Act. The bill reported out of committee included provisions ASA opposes but was improved from legislation initially introduced.

The Senate began its solicitation process for 2024 Water Resources Development Act requests in 2023. As part of the Waterways Coalition, ASA engaged with offices to share support for 100% federal funding for lock and dam projects in the bipartisan infrastructure law (Infrastructure Investment and Jobs Act, or IIJA). Without full funding, it is anticipated the projects may draw down the IWTF too much to sustain additional repair work needed. ASA reached out to states to solicit feedback on any state-specific requests for WRDA.

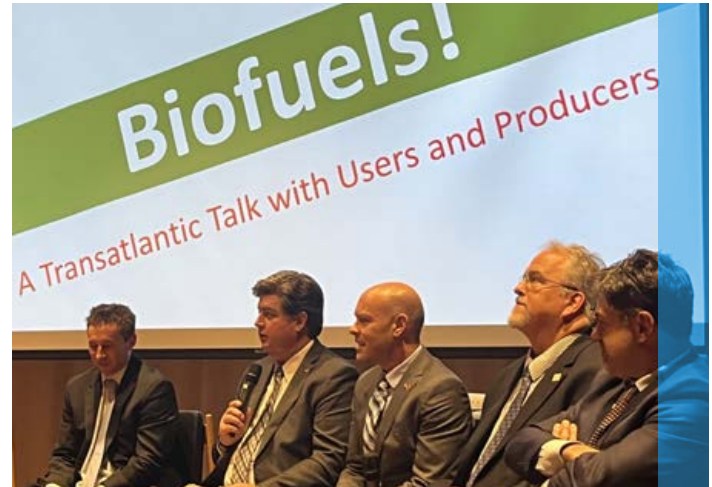
Earlier in the year, ASA provided support for a truck weight pilot program included in a suite of legislation marked up by the House Transportation & Infrastructure Committee and issued an Action Alert on this provision. And, ASA commented to EPA on its Heavy-Duty Phase 3 emissions draft rule outlining impacts to the biomass based diesel industry and potential increased costs to farmers. The draft rule also included provisions about locomotive emissions preemption. ASA engaged with the Association of American Railroads to ensure comments were aligned. Through this process, ASA learned of increased interest from the rail industry to engage on biomass-based diesel policy and worked to build a relationship with AAR on these topics.

ASA engaged in high-level coalition efforts throughout the year with the Ag Transportation Working Group, Plant Based Products Coalition, Waterways Council, American Connection Project Broadband Coalition and state affiliates.

ASA signed onto coalition comments in response to the National Telecommunications and Information Administration's request for information related to implementation of broadband programming and continues to push for broadband access.

Biofuels

ASA promotes policies that support increased domestic crush, such as larger soy-based Renewable Fuel Standard (RFS) volumes and ag feedstock eligibility for various renewable efforts. EPA released its final Renewable Volume Obligation (RVO) rule for 2023-2025 in June. While the final rule was below desired volume levels, the increase in volumes over the draft rule for 2024-2025 reflected ASA's advocacy work. ASA provided two farmers to testify in a January EPA hearing on the proposed RVO rule, and ASA CEO Stephen Censky and other biofuel stakeholders met with EPA Administrator Regan and stressed the importance of maintaining the integrity of the RFS. ASA submitted comments to EPA on the proposed RVO rule and was the only agriculture group advocating for higher biomass-based diesel (BBD) volumes to meet with EPA Administrator Regan during the rulemaking process. The subsequent updated feedstock availability data shared with EPA and USDA was a key reason for increasing volumes. ASA



ASA Director Dave Walton (IA) (second from left) participated in a panel discussion at the German Embassy titled, "Biofuels: A Trans-Atlantic Talk with Users & Producers."

was also the lead organization that drafted and coordinated a bipartisan House letter, signed by 37 members, to EPA requesting higher volumes, and ASA secured the signatures of 22 state soy associations on a letter to President Biden urging the same. ASA met with the Office of Management and Budget and Federal Aviation Administration during interagency review and leveraged grassroots engagement with Congress ahead of the final rule.

As food industry groups continued to maintain that biofuels policies have increased the cost of soybean oil, ASA worked to counter these claims. ASA promoted an op-ed by Censky in January and met regularly with congressional offices to share the soybean perspective.



ASA President Daryl Cates (IL) and ASA Executive Director of Government Affairs Christy Seyfert met with House Ag Committee Chairman GT Thompson (R-PA) to discuss ASA priorities for the 2023 Farm Bill and the Renewable Fuel Standard.

Coalition efforts continued with Clean Fuels Alliance America and biofuel industry partners on RFS implementation and compliance. ASA participated in coalitions that meet

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2023 Policy ACCOMPLISHMENTS

regularly with congressional biofuel champions to ensure the biodiesel tax credit extension, sustainable aviation fuel (SAF) feedstock eligibility, and biofuels infrastructure remain priorities. ASA encouraged Clean Fuels to join the Ag Bioeconomy Coalition to advocate on Energy Title provisions and helped lead meetings with the House and Senate Agriculture Committee leaders on biofuels priorities.

ASA educated members of Congress on the importance of biofuels tax credits during the debt limit debate, which ultimately led to a coalition of House members succeeding in stripping harmful tax credit repeal language from the final debt limit package. ASA continues to engage with Treasury on the SAF tax credit rule promulgation and encourage members of Congress to interface with Treasury on both the 40B and 45Z credits.

ASA continued to monitor and constructively raise concerns about legislation that would impact RVOs for biomass-based diesel. Efforts to remove the corn starch ethanol CSE prohibition in the D5 category have been stalled for now, after the BBD industry and feedstock suppliers raised concerns about the potential for this legislation to cut into D5 volumes. Most in the corn/ethanol industry understand these concerns and ASA looks forward to working with all biofuels partners to increase D4 and D5 volumes in future RVOs to address industry needs as a whole.

ASA urged the administration to issue regulations on a Sustainable Aviation Fuel Credit that utilizes the GREET Model to calculate credit generation. This tax credit ultimately dictates how SAF is treated in the Clean Fuel Production Credit, which will trigger in 2025 (on-ground transportation will use GREET modeling). In December, the Treasury Department issued the long-awaited guidance on the SAF Credit (40B) established by the Inflation Reduction Act (IRA). The IRA directed Treasury to base this credit on the Carbon Offsetting and Reduction Scheme for International Aviation (CORSA) or "similar methodology" that satisfies the parameters of the Clean Air Act (CAA). Soy-based SAF currently does not meet the 50% GHG reduction threshold through the CORSA methodology, which is based on the ICAO-GREET model that uses older farming data. ASA and others in the biofuels industry had urged the administration to use the Argonne National Laboratory (ANL)-GREET model, which is updated annually, to determine eligibility for the SAF Credit. This tax credit, which will be retroactive to January 1, 2023, will run through December 31, 2024, before shifting to the Clean Fuel Production Credit (45Z), also established under the IRA.

ASA participated in workshops by California Air Resources Board (CARB) on future Low Carbon Fuel Standard (LCFS) rulemaking. During the final public hearing, ASA submitted testimony after coordinating with Clean Fuels Alliance America. In the proposed rule released by CARB, it abandoned early plans to include an agricultural feedstock cap, a proposal that ASA vocally opposed.



ASA leadership met with USDA Under Secretary for Rural Development Xochitl Torres Small. From left: ASA Vice President Josh Gackle (ND), ASA President Daryl Cates (IL), Torres Small, ASA Chairman Brad Doyle (AR), and ASA CEO Stephen Censky.

Tax

Changes to stepped-up basis, 1031 exchanges, and estate tax were kept out of the House-passed Build Back Better bill in 2021. This legislation was amended by the Senate in early 2023, so ASA monitored developments closely through the Aggie Tax Coalition and the Family Business Estate Tax Coalition.

Conservation and Sustainability

ASA submitted regulatory comments on Waters of the U.S. in February, signed on to additional coalition comments, and helped secure signatures from all 50 GOP Senators on a letter urging EPA/Army Corps to delay rulemaking until after the Supreme Court (SCOTUS) decision on WOTUS. To promote soy priorities, ASA worked in collaboration with Waters Advocacy Coalition, Food and Agriculture Climate Alliance, Ecosystem Services Market Consortium, Field to Market, USB/USSEC, and others.

ASA welcomed the Supreme Court's May 2023 favorable opinion in the much-anticipated SCOTUS WOTUS case, *Sackett v. EPA*. The justices held that "waters" refer only to geographical features that are described in ordinary terms as "streams, oceans, rivers, and lakes" and to adjacent wetlands that are "indistinguishable" from those bodies of water due to a continuous surface connection, making it difficult to determine where the "water" ends and the "wetland" begins. This SCOTUS decision firmly stated that the interpretation of WOTUS in EPA and the Corps' March 2023 rulemaking was inconsistent with the text and structure of the Clean Water Act. In August 2023, EPA and the Corps issued revisions to the January 2023 final WOTUS definition rule which sought to make the January 2023 WOTUS definition consistent with the U.S. Supreme Court's May 2023 *Sackett v. EPA* ruling. The revised rule made specific, targeted revisions to the WOTUS definition, including removing all references to "significant nexus," which was unanimously rejected by the Supreme Court under *Sackett*, striking from the definition references to interstate wetlands, and revising definitions of "adjacent" waters to mean, "having a continuous

surface connection,” as opposed to the previous definition of “bordering, contiguous, or neighboring.” These revisions address some of the matters raised in the Sackett ruling, but ASA continues to ask the administration to address issues that continue to make WOTUS challenging and unworkable for farmers. Still, the revised definitions of “adjacent waters” and “interstate wetlands” were positive.

Fertilizer

ASA and state soy affiliates worked with other agriculture groups to address the remand decision by the U.S. Court of International Trade to the U.S. International Trade Commission regarding duties on phosphate fertilizer from Morocco. In a letter to the ITC, the groups expressed concern about potential restrictions on phosphate availability in the U.S. market and urged the agency to reconsider its determination with a focus on the impact on family farms facing challenges in fertilizer supply and escalating costs.

The increase in fertilizer input prices has significantly strained American farmers, impacting nutrient and yield

management. This issue originated in the summer of 2020 when the Mosaic Company filed a case with the ITC alleging that imports of phosphate fertilizer from Russia and Morocco were unfairly subsidized, putting domestic producers at a competitive disadvantage. Commerce and the ITC ruled in favor of Mosaic in the spring of 2021, immediately imposing duties on imports from those two countries. OCP, one of the Moroccan companies targeted in the case, filed an appeal to the CIT. ASA joined several other groups in an amicus brief to the CIT, arguing for a remand of the decision to recalculate duties.

In the fall of 2023, the CIT remanded the fertilizer case back to Commerce and the ITC for a reevaluation of damages and a recalculation of duties. On a separate track, as part of an administrative review at Commerce, duties on imports of phosphate fertilizer from Morocco were slashed from 19.97% to 2.12%. While the remand from the court case remains ongoing, this was a win for soybean farmers!

Top Policy PRIORITIES FOR 2024



Farm Economy

- › **Farm Bill** – Support an on-time, comprehensive, meaningful farm bill that addresses ASA priorities.
- › **Value Chain Infrastructure** – Support needs that enable the farm economy.
- › **Regulatory** – Promote regulatory modernization of biotechnology; protect against legislative, regulatory and litigation threats to pesticides; support farmer-friendly regulatory approaches to WOTUS and climate initiatives.

Markets

- › **Biofuels** – Promote policies that support increased domestic crush, such as larger soy-based RFS volumes and ag feedstock eligibility for various renewable efforts.
- › **Trade** – Prioritize market access and address current challenges.
- › **Livestock and Aquaculture** – Support efforts to expand soy in these markets.
- › **Biobased** – Promote federal investments to advance soy-based products.
- › **Checkoff** – Protect the ability for farmers to invest in the checkoff to maintain research and development opportunities.

Movement To/From Market

- › **Infrastructure** – Support an efficient transportation and infrastructure system, including waterways, rail and trucking, and pathways for increased exports.

POLICY PRIORITIES

2024 ASA LEADERSHIP

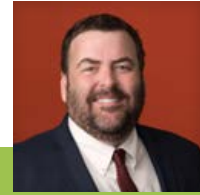
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Harper, IA



Charles Atkinson
Great Bend, KS



Rob Baker
Leland, MS



Jamie Beyer
Wheaton, MN



Josh Gackle
President
Kulm, ND



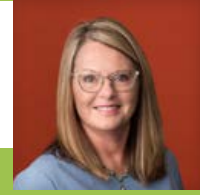
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Vice President
Magnolia, KY



Steph Essick
Dickens, IA



John Fleming
Halifax, NC



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Bethany, MO



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Brady Peek
Elkmont, AL



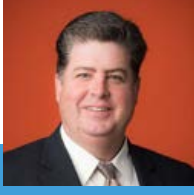
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Morey Hill
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Jered Hooker
Clinton, IL



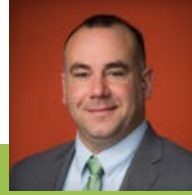
Dave Walton
Treasurer
Wilton, IA



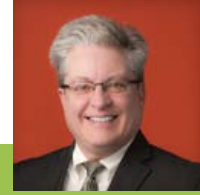
Alan Meadows
At-large
Halls, TN



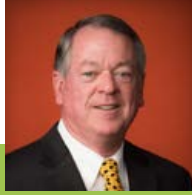
Don Lutz
Scandinavia, WI



Brad Macauley
Geneseo, NY



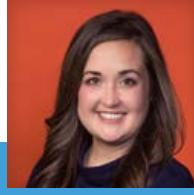
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Matt McCrate
Cape Girardeau, MO



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At-large
Richmond, MO



Heather Feuerstein
At-large
Belding, MI



Luke Sayes
Deville, LA



Denise Scarborough
LaCrosse, IN



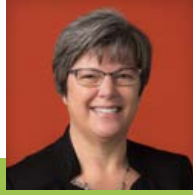
Jordan Scott
Valley Springs, SD



Rob Shaffer
El Paso, IL



Jim Kukowski
At-large
Strathcona, MN



Pat Swanson
Ottumwa, Iowa



Jimmy Thomas
Timberlake, NC



Brad Thykeson
Portland, ND



Andy Winsor
Grantville, KS

2024 DIRECTORS



Stan Born
Lovington, IL



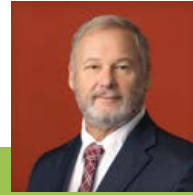
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Wade Cowan
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Brad Doyle
Weiner, AR



Janna Fritz
Bad Axe, MI



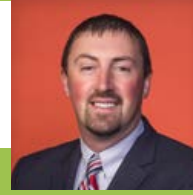
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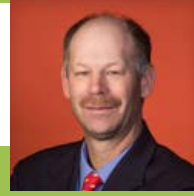
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Jeff King
Corydon, KY



Mike Koehne
Greensburg, IN



Keevin Lemenager
Monrovia, IN



Kody Leonard
Stillwater, OK



Randy Miller
Lacona, IA



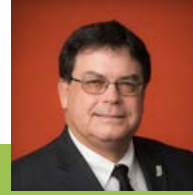
Nick Moody
Blackstone, VA



Andrew Moore
Dalton, GA



Michael Petefish
Claremont, MN



Phil Ramsey
Shelbyville, IN



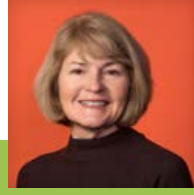
Ryan Rhoades
Radnor, OH



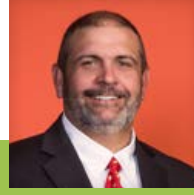
Jimmie Lee Shaw
Newberry, SC



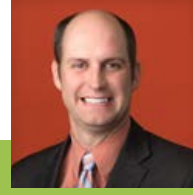
Justin Sherlock
Dazey, ND



Roberta Simpson-Dolbeare
Nebo, IL



Fred Sipes
Ekron, KY



Jeffrey Sorenson
Morgan, MN



Robert Stobaugh
Atkins, AR



Brandon Wipf
Huron, SD

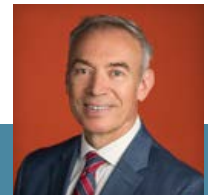


Russell Wolf
Syracuse, MO



Casey Youngerman
Lexington, TN

EXECUTIVE STAFF

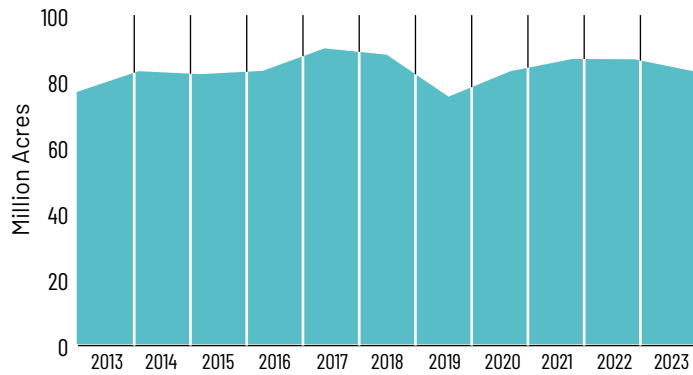


Stephen Censky
ASA Chief Executive Officer

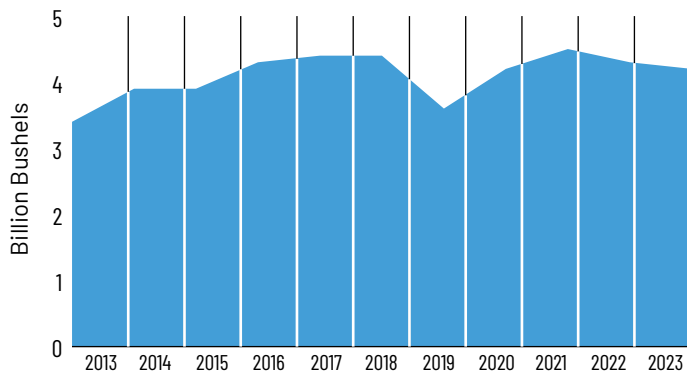
2013-2023 SOY BY THE NUMBERS



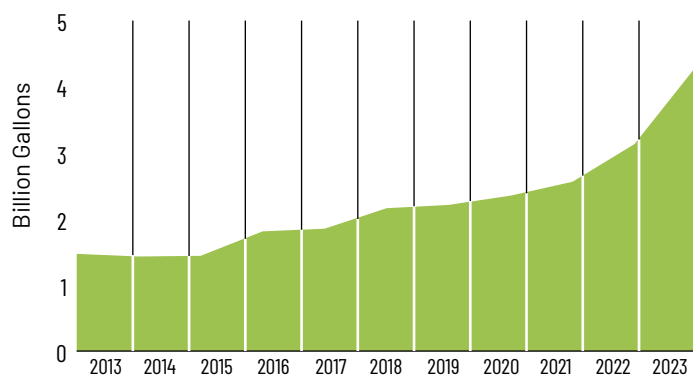
U.S. Soybean Harvested Area



U.S. Soybean Production



U.S. Biodiesel & Renewable Diesel Production



Sources: USDA, NASS, EIA

STATE	BUSHEL
Illinois	648,900,000
Iowa	573,040,000
Minnesota	349,440,000
Indiana	334,280,000
Ohio	274,340,000
Nebraska	266,770,000
Missouri	264,960,000
South Dakota	223,080,000
North Dakota	218,680,000
Arkansas	159,300,000
Mississippi	119,280,000
Wisconsin	105,060,000
Kansas	104,780,000
Kentucky	100,100,000
Michigan	93,380,000
Tennessee	80,070,000
North Carolina	62,755,000
Louisiana	39,200,000
Pennsylvania	26,320,000
Virginia	21,660,000
Maryland	21,620,000
New York	17,340,000
South Carolina	15,015,000
Alabama	14,835,000
Oklahoma	10,660,000
Delaware	6,808,000
Georgia	6,665,000
New Jersey	4,214,000
Texas	2,125,000

Source: USDA, NASS, Crop Production 2023 Summary (January 2024)

INTERNATIONAL MARKETING

U.S. Soy and Global Food Security

ASA's WISHH program continues to connect trade, development and food security across global market systems. Alongside market development work, WISHH began its engagement with the United Nations Rome-based agencies to share U.S. soy's commitment to global food security.

Africa - WISHH continues to build its reputation as a leader in aquaculture development in sub-Saharan Africa. The "Training Program for Young Professionals," supported by USB, expanded to include a shorter internship for current college students. The practical, on-farm training has attracted participants from across the continent with both private and public sector aquaculture entities seeking program graduates as employees. WISHH was awarded a USDA Food for Progress subcontractor award (\$4.2 million) in Cote d'Ivoire to implement market development activities in the aquaculture sector.



WISHH Chair Roberta Simpson-Dolbeare (fourth from left) and WISHH Treasurer Bob Haselwood (second from right) participated in the "Training Program for Young Professionals" graduation ceremony at Flosell Farms in Ghana.

Asia - The Asia division's strategy introduced food processors, feed millers, and other aquaculture value-chain participants to new technologies as well as connected them to U.S. soy exporters. WISHH leveraged USDA and checkoff funds to expand its human food technical assistance in Sri Lanka, Cambodia and Myanmar, specifically introducing companies to U.S. identity preserved beans and extrusion technology.

Latin America - The WISHH Latin American engagement strategy is to gain the attention of select ingredient distributors and large and medium retail/food service food and beverage processors. Food and beverage companies in the region view WISHH as an important partner for technical assistance to bring their soy protein innovations to commercialization.

Private sector companies and ministry representatives attended WISHH events and trainings throughout the year.



Food company representatives from six countries across Asia, Latin America and sub-Saharan Africa attended INTSOY at Northern Crops Institute to learn about soy protein in human food applications.

USSEC

The U.S. Soybean Export Council focuses on differentiating, elevating preference and attaining market access for the use of U.S. soy for human consumption, aquaculture and livestock feed in 80+ countries internationally.

In 2023, USSEC held dozens of technical and training seminars on topics ranging from U.S. soy protein for animal feed to U.S. soy sustainability to soy purchasing practices, and more. Also, USSEC hosted many trade missions, meetings and conferences around the world on topics related to U.S. soy production, use and exports.

The work of USSEC contributed to the export of nearly 2 billion bushels of soybeans in Marketing Year 2022/2023, at a value of nearly \$32.6 billion.

Support for USSEC comes from ASA's investment of cost-share funding provided by USDA's Foreign Agricultural Service, along with cooperating industries and producer checkoff dollars invested by the United Soybean Board and various state soybean councils.



USSEC hosted the U.S. Soy Buyers Outlook Conference in Seoul to update the crushing, feed, and food industry about crop quality, market outlook, U.S. soy sustainability and non-GM soybean production.

LEARNING AND LEADER DEVELOPMENT



The 39th ASA Corteva Agriscience Young Leaders class began its leadership journey at Corteva's Global Business Center in Johnston, Iowa. The 2023 class included Lane Anders (AL); Steve Breeding and Lacey Dixon (DE); Sarah Tweet Landers (IL); Alexandra Miller (IA); Andrew and Mary Lauver (IA); Daniel Anderes (KS); Catlin Young and Aaron Vinson (KY); Robert Wasmiller (MI); Gary and Tina Schoenfeld (MN); Skyler and Ashlyn de Regt (MS); Bill Parks (MS); Aaron and Chandra Blase (NE); David Thomas (NC); Stephanie Cook (ND); Dustin and Casey Converse (OH); Austin Heil (OH); Kody and Shelby Leonard (OK); Jena Hanna (SC); Jeff and Emily Kloucek (SD); Will and Robin Hutchinson (TN); Jake Steffes (WI) and Daniel Chiappetta (Ontario, CAN).



ASA farmer-leaders from eight states participated in the Syngenta Leadership At Its Best program in Raleigh, North Carolina and Washington, D.C. The 2023 class included Reid Carter, Mississippi; Trish Cunningham, Ohio; Kevin Deinert, South Dakota; Renee Fordyce, Missouri; Tanner Hento, South Dakota; Chris McDonald, North Dakota; Ryan Mackenthun, Minnesota; and Steve Raper, Tennessee.



More than 100 grower-leaders and staff gathered at ASA's annual Soybean Leadership Academy to hear from featured industry-leading speakers, engage in training and fellowship with members of the soy family from across the country. SLA provides tools that enable state and national soybean board and association leaders to be more effective, efficient, and inspired leaders.



ASA Conservation Champions met in Washington, D.C., for three days of communications training, conservation discussions and educational sessions with industry leaders, with specific program components sponsored by Bayer, United Soybean Board and Walton Family Foundation. Pictured: (l to r) ASA Director Jim Martin (IL), Jeff O'Connor (IL), Andy Bensed (WI), USDA-NRCS National Agronomist Betsy Dierberger, ASA Chairman Brad Doyle (AR), LaVell Winsor (KS), Lori Dabbs (AR), ASA Director Charles Atkinson (KS) and ASA Past President Danny Murphy (MS).



A select group of nine college students from across the country completed the Ag Voices of the Future program while in Washington, D.C. Sponsored by the American Soybean Association and Valent U.S.A., the program gives students an inside look at how agricultural policies are made in the nation's capital. The class was held in conjunction with ASA's summer board meeting and other soy events. Pictured, back row (l to r): Makenna Stundebeck, University of Missouri-Columbia; Lakin Booker, University of Tennessee-Knoxville; Cody Loganbill, Oklahoma State University; Colby Brandt, Iowa State University; Owen Brown, Oklahoma State University; Julia DeSalvo, Southern Arkansas University; Caleb Simpson, University of Missouri-Columbia. Front row (l to r): Valent intern Emma Kuhns, University of Illinois Urbana-Champaign; Reagan Koester, Purdue University; and Eliza Patchin, Iowa State University.



ASA's Innovation to Market Work Group (I2M) gathered in Arlington, Virginia, to discuss issues facing the pesticide and biotechnology industries. The event included presentations and discussions with Kimberly Nesci, director of the Office of Pest Management Policy at USDA, and Dominique Carter, PhD, assistant director for Agricultural Sciences, Innovation and Workforce in the White House Office of Science and Technology Policy. I2M also met in Des Moines in August 2023, which included the opportunity for farmers in the work group to visit the Corteva Agriscience facility in Johnston, Iowa.



ASA and USB leaders participated in the Producer and Industry Information Exchange program in North Dakota. USB and the National Oilseed Processors Association sponsored the program. PIIE tour participants had a firsthand look at agriculture in the western plains while engaging in important conversations about agriculture and energy.

SOCIAL MEDIA ENGAGEMENT

Here are a few examples of ASA's active presence on social media in 2023



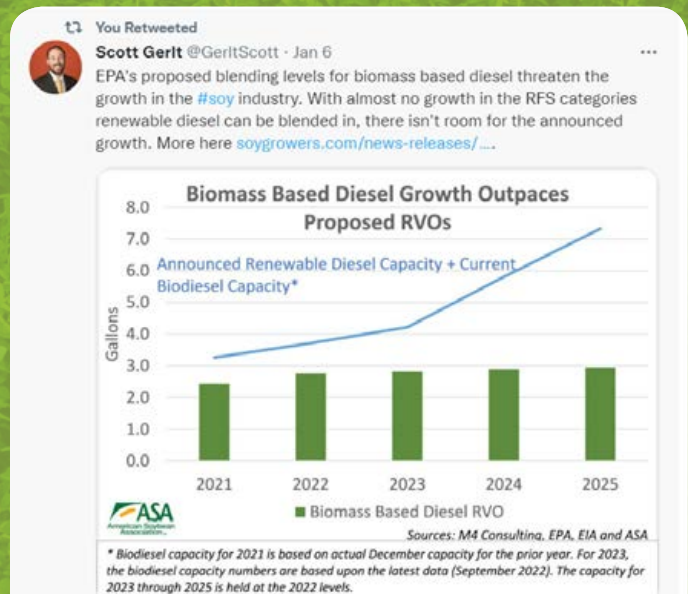
ASA Director Charles Atkinson (KS) supports #SoyBiobased—from his shoes and tires to his social media accounts! To kick off 2023, ASA launched a social media campaign highlighting the more than 1,000 current industrial uses for soy, the benefits of biobased and the vast opportunities for growth.



In 2023, ASA collaborated with the Crop Insurance Coalition to include farm bill and crop insurance messaging from the coalition's social media toolkits and adapting for soy.



Rep. Frank Lucas (OK) gave ASA Director Pam Snelson (OK) a shoutout in a post detailing his meeting with soy growers in July.



ASA Chief Economist Scott Gerlt summed up EPA's proposed blending levels and what they mean to the #RFS and soybean industry, including a link to his latest "Economist's Angle" column where he further breaks down the issue.

American Soybean Association
Published by Hootsuite · December 29, 2023 at 11:00 AM · 🌐

Want updates on the Farm Bill process & other top U.S. soy priorities? Sign up for ASA's eBean News to stay "in the know" & receive the latest in soy policy news/info each week! <https://ow.ly/e8wo50PRlt0>
#USSOY #AgPolicy

How is ASA advocating for U.S. soybean farmers this week?

Sign up for eBean News & find out each Thursday!



Scan QR, visit soygrowers.com or email info@soy.org to sign up!




ASA launched its fall social campaign, "Do You eBean?" to drive more subscribers to our weekly newsletter by highlighting the various top national policy issues and program info that can be found in eBean News each week. The end goal is to better familiarize subscribers with ASA's policy efforts and their importance for the industry.

American Soybean Association @ASA_So... · Just now

Now is the time to weigh in to make your voice heard & protect the soy checkoff. ASA encourages soy growers to visit the Soy Action Center to urge their Senators to vote in opposition to the OFF Act: <https://ow.ly/7nhB50PMUwt>
#USSOY #AgPolicy



Connect with your lawmakers today

ASA took its unequivocal support of the soy checkoff to social media in the fall of 2023, urging soy growers to contact their lawmakers and tell them to reject any anti-checkoff amendments introduced.

Christy Seyfert · 1st
Executive Director of Government Affairs, American Soybean Association
1mo · 🌐

ASA President Daryl Cates represented soy farmers well in testifying to the House Agriculture Committee! We need the next farm bill to protect crop insurance and improve the Title I farm safety net.

https://lnkd.in/e_BPevQY



Behind the Scenes on LinkedIn: ASA Executive Director of Government Affairs Christy Seyfert snapped a selfie with ASA President Daryl Cates (IL) as he prepped to testify before the House Agriculture Committee's Subcommittee on General Farm Commodities, Risk Management, and Credit on the 2023 Farm Bill.

American Soybean Association
Published by Hootsuite · October 25, 2023 · 🌐

Chickens & pigs & fish—oh my! 🐔🐷🐟 Love of U.S. soy crosses species & continents, but DYK livestock is #USSOY's No. 1 customer?



Animals ❤️ soybeans!

And U.S. soy loves animal ag! Animal agriculture — the segment of the industry dedicated to raising livestock for consumption — is the largest end user of soybeans. Chickens, hogs, turkeys, cattle, fish & other farm-raised animals consume 97% of soybean meal.

Source: United Soybean Board



With its spring educational campaign, ASA highlighted U.S. soy's mutually beneficial relationship with its # No. 1 customer—animal ag!

2023 ACHIEVEMENT AND RECOGNITION

ASA Pinnacle Award



Willard Jack, retired ASA director and soy farmer from Belzoni, Mississippi, accepts the Pinnacle Award during an awards ceremony at 2023 Commodity Classic. The Pinnacle Award is ASA's top honor and an industrywide recognition of a lifetime of work that demonstrates the highest level of contribution and leadership within the soybean family and industry.*

ASA Distinguished Leadership Award



Parks Wells, former Tennessee Soybean Association executive director, accepts ASA's 2023 Distinguished Leadership Award during an awards ceremony in Orlando. The award recognizes a soybean grower or association staff leader who has shown a high level of dedication and successfully led others to meet goals and achieve successes to benefit soybean farmers.*

ASA Outstanding State Volunteer Award



ASA President Daryl Cates (left) presents Ryan Bivens, Hodgenville, Kentucky, with the Outstanding State Volunteer Award at the annual ASA Awards Celebration during the 2023 Commodity Classic. The award recognizes exceptional volunteer service and support at the state level.*

Conservation Legacy Awards



ASA President Daryl Cates (left) presents Les Seiler (center) of Fayette, Ohio, and his brother, Jerry (right), with ASA's 2023 National Conservation Legacy Award during an awards ceremony at Commodity Classic. The national recipient is chosen from four regional winners. The Seilers also won the Northeast Region award.*



Terry and Lori Dabbs from Stuttgart, Arkansas, receive the 2023 Conservation Legacy Award in the South Region.*



Tom Perlick, with his wife Christine, from Washburn, Wisconsin, receive the 2023 Conservation Legacy Award in the Upper Midwest Region.*



Michael Vittetoe from Washington, Iowa, won the Conservation Legacy Award in the Midwest Region. He was unable to attend the awards ceremony.

* Photo Credit: Joseph L. Murphy

SOY CONNECTIONS

ASA STATE AFFILIATE WEBSITES

Alabama Soybean & Corn Association

alabamasoycorn.org

Arkansas Soybean Association

arkansassoybean.com

Georgia/Florida Soybean Association

No state website,
visit soygrowers.com

Illinois Soybean Association

ilsoygrowers.com

Indiana Soybean Alliance

indianasoybean.com

Iowa Soybean Association

iasoybeans.com

Kansas Soybean Association

kansassoybeans.org

Kentucky Soybean Association

kysoy.org

Louisiana Cotton and Grain Association

lacottonandgrain.com

Michigan Soybean Association

misoy.org

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

midatlanticsoy.org

Minnesota Soybean Growers Association

mnsoybean.org

Mississippi Soybean Association

No state website,
visit soygrowers.com

Missouri Soybean Association

mosoy.org

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

Ohio Soybean Association

soyohio.org

Oklahoma Soybean Association

No state website,
visit soygrowers.com

South Carolina Corn & Soybean Association

sccornandsoy.org

South Dakota Soybean Association

sdsoybean.org

Tennessee Soybean Association

tnsoybeans.org

Texas Soybean Association

texassoybeans.org


Virginia Soybean Association


vasoybean.com

Wisconsin Soybean Association

wisoybean.org

Connect with ASA

 soygrowers.com

 @ASA_Soybeans

 /AmericanSoybeanAssoc

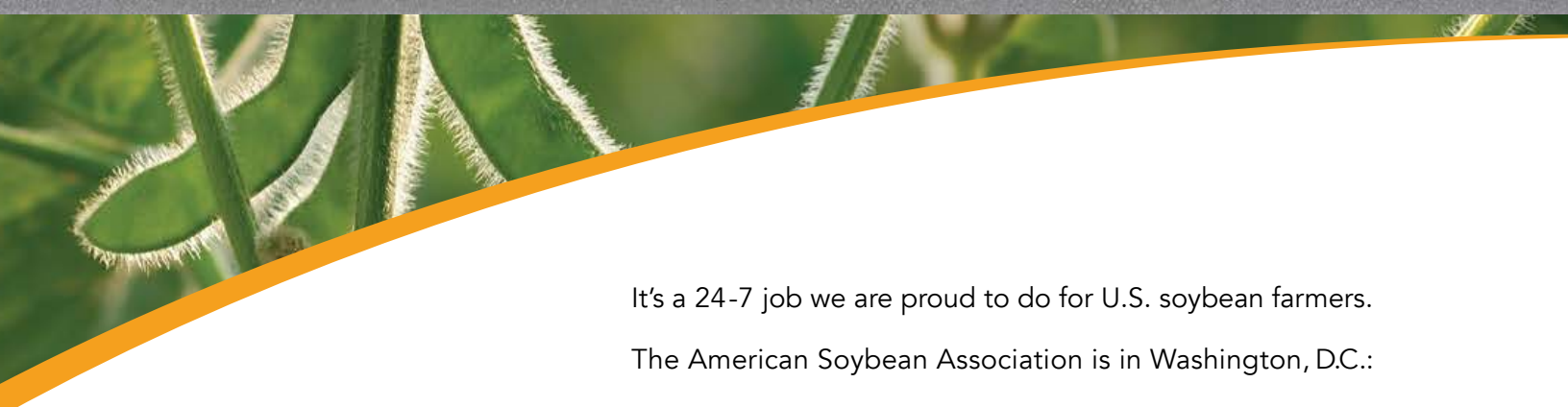
 /AmericanSoybeanAssociation

 American Soybean Association

 info@soy.org



Policy makers take notice of ASA.



It's a 24-7 job we are proud to do for U.S. soybean farmers.

The American Soybean Association is in Washington, D.C.:

- Protecting soybean interests in the farm bill
- Fighting against burdensome EPA regulations
- Growing soybean trade opportunities

That's why ASA matters.



Joining your state soybean association supports ASA's work in Washington, D.C. | Visit ASA at SoyGrowers.com