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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

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 10-01-2011 and ending 09-30-2012

B Check if applicable

☐ Address change

☐ Name change

☐ Initial return

☐ Terminated

☐ Amended return

☐ Application pending

C Name of organization

IOWA SOYBEAN ASSOCIATION

Doing Business As

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

1255 SW PRAIRIE TRAIL PARKWAY

Room/suite

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

ANKENY, IA 50023

F Name and address of principal officer

KIRK LEEDS
1255 SW PRAIRIE TRAIL PARKWAY
ANKENY,IA 50023

H(a) Is this a group return for affiliates?

☐ Yes ☒ No

H(b) Are all affiliates included?

☐ Yes ☐ No

If "No," attach a list (see instructions)

H(c) Group exemption number

I Tax-exempt status

☐ 501(c)(3) ☒ 501(c) (5) ☐ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website:

WWW IASOYBEANS COM

K Form of organization

☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation

1964

M State of legal domicile

IA

Part I

Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities TO AID IN THE PROMOTION OF THE SOYBEAN INDUSTRY THROUGH PROJECTS AND PROGRAMS INCLUDING BUT NOT LIMITED TO RESEARCH, EDUCATION, AND MARKET DEVELOPMENT
Revenue	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets
	3 Number of voting members of the governing body (Part VI, line 1a) 21
	4 Number of independent voting members of the governing body (Part VI, line 1b) 21
	5 Total number of individuals employed in calendar year 2011 (Part V, line 2a) 73
	6 Total number of volunteers (estimate if necessary) 21
	7a Total unrelated business revenue from Part VIII, column (C), line 12 135,500
	7b Net unrelated business taxable income from Form 990-T, line 34 0
Expenses	8 Contributions and grants (Part VIII, line 1h) 62,062
	9 Program service revenue (Part VIII, line 2g) 34,369,420
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) 33,210
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 512,084
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) 34,976,776
	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3) 14,100
	14 Benefits paid to or for members (Part IX, column (A), line 4) 0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) 5,638,393
	16a Professional fundraising fees (Part IX, column (A), line 11e) 0
Net Assets or Fund Balances	b Total fundraising expenses (Part IX, column (D), line 25) 0
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e) 26,812,981
	18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25) 32,465,474
	19 Revenue less expenses Subtract line 18 from line 12 2,511,302
Signature Block	20 Total assets (Part X, line 16) 22,547,813
	21 Total liabilities (Part X, line 26) 6,092,075
	22 Net assets or fund balances Subtract line 21 from line 20 16,455,738

Part II

Signature Block

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.

Sign Here

Signature of officer

2013-03-08

Date

Preparer's signature

BRENT L ALEXANDER

Date

Check if self-employed

☐

Preparer's taxpayer identification number (see instructions)

P00075113

Firm's name (or yours if self-employed), address, and ZIP + 4

BROOKS LODDEN PC
1441 29TH STREET STE 305
WEST DES MOINES, IA 502661357

EIN

42-1229486

Phone no

(515) 223-7300

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2011)

Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

☐

☒

1

Briefly describe the organization's mission

THE CORPORATION IS ORGANIZED FOR THE BETTERMENT OF THE CONDITDIONS OF THOSE ENGAGED IN THE PRODUCTION OF SOYBEANS, THE IMPROVEMENT OF THE GRADE OF THEIR PRODUCTS, AND THE DEVELOPMENT OF A HIGHER DEGREE OF EFFICIENCY IN AND A GREATER FINANCIAL RETURN FROM THEIR OCCUPATIONS TO ACHIEVE THESE PURPOSES, THE ASSOCIATION'S MISSION IS TO AID IN THE PROMOTION OF THE SOYBEAN INDUSTRY THROUGH PROJECTS AND PROGRAMS INCLUDING BUT NOT LIMITED TO RESEARCH, EDUCATION, PROMOTION, AND MARKET DEVELOPMENT

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

☐ Yes ☒ No

If "Yes," describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

4

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a

(Code) (Expenses \$ including grants of \$) (Revenue \$)

THE IOWA SOYBEAN ASSOCIATION CONDUCTS RESEARCH PROJECTS THROUGH THE STATE UNIVERSITIES TO STABILIZE AND INCREASE YIELD WHILE IMPROVING PRODUCTION EFFICIENCY AND THE ENVIRONMENT PROJECTS FOCUS ON INCREASING GENETIC YIELD POTENTIAL OF SOYBEANS AND REDUCING STRESS-RELATED YIELD LOSSES

4b

(Code) (Expenses \$ including grants of \$) (Revenue \$)

USING YIELD MONITORS, GPS, GIS, AND THE INTERNET ARE SOME OF THE KEY TOOLS USED BY THE NETWORK IN PLANNING, IMPLEMENTING,EVALUATING, AND ADJUSTING CROP PRODUCTION PRACTICES PLANNING INVOLVES IDENTIFYING RESEARCH NEEDS AND DEVELOPING PROTOCOLS TO COLLECT DATA FROM ON-FARM RESEARCH IMPLEMENTATION IS ACHIEVED BY PROVIDING TRAINING TO INDIVIDUALS AND GROUPS WITHIN THE NETWORK AS WELL AS ORGANIZING THE MANY ACTIVITIES INVOLVED IN SETTING UP AND COLLECTING THIS SCIENCE-BASED INFORMATION EVALUATION REQUIRES THAT LAYERS OF ON-FARM DATA BE PROCESSED, SUMMARIZED, AD PRESENTED BACK TO GROWERS THE BENEFITS TO GROWERS INCLUDE DIRECT COMMUNICATIONS FOR VOLUNTARY MANAGEMENT CHANGES AS WELL AS PROVIDING INPUT FOR GOVERNMENT PROGRAMS OR REGULATIONS

4c

(Code) (Expenses \$ including grants of \$) (Revenue \$)

INCREASE DEMAND OF IOWA SOYBEANS BY MEETING THE NEEDS OF OUR CUSTOMERS THIS PROGRAM'S MAIN GOAL IS TO INCREASE AND MAINTAIN EXPORTS OF WHOLE SOYBEANS, SOYBEAN MEAL, AND PORK AND PULTRY PRODCUTS THROUGH MARKET DEVELOPMENTS AND PROMOTIONAL EFFORTS

4d

Other program services (Describe in Schedule O)

(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses \$

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	No
2 Is the organization required to complete Schedule B, Schedule of Contributors(see instructions)? 	2	Yes
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	No
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 	10	No
11 If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 	11a	Yes
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII. 	11b	No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII. 	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX. 	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X. 	11e	Yes
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X. 	11f	Yes
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII 	12a	No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional 	12b	Yes
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Part I	14b	No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S ? If "Yes," complete Schedule F, Part II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S ? If "Yes," complete Schedule F, Part III and IV	16	No
17 Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements	20b	

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21		No
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34	Yes	
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a	Yes	
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	Yes	
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance						
Check if Schedule O contains a response to any question in this Part V ☐						
		Yes	No			
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. .	1a	201	1c		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?					
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return. .	2a	73	2b	Yes	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).					
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?					
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	3b		4a		No
4a	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 or securities account)?					
b	If "Yes," enter the name of the foreign country: See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		5b		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?					
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?					
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a		6b		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?					
7	Organizations that may receive deductible contributions under section 170(c).					
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a		7b		No
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?					
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?					
d	If "Yes," indicate the number of Forms 8282 filed during the year.	7d		7c		No
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?					
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?					
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		7h		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?					
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?					
9	Sponsoring organizations maintaining donor advised funds.	9a		9b		
a	Did the organization make any taxable distributions under section 4966?					
b	Did the organization make a distribution to a donor, donor advisor, or related person?					
10	Section 501(c)(7) organizations. Enter	10a		10b		
a	Initiation fees and capital contributions included on Part VIII, line 12.					
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.					
11	Section 501(c)(12) organizations. Enter	11a		11b		
a	Gross income from members or shareholders.					
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).					
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		12b		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.					
13	Section 501(c)(29) qualified nonprofit health insurance issuers.					
a	Is the organization licensed to issue qualified health plans in more than one state? Note. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.	13a		13b		
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.					
c	Enter the aggregate amount of reserves on hand.					
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		14b		No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.					

Part VI

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI ☒

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year		
1a	21		
b	Enter the number of voting members included in line 1a, above, who are independent	1b	21
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5	No
6	Did the organization have members or stockholders?	6	Yes
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
a	The governing body?	8a	Yes
b	Each committee with authority to act on behalf of the governing body?	8b	Yes
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9	No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a	Yes
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	Yes
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes
b	Describe in Schedule O the process, if any, used by the organization to review the Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes
13	Did the organization have a written whistleblower policy?	13	Yes
14	Did the organization have a written document retention and destruction policy?	14	Yes
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	15a	Yes
b	Other officers or key employees of the organization	15b	Yes
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed ▶ _____
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. ☐ Own website ☐ Another's website ☒ Upon request
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶ DONNA DONOVAN 1255 SW PRAIRIE TRAIL PARKWAY ANKENY, IA 50023 (515) 251-8640

Part VII

Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response to any question in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization’s tax year

- List all of the organization’s **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization’s **current** key employees, if any See instructions for definition of “key employee ”
- List the organization’s five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization’s **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization’s **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organizations compensated any current or former officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) DELBERT CHRISTIANSEN DIRECTOR	1 00	X						995	0	0
(2) RANDY VANKOOTEN DIRECTOR	1 00	X						3,392	0	0
(3) BRIAN KEMP DIRECTOR	1 00	X						939	0	0
(4) MARK JACKSON PRESIDENT ELECT	1 00	X		X				2,312	0	0
(5) DEAN COLEMAN PRESIDENT	1 00	X		X				4,052	0	0
(6) SCOTT MCGREGOR DIRECTOR	1 00	X						652	0	0
(7) CURT SINDERGARD DIRECTOR	1 00	X						1,581	0	0
(8) KERMIT ALLARD DIRECTOR	1 00	X						1,000	0	0
(9) WAYNE FREDERICKS SECRETARY	1 00	X		X				2,697	0	0
(10) SHEILA HEBENSTREIT DIRECTOR	1 00	X						1,100	0	0
(11) ROLLAND SCHNELL DIRECTOR	1 00	X						1,689	0	0
(12) ED ULCH DIRECTOR	1 00	X						2,455	0	0
(13) BENJAMIN SCHMIDT DIRECTOR	1 00	X						1,100	0	0
(14) JEFF JORGENSEN DIRECTOR	1 00	X						800	0	0
(15) DELBERT WESTPHALEN DIRECTOR	1 00	X						1,500	0	0
(16) CLIFF MULDER DIRECTOR	1 00	X						1,190	0	0
(17) JOHN HEISDORFFER DIRECTOR	1 00	X						2,366	0	0

Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) TOM OSWALD TREASURER	1 00	X		X				2,267	0	0
(19) RON HECK DIRECTOR	1 00	X						2,854	0	0
(20) JIM ANDREW DIRECTOR	1 00	X						797	0	0
(21) ROY ARENDS DIRECTOR	1 00	X						2,209	0	0
(22) KIRK LEEDS CHIEF EXECUTIVE OFFICER	40 00			X				252,917	0	30,525
(23) DONNA DONOVAN CHIEF FINANCIAL OFFICER	40 00			X				127,779	0	25,100
(24) TRACY BLACKMER DIRECTOR OF RESEARCH	40 00					X		151,892	0	24,919
(25) LINDA FUNK DIRECTOR OF SOYFOODS	40 00					X		140,900	0	17,281
(26) DAVID WRIGHT DIRECTOR OF CONTRACT RESEA	40 00					X		133,307	0	23,838
(27) CAROL BALVANZ DIRECTOR OF POLICY, PRODUC	40 00					X		120,112	0	10,806
(28) ROGER WOLF DIRECTOR OF ENVIRONMENTAL	40 00					X		130,961	0	24,680
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								1,095,815	0	157,149

2

Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization▶10

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	Yes	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		No

Section B. Independent Contractors

1

Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
THE CONTEXT NETWORK LLC 1700 RUAN CENTER 666 GRAND AVE DES MOINES, IA 50309	CONSULTING	117,500

2

Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ▶1

Part VIII

Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns . . .	1a					
	b	Membership dues	1b	40,292				
	c	Fundraising events	1c					
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	1,220,588				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f					
	g	Noncash contributions included in lines 1a-1f \$ _____						
	h	Total. Add lines 1a-1f		1,260,880				
Program Service Revenue			Business Code					
	2a	NATIONAL CHECKOFF ASSE	110000	35,295,210	35,295,210			
	b	CONTRACT REVENUE	110000	3,094,190	3,094,190			
	c	CORPORATE SPONSORSHIP	900099	992,716	992,716			
	d	REGISTRATION & EXHIBIT	900099	14,547	14,547			
	e							
	f	All other program service revenue						
	g	Total. Add lines 2a-2f		39,396,663				
Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		29,950			29,950	
	4	Income from investment of tax-exempt bond proceeds . .						
	5	Royalties						
	6a	Gross rents	(i) Real	(ii) Personal				
	b	Less rental expenses						
	c	Rental income or (loss)						
	d	Net rental income or (loss)						
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
	b	Less cost or other basis and sales expenses						
	c	Gain or (loss)						
	d	Net gain or (loss)						
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a					
	b	Less direct expenses	b					
	c	Net income or (loss) from fundraising events . .						
	9a	Gross income from gaming activities See Part IV, line 19	a					
	b	Less direct expenses	b					
	c	Net income or (loss) from gaming activities . .						
	10a	Gross sales of inventory, less returns and allowances	a					
	b	Less cost of goods sold	b					
	c	Net income or (loss) from sales of inventory . .						
Miscellaneous Revenue		Business Code						
11a	MAGAZINE ADVERTISING	511120	135,500		135,500			
b								
c								
d	All other revenue							
e	Total. Add lines 11a-11d		135,500					
12	Total revenue. See Instructions		40,822,993	39,396,663	135,500	29,950		

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)

Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22	12,500			
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	636,043			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	4,085,411			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	228,096			
9	Other employee benefits	889,792			
10	Payroll taxes	329,215			
11	Fees for services (non-employees)				
a	Management				
b	Legal	37,994			
c	Accounting	28,000			
d	Lobbying	69,934			
e	Professional fundraising See Part IV, line 17				
f	Investment management fees				
g	Other	2,502,603			
12	Advertising and promotion	471,474			
13	Office expenses	695,466			
14	Information technology	35,328			
15	Royalties				
16	Occupancy	195,423			
17	Travel	964,480			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	150,769			
20	Interest	7,304			
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	492,769			
23	Insurance	55,095			
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	CHECKOFF ASSESSMENT	18,765,920			
b	RESEARCH	3,848,499			
c	MARKETING	1,680,552			
d	DISCOUNT RATE ADJ ON DE	1,157,216			
e					
f	All other expenses	1,625,318			
25	Total functional expenses. Add lines 1 through 24f	38,965,201			
26	Joint costs. Check here ☐ if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			347,626	1	1,607,294
	2	Savings and temporary cash investments			9,953,493	2	10,248,054
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			2,637,217	4	6,760,480
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B). Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use				8	
	9	Prepaid expenses and deferred charges			212,412	9	79,155
	10a	Land, buildings, and equipment, cost or other basis. Complete Part VI of Schedule D	10a	10,597,138			
	b	Less: accumulated depreciation	10b	2,002,091	8,944,125	10c	8,595,047
	11	Investments—publicly traded securities			3,891	11	4,472
	12	Investments—other securities. See Part IV, line 11			366,500	12	397,431
	13	Investments—program-related. See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets. See Part IV, line 11			82,549	15	107,654
	16	Total assets. Add lines 1 through 15 (must equal line 34)			22,547,813	16	27,799,587
Liabilities	17	Accounts payable and accrued expenses			4,716,118	17	7,349,972
	18	Grants payable				18	
	19	Deferred revenue			676,074	19	344,913
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	66,182
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			699,883	25	1,693,478
	26	Total liabilities. Add lines 17 through 25			6,092,075	26	9,454,545
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here ☒ and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets			16,426,421	27	18,295,740
	28	Temporarily restricted net assets			29,317	28	49,302
	29	Permanently restricted net assets				29	
	Organizations that do not follow SFAS 117, check here ☐ and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			16,455,738	33	18,345,042
	34	Total liabilities and net assets/fund balances			22,547,813	34	27,799,587

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	40,822,993
2	Total expenses (must equal Part IX, column (A), line 25)	2	38,965,201
3	Revenue less expenses Subtract line 2 from line 1	3	1,857,792
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	16,455,738
5	Other changes in net assets or fund balances (explain in Schedule O)	5	31,512
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	18,345,042

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	Yes	

SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No 1545-0047

2011

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization IOWA SOYBEAN ASSOCIATION	Employer identification number 42-6127197
--	--

Part I

Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?	
	☐ Yes ☐ No	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit	
	☐ Yes ☐ No	

Part II

Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)
☐ Preservation of land for public use (e g , recreation or pleasure)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of an historically importantly land area
☐ Preservation of a certified historic structure

2

Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶ _____

4

Number of states where property subject to conservation easement is located ▶ _____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ▶ _____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i)

Revenues included in Form 990, Part VIII, line 1

▶ \$ _____

(ii)

Assets included in Form 990, Part X

▶ \$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a

Revenues included in Form 990, Part VIII, line 1

▶ \$ _____

b

Assets included in Form 990, Part X

▶ \$ _____

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3

Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

1b

If "Yes," explain the arrangement in Part XIV and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

2b

If "Yes," explain the arrangement in Part XIV

Part V

Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a Beginning of year balance					
1b Contributions					
1c Investment earnings or losses					
1d Grants or scholarships					
1e Other expenditures for facilities and programs					
1f Administrative expenses					
1g End of year balance					

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶

b

Permanent endowment ▶

c

Term endowment ▶

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i) unrelated organizations

(ii) related organizations

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

	Yes	No
3a(i)		
3a(ii)		
3b		

4

Describe in Part XIV the intended uses of the organization's endowment funds

Part VI

Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		1,200,000		1,200,000
1b Buildings		7,499,177	577,998	6,921,179
1c Leasehold improvements				
1d Equipment		1,897,961	1,424,093	473,868
1e Other				
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				8,595,047

Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements		
1	Total revenue (Form 990, Part VIII, column (A), line 12)	140,822,993
2	Total expenses (Form 990, Part IX, column (A), line 25)	238,965,201
3	Excess or (deficit) for the year Subtract line 2 from line 1	31,857,792
4	Net unrealized gains (losses) on investments	4581
5	Donated services and use of facilities	
6	Investment expenses	
7	Prior period adjustments	
8	Other (Describe in Part XIV)	830,931
9	Total adjustments (net) Add lines 4 - 8	931,512
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	101,889,304

Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return		
1	Total revenue, gains, and other support per audited financial statements	140,854,505
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12	
a	Net unrealized gains on investments2a581	
b	Donated services and use of facilities2b	
c	Recoveries of prior year grants2c	
d	Other (Describe in Part XIV)2d30,931	
e	Add lines 2a through 2d2e31,512	
3	Subtract line 2e from line 1340,822,993	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1	
a	Investment expenses not included on Form 990, Part VIII, line 7b4a	
b	Other (Describe in Part XIV)4b	
c	Add lines 4a and 4b4c0	
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12)540,822,993	

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return		
1	Total expenses and losses per audited financial statements	138,965,201
2	Amounts included on line 1 but not on Form 990, Part IX, line 25	
a	Donated services and use of facilities2a	
b	Prior year adjustments2b	
c	Other losses2c	
d	Other (Describe in Part XIV)2d	
e	Add lines 2a through 2d2e0	
3	Subtract line 2e from line 1338,965,201	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:	
a	Investment expenses not included on Form 990, Part VIII, line 7b4a	
b	Other (Describe in Part XIV)4b	
c	Add lines 4a and 4b4c0	
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18)538,965,201	

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	THE ASSOCIATION FILES FORM 990 AND FORM 990-T TAX RETURNS IN THE U S FEDERAL JURISDICTION AND AN 1120 IN THE STATE OF IOWA. WITH FEW EXCEPTIONS, THE ORGANIZATIONS ARE NO LONGER SUBJECT TO U S FEDERAL, STATE AND LOCAL OR NON-U S INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR YEARS BEFORE FISCAL YEAR 2009. MANAGEMENT OF THE ORGANIZATIONS BELIEVES THEY HAVE NO MATERIAL UNCERTAIN TAX POSITIONS AND, ACCORDINGLY, THEY HAVE NOT RECOGNIZED ANY LIABILITY FOR UNRECOGNIZED TAX BENEFITS. ANY INTEREST AND PENALTY PAYMENTS WOULD BE RECORDED IN SEPARATE ACCOUNTS WITHIN OPERATING EXPENSES.
PART XI, LINE 8 - OTHER ADJUSTMENTS		INCOME OF SUBSIDIARY 30,931
PART XII, LINE 2D - OTHER ADJUSTMENTS		INCOME OF SUBSIDIARY 30,931

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization
IOWA SOYBEAN ASSOCIATION

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

OMB No 1545-0047

2011

Open to Public
Inspection

Employer identification number
42-6127197

Part I

General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Use Part IV and Schedule I-1 (Form 990) if additional space is needed ▶ ☐

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance

2

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3

Enter total number of other organizations listed in the line 1 table ▶

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance
(1) AGRICULTURAL SCHOLARSHIP PROGRAM	9	12,500			

Part IV

Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
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Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization
IOWA SOYBEAN ASSOCIATION

Employer identification number
42-6127197

Part I

Questions Regarding Compensation

	Yes	No
1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items ☐ First-class or charter travel ☐ Travel for companions ☐ Tax idemnification and gross-up payments ☐ Discretionary spending account ☐ Housing allowance or residence for personal use ☐ Payments for business use of personal residence ☐ Health or social club dues or initiation fees ☐ Personal services (e g , maid, chauffeur, chef)		
b If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain	1b	
2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2	
3 Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply ☒ Compensation committee ☐ Independent compensation consultant ☒ Form 990 of other organizations ☒ Written employment contract ☒ Compensation survey or study ☒ Approval by the board or compensation committee		
4 During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization		
a Receive a severance payment or change-of-control payment?	4a	No
b Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	No
c Participate in, or receive payment from, an equity-based compensation arrangement?	4c	No
If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III		
Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.		
5 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of		
a The organization?	5a	
b Any related organization?	5b	
If "Yes," to line 5a or 5b, describe in Part III		
6 For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of		
a The organization?	6a	
b Any related organization?	6b	
If "Yes," to line 6a or 6b, describe in Part III		
7 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7	
8 Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III	8	
9 If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	9	

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) KIRK LEEDS	(i)	252,917	0	0	0	30,525	283,442	0
	(ii)	0	0	0	0	0	0	0
(2) DONNA DONOVAN	(i)	127,779	0	0	2,127	22,973	152,879	0
	(ii)	0	0	0	0	0	0	0
(3) TRACY BLACKMER	(i)	151,892	0	0	612	24,307	176,811	0
	(ii)	0	0	0	0	0	0	0
(4) LINDA FUNK	(i)	140,900	0	0	1,304	15,977	158,181	0
	(ii)	0	0	0	0	0	0	0
(5) DAVID WRIGHT	(i)	133,307	0	0	435	23,403	157,145	0
	(ii)	0	0	0	0	0	0	0
(6) ROGER WOLF	(i)	130,961	0	0	1,331	23,349	155,641	0
	(ii)	0	0	0	0	0	0	0

Part III **Supplemental Information**

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
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SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
IOWA SOYBEAN ASSOCIATION

Employer identification number
42-6127197

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 6	REGULAR MEMBERS - ANY ACTUAL PRODUCER OF SOY BEANS IN IOWA WHO CONSENTS TO MEMBERSHIP REGULAR MEMBERS PAY NO DUES POLICY MEMBERS - ANY REGULAR MEMBER WHO PAYS DUES AS FIXED BY THE BOARD SHALL BE A POLICY MEMBER AND MAY VOTE ON POLICY RESOLUTIONS AND SERVE AS A VOTING DELEGATE ASSOCIATE MEMBER - NONVOTING MEMBER WHO IS NOT AN ACTUALY PRODUCER OF SOY BEANS
	FORM 990, PART VI, SECTION A, LINE 7A	ALL SOY BEAN PRODUCERS, WHETHER OR NOT A MEMBER OF THE IOWA SOY BEAN ASSOCIATION, SHALL BE ENTITLED TO VOTE IN THE ELECTION OF DIRECTORS
	FORM 990, PART VI, SECTION B, LINE 11	ALL BOARD MEMEBERS WILL RECIEVE A COPY OF THE 990 FOR THEIR REVIEW THE EXECUTIVE COMMITTEE WILL REVIEW THE 990 IN DETAIL
	FORM 990, PART VI, SECTION B, LINE 12C	ON AN ANNUAL BASIS THE BOARD IS REQUIRED TO COMPLETE A FORM LISTING ALL POTENTIAL CONFLICTS IF THE BOARD WISHES TO DISCUSS A CONTRACT OR OTHER PROPOSED ACTION INVOLVING A DIRECTOR OR ENTITY IN WHICH THE DIRECTOR HAS A PERSON INTEREST, THE BOARD SHALL STRICTLY ADHERE TO THE FOLLOWING POLICY A) THE INTERESTED DIRECTOR MUST FULLY DISCLOSE TO THE BOARD THE DIRECTOR'S PERSONAL INTEREST IN THE PROPOSAL, B) THE INTERESTED DIRECTOR MAY EXPLAIN THE BENETIFS OF THE PROPOSAL TO THE BOARD AND PARTICIPATE IN SOME DISCUSSION OF THE PROPOSAL HOWEVER, THE DIRECTOR MUST THEN LEAVE THE MEETING TO ALLOW THE REMAINING DIRECTORS TO DISCUSS THE PORPOSAL WITHOUT THE PRESENCE OF THE INTERESTED DIRECTOR, C) THE INTERESTED DIRECTOR SHALL NOT BE ELIGIBLE TO VOTE IN REGARD TO ANY ASPECT OF THE PROPOSAL, D) THE BOARD MUST CONSIDER WHETHER THE PORPOSAL IS FAIR AND REASONABLE TO THE IOWA SOY BEAN ASSOCIATION, AND MUST CONSIDER THE PROPOSED RELATIONSHIP OBJECTIVE AS IF THE INTERESTED DIRECTOR WOULD NOT BENEFIT FROM THE RELATIONSHIP THE BOARD SHALL AVOID ALL APPEARANCES OF IMPROPRIETY EX OFFICIOS MUST ABIDE BY THIS SAME POLICY AN ANNUAL REVIEW IS ALSO CONDUCTED BY 3 DISINTERESTED PERSONS WHO ARE FAMILIAR WITH THE ON-FARM PROJECTS TO DETERMINE WHETHER THERE IS ANY CONFLICT OF INTEREST WITH ANY DIRECTOR PARTICIPATING IN THE IOWA SOY BEAN ASSOCIATION ON-FARM DEMONSTRATIONS OR RESEARCH PROJECTS
	FORM 990, PART VI, SECTION B, LINE 15	IN SETTING THE COMPENSATION OF THE EXECUTIVE OFFICER OR ANY KEY EMPLOYEE, THE IOWA SOY BEAN ASSOCIATION WILL OPERATE PURSUANT TO THE FOLLOWING PROCEDURE THE COMPENSATION PACKAGE WILL BE DETERMINED BY THE FULL IOWA SOY BEAN ASSOCIATION EXECUTIVE COMMITTEE AND REPORTED TO THE ENTIRE BOARD IN EXECUTIVE SESSION THE COMPENSATION PACKAGE WILL INCLUDE CASH AND NON-CASH COMPENSATION OF ALL KINDS EITHER THE FULL BOARD OR A COMMITTEE THEREOF WILL FIRST CONDUCT A THOROUGH EVALUATION OF THE EMPLOYEE'S PERFORMANCE THE EXECUTIVE COMMITTEE WILL OBTAIN COMPARABILITY DATA BEFORE FIXING THE COMPENSATION COMPARABILITY DATA INCLUDES COMPENSATION LEVELS PAID BY SIMILARLY SITUATED ORGANIZATIONS FOR FUNCTIONALLY COMPARABLE POSITIONS RELEVANT DATA WILL ASLO INCLUDE SIMILAR POSITIONS IN THE UNITED STATES, INDEPENDENT SURVEYS BY NATIONALLY RECOGNIZED FIRMTS, AND WRITTEN OFFERS COMPETING FOR THE SERVICES OF THE STAFFER IN QUESTION THE EXECUTIVE COMMITTEE WILL DOCUMENT THE DECISION REACHED ADN THE RATIONALE FOR IT AND THEN MAINTAIN THOSE RECORDS FOR 5 YEARS
	FORM 990, PART VI, SECTION C, LINE 19	DOCUMENTS ARE AVAILABLE TO THE PUBLIC UPON REQUEST
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED GAINS ON INVESTMENTS 581 INCOME OF SUBSIDIARY 30,931 TOTAL TO FORM 990, PART XI, LINE 5 31,512

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
IOWA SOYBEAN ASSOCIATION

Employer identification number
42-6127197

Part I Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION 1255 SW PRAIRIE TRAILI PKWY ANKENY, IA 50023 42-1510504	PROMOTION AND RESEARCH FOR AGRICULTURAL TECHNOLOGY	IA	501(C)(3)	PF	IOWA SOYBEAN ASSOCIATION		No
(2) SOY FOR LIFE FOUNDATION 1255 SW PRAIRIE TRAILI PKWY ANKENY, IA 50023 20-3785882	PROMOTION AND DEVELOPMENT OF SOYBEAN FOODS & INGREDIENTS	IA	501(C)(3)	11B	IOWA SOYBEAN ASSOCIATION		No
(3) THE SOYFOODS COUNCIL 1255 SW PRAIRIE TRAILI PKWY ANKENY, IA 50023 30-0402242	PROMOTION OF SOYBEAN FOODS & FOOD INGREDIENTS	IA	501(C)(6)		IOWA SOYBEAN ASSOCIATION		No

Part III

Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV

Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
(1) ISA MANAGEMENT SOLUTIONS INC 1255 SW PRAIRIE TRAIL PKWY ANKENY, IA 50023 42-1503605	PROMOTE SOYBEAN AGRICULTURE	IA	IOWA SOYBEAN ASSOCIATION	C	30,931	729,749	100 000 %

Part V

Transactions With Related Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35, 35A, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III or IV

1

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a

Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to related organization(s)

c

Gift, grant, or capital contribution from related organization(s)

d

Loans or loan guarantees to or for related organization(s)

e

Loans or loan guarantees by related organization(s)

f

Sale of assets to related organization(s)

g

Purchase of assets from related organization(s)

h

Exchange of assets with related organization(s)

i

Lease of facilities, equipment, or other assets to related organization(s)

j

Lease of facilities, equipment, or other assets from related organization(s)

k

Performance of services or membership or fundraising solicitations for related organization(s)

l

Performance of services or membership or fundraising solicitations by related organization(s)

m

Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

n

Sharing of paid employees with related organization(s)

o

Reimbursement paid to related organization(s) for expenses

p

Reimbursement paid by related organization(s) for expenses

q

Other transfer of cash or property to related organization(s)

r

Other transfer of cash or property from related organization(s)

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

Yes

Yes

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds			
(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION	N	39,948	TIME SPENT
(2) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION	O	16,233	ACTUAL CASH PAID
(3) SOY FOR LIFE FOUNDATION	O	700	ACTUAL CASH PAID
(4) ISA MANAGEMENT SERVICES INC DBA AGINSIGHT	N	1,096,758	TIME SPENT
(5) ISA MANAGEMENT SERVICES INC DBA AGINSIGHT	O	124,613	ACTUAL CASH PAID
(6)			

Schedule R (Form 990) 2011

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII

Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation	
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