

2019 Annual Report

A Commitment to Increased Soy Demand

From planting and harvest challenges to international trade issues, low soybean prices and extreme weather, North Dakota soybean farmers have experienced a roller-coaster year.

One success story of the soybean checkoff is North Dakota Soybean Council (NDSC) farmer-leaders doing the work of building relationships that expand and diversify export markets for North Dakota soybeans. These relationship-building efforts are more important than ever.

Whether it is soybeans for feed, food or industrial products, we want those soybeans to come from our farms in North Dakota. We're proud to report that the North Dakota Soybean Council has met with 125 business representatives from 105 international companies in 23 countries in 2019 alone. Although the soybean checkoff and the NDSC do not negotiate any soybean sales, we work closely with U.S. soy exporters and importers around the world to promote North Dakota soybeans and to ensure that, when traders look to buy soy, they look to North Dakota first as a trusted partner for providing quality soybeans.

Production research continues to be one of the most important pillars of the soybean checkoff programs. Every year, the NDSC funds areas of research that address steady increases in soybean yields, greater variety availability, improved pest-management options and much more. These efforts by soybean producers and researchers have helped North Dakota become one of the nation's top soybean-producing states.

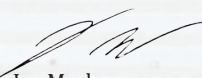
Soybeans are very versatile and can be used as an ingredient in many different manufactured products. Every day, manufacturers are using soy as an ingredient to produce sustainable and renewable products which are used around the globe. Innovative products made from soy create an additional market for soybeans. The NDSC is committed to working with researchers and innovators for ongoing efforts to expand the demand for soybeans in these industries.

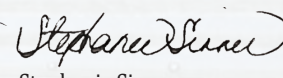
During these challenging times, through the soybean checkoff, the NDSC is able to provide events and educational opportunities that empower soybean farmers with education and tools to help maximize profitability. Several key

programs include the Soybean Trading and Risk Management seminars, the Getting it Right in Soybean Production meetings, and the Best of the Best in Soybean and Wheat Research seminars.

For many years, the NDSC has held the annual Northern Soybean Expo. Next year will mark the third year of the event that is now hosted together with the North Dakota Corn Utilization Council. Please plan to join us on February 4, 2020, for the 3rd annual Northern Corn and Soybean Expo at the Fargodome.

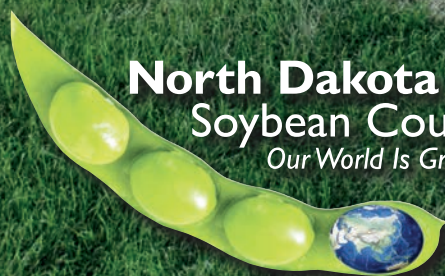
These times are challenging for the industry. Farmers are resilient, and the NDSC is diligently engaged in efforts to keep North Dakota soybeans in high demand. We are proud of the board's work, striving to ensure that North Dakota soy remains dependable and consistent, regardless of the challenges.


Joe Morken
Chairman of the Board


Stephanie Sinner
Executive Director



**North Dakota
Soybean Council**
Our World Is Growing.

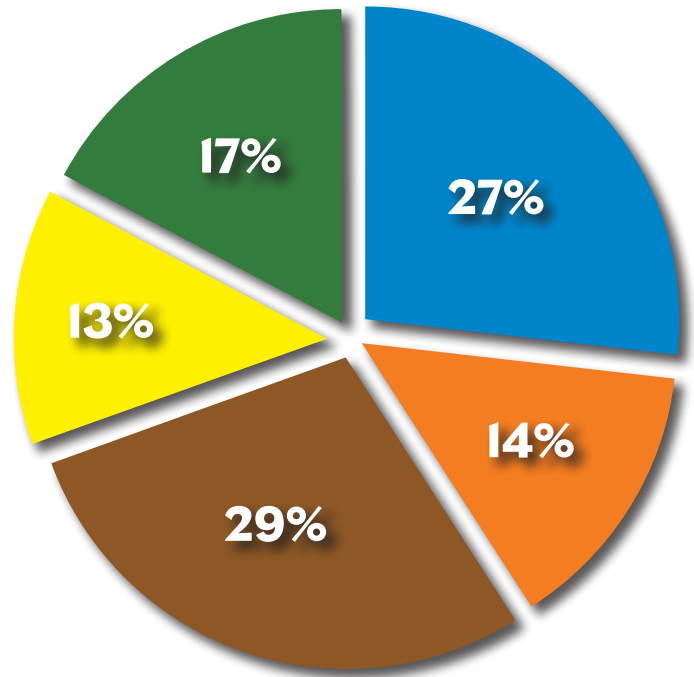


Financial Report

NDSC Combined Statement of Revenues, Expenditures and Changes in Fund Balances as of June 30, 2019

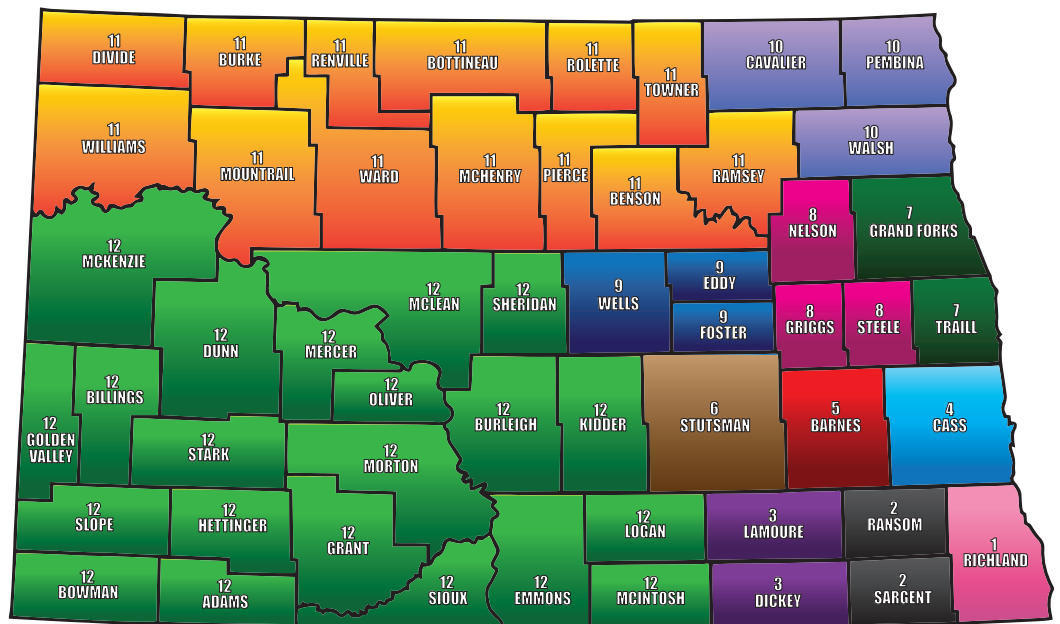
Revenues	
Checkoff Assessments	\$ 8,207,810
Less:	
Remittances to United Soybean Board	(3,947,383)
Remittances to States of Origin	(320,880)
Net assessment revenues	\$ 3,939,547
Interest Income	80,173
Miscellaneous Revenue	124,350
Total Revenues	\$ 4,144,070
Expenditures	
Market Development	\$ 1,459,774
Communications & Promotion	769,765
Research	1,557,962
Producer Education	719,854
Administration	955,162
Total Expenditure	\$ 5,462,517
Revenues Over (Under) Expenses	\$ (1,318,447)
Fund Balance, July 1, 2018	\$ 9,806,775
Fund Balance, June 30, 2019	\$ 8,488,328
One Year Operating Reserve	\$ (6,000,000)
Total Fund Balance	\$ 2,488,328

Checkoff Dollars at Work



- **Market Development**
- **Communications & Promotion**
- **Research**
- **Producer Education**
- **Administration**

NDSC District Map



Leadership *North Dakota Soybean Council Board of Directors*



Joe Morken
Chairman
Casselton, District 4



Austin Langley
Vice Chairman
Warwick, District 9



Mike Langseth
Secretary
Barney, District 1



Dan Spiekermeier
Treasurer
Sheldon, District 2



Mike Schlosser
Edgeley, District 3



Rob Rose
Wimbledon, District 5



Levi Taylor
Ypsilanti, District 6



Brian Jodock
Northwood, District 7



Perry Ostmo
Sharon, District 8



Adam Redmann
St. Thomas, District 10



Chris Brossart
Wolford, District 11



Daniel Mock
Braddock, District 12

North Dakota United Soybean Board of Representatives



Jared Hagert
Emerado



Jay Myers
Colfax



Darren Kadlec
Pisek

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North Dakota Soybean Council Staff



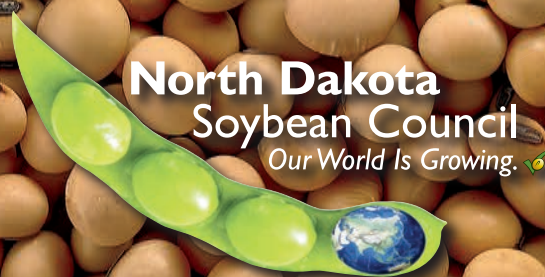
From left to right, top row: Kendall Nichols, director of research; Stephanie Sinner, executive director; and Suzanne Wolf, communications director. **Bottom row:** Kathy Wiltse, administrative assistant; Molly Fern, director of finance; and Harrison Weber, director of market development.

North Dakota Soybean Council County Representatives

Rob Rose Barnes
 Jeff Hagen Benson
 Timothy Kihle Bottineau
 Adam Jensen Burke
 Joe Morken Cass
 Adam Redmann Cavalier
 Jeremiah Udem Dickey
 Scott Sova Divide
 Austin Langley Eddy
 Nathan Leier Emmons
 Darwin Topp Foster
 Brian Jodock Grand Forks
 Terry Nagel Grant

Andrew Haugen Griggs
 Daniel Mock Kidder
 Michael Schlosser LaMoure
 Rusty Schultz Logan
 Keith Reinowski McHenry
 Allan Rohrich McIntosh
 Cameron Wahlstrom McKenzie
 Andrew Majeres McLean
 Bryan Aalynd Mercer
 Spence Koenig Morton
 Aaron Skarsgard Mountrail
 Carl Jensen Nelson

David Porsborg Oliver
 Alexander Cull Pembina
 Chris Brossart Pierce
 Austin Sundeen Ramsey
 Dan Spiekermeier Ransom
 Mike Langseth Richland
 Steven Grenier Rolette
 Perry Ostmo Steele
 Levi Taylor Stutsman
 Brent Kohls Traill
 Cameron Bina Walsh
 Jason Zeltinger Ward
 David Clough Wells



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