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Form **990**Department of the Treasury  
Internal Revenue Service**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

OMB No 1545-0047

**2005**

Open to Public Inspection

**A** For the 2005 calendar year, or tax year beginning **OCT 1, 2005** and ending **SEP 30, 2006****B** Check if applicable

- ☒ Address change  
☐ Name change  
☐ Initial return  
☐ Final return  
☐ Amended return  
☐ Application pending

Please use IRS label or print or type See Specific Instructions

**C** Name of organization**INDIANA SOYBEAN BOARD, INC.**

Number and street (or P.O. box if mail is not delivered to street address)

**5730 WEST 74TH STREET**

City or town, state or country, and ZIP + 4

**INDIANAPOLIS, IN 46278****D** Employer identification number**35-2026389****E** Telephone number**317-347-3620****F** Accounting method ☐ Cash ☐ Accrual☒ Other (Specify) **MODIFIED CA**

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

**H** and **I** are not applicable to section 527 organizations.**H(a)** Is this a group return for affiliates? ☐ Yes ☒ No**H(b)** If "Yes," enter number of affiliates **N/A****H(c)** Are all affiliates included? **N/A** ☐ Yes ☐ No (If "No," attach a list)**H(d)** Is this a separate return filed by an organization covered by a group ruling? ☐ Yes ☒ No**I** Group Exemption Number **N/A****M** Check ☐ if the organization is not required to attach Sch B (Form 990, 990-EZ, or 990-PF)**G** Website: **INDIANASOYBEAN.COM****J** Organization type (check only one) ☒ 501(c) ( 6 ) (Insert no) ☐ 4947(a)(1) or ☐ 527**K** Check here ☐ if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization chooses to file a return, be sure to file a complete return. Some states require a complete return.**L** Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 **7,797,777.****Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances**

|             |                                                                                                                    |            |                   |  |
|-------------|--------------------------------------------------------------------------------------------------------------------|------------|-------------------|--|
| <b>1</b>    | Contributions, gifts, grants, and similar amounts received                                                         |            |                   |  |
| <b>a</b>    | Direct public support                                                                                              | <b>1a</b>  |                   |  |
| <b>b</b>    | Indirect public support                                                                                            | <b>1b</b>  | <b>10,691.</b>    |  |
| <b>c</b>    | Government contributions (grants)                                                                                  | <b>1c</b>  |                   |  |
| <b>d</b>    | Total (add lines 1a through 1c) (cash \$ <b>10,691.</b> noncash \$ )                                               | <b>1d</b>  | <b>10,691.</b>    |  |
| <b>2</b>    | Program service revenue including government fees and contracts (from Part VII, line 93)                           | <b>2</b>   | <b>7,593,005.</b> |  |
| <b>3</b>    | Membership dues and assessments                                                                                    | <b>3</b>   |                   |  |
| <b>4</b>    | Interest on savings and temporary cash investments                                                                 | <b>4</b>   | <b>101,022.</b>   |  |
| <b>5</b>    | Dividends and interest from securities                                                                             | <b>5</b>   |                   |  |
| <b>6 a</b>  | Gross rents                                                                                                        | <b>6a</b>  |                   |  |
| <b>b</b>    | Less: rental expenses                                                                                              | <b>6b</b>  |                   |  |
| <b>c</b>    | Net rental income or (loss) (subtract line 6b from line 6a)                                                        | <b>6c</b>  |                   |  |
| <b>7</b>    | Other investment income (describe <b>ROYALTIES</b> )                                                               | <b>7</b>   | <b>74,550.</b>    |  |
| <b>8 a</b>  | Gross amount from sales of assets other than inventory                                                             | <b>8a</b>  |                   |  |
| <b>b</b>    | Less: cost or other basis and sales expenses                                                                       | <b>8b</b>  |                   |  |
| <b>c</b>    | Gain or (loss) (attach schedule)                                                                                   | <b>8c</b>  |                   |  |
| <b>d</b>    | Net gain or (loss) (combine line 8c, columns (A) and (B))                                                          | <b>8d</b>  |                   |  |
| <b>9</b>    | Special events and activities (attach schedule). If any amount is from gaming, check here <input type="checkbox"/> |            |                   |  |
| <b>a</b>    | Gross revenue (not including \$ of contributions reported on line 1a)                                              | <b>9a</b>  |                   |  |
| <b>b</b>    | Less: direct expenses other than fundraising expenses                                                              | <b>9b</b>  |                   |  |
| <b>c</b>    | Net income or (loss) from special events (subtract line 9b from line 9a)                                           | <b>9c</b>  |                   |  |
| <b>10 a</b> | Gross sales of inventory, less returns and allowances                                                              | <b>10a</b> | <b>18,509.</b>    |  |
| <b>b</b>    | Less: cost of goods sold                                                                                           | <b>10b</b> | <b>8,002.</b>     |  |
| <b>c</b>    | Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a) <b>STMT 1</b>   | <b>10c</b> | <b>10,507.</b>    |  |
| <b>11</b>   | Other revenue (from Part VII, line 103)                                                                            | <b>11</b>  |                   |  |
| <b>12</b>   | Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)                                               | <b>12</b>  | <b>7,789,775.</b> |  |
| <b>13</b>   | Program services (from line 44, column (B))                                                                        | <b>13</b>  |                   |  |
| <b>14</b>   | Management and general (from line 44, column (C))                                                                  | <b>14</b>  |                   |  |
| <b>15</b>   | Fundraising (from line 44, column (D))                                                                             | <b>15</b>  |                   |  |
| <b>16</b>   | Payments to affiliates (attach schedule) <b>SEE STATEMENT 2</b>                                                    | <b>16</b>  | <b>4,017,120.</b> |  |
| <b>17</b>   | Total expenses (add lines 16 and 44, column (A))                                                                   | <b>17</b>  | <b>6,939,580.</b> |  |
| <b>18</b>   | Excess or (deficit) for the year (subtract line 17 from line 12)                                                   | <b>18</b>  | <b>850,195.</b>   |  |
| <b>19</b>   | Net assets or fund balances at beginning of year (from line 73, column (A))                                        | <b>19</b>  | <b>1,246,673.</b> |  |
| <b>20</b>   | Other changes in net assets or fund balances (attach explanation)                                                  | <b>20</b>  | <b>0.</b>         |  |
| <b>21</b>   | Net assets or fund balances at end of year (combine lines 18, 19, and 20)                                          | <b>21</b>  | <b>2,096,868.</b> |  |

523001  
02-03-06

LHA For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions.

Form 990 (2005)

09121221 765919 ISB16

2005.09001 INDIANA SOYBEAN BOARD, INC. ISB16\_1

**Part II** Statement of Functional Expenses

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

| Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.                                                                                                           | (A) Total            | (B) Program services | (C) Management and general | (D) Fundraising |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|----------------------|----------------------------|-----------------|
| <b>22</b> Grants and allocations (attach schedule)<br>(cash \$ <u>619065.</u> noncash \$ <u>0.</u> )<br>If this amount includes foreign grants, check here <input type="checkbox"/> | <b>22</b> 619,065.   |                      | STATEMENT 5                |                 |
| <b>23</b> Specific assistance to individuals (attach schedule)                                                                                                                      | <b>23</b>            |                      |                            |                 |
| <b>24</b> Benefits paid to or for members (attach schedule)                                                                                                                         | <b>24</b>            |                      |                            |                 |
| <b>25</b> Compensation of officers, directors, etc.                                                                                                                                 | <b>25</b> 123,730.   |                      |                            |                 |
| <b>26</b> Other salaries and wages                                                                                                                                                  | <b>26</b> 477,642.   |                      |                            |                 |
| <b>27</b> Pension plan contributions                                                                                                                                                | <b>27</b>            |                      |                            |                 |
| <b>28</b> Other employee benefits                                                                                                                                                   | <b>28</b>            |                      |                            |                 |
| <b>29</b> Payroll taxes                                                                                                                                                             | <b>29</b>            |                      |                            |                 |
| <b>30</b> Professional fundraising fees                                                                                                                                             | <b>30</b>            |                      |                            |                 |
| <b>31</b> Accounting fees                                                                                                                                                           | <b>31</b> 35,622.    |                      |                            |                 |
| <b>32</b> Legal fees                                                                                                                                                                | <b>32</b> 47,287.    |                      |                            |                 |
| <b>33</b> Supplies                                                                                                                                                                  | <b>33</b> 116,234.   |                      |                            |                 |
| <b>34</b> Telephone                                                                                                                                                                 | <b>34</b> 24,011.    |                      |                            |                 |
| <b>35</b> Postage and shipping                                                                                                                                                      | <b>35</b> 27,098.    |                      |                            |                 |
| <b>36</b> Occupancy                                                                                                                                                                 | <b>36</b> 62,249.    |                      |                            |                 |
| <b>37</b> Equipment rental and maintenance                                                                                                                                          | <b>37</b> 18,493.    |                      |                            |                 |
| <b>38</b> Printing and publications                                                                                                                                                 | <b>38</b> 74,022.    |                      |                            |                 |
| <b>39</b> Travel                                                                                                                                                                    | <b>39</b> 206,930.   |                      |                            |                 |
| <b>40</b> Conferences, conventions, and meetings                                                                                                                                    | <b>40</b> 85,611.    |                      |                            |                 |
| <b>41</b> Interest                                                                                                                                                                  | <b>41</b>            |                      |                            |                 |
| <b>42</b> Depreciation, depletion, etc. (attach schedule)                                                                                                                           | <b>42</b> 49,243.    |                      |                            |                 |
| <b>43</b> Other expenses not covered above (itemize):                                                                                                                               |                      |                      |                            |                 |
| a                                                                                                                                                                                   | <b>43a</b>           |                      |                            |                 |
| b                                                                                                                                                                                   | <b>43b</b>           |                      |                            |                 |
| c                                                                                                                                                                                   | <b>43c</b>           |                      |                            |                 |
| d                                                                                                                                                                                   | <b>43d</b>           |                      |                            |                 |
| e                                                                                                                                                                                   | <b>43e</b>           |                      |                            |                 |
| f                                                                                                                                                                                   | <b>43f</b>           |                      |                            |                 |
| g SEE STATEMENT 4                                                                                                                                                                   | <b>43g</b> 955,223.  |                      |                            |                 |
| <b>44</b> Total functional expenses. Add lines 22 through 43. (Organizations completing columns (B)-(D), carry these totals to lines 13-15)                                         | <b>44</b> 2,922,460. |                      |                            |                 |

Joint Costs. Check ☐ if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services?

Yes ☐ No ☒If "Yes," enter (i) the aggregate amount of these joint costs \$ N/A, (ii) the amount allocated to Program services \$ N/A,(iii) the amount allocated to Management and general \$ N/A, and (iv) the amount allocated to Fundraising \$ N/A

Form 990 (2005)

**Part III** Statement of Program Service Accomplishments (See the instructions.)

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

What is the organization's primary exempt purpose? ► **SEE STATEMENT 6**

**Program Service Expenses**  
(Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts, but optional for others )

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)

**a ORGANIZATIONAL INITIATIVE EXPENSE CONDUCTS PROJECTS TO DEVELOP AND MAINTAIN STRONG LEADERSHIP, MEMBERSHIP, AND POLICY PROGRAMS THAT SUPPORT THE WORK OF ALL INITIATIVES AND THE GENERAL INTEREST OF SOYBEAN FARMERS.**

(Grants and allocations \$ ) If this amount includes foreign grants, check here ► ☐

**b BIOFUELS INITIATIVE EXPENSE CONDUCTS PROJECTS TO INCREASE THE PRODUCTION, AVAILABILITY, AND USE OF SOY BIODIESEL IN INDIANA.**

(Grants and allocations \$ ) If this amount includes foreign grants, check here ► ☐

**c RESEARCH INITIATIVE EXPENSE CONDUCTS PROJECTS TO SUPPORT THE DEVELOPMENT OF NEW PRODUCTS OR TECHNOLOGIES THROUGH GENETIC AND UTILIZATION RESEARCH THAT ENHANCE SOYBEANS.**

(Grants and allocations \$ ) If this amount includes foreign grants, check here ► ☐

**d GRAIN MARKETING INITIATIVE EXPENSE CONDUCTS PROJECTS TO STRENGTHEN THE SOYBEAN DEMAND THROUGH INNOVATIVE GRAIN MARKETING EFFORTS WHICH INCLUDE IDENTITY PRESERVED PRODUCTION, GRAIN QUALITY IMPROVEMENTS, AND INTERNATIONAL MARKETING EFFORTS.**

(Grants and allocations \$ ) If this amount includes foreign grants, check here ► ☐

**e Other program services (attach schedule)**

(Grants and allocations \$ ) If this amount includes foreign grants, check here ► ☐

**f Total of Program Service Expenses (should equal line 44, column (B), Program services)** ►

Form 990 (2005)

**Part IV Balance Sheets** (See the instructions.)

**Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

|                                                                               |                                                                                                                                                            | (A)<br>Beginning of year |            | (B)<br>End of year |
|-------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------|--------------------|
| <b>Assets</b>                                                                 | 45 Cash - non-interest-bearing                                                                                                                             | 12,074.                  | 45         |                    |
|                                                                               | 46 Savings and temporary cash investments                                                                                                                  | 951,000.                 | 46         | 1,866,709.         |
|                                                                               | 47 a Accounts receivable                                                                                                                                   | 139,236.                 |            |                    |
|                                                                               | b Less: allowance for doubtful accounts                                                                                                                    |                          | 47c        | 139,236.           |
|                                                                               | 48 a Pledges receivable                                                                                                                                    |                          |            |                    |
|                                                                               | b Less: allowance for doubtful accounts                                                                                                                    |                          | 48c        |                    |
|                                                                               | 49 Grants receivable                                                                                                                                       |                          | 49         |                    |
|                                                                               | 50 Receivables from officers, directors, trustees, and key employees                                                                                       |                          | 50         |                    |
|                                                                               | 51 a Other notes and loans receivable                                                                                                                      |                          |            |                    |
|                                                                               | b Less: allowance for doubtful accounts                                                                                                                    |                          | 51c        |                    |
|                                                                               | 52 Inventories for sale or use                                                                                                                             | 39,042.                  | 52         |                    |
|                                                                               | 53 Prepaid expenses and deferred charges                                                                                                                   |                          | 53         |                    |
|                                                                               | 54 Investments - securities <b>STMT 7</b> <input checked="" type="checkbox"/> Cost <input type="checkbox"/> FMV                                            | 1,088,970.               | 54         | 1,088,970.         |
|                                                                               | 55 a Investments - land, buildings, and equipment: basis                                                                                                   |                          |            |                    |
|                                                                               | b Less: accumulated depreciation                                                                                                                           |                          | 55c        |                    |
| 56 Investments - other                                                        |                                                                                                                                                            | 56                       |            |                    |
| 57 a Land, buildings, and equipment: basis                                    | 295,434.                                                                                                                                                   |                          |            |                    |
| b Less: accumulated depreciation <b>STMT 8</b>                                | 202,898.                                                                                                                                                   | 57c                      | 92,536.    |                    |
| 58 Other assets (describe <b>SEE STATEMENT 9</b> )                            | 155,085.                                                                                                                                                   | 58                       | 177,569.   |                    |
| 59 <b>Total assets</b> (must equal line 74). Add lines 45 through 58          | 2,544,034.                                                                                                                                                 | 59                       | 3,365,020. |                    |
| <b>Liabilities</b>                                                            | 60 Accounts payable and accrued expenses                                                                                                                   | 900,370.                 | 60         | 824,515.           |
|                                                                               | 61 Grants payable                                                                                                                                          | 396,991.                 | 61         | 443,637.           |
|                                                                               | 62 Deferred revenue                                                                                                                                        |                          | 62         |                    |
|                                                                               | 63 Loans from officers, directors, trustees, and key employees                                                                                             |                          | 63         |                    |
|                                                                               | 64 a Tax-exempt bond liabilities                                                                                                                           |                          | 64a        |                    |
|                                                                               | b Mortgages and other notes payable                                                                                                                        |                          | 64b        |                    |
|                                                                               | 65 Other liabilities (describe )                                                                                                                           |                          | 65         |                    |
|                                                                               | 66 <b>Total liabilities.</b> Add lines 60 through 65)                                                                                                      | 1,297,361.               | 66         | 1,268,152.         |
| <b>Net Assets or Fund Balances</b>                                            | <b>Organizations that follow SFAS 117, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 67 through 69 and lines 73 and 74.</b>     |                          |            |                    |
|                                                                               | 67 Unrestricted                                                                                                                                            | 1,246,673.               | 67         | 2,096,868.         |
|                                                                               | 68 Temporarily restricted                                                                                                                                  |                          | 68         |                    |
|                                                                               | 69 Permanently restricted                                                                                                                                  |                          | 69         |                    |
|                                                                               | <b>Organizations that do not follow SFAS 117, check here</b> <input type="checkbox"/> <b>and complete lines 70 through 74.</b>                             |                          |            |                    |
|                                                                               | 70 Capital stock, trust principal, or current funds                                                                                                        |                          | 70         |                    |
|                                                                               | 71 Paid-in or capital surplus, or land, building, and equipment fund                                                                                       |                          | 71         |                    |
|                                                                               | 72 Retained earnings, endowment, accumulated income, or other funds                                                                                        |                          | 72         |                    |
|                                                                               | 73 <b>Total net assets or fund balances</b> (add lines 67 through 69 or lines 70 through 72, column (A) must equal line 19, column (B) must equal line 21) | 1,246,673.               | 73         | 2,096,868.         |
| 74 <b>Total liabilities and net assets/fund balances.</b> Add lines 66 and 73 | 2,544,034.                                                                                                                                                 | 74                       | 3,365,020. |                    |

Form 990 (2005)

### Part IV-A

|          |                                                                     |          |                   |
|----------|---------------------------------------------------------------------|----------|-------------------|
| <b>e</b> | <b>Total revenue</b> (Part I, line 12). Add lines c and d . . . . . | <b>e</b> | <b>7,789,775.</b> |
|----------|---------------------------------------------------------------------|----------|-------------------|

### Part IV-B

|          |                                                                          |          |                   |
|----------|--------------------------------------------------------------------------|----------|-------------------|
| <b>0</b> | <b>Total expenses</b> (Part I, line 17). Add lines <b>c</b> and <b>d</b> | <b>e</b> | <b>6,939,580.</b> |
|----------|--------------------------------------------------------------------------|----------|-------------------|

### Part V-A

or key employee at any time during the year even if they were not compensated.) (See the instructions.)

| Yes |  | No |  |
|-----|--|----|--|
|-----|--|----|--|

35

75b

**x**

75c

**x**

75d

**X**

(E) Expense  
account and  
other allowances

[illegible]

| Yes | No |
|-----|----|
|-----|----|

76

**X**

77

\_\_\_\_\_

78a

N/A

78b

100

79

---

80a

**X**

☒ exempt or ☐ nonexempt

**81a**

0

81b

**Part VI Other Information** (continued)

|      |                                                                                                                                                                                                                                                                                                                                                                                                                                        | Yes | No  |
|------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|
| 82 a | Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?                                                                                                                                                                                                                                                                          | 82a | X   |
| b    | If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II.<br>(See instructions in Part III.)                                                                                                                                                                                                                                                              | 82b | N/A |
| 83 a | Did the organization comply with the public inspection requirements for returns and exemption applications?                                                                                                                                                                                                                                                                                                                            | 83a | X   |
| b    | Did the organization comply with the disclosure requirements relating to quid pro quo contributions?                                                                                                                                                                                                                                                                                                                                   | 83b | X   |
| 84 a | Did the organization solicit any contributions or gifts that were not tax deductible?                                                                                                                                                                                                                                                                                                                                                  | 84a | X   |
| b    | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?                                                                                                                                                                                                                                                                                          | 84b | N/A |
| 85   | 501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?                                                                                                                                                                                                                                                                                                                                          | 85a | X   |
| b    | Did the organization make only in-house lobbying expenditures of \$2,000 or less?                                                                                                                                                                                                                                                                                                                                                      | 85b | X   |
|      | If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.                                                                                                                                                                                                                                                                     |     |     |
| c    | Dues, assessments, and similar amounts from members                                                                                                                                                                                                                                                                                                                                                                                    | 85c | N/A |
| d    | Section 162(e) lobbying and political expenditures                                                                                                                                                                                                                                                                                                                                                                                     | 85d | N/A |
| e    | Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices                                                                                                                                                                                                                                                                                                                                                                   | 85e | N/A |
| f    | Taxable amount of lobbying and political expenditures (line 85d less 85e)                                                                                                                                                                                                                                                                                                                                                              | 85f | N/A |
| g    | Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?                                                                                                                                                                                                                                                                                                                                                  | 85g | N/A |
| h    | If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?                                                                                                                                                                                               | 85h | N/A |
| 86   | 501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on line 12                                                                                                                                                                                                                                                                                                                                        | 86a | N/A |
| b    | Gross receipts, included on line 12, for public use of club facilities                                                                                                                                                                                                                                                                                                                                                                 | 86b | N/A |
| 87   | 501(c)(12) organizations. Enter: a Gross income from members or shareholders                                                                                                                                                                                                                                                                                                                                                           | 87a | N/A |
| b    | Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)                                                                                                                                                                                                                                                                                                          | 87b | N/A |
| 88   | At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3?<br>If "Yes," complete Part IX                                                                                                                                                                | 88  | X   |
| 89 a | 501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 ▶ N/A, section 4912 ▶ N/A; section 4955 ▶ N/A                                                                                                                                                                                                                                                                            |     |     |
| b    | 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year?<br>If "Yes," attach a statement explaining each transaction                                                                                                                                                               | 89b | N/A |
| c    | Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958                                                                                                                                                                                                                                                                                                  |     | N/A |
| d    | Enter: Amount of tax on line 89c, above, reimbursed by the organization                                                                                                                                                                                                                                                                                                                                                                |     | N/A |
| 90 a | List the states with which a copy of this return is filed ▶ IN                                                                                                                                                                                                                                                                                                                                                                         |     |     |
| b    | Number of employees employed in the pay period that includes March 12, 2005                                                                                                                                                                                                                                                                                                                                                            | 90b | 7   |
| 91 a | The books are in care of ▶ ANNETTE JONES Telephone no ▶ 317-347-3620                                                                                                                                                                                                                                                                                                                                                                   |     |     |
|      | Located at ▶ 5730 WEST 74TH STREET, INDIANAPOLIS, IN ZIP + 4 ▶ 46278                                                                                                                                                                                                                                                                                                                                                                   |     |     |
| b    | At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?<br>If "Yes," enter the name of the foreign country ▶ N/A<br>See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts. | 91b | X   |
| c    | At any time during the calendar year, did the organization maintain an office outside of the United States?<br>If "Yes," enter the name of the foreign country ▶ N/A                                                                                                                                                                                                                                                                   | 91c | X   |
| 92   | Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041- Check here<br>and enter the amount of tax-exempt interest received or accrued during the tax year                                                                                                                                                                                                                                                 | 92  | N/A |

Form 990 (2005)

**Part VII Analysis of Income-Producing Activities** (See the instructions.)

**Note:** Enter gross amounts unless otherwise indicated.

|                                                                 | Unrelated business income |               | Excluded by section 512, 513, or 514 |               | (E)<br>Related or exempt<br>function income |
|-----------------------------------------------------------------|---------------------------|---------------|--------------------------------------|---------------|---------------------------------------------|
|                                                                 | (A)<br>Business<br>code   | (B)<br>Amount | (C)<br>Exclu-<br>sion<br>code        | (D)<br>Amount |                                             |
| 93 Program service revenue:                                     |                           |               |                                      |               |                                             |
| a <b>ASSESSMENT REVENUE</b>                                     |                           |               |                                      |               | 7,593,005.                                  |
| b                                                               |                           |               |                                      |               |                                             |
| c                                                               |                           |               |                                      |               |                                             |
| d                                                               |                           |               |                                      |               |                                             |
| e                                                               |                           |               |                                      |               |                                             |
| f Medicare/Medicaid payments                                    |                           |               |                                      |               |                                             |
| g Fees and contracts from government agencies                   |                           |               |                                      |               |                                             |
| 94 Membership dues and assessments                              |                           |               |                                      |               |                                             |
| 95 Interest on savings and temporary cash investments           |                           |               |                                      | 101,022.      |                                             |
| 96 Dividends and interest from securities                       |                           |               |                                      |               |                                             |
| 97 Net rental income or (loss) from real estate:                |                           |               |                                      |               |                                             |
| a debt-financed property                                        |                           |               |                                      |               |                                             |
| b not debt-financed property                                    |                           |               |                                      |               |                                             |
| 98 Net rental income or (loss) from personal property           |                           |               |                                      |               |                                             |
| 99 Other investment income                                      |                           |               | 15                                   | 74,550.       |                                             |
| 100 Gain or (loss) from sales of assets<br>other than inventory |                           |               |                                      |               |                                             |
| 101 Net income or (loss) from special events                    |                           |               |                                      |               |                                             |
| 102 Gross profit or (loss) from sales of inventory              |                           |               | 01                                   | 10,507.       |                                             |
| 103 Other revenue:                                              |                           |               |                                      |               |                                             |
| a                                                               |                           |               |                                      |               |                                             |
| b                                                               |                           |               |                                      |               |                                             |
| c                                                               |                           |               |                                      |               |                                             |
| d                                                               |                           |               |                                      |               |                                             |
| e                                                               |                           |               |                                      |               |                                             |
| 104 Subtotal (add columns (B), (D), and (E))                    |                           | 0.            |                                      | 186,079.      | 7,593,005.                                  |
| 105 Total (add line 104, columns (B), (D), and (E))             |                           |               |                                      |               | 7,779,084.                                  |

**Note:** Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

**Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes** (See the instructions.)

Line No. Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)

93A ASSESSMENT REVENUE IS COLLECTED UNDER THE SPARC ACT.

**Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities** (See the instructions.)

| (A)<br>Name, address, and EIN of corporation,<br>partnership, or disregarded entity | (B)<br>Percentage of<br>ownership interest | (C)<br>Nature of activities | (D)<br>Total income | (E)<br>End-of-year<br>assets |
|-------------------------------------------------------------------------------------|--------------------------------------------|-----------------------------|---------------------|------------------------------|
| N/A                                                                                 | %                                          |                             |                     |                              |
|                                                                                     | %                                          |                             |                     |                              |
|                                                                                     | %                                          |                             |                     |                              |
|                                                                                     | %                                          |                             |                     |                              |

**Part X Information Regarding Transfers Associated with Personal Benefit Contracts** (See the instructions.)

(a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ No

(b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

**Note:** If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

Please Sign Here Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Signature of officer: Mark Hendrick Date: 1/21/10 Type or print name and title: MARK HENDRICK EXECUTIVE DIRECTOR

Paid Preparer's Use Only Preparer's signature: [Signature] Date: 12/21/09 Check if self-employed: ☐ Preparer's SSN or PTIN: 35-1489524

Firm's name (or yours if self-employed), address, and ZIP + 4: GREENWALT CPAS, INC.  
5342 W. VERMONT ST.  
INDIANAPOLIS, IN 46224

Phone no.: 317-241-2999

FORM 990

INCOME AND COST OF GOODS SOLD  
INCLUDED ON PART I, LINE 10

STATEMENT 1

## INCOME

|                                                |        |        |
|------------------------------------------------|--------|--------|
| 1. GROSS RECEIPTS . . . . .                    | 18,509 |        |
| 2. RETURNS AND ALLOWANCES . . . . .            |        |        |
| 3. LINE 1 LESS LINE 2 . . . . .                |        | 18,509 |
| 4. COST OF GOODS SOLD (LINE 13) . . . . .      | 8,002  |        |
| 5. GROSS PROFIT (LINE 3 LESS LINE 4) . . . . . |        | 10,507 |

## COST OF GOODS SOLD

|                                                         |       |       |
|---------------------------------------------------------|-------|-------|
| 6. INVENTORY AT BEGINNING OF YEAR . . . . .             |       |       |
| 7. MERCHANDISE PURCHASED . . . . .                      |       |       |
| 8. COST OF LABOR . . . . .                              |       |       |
| 9. MATERIALS AND SUPPLIES . . . . .                     | 8,002 |       |
| 10. OTHER COSTS . . . . .                               |       |       |
| 11. ADD LINES 6 THROUGH 10 . . . . .                    |       | 8,002 |
| 12. INVENTORY AT END OF YEAR . . . . .                  |       |       |
| 13. COST OF GOODS SOLD (LINE 11 LESS LINE 12) . . . . . |       | 8,002 |

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|          |                        |           |   |
|----------|------------------------|-----------|---|
| FORM 990 | PAYMENTS TO AFFILIATES | STATEMENT | 2 |
|----------|------------------------|-----------|---|

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AFFILIATE'S NAME

UNITED SOYBEAN BOARD

AFFILIATE'S ADDRESS305 SWINGLEY RIDGE RD, SUITE 150,  
CHESTERFIELD, MO 63017PURPOSE OF PAYMENTAMOUNT

REMITTANCE OF ASSESSMENTS

3,575,885.

AFFILIATE'S NAMEILLINOIS SOYBEAN PROGRAM OPERATING  
BOARDAFFILIATE'S ADDRESS1605 COMMERCE PARKWAY, BLOOMINGTON,  
IL 61704PURPOSE OF PAYMENTAMOUNT

REMITTANCE OF ASSESSMENTS

239,235.

AFFILIATE'S NAME

KENTUCKY SOYBEAN PROMOTION BOARD

AFFILIATE'S ADDRESS1001 U.S. HIGHWAY WEST, PRINCETON,  
KY 42445PURPOSE OF PAYMENTAMOUNT

REMITTANCE OF ASSESSMENTS

21,197.

AFFILIATE'S NAME

MICHIGAN SOYBEAN PROMOTION COMMITTEE

AFFILIATE'S ADDRESS140 W. TUSCOLA, FRANKENMUTH, MI  
48734-0287PURPOSE OF PAYMENTAMOUNT

REMITTANCE OF ASSESSMENTS

73,976.

AFFILIATE'S NAME

MISSOURI SOYBEAN MERCHANDISING COUNCIL

AFFILIATE'S ADDRESS520 ELLIS BOULEVARD, STE. N,  
JEFFERSON CITY, MO 65101PURPOSE OF PAYMENTAMOUNT

REMITTANCE OF ASSESSMENTS

9,158.

INDIANA SOYBEAN BOARD, INC.

35-2026389

AFFILIATE'S NAME

OHIO SOYBEAN COUNCIL

AFFILIATE'S ADDRESS

II NATIONWIDE PLAZA, COLUMBUS, OH  
43216-0479

PURPOSE OF PAYMENT

AMOUNT

REMITTANCE OF ASSESSMENTS

97,669.

TOTAL TO FORM 990, PART I, LINE 16

4,017,120.

|          |                                           |           |   |
|----------|-------------------------------------------|-----------|---|
| FORM 990 | IRC SECTION 6033(H) REPORTING REQUIREMENT | STATEMENT | 3 |
|----------|-------------------------------------------|-----------|---|

## NAME OF CONTROLLED ENTITY

INDIANA SOYBEAN BOARD FOUNDATION, INC.

## INCOME OR LOAN DESCRIPTION

INDIANA SOYBEAN BOARD, INC. CONTROLS THE BOARD FOR INDIANA SOYBEAN BOARD FOUNDATION, INC. NO BUSINESS TRANSACTIONS TOOK PLACE DURING THE YEAR ENDED

| FORM 990               | OTHER EXPENSES |                            |                                  | STATEMENT          | 4 |
|------------------------|----------------|----------------------------|----------------------------------|--------------------|---|
| DESCRIPTION            | (A)<br>TOTAL   | (B)<br>PROGRAM<br>SERVICES | (C)<br>MANAGEMENT<br>AND GENERAL | (D)<br>FUNDRAISING |   |
| INSURANCE              | 7,412.         |                            |                                  |                    |   |
| CONSULTING             | 352,623.       |                            |                                  |                    |   |
| DUES AND               |                |                            |                                  |                    |   |
| SUBSCRIPTIONS          | 55,173.        |                            |                                  |                    |   |
| ADVERTISING            | 54,702.        |                            |                                  |                    |   |
| CONTRACT LABOR         | 5,484.         |                            |                                  |                    |   |
| DATA PROC              | 9,687.         |                            |                                  |                    |   |
| AGENCY SERVICES        | 41,010.        |                            |                                  |                    |   |
| WAREHOUSE/FULFILLMEN   |                |                            |                                  |                    |   |
|                        | 10,476.        |                            |                                  |                    |   |
| BOOTH RENTAL           | 28,042.        |                            |                                  |                    |   |
| REGISTRATION FEES      | 15,081.        |                            |                                  |                    |   |
| AUDIO/VIDEOS           | 23,807.        |                            |                                  |                    |   |
| DONATIONS AND          |                |                            |                                  |                    |   |
| SPONSORSHIPS           | 351,726.       |                            |                                  |                    |   |
| TOTAL TO FM 990, LN 43 | 955,223.       |                            |                                  |                    |   |

|          |                             |           |   |
|----------|-----------------------------|-----------|---|
| FORM 990 | CASH GRANTS AND ALLOCATIONS | STATEMENT | 5 |
|----------|-----------------------------|-----------|---|

| CLASSIFICATION                               | DONEE'S NAME                               | DONEE'S ADDRESS | DONEE'S RELATIONSHIP | AMOUNT   |
|----------------------------------------------|--------------------------------------------|-----------------|----------------------|----------|
|                                              | PURDUE                                     |                 | NONE                 | 394,065. |
|                                              | NORTH CENTRAL<br>SOYBEAN RESEARCH          |                 | NONE                 | 50,000.  |
|                                              | WISHH                                      |                 | NONE                 | 20,000.  |
|                                              | UNITED SOYBEAN<br>BOARD                    |                 | NONE                 | 140,000. |
|                                              | INDIANA CROP<br>IMPROVEMENT<br>ASSOCIATION |                 | NONE                 | 15,000.  |
| TOTAL INCLUDED ON FORM 990, PART II, LINE 22 |                                            |                 |                      | 619,065. |

|          |                                                                |           |   |
|----------|----------------------------------------------------------------|-----------|---|
| FORM 990 | STATEMENT OF ORGANIZATION'S PRIMARY EXEMPT PURPOSE<br>PART III | STATEMENT | 6 |
|----------|----------------------------------------------------------------|-----------|---|

## EXPLANATION

TO CARRY OUT THE SOYBEAN PROMOTION, RESEARCH, CONSUMER INFORMATION (SPARC) ACT AND ORDER, PASSED BY THE UNITED STATES CONGRESS AS A QUALIFIED STATE SOYBEAN BOARD (QSSB) FOR THE STATE OF INDIANA.

|          |                           |           |   |
|----------|---------------------------|-----------|---|
| FORM 990 | NON-GOVERNMENT SECURITIES | STATEMENT | 7 |
|----------|---------------------------|-----------|---|

| SECURITY DESCRIPTION         | COST/FMV | CORPORATE STOCKS | CORPORATE BONDS | OTHER PUBLICLY TRADED SECURITIES | TOTAL NON-GOV'T SECURITIES |
|------------------------------|----------|------------------|-----------------|----------------------------------|----------------------------|
| PUBLICALLY TRADED SECURITIES | COST     |                  |                 | 1,088,970.                       | 1,088,970.                 |
| TO FORM 990, LINE 54, COL B  |          |                  |                 | 1,088,970.                       | 1,088,970.                 |

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|          |                                                |           |   |
|----------|------------------------------------------------|-----------|---|
| FORM 990 | DEPRECIATION OF ASSETS NOT HELD FOR INVESTMENT | STATEMENT | 8 |
|----------|------------------------------------------------|-----------|---|

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| DESCRIPTION                         | COST OR<br>OTHER BASIS | ACCUMULATED<br>DEPRECIATION | BOOK VALUE |
|-------------------------------------|------------------------|-----------------------------|------------|
| LEASEHOLD IMPROVEMENTS              | 56,840.                | 56,840.                     | 0.         |
| OFFICE EQUIPMENT AND<br>FURNISHINGS | 176,398.               | 118,359.                    | 58,039.    |
| VEHICLES                            | 62,196.                | 27,699.                     | 34,497.    |
| TOTAL TO FORM 990, PART IV, LN 57   | 295,434.               | 202,898.                    | 92,536.    |

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|          |              |           |   |
|----------|--------------|-----------|---|
| FORM 990 | OTHER ASSETS | STATEMENT | 9 |
|----------|--------------|-----------|---|

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| DESCRIPTION                                   | AMOUNT   |
|-----------------------------------------------|----------|
| CAPITALIZED PATENTS, NET OF AMMORTIZATION     | 177,569. |
| TOTAL TO FORM 990, PART IV, LINE 58, COLUMN B | 177,569. |

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|          |                                    |           |    |
|----------|------------------------------------|-----------|----|
| FORM 990 | OTHER REVENUE INCLUDED ON FORM 990 | STATEMENT | 10 |
|----------|------------------------------------|-----------|----|

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| DESCRIPTION                                                             | AMOUNT     |
|-------------------------------------------------------------------------|------------|
| PAYMENTS TO AFFILIATES NETTED AGAINST INCOME IN FINANCIAL<br>STATEMENTS | 4,017,120. |
| TOTAL TO FORM 990, PART IV-A                                            | 4,017,120. |

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|          |                                     |           |    |
|----------|-------------------------------------|-----------|----|
| FORM 990 | OTHER EXPENSES INCLUDED ON FORM 990 | STATEMENT | 11 |
|----------|-------------------------------------|-----------|----|

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| DESCRIPTION                                                             | AMOUNT     |
|-------------------------------------------------------------------------|------------|
| PAYMENTS TO AFFILIATES NETTED AGAINST INCOME IN FINANCIAL<br>STATEMENTS | 4,017,120. |
| TOTAL TO FORM 990, PART IV-B                                            | 4,017,120. |

FORM 990

PART V-A - LIST OF OFFICERS, DIRECTORS,  
TRUSTEES AND KEY EMPLOYEES

STATEMENT 12

| NAME AND ADDRESS                                                   | TITLE AND<br>AVRG HRS/WK    | COMPEN-<br>SATION | EMPLOYEE<br>BEN PLAN CONTRIB | EXPENSE<br>ACCOUNT |
|--------------------------------------------------------------------|-----------------------------|-------------------|------------------------------|--------------------|
| CHRIS NOVAK<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | EXECUTIVE DIRECTOR<br>40.00 | 110,036.          | 13,694.                      | 0.                 |
| SCOTT FRITZ<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| BILL PETERS<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| JOE RUSH<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278        | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| MIKE DIENER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| MIKE BEARD<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| LYNN TEEL<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278       | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| NORMAN COPAS<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| JERRY RENBARGER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278 | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| MIKE YODER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |
| ROGER HADLEY<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00            | 0.                | 0.                           | 0.                 |

INDIANA SOYBEAN BOARD, INC.

35-2026389

|                                                                     |                  |    |    |    |
|---------------------------------------------------------------------|------------------|----|----|----|
| JOE MEYER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278        | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| DOUG MORROW<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| JIM SCHRIVER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| DAVID WILLIAMSON<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278 | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| JEFF JORDAN<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| KAREN FEAR<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278       | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| MATT LANGDON<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| JERRY OSTERHOLT<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278  | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| PHILLIP CARTER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278   | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| MIKE SPRINKLE<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| LOUIS RUSCH<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| ALAN KEMPER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00 | 0. | 0. | 0. |
| DAVID ELLISON<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00 | 0. | 0. | 0. |

## INDIANA SOYBEAN BOARD, INC.

35-2026389

|                                                                    |                  |          |         |    |
|--------------------------------------------------------------------|------------------|----------|---------|----|
| ANNE DOWNEY<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| MARK SEIB<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278       | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| LINDA HAMMELMAN<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278 | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| LINDA BACON<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| MIKE FLOCK<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278      | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| BOB KENT<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278        | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| JANICE PETERSON<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278 | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| DAVID COUCH<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278     | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| TREVOR GLICK<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| JACK REED<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278       | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| JOHN SEUBERT<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278    | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| DON MEIER<br>5730 WEST 74TH STREET<br>INDIANAPOLIS, IN 46278       | DIRECTOR<br>0.00 | 0.       | 0.      | 0. |
| TOTALS INCLUDED ON FORM 990, PART V-A                              |                  | 110,036. | 13,694. | 0. |

**Indiana Soybean Board, Inc**  
**EIN 35-2026389**  
**Form 990, Page 6, Part VI, line 76 Attachment**

During the year ended September 30, 2005, ISB conducted an in-depth strategic planning process. The result of this process was a new strategic plan for ISB. The implementation of this plan began on October 1, 2005. The major emphasis of this plan was new Initiative areas replacing the old program areas. New Initiatives are: Technology Commercialization, Livestock, Research, Grain Marketing, Biofuels, and Organizational. The old program areas were: New Uses, International Marketing, Research, Consumer Information and Producer Services.

**Technology Commercialization Initiative Expense** – conducts projects in partnership with scientists and industries to commercialize emerging technologies and develop alternative markets and uses for Indiana soybeans. In fiscal year 2006, this initiative targeted these activities: Soy Methyl Ester Jet Fuel Additive, Cold-Flow Biodiesel Technology, Degummed Soybean Home Heating Oil, Soy Concrete/Wood Applications, Soybean Oil Candles, and Soy Glycerol-Based Aviation De-icer/Anti-icer

**Livestock Initiative Expense** – conducts projects to grow the Indiana livestock industry, a consumer of soybean meal. In fiscal year 2006 this initiative focused on these activities: Community Outreach, Business Development, Issues Management, and supporting the Indiana Livestock Alliance.

**Research Initiative Expense** – conducts projects to support the development of new products or technologies through genetic and utilization research that enhance soybeans. In fiscal year 2006, this initiative focused its funding in these areas: Utilization, Plant Breeding, Production related issues, and the North Central Soybean Research Program.

**Grain Marketing Initiative Expense** – conducts projects to strengthen the soybean demand through innovative grain marketing efforts which include identity preserved production, grain quality improvements, and international marketing efforts. In fiscal year 2006, this initiative focused on the following areas: Industry Relations, Grain Quality Improvements, Identity Preservation, International Marketing, and Soy Processing Infrastructure.

**Biofuels Initiative Expense** – conducts projects to increase the production, availability, and use of soy biodiesel in Indiana. In fiscal year 2006, the target markets for this initiative were: Schools, Government and Commercial, and Farm Markets. Additionally this initiative focused on a Public Pump Campaign, Industry Education and Outreach, Production of Biodiesel, and the Research and Distribution of Biodiesel.

**Organizational Initiative Expense** – conducts projects to develop and maintain strong leadership, membership, and policy programs that support the work of all initiatives and the general interest of soybean farmers. In fiscal year 2006, this initiative focused on these activities: Director Leadership Training, FFA Leadership, Director Election, Organizational Communications and Community Relations, Emerging Issues, SCN Testing, and the WISSH program.

**SPARC Administration** – ensures compliance with the SPARC Act and Order and the governance of the Indiana Soybean Board. This program also processes all collections from first purchasers in Indiana and is responsible for auditing of those first purchasers.

**STATUTE UNIT  
RECEIVED**

**FEB 24 2010**

**TPR BRANCH  
OGDEN**