



American Soybean Association

Headquartered in St. Louis, Mo.,
with an office in Washington, D.C.

Mission and Vision

ASA Mission

To advocate for U.S. soy farmers on policy and trade.

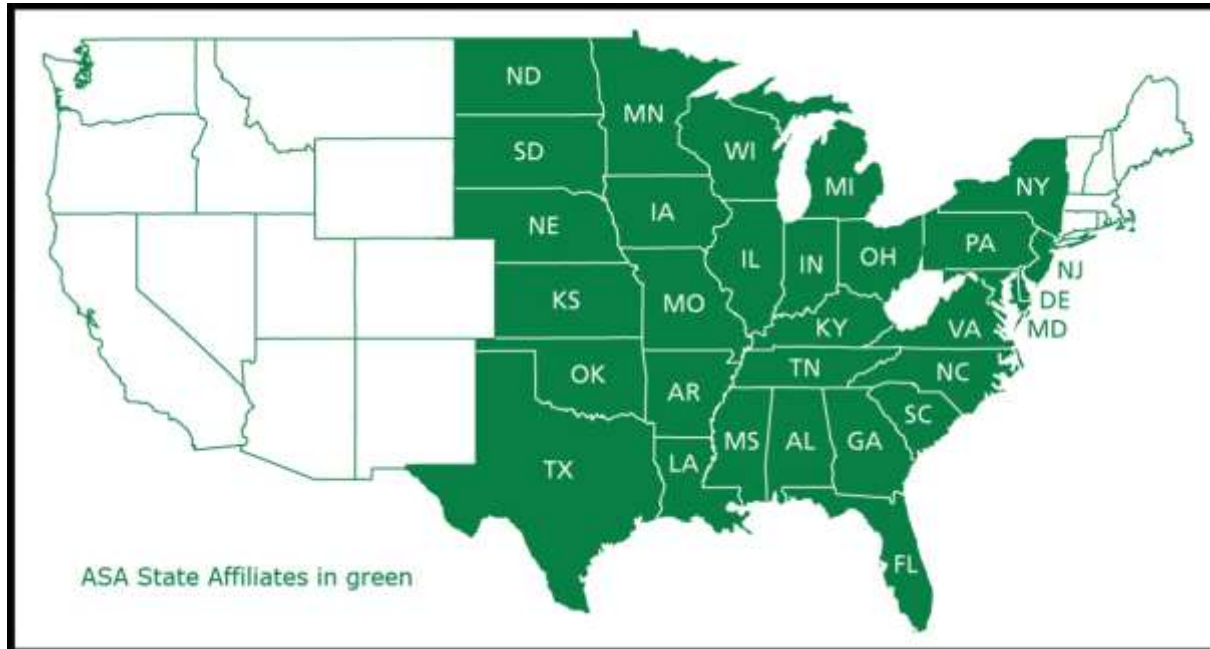
ASA Vision

To be a nimble, responsive, and highly effective agriculture policy organization.

ASA Is Implementing Strategic Plan Goals

- Enhance ASA's focus on policy, trade, and regulatory issues.
- Provide additional financial resources for policy work through new opportunities for states to invest in ASA.
- Provide state affiliates with flexibility in membership structure and dues amounts.
- Enhance the ASA Board's responsibility in policy and advocacy efforts.

26 State/Regional ASA Affiliates Representing 30 Soybean Producing States



ASA Policy Successes in 2016

- **Biotech Foods** – Secured passage of the National Biotech Food Labeling Standard that prevented a patchwork of state laws
- **Biodiesel** – Successfully pressed EPA to increase Renewable Fuel Standard (RFS) volumes for biodiesel and advanced biofuels
- **Farm Bill** - ASA took the lead in organizing seven meetings of farm organizations to discuss positions and concerns regarding the next farm bill.
- **Crop Protection** - ASA was an active advocate at the EPA and through the courts to support soybean farmer access to crop protection products.
- **Record Exports** – Our actions to expand trade opportunities through trade agreements and market access helped achieve a new record-setting level of exports. In total, over 60% of U.S. soy production was exported.

ASA Policy Actions Focus on Three Areas

1. Protecting the Soybean Farmer's Freedom to Operate

Some of the most important decisions affecting a farmer's soybean operation are made by lawmakers and officials who have never set foot in a soybean field.

2. Building Domestic Demand

U.S. soybean production and demand must remain viable and sustainable to ensure soybean farmer profitability now and in the future.

3. Expanding International Demand and Market Access

More than 60% of the U.S. soybean crop is exported. We need access to the 96% of the world's population that lives outside the United States.

Key Areas of Focus for 2017

Competitiveness

- **Transportation and Infrastructure** – Ensuring that soy farmer priorities are included in any Infrastructure bill passed
- **Tax Reform** – Congress and Administration plan to rewrite tax code
- **Farm Bill** – Developing positions for 2018 Farm Bill
- **New Plant Breeding Technologies** (gene editing, etc.) – Ensuring that they aren't regulated like biotech
- **Biotech Food Labeling** – Ensuring USDA writes the regulations correctly

Key Areas of Focus for 2017

Building Domestic Demand

- **Renewable Fuel Standard (RFS)** – Growing RFS volume requirements
- **Biodiesel Tax Incentive** – Renewal & shift to producers credit
- **Aquaculture** – Development of regulatory plans that allow domestic off-shore production
- **Federal Budgets and Appropriations**
- **Soy Sustainability**

Key Areas of Focus for 2017

Expanding International Demand and Market Access

- **Trade in General** – Work with incoming Trump Administration to stress importance of trade to soybean farmers and U.S. agriculture
- **Asia-Pacific** – Develop bilateral or plurilateral agreements to replace TPP (if it is dead)
- **NAFTA** – Protect U.S. agriculture’s gains and benefits if NAFTA is renegotiated
- **Cuba** – Continue work to lift embargo and expand food trade
- **Market Development** - Through USSEC and WISHH

ASA Focused on Policy & Trade

- Resources shifted from St. Louis to our Washington, D.C. Office
- ASA's DC Office has 6 lobbyists, 2 policy communicators
- ASA's DC Staff Team welcomes opportunity to provide regular updates via conference call during your board meetings
- ASA Board of Directors divided into 8 different Advocacy Teams

Trade

Environment & Regulatory

Transportation

Biotechnology

Biodiesel & New Uses

Research & Ag Data

Farm Programs & Crop Insurance

Aquaculture, Nutrition, Soy Foods

- SoyPAC supports Members of Congress that champion our issues

A thick, solid green curved line starts from the left edge of the slide and curves upwards and to the right, ending near the top center.

**Thank you for supporting your
state soybean association and the
American Soybean Association.**



Kevin Scott
Valley Springs, SD

Kevin Scott, a farmer from Valley Springs, S.D., has been on the American Soybean Association's Board of Directors since 2012. He serves on ASA's executive committee as an at-large member, on the Trade, Policy and International Affairs committee and as one of the U.S. Soybean Export Council (USSEC) board members. Scott also serves as a member of the BTWG, representing USSEC, and is a member of the AG Rail Business Council, where he represents ASA.

Scott served as president and a member of the South Dakota Soybean Association (SDSA) board for more than 10 years before terming off the board. He still serves as a national policy issues lead for SDSA and provides any other support the state needs.

Scott and his wife farm in southeast South Dakota on a fourth generation operation that began in 1886. They farm with a brother, nephew and son. The Scotts have a variety of ag related investments in livestock and other value added projects.

Scott has an associate degree in agriculture from South Dakota State University.

He and his wife have six children. Scott says his priorities are faith, family and hard work.