



INTERNATIONAL EXPORTS BUILD DEMAND FOR U.S. SOY

International customers want high-quality, reliable products, and that's what U.S. soybean farmers keep delivering – literally. In the most recent marketing year of 2014-2015, the United States exported more than 2.3 billion bushels of U.S. soy, valued at more than \$27 billion.

International customers are able to reap the benefits of U.S. soy because of the confidence the U.S. soy industry provides them in delivering their products in a safe and efficient manner. The U.S. Soybean Export Council (USSEC) works hard to show that the U.S. soy industry is a trusted partner, providing its customers with a total quality experience: high-performing products delivered by the most reliable, consistent and sustainable soy supply chain in the world.

TOTAL EXPORTS
OF U.S. SOY

2.3 BILLION
BUSHELS

=

VALUE OF U.S.
SOY EXPORTS

\$27 BILLION

TOP THREE BUYERS
OF WHOLE U.S. SOYBEANS

1. CHINA
2. MEXICO
3. JAPAN

TOP THREE BUYERS
OF U.S. SOYBEAN OIL

1. MEXICO
2. DOMINICAN
REPUBLIC
3. PERU

TOP THREE BUYERS
OF U.S. SOYBEAN MEAL

1. MEXICO
2. PHILIPPINES
3. CANADA

U.S. Soy Exports Support the Value of U.S. Soy.
www.UnitedSoybean.org



Source: U.S. Census Bureau



Minnesota by the Numbers

During 2014, U.S. animal agriculture consumed an estimate 27.9 million tons of soybean meal, or the meal from about 1.2 billion bushels of U.S. soybeans.



PORK: used the meal from **36.5 MILLION BUSHELS** of Minnesota soybeans



TURKEYS: used the meal from **16 MILLION BUSHELS** of Minnesota soybeans



DAIRY COWS: used the meal from **7.3 MILLION BUSHELS** of Minnesota soybeans



EGG PRODUCTION: used the meal from **2.7 MILLION BUSHELS** of Minnesota soybeans

Poultry and livestock in Minnesota used the meal from over 66.4 million bushels of Minnesota soybeans in 2014, placing the state at #5 in the nation in terms of soybean meal consumption.

The Minnesota Soybean Research & Promotion Council (MSR&PC) oversees the investment of soybean checkoff dollars on behalf of approximately 25,000 farmers in our state. The council is governed by the rules of a federally mandated checkoff program that requires all soybean producers pay a fee on the soybeans they sell. This money is used to promote, educate and develop market opportunities for soybeans.

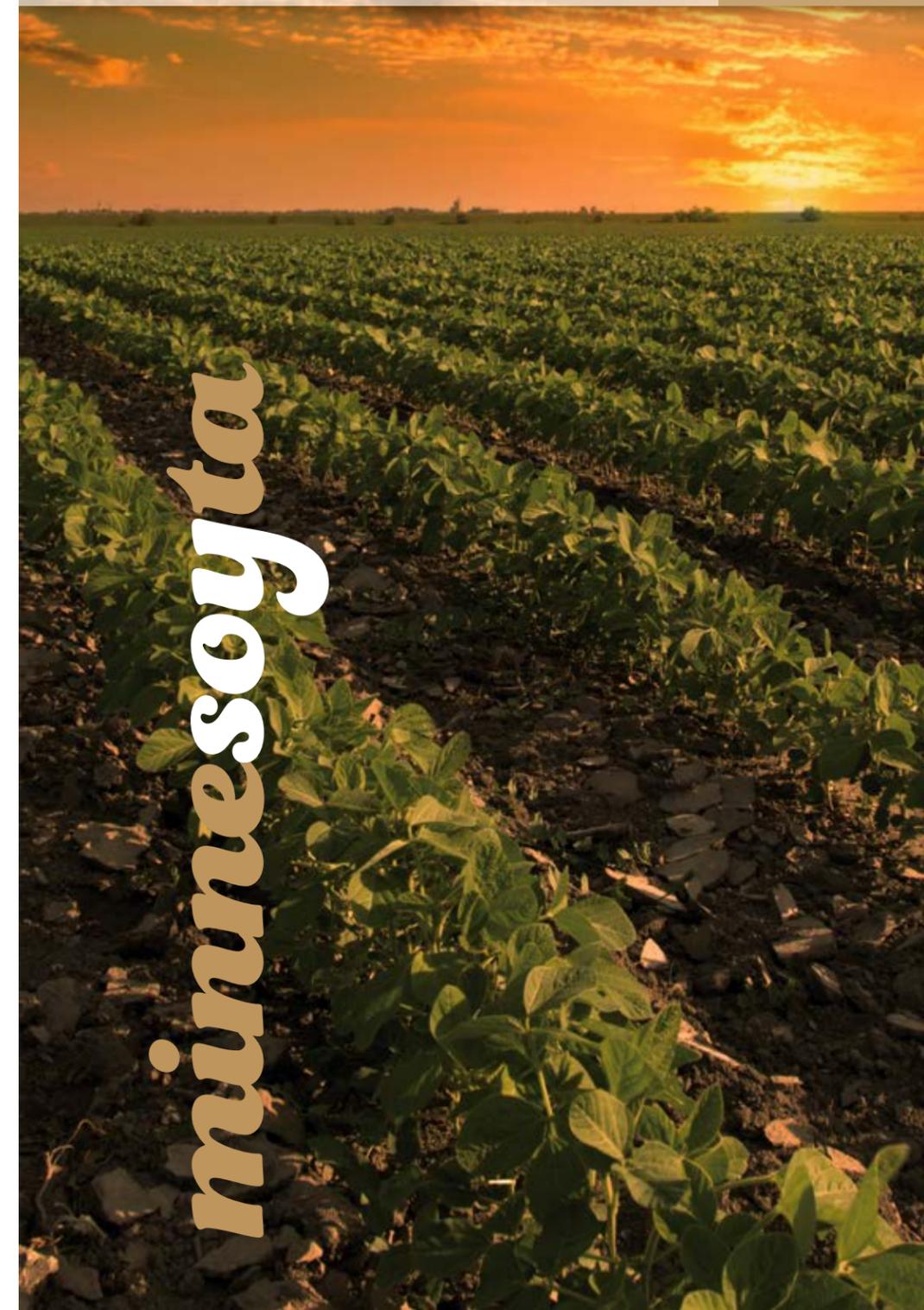
Source: Economic Analysis of Animal Ag, 2004-2014



www.mnsoybean.org

Soy Essentials

How High-Quality U.S. Soy Helps
to Meet Our Fundamental Needs



HOW BIODIESEL ADDS TO YOUR BOTTOM LINE

Biodiesel is America's first advanced biofuel. It is a renewable, clean-burning diesel replacement that is reducing U.S. dependence on imported diesel, creating green jobs and improving our environment.

Biodiesel is the only domestically produced and commercially available fuel to meet the Environmental Protection Agency's definition of an advanced biofuel. It provides one of the best carbon-reduction strategies available with today's vehicle technologies.

The United Soybean Board first began investing checkoff dollars to research soy biodiesel in 1991. Since that time, the biodiesel industry has grown nationally through the research and promotion efforts of the soybean industry and its partners.

1990
Farmers recognize a need for the use of surplus soybean oil.

1991
Soybean farmers, through their checkoff, create biodiesel, which ultimately becomes America's first commercially available, domestically produced advanced biofuel.

1990s
The soy checkoff funds research and demonstrations on biodiesel benefits for engine performance, the environment and human health.

1990s

Biodiesel becomes one of the most tested renewable fuels on the market.

2006-2012

Demand for U.S. soybean oil increases.*

2011

Because of its benefits, biodiesel qualifies as an advanced biofuel under the Renewable Fuel Standard.

2013

Biodiesel production tops 1.5 billion gallons.

2015

Biodiesel production tops 2.1 billion gallons.



And with the continued support of our soy checkoff, biodiesel's success should only continue to grow.

www.UnitedSoybean.org



*Source: Informa Economics Biodiesel Impact Study.

FOOD + FUEL

As global demand for food and fuel increases exponentially, U.S. soy is helping to answer the call. Soybean meal, for example, feeds the livestock that we eat, and soyfoods are a major source of protein for people around the world. Soybean oil makes up much of the vegetable oil we use to cook our food. And it's also used to produce biodiesel, which fuels automobiles and heats buildings.

As an excellent source for proteins, fats and oils, soybeans help to meet two of the world's most basic needs – and then some. So the next time you think about soy, remember: It's not just a bean. It's bigger.

80%

MEAL The primary component of soybeans is meal.

20%

OIL The other soybean component is oil.



97% **ANIMAL FEED**
97% of U.S. soybean meal is used to feed poultry and livestock.



3% **FOOD PRODUCTS**
3% of soybean meal is used in food products like protein alternatives and soymilk.



66% FOOD
66% of soybean oil is used for frying and baking food, as a vegetable oil and as an ingredient in foods like salad dressings and margarines.



8% INDUSTRIAL USES
Less than 8% of soybean oil is converted into industrial uses like paints, plastics and cleaners.



26% BIODIESEL & BIOHEAT®
26% of soybean oil is used for biodiesel and Bioheat.



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