

Strategic Plan

Mission | Vision Statement

To relentlessly pursue opportunities to invest North Dakota soybean checkoff resources to become the leading soybean supplier in the world for the benefit of producers and consumers.

Core Values

- Demonstrate ethical practices in all actions and decisions.
- Leverage collective and individual strengths in collaboration to bring forth ideas.
- Relentless support to the industry, our constituents and each other.
- Create partnerships domestically and internationally for the benefit of producers and consumers.

Strategic Intent

Grow North Dakota's soybean crop value to \$3.2 billion by 2020 to benefit all North Dakota soybean producers by enhancing quality and expanding production and market opportunities.

Strategic Priorities

1. Market Development
2. Research & Development
3. Animal Agriculture
4. Culture

Financial Report

Balance Sheet June 30, 2017

Assets	
Cash and cash equivalents	\$ 7,322,166
Investments	3,558,300
Assessments receivable	310,366
Interest receivable	1,218
Total assets	\$ 11,192,050
Liabilities and Fund Balance	
Liabilities	
Accounts payable	\$ 687,698
Accrued payroll	55,904
Due to other Qualified State Soybean Boards	48,954
Due to the United Soybean Board	392,687
Total liabilities	\$ 1,185,243
Fund Balance	
Restricted	\$ 10,006,807
Total fund balance	\$ 10,006,807
Total liabilities and fund balance	\$ 11,192,050

Statement of Revenues, Expenditures and Changes in Fund Balances For The Fiscal Year Ended June 30, 2017 Governmental Funds

Revenues	
Assessment revenues collected from 1st Purchasers	\$ 10,671,514
Less:	
Assessment revenue remitted to Qualified State Soybean Boards	(316,034)
Assessment revenue remitted to United Soybean Board	(5,306,443)
Net assessment revenues	\$ 5,049,037
Interest income	21,523
Miscellaneous revenue	86,304
Transfers from general fund	5,180
Total revenues	\$ 5,162,044
Expenditures	
Program expenditures:	
Marketing	\$ 1,159,951
Communications	1,101,747
Research	1,664,100
Total program expenditures	\$ 3,925,798
Administration	\$ 1,071,938
Total expenditures	\$ 4,997,736
Revenues (under) over expenditures	\$ 164,308
Fund Balance, Beginning of Year	\$ 9,842,499
Fund Balance, End of Year	\$ 10,006,807

This audited financial statement for the fiscal year ending June 30, 2017 is provided courtesy of the Office of the State Auditor

Leadership

North Dakota Soybean Council Board of Directors



Joe Morken
Chairman
Casselton, District 4



Troy Uglen
Vice Chairman
Northwood, District 7



Matt Gast
Secretary
Valley City, District 5



Austin Langley
Treasurer
Warwick, District 9



Mike Langseth
Barney, District 1



Dan Spiekermeier
Sheldon, District 2



Matt Danuser
Marion, District 3



Levi Taylor
Ypsilanti, District 6



Perry Ostmo
Sharon, District 8



Mike Muhs
Langdon, District 10



Derik Pulvermacher
Crosby, District 11



Daniel Mock
Braddock, District 12

North Dakota United Soybean Board Representatives



Jared Hagert
Emerado



Jay Myers
Colfax



Darren Kadlec
Pisek

2017 Annual Report

North Dakota Soybean Council Employees



Diana Beitelspacher
Chief Executive
Officer



Molly Fern
Director of Finance



Kendall Nichols
Director of Research



Stephanie Sinner
Director of Market
Development



Kathy Wiltse
Administrative
Assistant

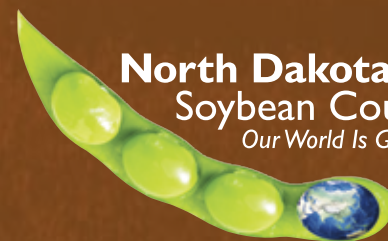
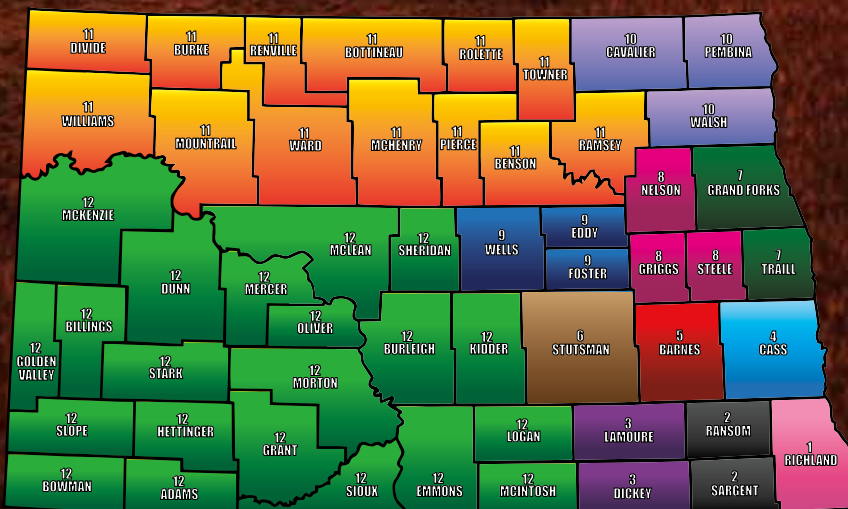


Suzanne Wolf
Communications
Director

North Dakota Soybean Council County Representatives

Matt Gast..... Barnes	Andrew Haugen..... Griggs	Carl Jensen Nelson
Randy Benson Benson	Daniel Mock..... Kidder	David Porsborg..... Oliver
Matt Peterson..... Bottineau	Matt Danuser..... LaMoure	Alexander Cull..... Pembina
Joe Morken..... Cass	Rusty Schultz..... Logan	Mike Heidlebaugh..... Pierce
Michael Muhs Cavalier	Keith Reinowski McHenry	Mike Langseth..... Richland
Derik Pulvermacher Divide	Allan Rohrich McIntosh	Perry Ostmo..... Steele
Austin Langley Eddy	Cameron Wahlstrom... McKenzie	Levi Taylor..... Stutsman
Nathan Leier Emmons	Andrew Majeres McLean	Cameron Bina..... Walsh
Darwin Topp..... Foster	Bryan Aaland..... Mercer	Roger Neshem..... Ward
Troy Uglem..... Grand Forks	Spence Koenig..... Morton	Chad Reimche..... Wells
Terry Nagel..... Grant	Aaron Skarsgard Mountrail	

North Dakota Soybean Council District Map



North Dakota
Soybean Council
Our World Is Growing.

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[/NDsoybeanCouncil](https://www.youtube.com/NDsoybeanCouncil)

2017 Annual Report



Relentlessly Pursuing Opportunities to Benefit Producers and Consumers

Dear Valued Soybean Producers:

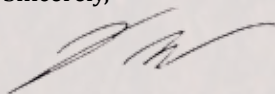
The North Dakota Soybean Council worked exceptionally hard this last year to keep the demand for soybeans and soybean products strong around the world. We also worked with soybean researchers to develop solutions for some of your greatest production challenges; to educate consumers about how their food is produced; and to provide educational opportunities for you on topics such as soybean marketing, trading and risk management, soil health and weeds, and disease and pest management. We accomplished these efforts in a spirit of collaboration with commodity-marketing experts, university researchers, CommonGround North Dakota volunteers, and our many industry partners at the state and national levels.

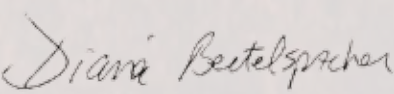
Other highlights of the year included collaborating with the state's commodity and livestock groups to help establish the North Dakota Livestock Alliance; the goal was to promote and expand the livestock industry in our state. We also teamed up with soybean organizations in Minnesota and South Dakota to form the Northern Soy Marketing, LLC in order to advance the soybean-quality system to include essential amino-acid content as another indicator of protein quality, not just crude protein. The end goal was to reduce or to eliminate the drastic discounting of northern-grown soybeans. We also developed a new, three-year strategic plan to facilitate decision making and to strategically guide soybean-checkoff investments.

This past year saw the retirement of board member and former Chairman Tyler Speich after 7 years of service, Vice Chairman Mike Appert after 5 years of service and board member Art Wosick after 9 years of service. We also welcomed three new directors: Mike Muhs from Langdon, Dan Spiekermeier from Sheldon and Daniel Mock from Braddock. We look forward to their contributions and counsel.

We thank our team of highly skilled and talented employees for their tireless efforts to serve you and our industry. We also thank the board of directors for its leadership and focus to create opportunities that ensure the industry's continued advancement and vitality. We look forward to 2018 with a sense of accomplishment and the anticipation of continued success!

Sincerely,


Joe Morken
Chairman of the Board


Diana Beitelspacher
Chief Executive Officer



Joe Morken
Chairman of the Board



Diana Beitelspacher
Chief Executive Officer