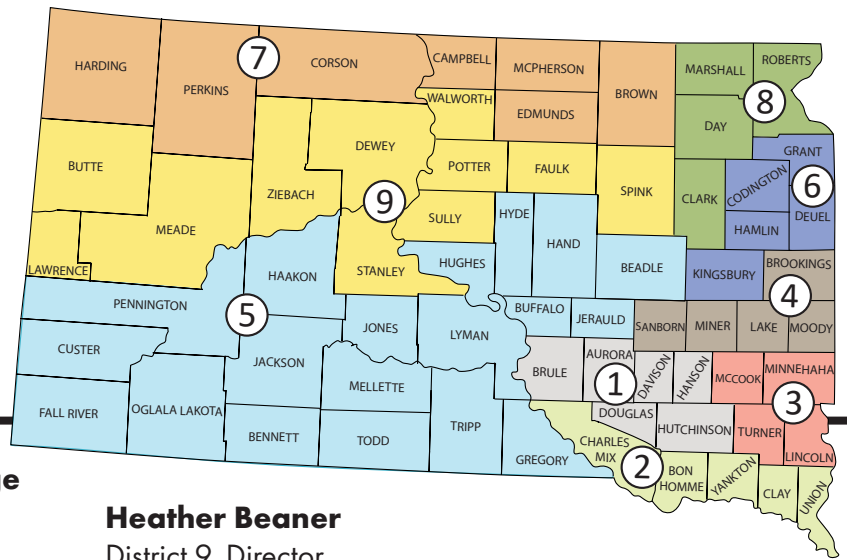


2019 SOUTH DAKOTA SOYBEAN CHECKOFF

ANNUAL REPORT



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Mission Statement


To enhance opportunities for South Dakota soybean farmers and the communities they serve

Working for South Dakota Farmers

For every \$100 of farmer soybean sales, 25¢ goes to the state check-off and 25¢ goes to the national checkoff. Both work to promote animal ag, biodiesel, transportation, consumer education, international marketing, and research.



Animal agriculture is the number one customer of soybeans at home and abroad. Continued growth of the livestock industry is critical to soybean growers' bottom lines.




Biodiesel was established with the help of U.S. soybean farmers. Biodiesel increases the demand for U.S. soybean oil, which helps drive markets and adds value to our product.



Transportation in the U.S. is crucial for carrying soybeans from farm to market. This infrastructure requires investment and diligence to ensure these shipping lanes stay strong for producers.

Hungry for Truth

Consumer education aims at connecting consumers with the farmers who grow their food. That's why we launched Hungry for Truth, which focuses on educating consumers here at home.



International marketing is important to growing markets for SD soybeans. We regularly host overseas visitors and support organizations who are dedicated to international trade efforts.



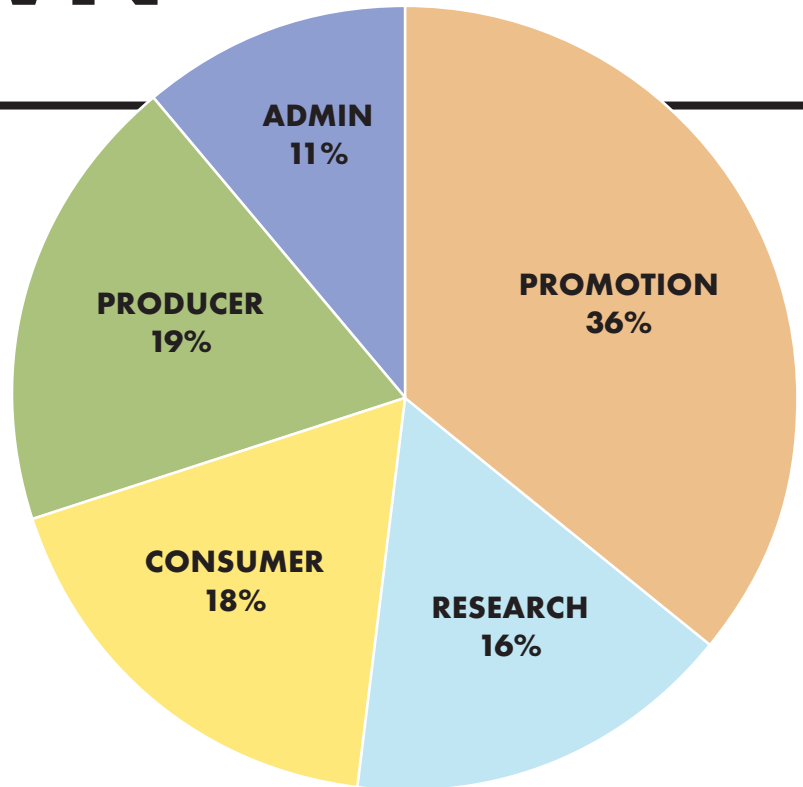
Research aims to increase profitability and provide farmers with the tools needed for risk management. This includes our On-Farm Research Program which included 210 projects in 2018.

FY 19 FINANCIAL BREAKDOWN

July 1, 2018 - June 30, 2019

| | |
|---------------------|-------------|
| Promotion..... | \$1,613,064 |
| Research..... | \$718,122 |
| Consumer..... | \$786,617 |
| Producer..... | \$869,795 |
| Administration..... | \$500,722 |

FY19 Investments
\$4,488,320



Balance Sheet

| ASSETS | 2017 | 2018 | 2019 |
|--|--------------------|--------------------|--------------------|
| Total Assets | \$7,442,330 | \$6,468,256 | \$6,032,442 |
| LIABILITIES & FUND BALANCE | | | |
| Liabilities | \$2,934,513 | \$2,208,390 | \$1,519,012 |
| Fund Balance | \$4,507,817 | \$4,259,866 | \$4,513,430 |
| Total Liabilities & Fund Balances | \$7,442,330 | \$6,468,256 | \$6,032,442 |
| REVENUES | | | |
| Gross Soybean Checkoff | \$11,156,244 | \$11,479,344 | \$8,693,442 |
| Net Soybean Checkoff | \$5,577,186 | \$5,680,345 | \$4,457,514 |
| Grants | \$67,932 | \$2,700 | \$0 |
| Other | \$30,221 | \$88,122 | \$284,370 |
| Total Revenues | \$5,675,339 | \$5,771,167 | \$4,741,884 |
| EXPENDITURES | | | |
| Programs | \$6,913,969 | \$6,012,258 | \$3,987,598 |
| Administration | \$480,908 | \$312,289 | \$500,722 |
| Total Expenditures | \$7,394,877 | \$6,324,547 | \$4,488,320 |
| Excess of Revenues Over Expenses | (\$1,719,538) | (\$553,380) | \$253,564 |
| Fund Balance, Beginning of Year | \$5,113,287 | \$4,507,817 | \$4,259,866 |
| Restatement | \$1,114,068 | \$305,429 | \$0 |
| Fund Balance, End of Year | \$4,507,817 | \$4,259,866 | \$4,513,430 |