

A Year Like No Other

Farmers know that success in agriculture requires the ability to adjust to circumstances beyond our control. Weather and shifting commodity markets are two major variables that farmers contend with daily.

In 2020, there was an additional variable that few of us could have anticipated. The COVID-19 outbreak has fundamentally changed how the world operates. Farmers, agribusinesses and farm organizations aren't immune from coronavirus effects. COVID-19 has become another major factor that requires adjustment and adaption.

For the North Dakota Soybean Council (NDSC), the new reality of a COVID-19 world has changed the means by which some of our business gets done, but the mission is still the same. Our board is committed to being innovative to expand partnerships, markets, and opportunities for the success of North Dakota soybean growers. In 2020, that work has meant the NDSC has had to think outside the box.

Despite the global pandemic, the NDSC and our checkoff programs continue working to deliver a return to North Dakota soybean farmers in real ways, even if many of our

activities have transitioned.

Soybean exports are a vital part of our soybean markets. Ordinarily, trade teams from around the world would travel to North Dakota during the harvest season to gather insights on the volume and quality of the crop. This year, those activities occurred virtually.

NDSC participated in international trade shows that were also forced to move to a virtual platform. While nothing beats face-to-face conversations, the virtual trade shows opened the door for more companies from around the world to participate.

Statewide outreach and education efforts remain a hallmark of what NDSC does, and those events continued in 2020, just in different forms. We continued holding production meetings virtually, including the Getting it Right Seminars, the Best of the Best in Soybean and Wheat workshops, and other soybean production research and educational opportunities. Our annual Soybean Trading and Risk Management seminars went on as planned, just in a virtual format. Even the annual Midseason Market Outlook took place virtually, with attendance and participation far outpacing past years.

Production research is one of the most important efforts NDSC supports. The soybean

breeding program at NDSU is releasing early maturing Glyphosate resistant varieties, such as ND17009GT, with good disease resistance. This variety is a good fit for the northern areas of North Dakota at a low cost. NDSU's Soybean Cyst Nematode research is tracking the expansion of this pest and continues to provide management techniques to minimize yield losses through research funded by NDSC.

The NDSC-funded research for a soybean-based dust retardant has been patented and is in the final stages of commercialization. Through research, NDSC is committed to helping develop new products made from soybeans, creating another market for bushels each year.

We are all longing for the day when we, again, greet one another with handshakes, and can be face-to-face and in-person with our friends and customers around the world. You can trust the NDSC is steady in our commitment to finding new and innovative ways to leverage checkoff investments to better North Dakota's soybean farmers, no matter what changes await in 2021.



Austin Langley
Chairman

Stephanie Sinner
Executive Director



North Dakota
Soybean Council
Our World Is Growing.

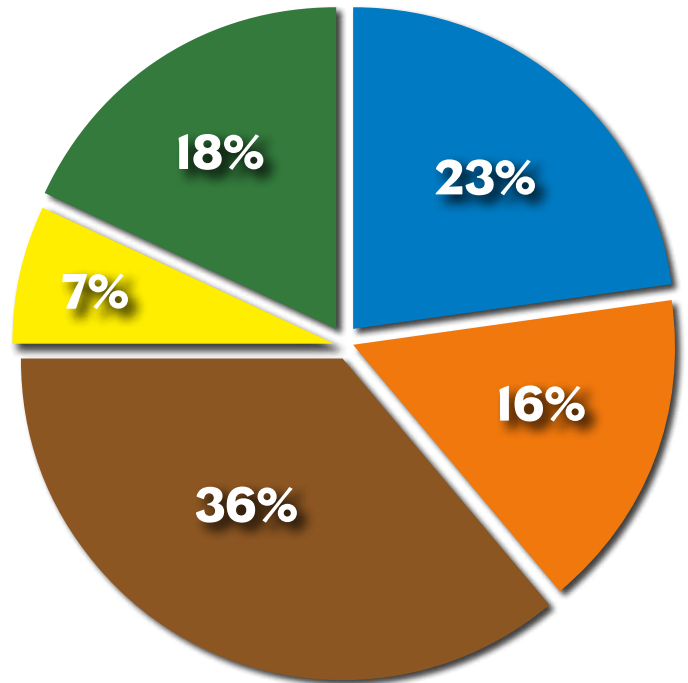
2020 Annual Report

Financial Report

NDSC Combined Statement of Revenues, Expenditures and Changes in Fund Balances as of June 30, 2020

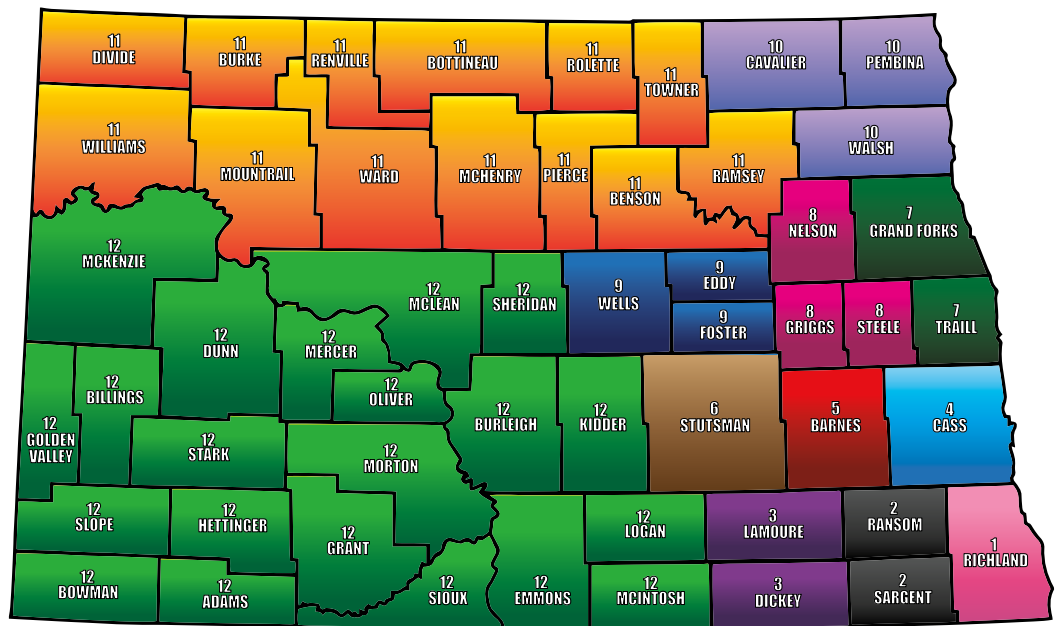
Assets	
Cash and cash equivalents	\$ 3,081,194
Investments	5,060,300
Assessments receiveable	432,964
Interest receiveable	3,442
Total assets	\$ 8,577,900
Liabilities and Fund Balance	
Liabilities	
Accounts payable	\$ 426,916
Accrued payroll	51,281
Due to the United Soybean Board	551,111
Due to other Qualified State Soybean Boards	87,443
Total liabilities	\$ 1,116,751
Fund Balance	
Restricted	\$ 7,461,149
Total fund balance	7,461,149
Total liabilities and fund balance	\$ 8,577,900

Checkoff Dollars at Work



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

NDSC District Map



Leadership *North Dakota Soybean Council Board of Directors*



Austin Langley
Chairman
Warwick, District 9



Chris Brossart
Vice Chairman
Wolford, District 11



Mike Langseth
Secretary
Barney, District 1



Dan Spiekermeier
Treasurer
Sheldon, District 2



Mike Schlosser
Edgeley, District 3



Joe Morken
Casselton, District 4



Rob Rose
Wimbledon, District 5



Levi Taylor
Ypsilanti, District 6



Brian Jodock
Northwood, District 7



Milo Braaten
Portland, District 8



Adam Redmann
St. Thomas, District 10



Jennifer Meyer
Wilton, District 12

North Dakota United Soybean Board of Representatives



Jay Myers
Colfax



Darren Kadlec
Pisek



Matt Gast
Valley City



Ryan Richard
Horace

2020 Annual Report

North Dakota Soybean Council Staff



Stephanie Sinner
Executive Director



Linda Briggs
Office Assistant



Molly Fern
Director of Finance



Jenna Bjertness
Director of Market Development



Kendall Nichols
Director of Research



Suzanne Wolf
Communications Director

North Dakota Soybean Council County Representatives

Kelly Howe.....Adams	Brian Jodock.....Grand Forks	Chris Brossart.....Pierce
Rob Rose.....Barnes	Terry Nagel.....Grant	Austin Sundeen.....Ramsey
Jeff Hagen.....Benson	Andrew Haugen.....Griggs	Dan Spiekermeier.....Ransom
Timothy Kihle.....Bottineau	Nathan Thomas.....Hettinger	Mike Langseth.....Richland
Adam Jensen.....Burke	Chase Dewitz.....Kidder	Steven Grenier.....Rolette
Jennifer Meyer.....Burleigh	Michael Schlosser.....LaMoure	Richard Ruch.....Sargent
Joe Morken.....Cass	Keith Reinowski.....McHenry	Evan Thomas.....Sheridan
Adam Redmann.....Cavalier	Allan Rohrich.....McIntosh	Milo Braaten.....Steele
Jeremiah Udem.....Dickey	Cameron Wahlstrom.....McKenzie	Levi Taylor.....Stutsman
Scott Sova.....Divide	Andrew Majeres.....McLean	Brent Kohls.....Traill
Austin Langley.....Eddy	Ryan Wolf.....Mercer	Jaime Bondy.....Walsh
Scott Baumiller.....Emmons	Stanley Boehm.....Morton	Jason Zeltinger.....Ward
Darwin Topp.....Foster	Aaron Skarsgard.....Mountrail	David Clough.....Wells
	David Porsborg.....Oliver	



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