

First Purchaser Meeting 3-28-2019

Meeting hosted by the Pennsylvania
Soybean Board







Your Questions

- What are you hoping to learn today?
- What questions do you want answered today?



Section 1 of Binder

- The Pennsylvania Soybean Board shall be comprised of seven (7) to eleven (11) members representing soybean farmers across the Commonwealth. An individual eligible to serve on the board shall be engaged with the production of soybeans.
 - The Board shall meet on a periodic basis to allocate funds collected for the following:
 - Soybean promotion – state, national and worldwide.
 - To fund or partially fund research for soybean production.
 - To fund or partially fund research for utilization of soybeans of soybean products.
 - To fund education programs for soybean farmers and soybean consumers.
 - Cost of solicitation, collection and other business cost of operation of the Program.
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Section 1 of Binder

Soybean Board Objectives from 2016 Strategic Planning Process
(in order of ranked importance to the Board)

Advance Animal Agriculture in Pennsylvania and the Eastern Region.

Pennsylvania and Eastern Region Soybean Farmers are aware of and use sustainable production practices.

Key influencers and decision makers understand the benefits of GMO production.

Pennsylvania and Eastern Region Soybean Farmers use new varieties of soybeans, including high oleic soybeans.

Key influencers and decision makers understand the issues and benefits and challenges of Agriculture in Pennsylvania and the Eastern Region.

Promote the use of biofuels and bioheat through partnering opportunities.





Section 1 of Binder

- Soybean Board has independent contract staff
- PA's duties with the Eastern Region Soybean Board
- What have the checkoff funds accomplished?
- PA Soybean Board connection to United Soybean Board
- Can the checkoff be terminated?

Section 2 of Binder

- Cycle of Checkoff Funds

Section 3 of Binder

- United Soybean Board accomplishments
- Ability to vote at local FSA Office on Soybean Checkoff

10 Minute Break



Section 4 of Binder

- **Communications and Outreach – Holly Slegowski, HB Fritz, Inc.**
- **Overview of Research Projects – Dr. Paul Esker, Penn State University**

Section 5 of Binder

- LS 46 Forms – Form submitted quarterly to office
- Typical Issues found on forms during the audit:
 - Collecting checkoff from a connected entity
 - Allowable deductions: there are only 3 allowable deductions: Moisture, Damage and Foreign Materials

Section 6 of Binder

- LS 48 Forms – Chain of Custody



Section 7 of Binder

- Organic Exemption
 - This is an annual exemption the farmer must complete and submit to United Soybean Board
 - First Purchaser needs a copy of the approved exemption from United Soybean Board otherwise the checkoff must be assessed
 - Auditor (BSSF) will ask to see the organic exemption forms and certificate approved by United Soybean Board
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Section 8 of Binder

- Listing of when LS 46 (from Section 5) must be submitted to the PA Soybean Office
- **File Retention & First Purchaser Audits and Penalties – Steven Guenther, CPA with BSSF**
 - BSSF will look at the total purchasers per quarter and see if there is a difference between this number and what was remitted on the LS 46. If there is a difference, the First Purchaser will need to show why (where their organic beans, where there LS 48 forms to show the difference, etc).

Section 9 of Binder

- Frequently Asked Questions for your reference

Section 10 of Binder

- Overview of bushels reported to PA Soybean Board since FY 2013-2014
- Soybean Information related to PA

Section 11 of Binder

- Soybean Board is always seeking director nominations for both the PA Board as well as the United Soybean Board

Section 12 of Binder

- Examples of types of information available to soybean farmers

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PSBTM
PENNSYLVANIA SOYBEAN BOARD
Progress Powered by U.S. Farmers



National Biodiesel Program

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Section 13 of Binder

- The Soybean Board wants your insight – What do First Purchasers need from the Soybean Board

Section 14 of Binder

- The Soybean Board wants your insight – What do you hear from soybean farmers as their concerns of the checkoff or what they would like to see from the checkoff?

Questions and Thoughts from Today?

Thank you for
attending and never
hesitate to contact
the board or staff

