

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 private foundations)

Do not enter social security numbers on this form as it may be made public

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047
2018
Open to Public Inspection

A For the **2019** calendar year, or tax year beginning **10-01-2018**, and ending **09-30-2019**

B Check if applicable:
 Address change
 Name change
 Initial return
 Final 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) Room/suite: 1255 SW PRAIRIE TRAIL PARKWAY
 City or town, state or province, country, and ZIP or foreign postal code: ANKENY, IA 50023

D Employer identification number: 42-6127197
E Telephone number: (515) 251-8640
G Gross receipts \$ 25,982,173

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 subordinates? Yes No
H(b) Are all subordinates 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

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

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)	22
4 Number of independent voting members of the governing body (Part VI, line 1b)	22
5 Total number of individuals employed in calendar year 2018 (Part V, line 2a)	88
6 Total number of volunteers (estimate if necessary)	24
7a Total unrelated business revenue from Part VIII, column (C), line 12	462,592
7b Net unrelated business taxable income from Form 990-T, line 34	0

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	327,075	293,480
9 Program service revenue (Part VIII, line 2g)	33,010,208	27,164,881
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	157,630	251,964
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	660,689	-1,728,152
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	34,155,602	25,982,173
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0	0
14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	9,689,108	7,574,373
16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b Total fundraising expenses (Part IX, column (D), line 25) ▶0		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	24,084,341	21,597,622
18 Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	33,773,449	29,171,995
19 Revenue less expenses Subtract line 18 from line 12	382,153	-3,189,822

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	24,993,704	26,342,959
21 Total liabilities (Part X, line 26)	7,033,634	11,624,547
22 Net assets or fund balances Subtract line 21 from line 20	17,960,070	14,718,412

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: ***** Date: 2020-06-26
 KIRK LEEDS CHIEF EXECUTIVE OFFICER
 Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: Preparer's signature: Date: 2020-06-26
 Check if self-employed PTIN: P00075113
 Firm's name: ▶ BERGANKDV LTD Firm's EIN: ▶ 41-1431613
 Firm's address: ▶ 12100 MEREDITH DR SUITE 200 URBANDALE, IA 50323 Phone no: (515) 727-5700

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission

THE CORPORATION IS ORGANIZED FOR THE BETTERMENT OF THE CONDITIONS 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 [X] 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 [X] 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 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 \$) See Additional Data

4b (Code) (Expenses \$ including grants of \$) (Revenue \$) See Additional Data

4c (Code) (Expenses \$ including grants of \$) (Revenue \$) See Additional Data

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

ORGANIZATIONAL - PARTNERSHIP OPPORTUNITIES TO SUPPORT ISA PROGRAMS, PUBLIC AFFAIRS AND MEMBERSHIP - WORK ON MATTERS AFFECTING SOYBEAN PRODUCERS RELATED TO PUBLIC POLICY AND INDUSTRY RELATIONS, COMMUNICATION WITH ELECTED OFFICIALS AND GOVERNMENTAL REPRESENTATIVES, AND ASSOCIATION POLICY MEMBERSHIP RECRUITMENT , COMPETITIVENESS AND MONITORING - THE KEY FOCUS AREA OF THE PROGRAM IS TO MONITOR ISSUES RELATED TO THE COMPETITIVENESS OF IOWA'S SOYBEAN FARMERS AS PART OF A GLOBAL MARKETPLACE IN SUCH AREAS AS TRADE AGREEMENTS, SUSTAINABILITY, DOMESTIC FARM PROGRAMS AND ENVIRONMENT REGULATIONS

4d Other program services (Describe in Schedule O) (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses

Part IV Checklist of Required Schedules

Table with 3 columns: Question ID, Question Text, Yes, No. Rows include questions 1 through 22 regarding organizational requirements, such as political activities, lobbying, and financial reporting.

Part IV Checklist of Required Schedules (continued)

		Yes	No
23	Did the organization answer "Yes" to Part VII, Section A, line 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>	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 lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
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?		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) 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>		
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>		
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		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>		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>		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 direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		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>		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		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>		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>		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	Yes	
b	If 'Yes' to line 35a, 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>	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>		
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>		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	Yes	

2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return		2a	88		
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)		2b		Yes	
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?		3a		Yes	
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O		3b		Yes	
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, securities account, or other financial account)?		4a			No
b If "Yes," enter the name of the foreign country ▶ _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)					
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a			No
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b			No
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		5c			
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 as charitable contributions?		6a			No
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b			
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			No
b If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b			
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c			No
d If "Yes," indicate the number of Forms 8282 filed during the year		7d			
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e			
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f			
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g			
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h			
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		8			
9a Did the sponsoring organization make any taxable distributions under section 4966?		9a			
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		9b			
10 Section 501(c)(7) organizations. Enter					
a Initiation fees and capital contributions included on Part VIII, line 12		10a			
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities		10b			
11 Section 501(c)(12) organizations. Enter					
a Gross income from members or shareholders		11a			
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)		11b			
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		12a			
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year		12b			
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. See the instructions for additional information the organization must report on Schedule O		13a			
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans		13b			
c Enter the amount of reserves on hand		13c			
14a Did the organization receive any payments for indoor tanning services during the tax year?		14a			No
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		14b			
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N		15			No
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O		16			No

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 or note to any line in this Part VI



Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include: 1a Enter the number of voting members of the governing body at the end of the tax year; 1b Enter the number of voting members included in line 1a, above, who are independent; 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?; 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?; 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?; 5 Did the organization become aware during the year of a significant diversion of the organization's assets?; 6 Did the organization have members or stockholders?; 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?; 7b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?; 8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following; 8a The governing body?; 8b Each committee with authority to act on behalf of the governing body?; 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.

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

Table with 3 columns: Question, Yes, No. Rows include: 10a Did the organization have local chapters, branches, or affiliates?; 10b 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?; 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?; 11b Describe in Schedule O the process, if any, used by the organization to review this Form 990; 12a Did the organization have a written conflict of interest policy? If "No," go to line 13; 12b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?; 12c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done; 13 Did the organization have a written whistleblower policy?; 14 Did the organization have a written document retention and destruction policy?; 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?; 15a The organization's CEO, Executive Director, or top management official; 15b Other officers or key employees of the organization; 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?; 16b 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?

Section C. Disclosure

Table with 2 columns: Question, Answer. Rows include: 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-A 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 [x] Upon request [] Other (explain in Schedule O); 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 during the tax year; 20 State the name, address, and telephone number of the person who possesses the organization's books and records: DONNA DONOVAN 1255 SW PRAIRIE TRAIL PARKWAY ANKENY, IA 50023 (515) 251-8640

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a			
	b Membership dues	1b	114,285		
	c Fundraising events	1c			
	d Related organizations	1d			
	e Government grants (contributions)	1e			
	f All other contributions, gifts, grants, and similar amounts not included above	1f	179,195		
	g Noncash contributions included in lines 1a - 1f \$ _____				
	h Total. Add lines 1a-1f		293,480		
Program Service Revenue	2a NATIONAL CHECKOFF ASSESSMENT	Business Code			
		110000	23,506,018	23,506,018	
	b CONTRACT REVENUE	110000	3,022,729	3,022,729	
	c CORPORATE SPONSORSHIP	900099	636,134	636,134	
	d _____				
	e _____				
	f All other program service revenue				
g Total. Add lines 2a-2f		27,164,881			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		241,742		241,742
	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		10,222		
	c Gain or (loss)		0		
	d Net gain or (loss)		10,222	10,222	
	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	220,850		220,850	
b OTHER INCOME	900099	59,206	59,206		
c PENSION ADJUSTMENT	900099	-2,008,208	-2,008,208		
d All other revenue					
e Total. Add lines 11a-11d		-1,728,152			
12 Total revenue. See Instructions		25,982,173	25,226,101	462,592	0

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).

Check if Schedule O contains a response or note to any line in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.				
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees	692,513			
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	4,867,443			
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)	745,520			
9 Other employee benefits	898,526			
10 Payroll taxes	370,371			
11 Fees for services (non-employees)				
a Management				
b Legal	6,908			
c Accounting	30,850			
d Lobbying	50,000			
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	1,631,811			
12 Advertising and promotion	1,974,079			
13 Office expenses	538,143			
14 Information technology				
15 Royalties				
16 Occupancy	106,869			
17 Travel	731,783			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	363,244			
20 Interest	13,164			
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	416,203			
23 Insurance	82,516			
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a CHECKOFF ASSESSMENT	12,550,742			
b RESEARCH	1,851,639			
c GENERAL SPONSORSHIP	651,736			
d INFORMATION TECHNOLOGY	304,483			
e All other expenses	293,452			
25 Total functional expenses. Add lines 1 through 24e	29,171,995			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part IX

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	7,248,183	1	6,159,083
	2 Savings and temporary cash investments	6,153,776	2	6,275,437
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	2,907,677	4	5,635,697
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) 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	230,878	9	159,262
	10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a 12,396,299		
	b Less accumulated depreciation	10b 4,831,922	7,850,686	10c 7,564,377
	11 Investments—publicly traded securities	9,726	11	9,485
	12 Investments—other securities See Part IV, line 11	520,657	12	468,686
	13 Investments—program-related See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets See Part IV, line 11	72,121	15	70,932
16 Total assets. Add lines 1 through 15 (must equal line 34)	24,993,704	16	26,342,959	
Liabilities	17 Accounts payable and accrued expenses	3,820,892	17	6,057,125
	18 Grants payable		18	
	19 Deferred revenue	861,326	19	1,025,676
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability Complete Part IV of Schedule D		21	
	22 Loans and other 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	42,007	23	
	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	2,309,409	25	4,541,746
	26 Total liabilities. Add lines 17 through 25	7,033,634	26	11,624,547
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	17,960,070	27	14,718,412
	28 Temporarily restricted net assets		28	
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> 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	17,960,070	33	14,718,412	
34 Total liabilities and net assets/fund balances	24,993,704	34	26,342,959	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	25,982,173
2	Total expenses (must equal Part IX, column (A), line 25)	2	29,171,995
3	Revenue less expenses Subtract line 2 from line 1	3	-3,189,822
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	17,960,070
5	Net unrealized gains (losses) on investments	5	135
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	-51,971
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	14,718,412

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

- 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?
 If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both
 Separate basis Consolidated basis Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant?
 If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both
 Separate basis Consolidated basis Both consolidated and separate basis
- c** If "Yes," to line 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
- 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?
- 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	No
2a		No
2b	Yes	
2c	Yes	
3a		No
3b		

Additional Data

Software ID:

Software Version:

EIN: 42-6127197

Name: IOWA SOYBEAN ASSOCIATION

Form 990 (2018)

Form 990, Part III, Line 4a:

SUPPLY - CONDCUT ON-FARM RESEARCH TO STABILIZE AND INCREASE YIELD WHILE IMPROVING PRODUCTION EFFICIENCY AND THE ENVIRONMENT THE PRIMARY FOCUS OF THIS OBJECTIVE IS TO HELP GROWERS BECOME MORE PROFITABLE BY COLLECTING SCIENCE-BASED INFORMATION RELATING TO CROP PRODUCTION

Form 990, Part III, Line 4b:

INFORMATION AND EDUCATION - THE INFORMATION AND EDUCATION OBJECTIVE IS DRIVEN TO DELIVER GROWTH AND ENGAGEMENT OF FARMER MEMBERS IN ASSOCIATION ACTIVITIES, GREATER AWARENESS OF IOWA SOYBEAN ASSOCIATION AMONG TARGET AUDIENCES, COMPELLING CONTENT THAT EMPOWERS SOYBEAN FARMERS TO BE MORE PRODUCTIVE AND PROFITABLE AND INCREASED TRUST AMONG FOOD-MINDED IOWANS IN MODERN AGRICULTURE AND ALL THINGS RELATED TO SOYBEAN PRODUCTION AND CONSUMPTION

Form 990, Part III, Line 4c:

DEMAND - INCREASE DEMAND OF IOWA SOYBEANS BY MEETING THE NEEDS OF OUR CUSTOMERS THIS PROGRAM'S MAIN GOAL IS TO INCREASE AND MAINTAIN EXPORT OF WHOLE SOYBEAN, SOYBEAN MEAL, AND PORK AND POULTRY PRODUCTS THROUGH MARKET DEVELOPMENT AND PROMOTIONAL EFFORTS

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
BRENT SWART DIRECTOR	1 00	X						2,247	0	0
RICK JUCHEMS DIRECTOR	1 00	X						900	0	0
ROLLAND SCHNELL DIRECTOR - THROUGH 9/5	1 00	X						3,519	0	0
JEFF JORGENSON PRESIDENT ELECT - BEGINNING 9/5	1 00	X		X				1,390	0	0
APRIL HEMMES DIRECTOR	1 00	X						600	0	0
LAVERNE ARNDT DIRECTOR - THROUGH 9/5	1 00	X						4,295	0	0
SUZANNE SHIRBROUN DIRECTOR	1 00	X						700	0	0
DAVE WALTON TREASURER - BEGINNING 9/5	1 00 2 50	X		X				6,072	0	0
WARREN BACHMAN DIRECTOR	1 00	X						4,109	0	0
MOREY HILL DIRECTOR	1 00	X						5,280	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
ROBB EWOLDT SECRETARY - BEGINNING 9/5	1 00 2 50	X		X				2,500	0	0
LINDSAY GREINER PAST PRESIDENT	1 00 2 50	X						9,138	0	0
BILL SHIPLEY DIRECTOR	1 00 2 50	X						7,813	0	0
PAT SWANSON DIRECTOR	1 00 2 50	X						5,137	0	0
RANDY MILLER AT-LARGE BEGINNING 9/5	1 00 2 50	X		X				4,738	0	0
TIM BARDOLE PRESIDENT - BEGINNING 9/5	1 00 2 50	X		X				6,731	0	0
CHUCK WHITE DIRECTOR	1 00 2 50	X						700	0	0
BRENT RENNER DIRECTOR	1 00 2 50	X						1,422	0	0
CASEY SCHLICHTING DIRECTOR	1 00 2 50	X						2,300	0	0
JEFF FRANK DIRECTOR	1 00 2 50	X						1,200	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors										
(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
TOM ADAM DIRECTOR	1 00	X						3,096	0	0
MARTY DANZER DIRECTOR - BEGINNING 9/5	1 00	X						0	0	0
STEPHANIE ESSICK DIRECTOR	1 00	X						4,602	0	0
TOM VINCENT DIRECTOR - BEGINNING 9/5	2 50	X						0	0	0
KIRK LEEDS CHEIF EXECUTIVE OFFICER	37 50			X				373,043	1,385	26,325
DONNA DONOVAN CHEIF FINANCIAL OFFICER	2 50			X				146,068	20,261	29,844
KAREY CLAGHORN CHEIF OPERATING OFFICER	40 00					X		217,272	0	33,048
MOLLY LOPEZ CERTIFIED ASSOCIATION EXEC	40 00					X		1,252	166,065	30,022
ED ANDERSON SR DIRECTOR OF SUPPLY & P	40 00					X		233,854	0	34,284
SEAN MCMAHON IAWA EXECUTIVE DIRECTOR	40 00					X		172,410	0	32,482

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
ROGER WOLF DIRECTOR OF ENVIRONMENTAL	40 00					X		138,013	22,448	36,325

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements
► Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
► Attach to Form 990.
► Go to www.irs.gov/Form990 for the latest information.

OMB No 1545-0047
2018
Open to Public Inspection

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" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of 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?	<input type="checkbox"/> Yes <input type="checkbox"/> No	
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can 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?	<input type="checkbox"/> Yes <input type="checkbox"/> No	

Part II Conservation Easements. Complete if the organization answered "Yes" on 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 education) Preservation of an historically important land area

Protection of natural habitat Preservation of a certified historic structure

Preservation of open space

2 Complete lines 2a through 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	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax 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, handling of violations, and enforcing conservation easements during the year ► _____

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, 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 section 170(h)(4)(B)(ii)? Yes No

9 In Part XIII, 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" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), 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 XIII, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116 (ASC 958), 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) Revenue included on 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 (ASC 958) relating to these items

a Revenue included on 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 acquisition, 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 XIII
- 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" on 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
- b** If "Yes," explain the arrangement in Part XIII and complete the following table
- | | Amount |
|-----------------------------------------|--------|
| 1c Beginning balance | |
| 1d Additions during the year | |
| 1e Distributions during the year | |
| 1f Ending balance | |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? . . . Yes No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on 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					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as
- a** Board designated or quasi-endowment ▶
 - b** Permanent endowment ▶
 - c** Temporarily restricted endowment ▶
- The percentages on lines 2a, 2b, and 2c should equal 100%
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by
- | | | |
|--------------------------------------------------------------------------------------------------------|-----|----|
| (i) unrelated organizations | Yes | No |
| (ii) related organizations | | |
| b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R? | | |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. 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
b Buildings		7,755,710	1,963,713	5,791,997
c Leasehold improvements		3,440,589	2,868,209	572,380
d Equipment				
e Other				
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) . . . ▶				7,564,377

Part VII Investments—Other Securities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12)	▶	

Part VIII Investments—Program Related. Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13)	▶	

Part IX Other Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15)	▶

Part X Other Liabilities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
DEFERRED COMPENSATION	59,435
PENSION LIABILITY	4,401,978
CAPITAL LEASE OBLIGATIONS	80,333
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25)	▶ 4,541,746

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	25,930,337
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
a	Net unrealized gains (losses) on investments	2a	135	
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII)	2d	-51,971	
e	Add lines 2a through 2d	2e		-51,836
3	Subtract line 2e from line 1	3		25,982,173
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 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b	4c		0
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)	5		25,982,173

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	29,171,995
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d	2e		0
3	Subtract line 2e from line 1	3		29,171,995
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 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b	4c		0
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)	5		29,171,995

Part XIII Supplemental Information

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, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any additional information

Return Reference	Explanation
See Additional Data Table	

Part XIII Supplemental Information *(continued)*

Return Reference	Explanation

Additional Data

Software ID:

Software Version:

EIN: 42-6127197

Name: IOWA SOYBEAN ASSOCIATION

Supplemental Information

Return Reference	Explanation
PART XI, LINE 2D - OTHER ADJUSTMENTS	EQUITY IN NET INCOME OF SUBSIDIARY -51,971

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 23.**
▶ **Attach to Form 990.**
▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

2018

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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 on Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items		
<input type="checkbox"/> First-class or charter travel <input type="checkbox"/> Travel for companions <input type="checkbox"/> Tax indemnification and gross-up payments <input type="checkbox"/> Discretionary spending account	<input type="checkbox"/> Housing allowance or residence for personal use <input type="checkbox"/> Payments for business use of personal residence <input type="checkbox"/> Health or social club dues or initiation fees <input type="checkbox"/> 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 of 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 directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?	2	
3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director Check all that apply Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III		
<input checked="" type="checkbox"/> Compensation committee <input type="checkbox"/> Independent compensation consultant <input checked="" type="checkbox"/> Form 990 of other organizations	<input checked="" type="checkbox"/> Written employment contract <input checked="" type="checkbox"/> Compensation survey or study <input checked="" type="checkbox"/> Approval by the board or compensation committee	
4 During the year, did any person listed on 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	Yes
c Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III	4c	No
Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.		
5 For persons listed on 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? If "Yes," on line 5a or 5b, describe in Part III	5b	
6 For persons listed on 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? If "Yes," on line 6a or 6b, describe in Part III	6b	
7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7	
8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8	
9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9	

Part III **Supplemental Information**

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

SCHEDULE O
(Form 990 or 990-EZ)**Supplemental Information to Form 990 or 990-EZ**

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

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No 1545-0047

2018**Open to Public Inspection**

Department of the Treasury

Name of the organization
IOWA SOYBEAN ASSOCIATION

Employer identification number

42-6127197

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	REGULAR MEMBERS - ANY ACTUAL PRODUCER OF SOYBEANS 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 ACTUAL PRODUCER OF SOYBEANS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 7A	ALL SOYBEAN PRODUCERS, WHETHER OR NOT A MEMBER OF THE IOWA SOYBEAN ASSOCIATION, SHALL BE ENTITLED TO VOTE IN THE ELECTION OF DIRECTORS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	ALL BOARD MEMEBERS WILL RECIEVE A COPY OF THE 990 FOR THEIR REVIEW THE EXECUTIVE COMMITTEE WILL REVIEW THE 990 IN DETAIL

990 Schedule O, Supplemental Information

Return Reference	Explanation
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 PERSONAL 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 BENEFITS 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 PROPOSAL 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 PROPOSAL IS FAIR AND REASONABLE TO THE IOWA SOYBEAN 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 SOYBEAN ASSOCIATION ON-FARM DEMONSTRATIONS OR RESEARCH PROJECTS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 15	IN SETTING THE COMPENSATION OF THE EXECUTIVE OFFICER OR ANY KEY EMPLOYEE, THE IOWA SOYBEAN ASSOCIATION WILL OPERATE PURSUANT TO THE FOLLOWING PROCEDURE THE COMPENSATION PACKAGE WILL BE DETERMINED BY THE FULL IOWA SOYBEAN 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 ALSO 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 AND THE RATIONALE FOR IT, AND THEN MAINTAIN THOSE RECORDS FOR 5 YEARS

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION C, LINE 19	DOCUMENTS ARE AVAILABLE TO THE PUBLIC UPON REQUEST

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990, PART XI, LINE 9	EQUITY IN NET LOSS OF SUBSIDIARY -51,971

**SCHEDULE R
(Form 990)**

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2018

**Open to Public
Inspection**

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Department of the Treasury
Internal Revenue Service

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 (if applicable) 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 entity?	
						Yes	No
(1) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION 1255 SW PRAIRIE TRAIL 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 TRAIL PKWY ANKENY, IA 50023 20-3785882	PROMOTION AND DEVELOPMENT OF SOYBEAN FOODS & INGREDIENTS	IA	501(C)(3)	12B	IOWA SOYBEAN ASSOCIATION		No
(3) SOYBEAN RESEARCH & DEVELOPMENT COUNCIL 1255 SW PRAIRIE TRAIL PKWY ANKENY, IA 50023 39-1899505	PROMOTION OF THE SOYBEAN INDUSTRY	IA	501(C)(5)		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	(i) Section 512 (b)(13) controlled entity?	
								Yes	No
(1) ISA MANAGEMENT SOLUTIONS INC 1255 SW PRAIRIE TRAIL PKWY ANKENY, IA 50023 42-1503605	PROMOTE SOYBEAN AGRICULTURE	IA	IOWA SOYBEAN ASSOCIATION	C	433,739	822,986	100 000 %		No

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

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

	Yes	No
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, or (iv) rent from a controlled entity		No
b Gift, grant, or capital contribution to related organization(s)		No
c Gift, grant, or capital contribution from related organization(s)		No
d Loans or loan guarantees to or for related organization(s)		No
e Loans or loan guarantees by related organization(s)		No
f Dividends from related organization(s)		No
g Sale of assets to related organization(s)		No
h Purchase of assets from related organization(s)		No
i Exchange of assets with related organization(s)		No
j Lease of facilities, equipment, or other assets to related organization(s)		No
k Lease of facilities, equipment, or other assets from related organization(s)		No
l Performance of services or membership or fundraising solicitations for related organization(s)		No
m Performance of services or membership or fundraising solicitations by related organization(s)		No
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	Yes	
o Sharing of paid employees with related organization(s)	Yes	
p Reimbursement paid to related organization(s) for expenses	Yes	
q Reimbursement paid by related organization(s) for expenses		No
r Other transfer of cash or property to related organization(s)		No
s Other transfer of cash or property from related organization(s)		No

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 related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION	O	255,458	TIME SPENT & ADMIN ALLOCATION
(2) ISA MANAGEMENT SOLUTIONS INC	O	1,138,452	TIME SPENT & ADMIN ALLOCATION
(3) ISA MANAGEMENT SOLUTIONS INC	P	387,225	ACTUAL CASH PAID
(4) AG TECHNOLOGY & ENVIRONMENTAL STEWARDSHIP FOUNDATION	P	71,590	ACTUAL CASH PAID

Part VI Unrelated Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

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.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(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		Yes	No	

Part VII **Supplemental Information**

Provide additional information for responses to questions on Schedule R (see instructions)

Return Reference	Explanation