

2018 Annual Report

Meeting the Challenges

North Dakota soybean producers had another successful crop in 2018. Each year presents challenges, and 2018 was no exception.

This year has been challenging for many farmers across the U.S., and particularly in North Dakota, due to factors beyond their control. It's important to know that the North Dakota Soybean Council (NDSC) is working on behalf of North Dakota soybean farmers, even through the challenging years.

One of the NDSC's major missions is market development. Export markets have been at the forefront this year. North Dakota producers supply consistently high-quality food and feed ingredients to the world. Because more than 90 percent of North Dakota soybeans leave the state, farmers rely on consistent markets. In an ever-changing global economy, the cultivation of new markets is essential. Investing to grow the market share for North Dakota soybeans is critical to producers' bottom line.

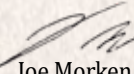
Directors of the NDSC board support soybean research each year because they understand its value to producers in the state. The past decade has seen tremendous growth for North Dakota's soybean acreage. In 2017, the state's farmers planted over 7 million acres of soybeans and harvested 239.7 million bushels. Soybeans have become the state's most valuable crop, and they are an important crop on many farms. The NDSC's commitment to help producers thrive through agronomic opportunities and advancements is unwavering.

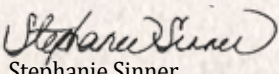
The soybean checkoff invests in numerous programs to support North Dakota soybean producers and to provide timely and applicable information through events and publications. This past year brought record participation by producers at many of our events, including the Soybean Trading and Risk Management seminars, the Getting it Right in Soybean Production meetings and the Best of the Best in Soybean and Wheat Research seminars, to name just a few. The NDSC board of directors work hard to ensure

that the state's soybean farmers have access to the resources provided by the checkoff. NDSC consumer-outreach programs continue to have a large influence around the state each year. CommonGround North Dakota works to connect consumers with farmers so that people learn more about how soybeans are produced, how consumers use soybeans every day in common products and how to integrate soybeans into a healthy diet.

In 2018, we held the first-ever joint Northern Corn and Soybean Expo. Thanks to all of you who attended, it was a great success! We are looking forward to our 2nd annual joint effort with corn producers on February 12, 2019, at the Fargodome.

We know that our producers are dedicated to increasing their efficiency and profitability. The NDSC is dedicated to helping North Dakota farmers succeed in the good years and, especially, in the challenging years.


Joe Morken
Chairman of the Board


Stephanie Sinner
Executive Director

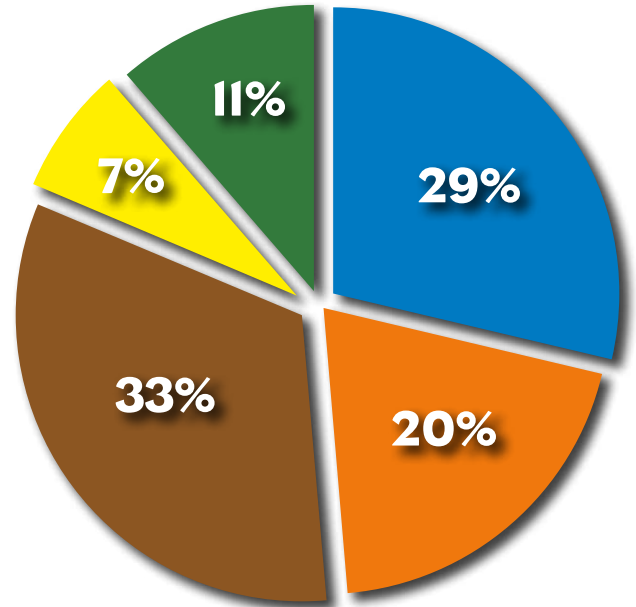


Financial Report

Statement of Revenues, Expenditures and Changes in Fund Balances for the Fiscal Year Ended June 30, 2018

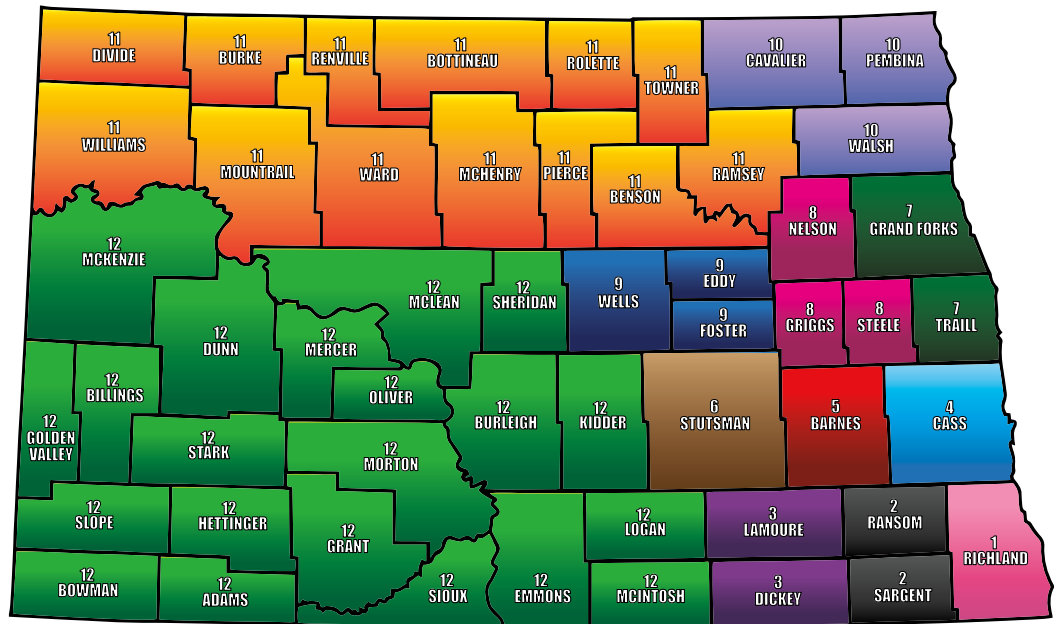
Revenues	
Checkoff Assessments	\$ 11,135,381
Less:	
Remittances to United Soybean Board	(5,376,764)
Remittances to States of Origin	(380,738)
Net assessment revenues	\$ 5,386,879
Interest income	44,674
Miscellaneous revenue	89,267
Total Revenues	\$ 5,520,820
Expenditures	
Market Development	\$ 1,632,495
Communications & Promotion	1,131,255
Research	1,863,991
Producer Education	415,283
Administration	644,196
Total Expenditure	\$ 5,687,220
Revenues over (under) expenses	\$ (166,400)
Fund Balance, July 1, 2017	\$ 10,006,807
Fund Balance, June 30, 2018	\$ 9,840,407
One Year Operating Reserve	\$ (6,000,000)
Total Fund Balance	\$ 3,840,407

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



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



Mike Schlosser
Edgeley, District 3



Levi Taylor
Ypsilanti, District 6



Perry Ostmo
Sharon, District 8



Mike Muhs
Langdon, 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



Stephanie Sinner
Executive Director



Molly Fern
Director of Finance



Kendall Nichols
Director of Research



Kathy Wiltse
Administrative
Assistant



Harrison Weber
Director of Market
Development



Suzanne Wolf
Communications Director

North Dakota Soybean Council County Representatives

Matt Gast..... Barnes	Terry Nagel..... Grant	David Porsborg..... Oliver
Jeff Hagen Benson	Andrew Haugen..... Griggs	Alexander Cull..... Pembina
Timothy Kihle Bottineau	Daniel Mock..... Kidder	Chris Brossart Pierce
Adam Jensen..... Burke	Michael Schlosser LaMoure	Austin Sundeen..... Ramsey
Joe Morken..... Cass	Rusty Schultz..... Logan	Dan Spiekermeier..... Bottineau
Michael Muhs..... Cavalier	Keith Reinowski..... McHenry	Mike Langseth..... Richland
Jeremiah Udem..... Dickey	Allan Rohrich..... McIntosh	Steven Grenier..... Rolette
Scott Sova..... Divide	Cameron Wahlstrom..... McKenzie	Perry Ostmo..... Steele
Austin Langley..... Eddy	Andrew Majeres..... McLean	Levi Taylor..... Stutsman
Nathan Leier..... Emmons	Bryan Aaland..... Mercer	Cameron Bina..... Walsh
Darwin Topp..... Foster	Spence Koenig..... Morton	Jason Zeltinger..... Ward
Troy Uglen..... Grand Forks	Aaron Skarsgard..... Mountrail	Chad Reimche..... Wells
	Carl Jensen..... Nelson	



North Dakota
Soybean Council
Our World Is Growing. 

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