



UNITED SOYBEAN BOARD

Farmer-driven for every U.S. soybean farmer's bottom line.

Success for U.S. soybean farmers in today's market takes more than just a good harvest. Increasing the demand for your soybeans remains an essential part of the equation. The volunteer farmer-leaders at the United Soybean Board (USB) work to ensure that your checkoff contributions are invested in projects that will grow demand for each and every U.S. soybean farmer.

Half of your checkoff dollars go to work at the state level – supporting marketing and research programs right where your beans are grown. The other half goes toward improving profit opportunities for all U.S. soybean farmers in USB's major areas of focus: Animal Agriculture, Biotechnology, Communications, Domestic Marketing, International Marketing, Market Access, New Uses, Production Research and Sustainability. But whether it's a state project or a national initiative, rest assured that your soybean checkoff's number one priority is the continued investment in programs that grow our industry and your demand.

FUNDING AND EXPENDITURES

For fiscal years ending September 30, 2010 and 2009

| | 2010 | 2009 |
|----------------------------|---------------------|---------------------|
| TOTAL FUNDING | | |
| Net Checkoff Assessments | \$82,479,969 | \$73,901,441 |
| Loss on Investments | (705,134) | (110,902) |
| Interest Income | 863,503 | 543,959 |
| Miscellaneous | 43,277 | 89,916 |
| Total Revenues | \$82,681,615 | \$74,424,414 |
| TOTAL EXPENDITURES | | |
| International Marketing | \$14,076,612 | \$15,563,963 |
| New Uses | 7,432,318 | 7,627,555 |
| Domestic Marketing | 13,876,528 | 13,170,081 |
| Production | 11,556,527 | 10,957,248 |
| Communication | 8,406,708 | 8,745,303 |
| Global Opportunities | 2,023,461 | 1,934,465 |
| USB Evaluation of Programs | 1,220,674 | 1,002,896 |
| USB Managed Projects | 1,551,576 | 1,879,883 |
| Administrative | 2,479,975 | 2,595,708 |
| USDA | 238,248 | 389,744 |
| QSSB Assessment Credits* | - | - |
| Special Initiatives | 2,223,661 | 2,890,547 |
| Total Expenses | \$65,086,288 | \$66,757,393 |

*Soybean Checkoff Act & Order allows USB to grant assessment credits to Qualified State Soybean Boards (QSSBs). This can take place when, for example, natural disasters reduce crop size. Therefore, USB provides funds to maintain research and promotion programs at the state level.

APPROVED CHECKOFF INVESTMENTS

For fiscal year ending September 30, 2011, as of February 16, 2011

