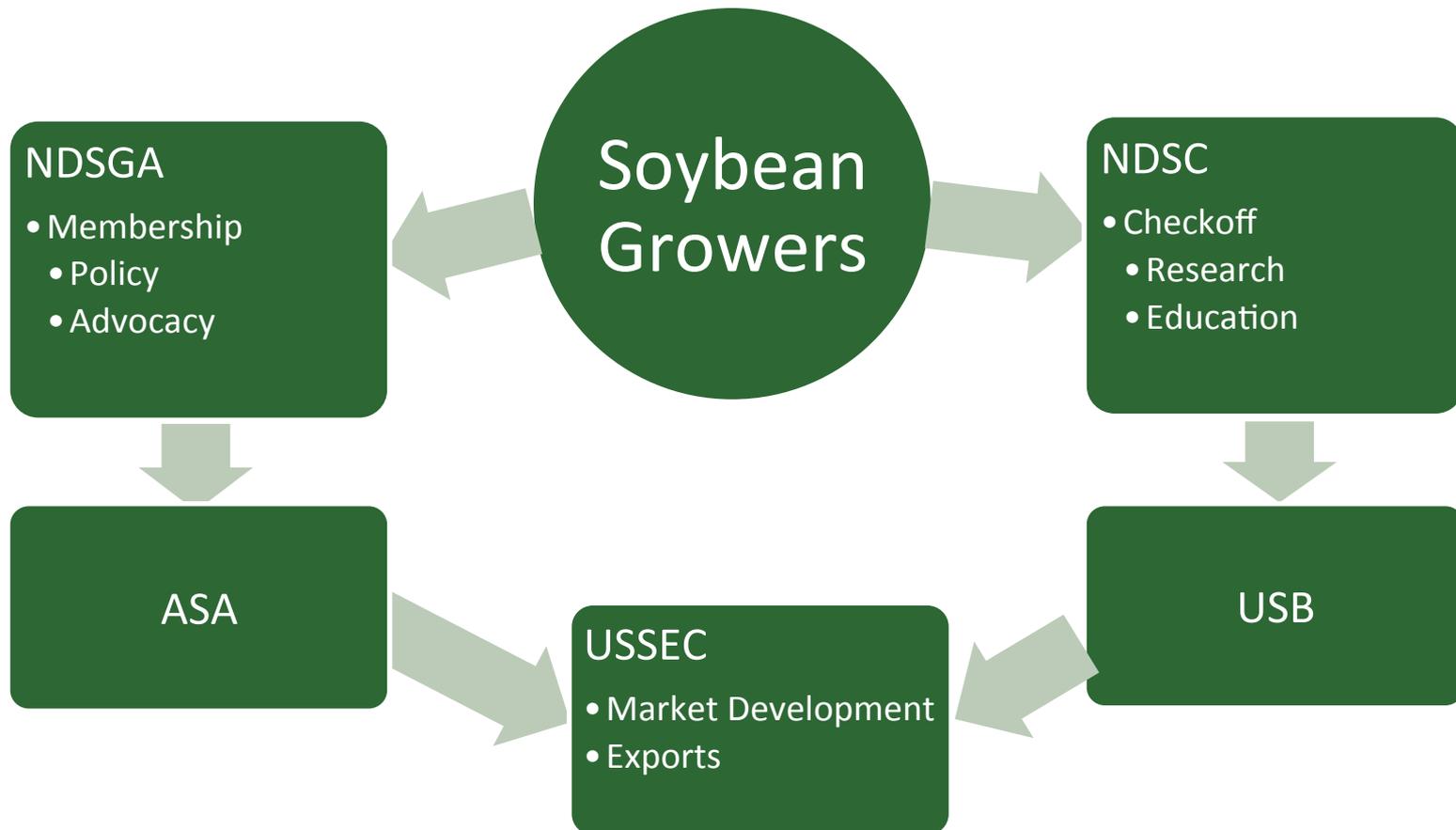




# North Dakota Soybean Narrative

Scott Rising  
Legislative Director

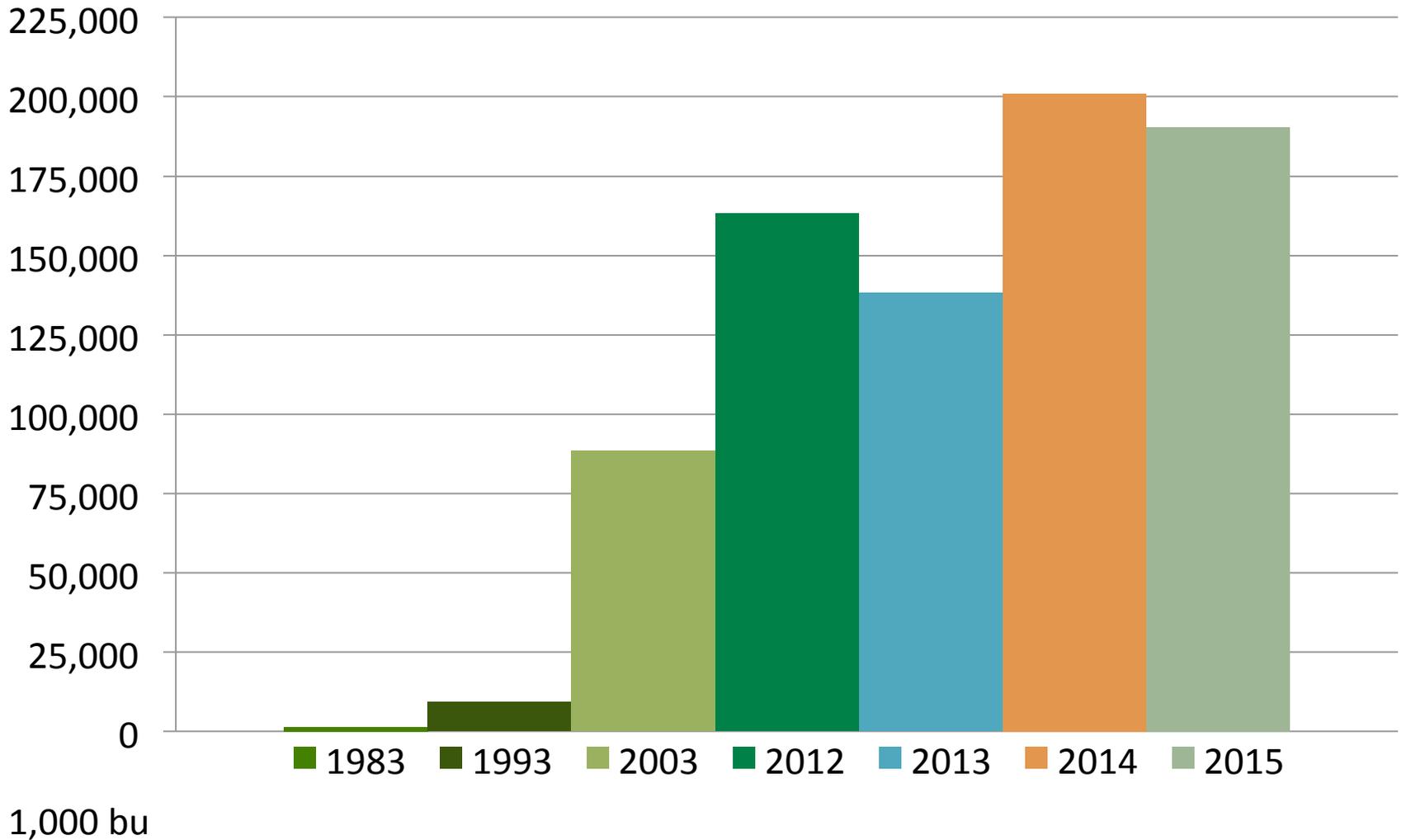
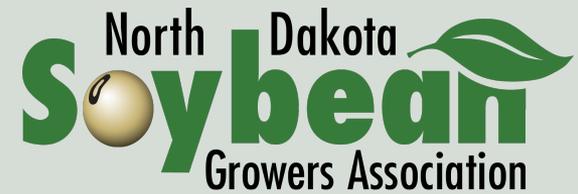
# Soybean Industry Organization Overview



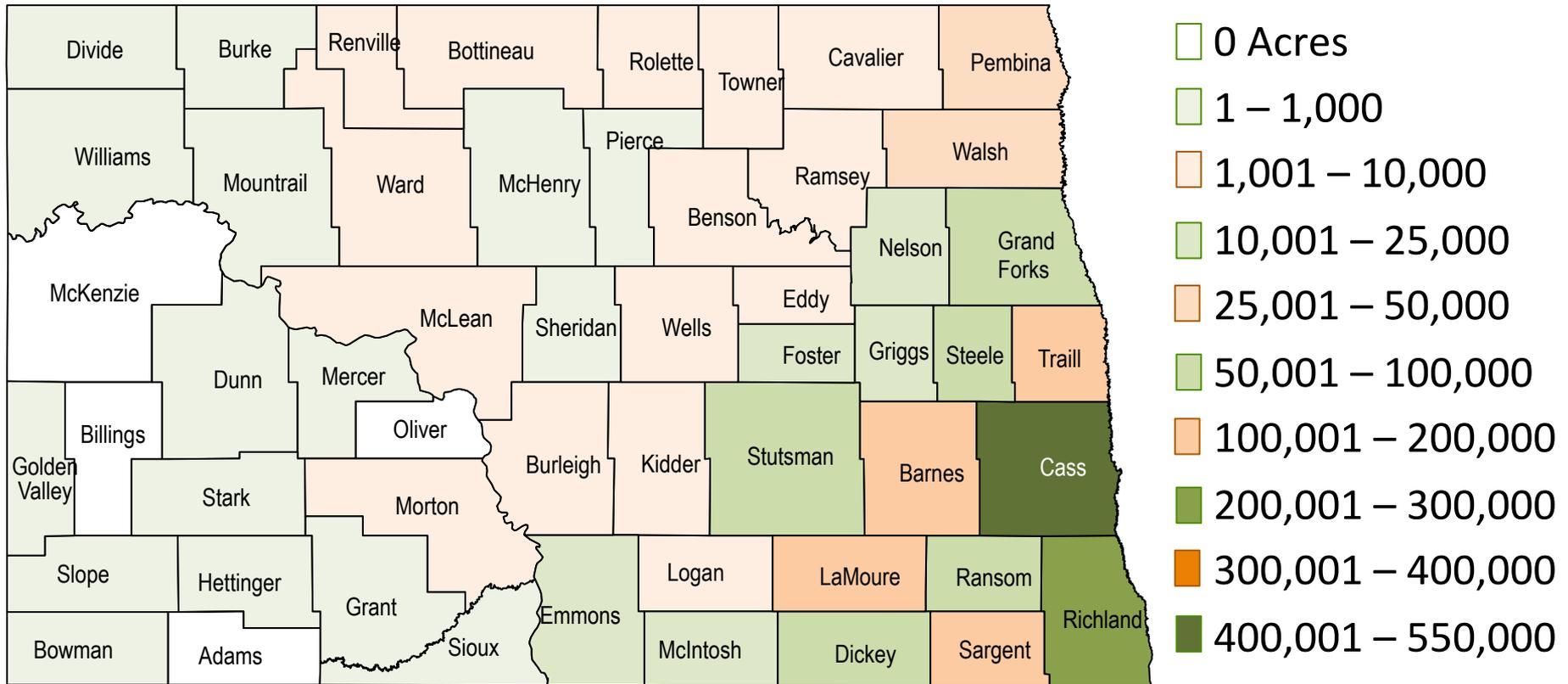
# North Dakota Production



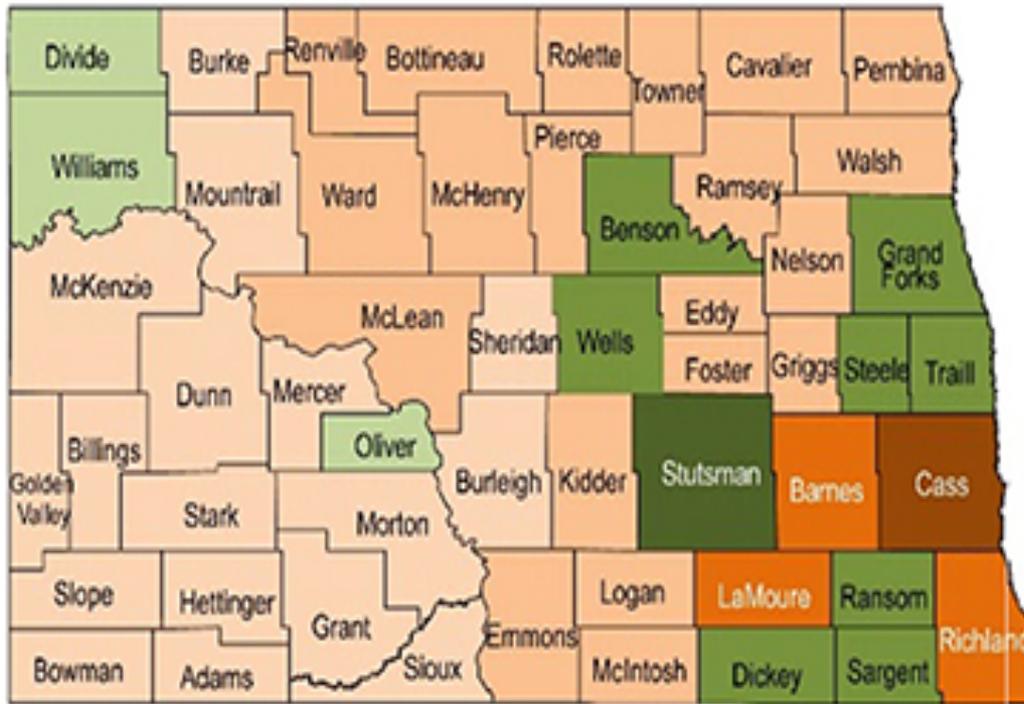
# North Dakota Soybean Production



# Soybean Acres - 2000



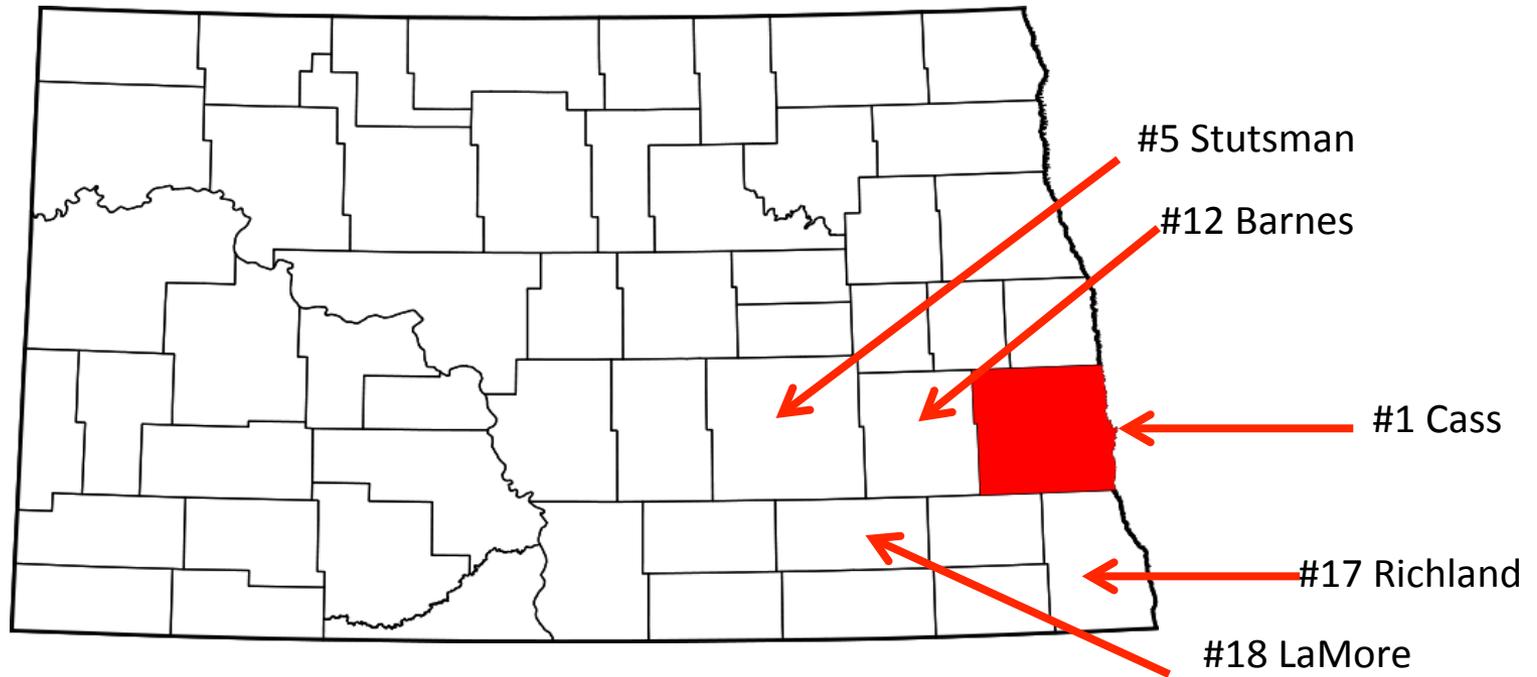
# Soybean Acres – 2014



- 1 – 200,000
- 200,001 – 1,000,000
- 1,000,001 – 5,000,000
- 5,000,001 – 10,000,000
- 10,000,001 – 15,000,000
- 15,000,001 – 20,000,000
- 20,000,001 plus



# Top Soybean Production - 2014

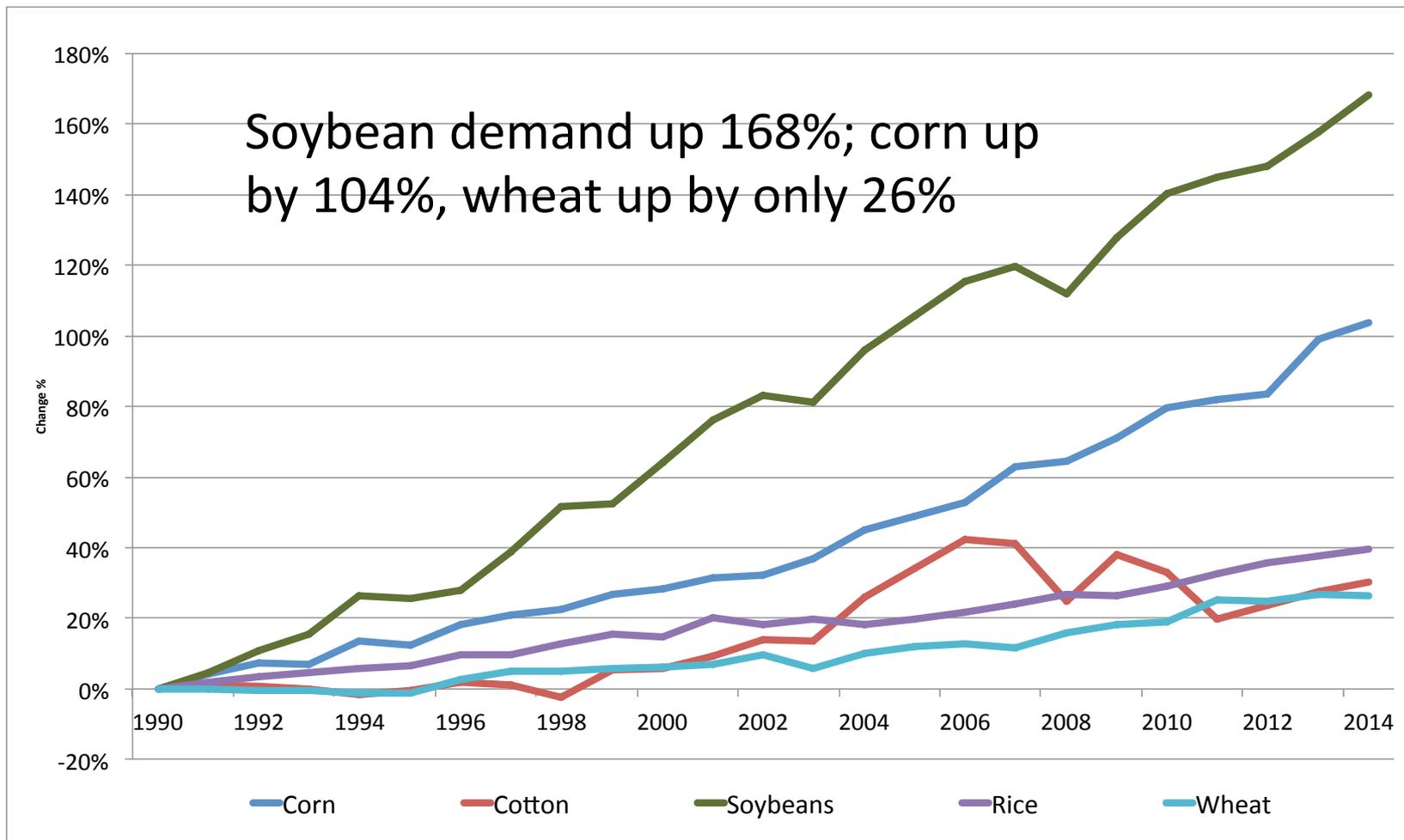


5 North Dakota counties are ranked in the top 20 soybean producing counties in the U.S. by bushels

# International Demand and Supply

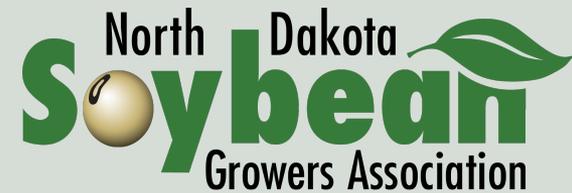


# Demand Trends

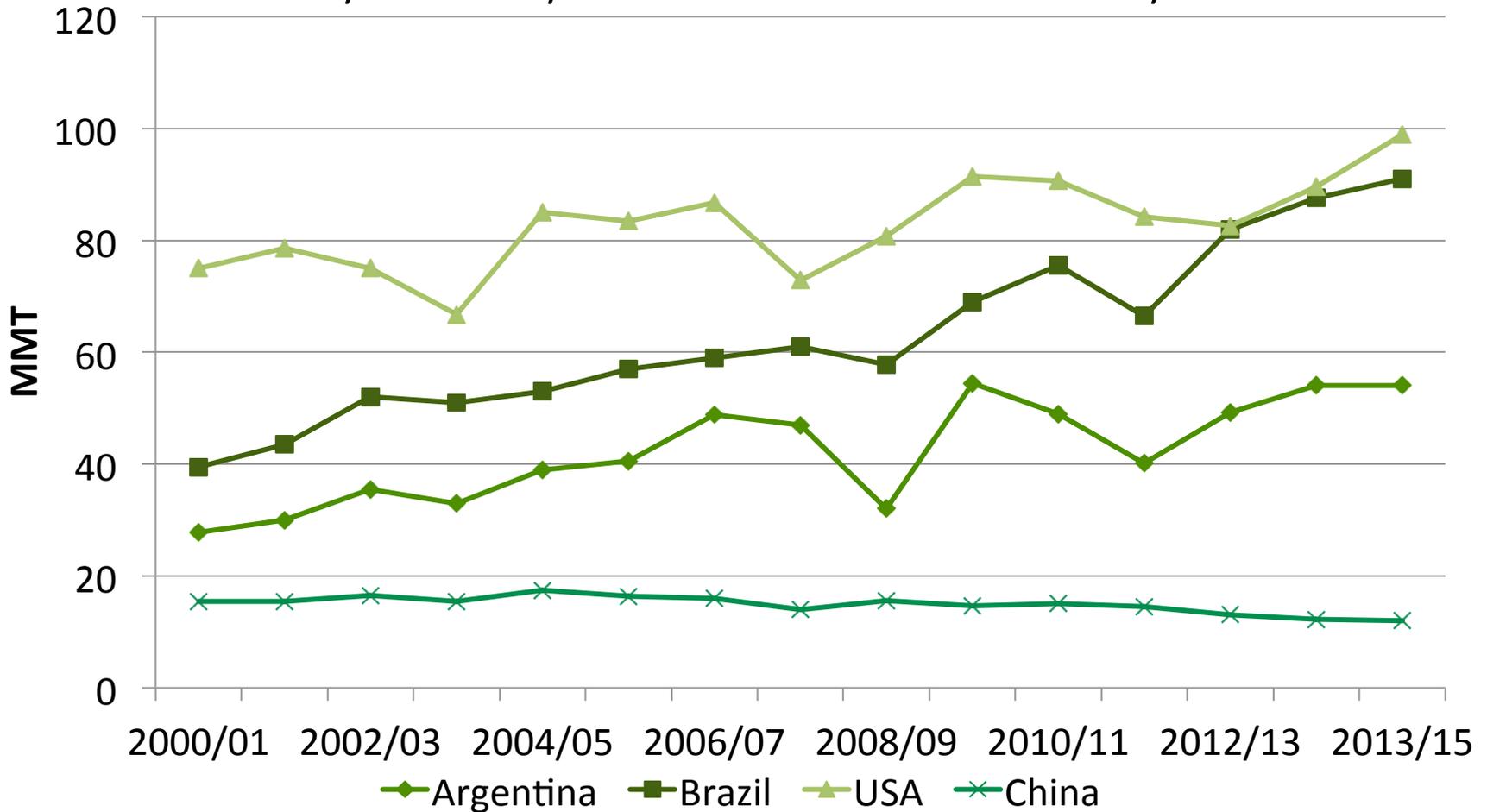


Soybeans, Corn, Wheat, Cotton, and Rice Percentage Change in Global Consumption 1990/91 – 2013/14 and Forecast for 2014/15

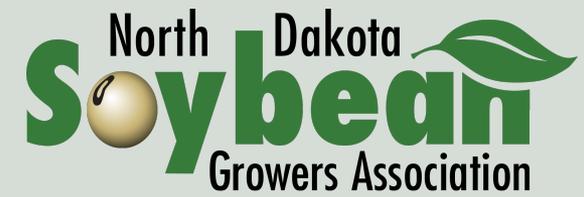
# Soybean Production U.S., Argentina, Brazil and China



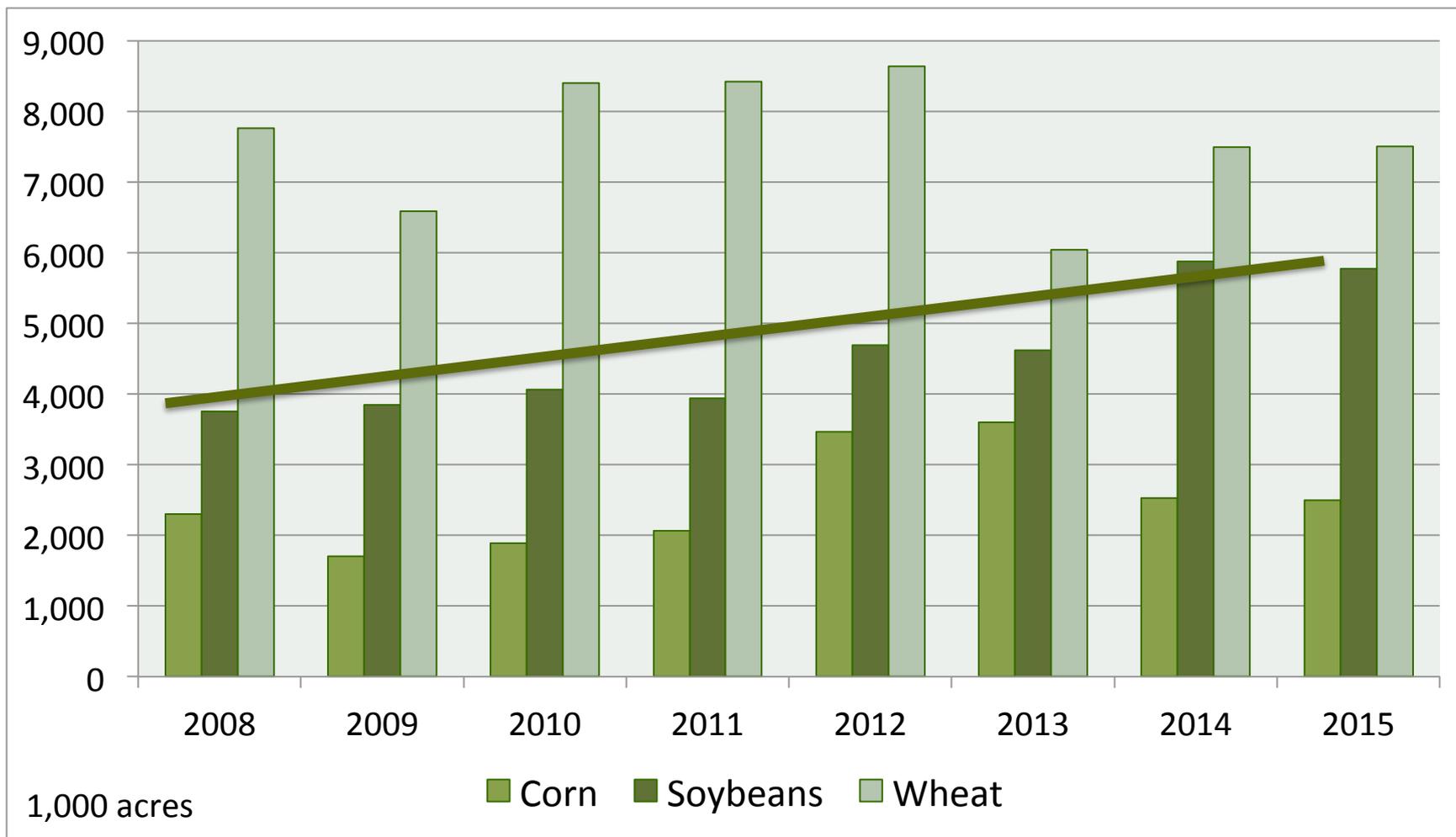
2000/01 – 2013/14 and USDA Forecast for 2014/15



# North Dakota Supply & Value



# N.D. Harvested Acre Trends



# Where They Go . . .



# Where do ND Soybeans Go?

93% of N.D. soybeans leave the state

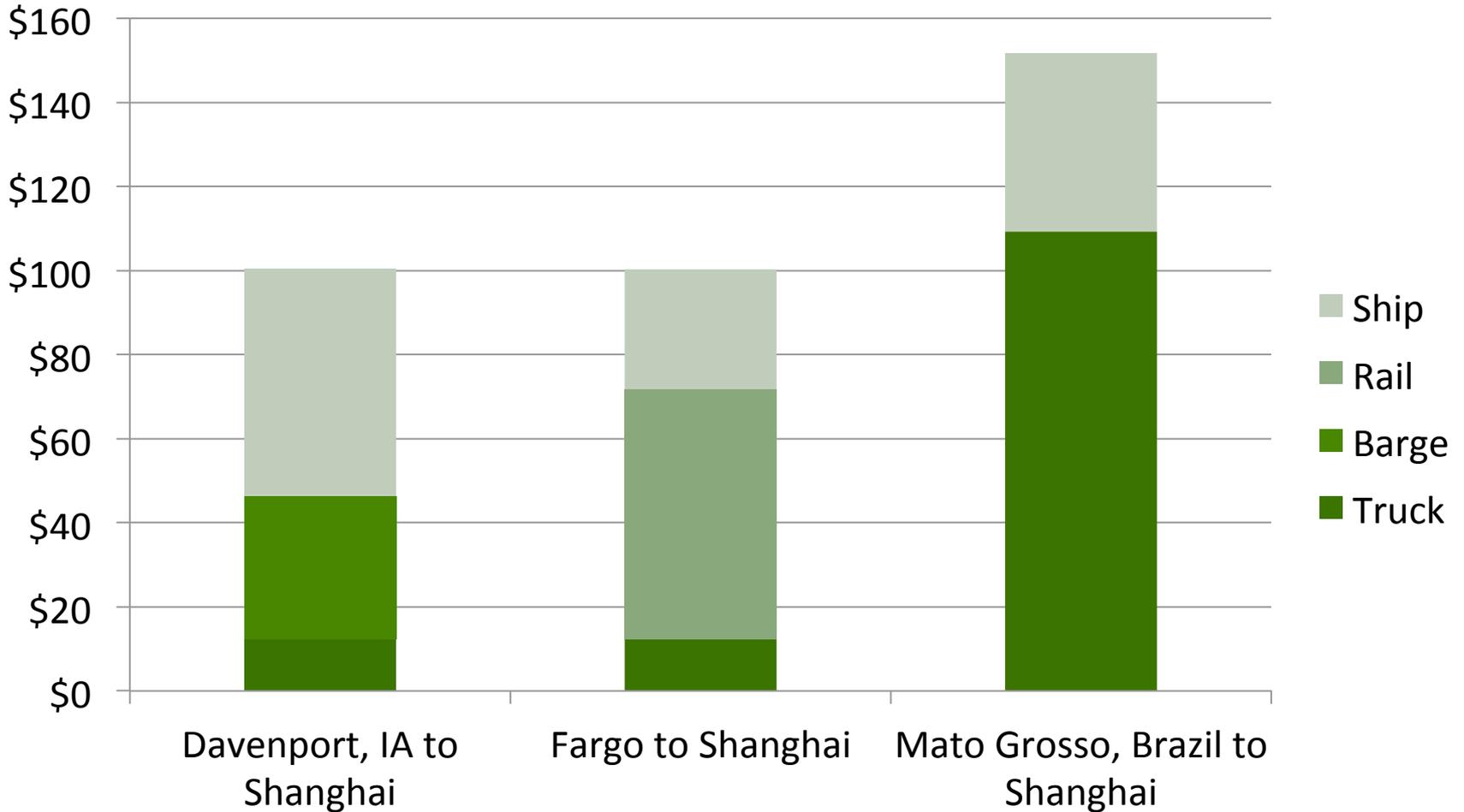
Approx. 70% are exported out of the U.S.



# Soybean Trips to Shanghai



# Cost of Transporting Soybeans to China



Cost per metric ton, fourth quarter 2013, USDA

- 2011 Release
- Look at average of 2007-2009 years
- \$1.2 BILLION Direct Impact
- \$2.0 BILLION Indirect Impact
- \$51.2 Million in State Taxes
- \$34 Million in Local Property Tax

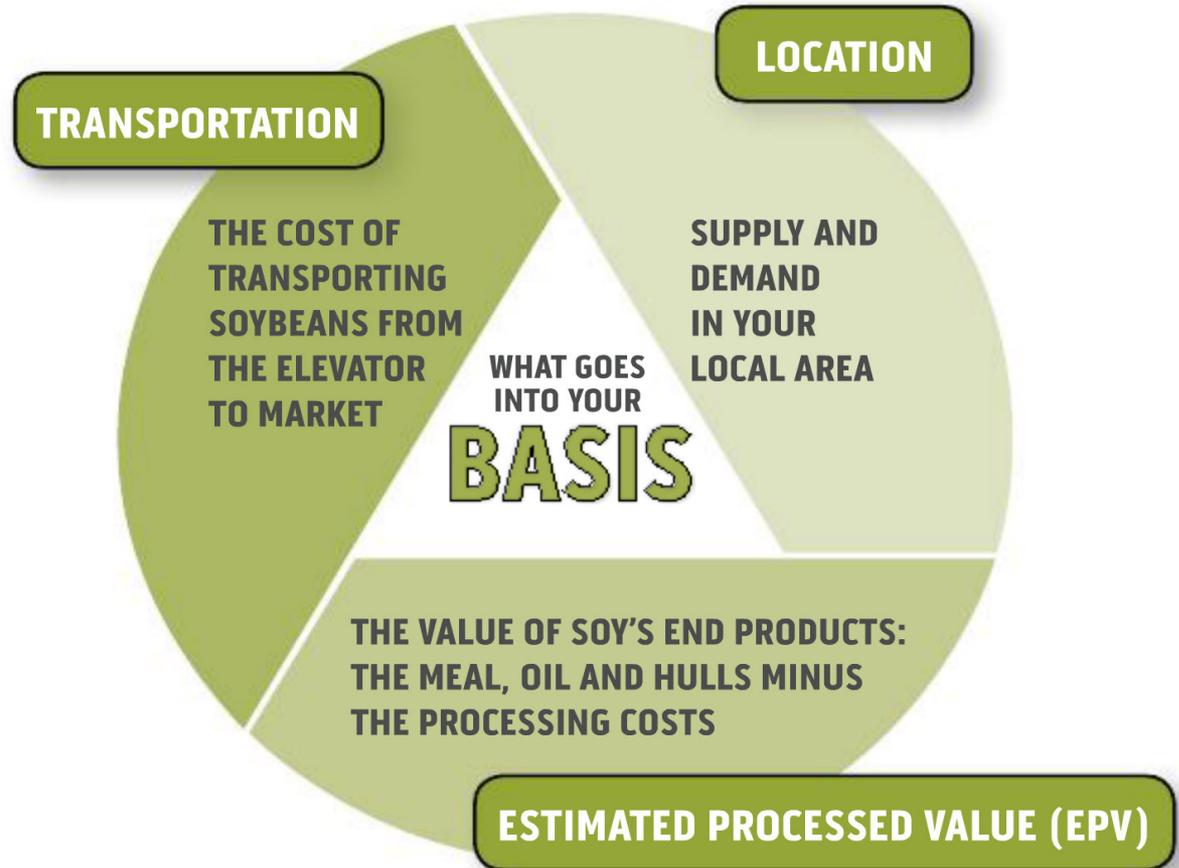
# Local Soybean Processing



Limited Oilseed Processing in ND

# Elements of Basis

**BASIS IS:**  
**THE DIFFERENCE**  
**BETWEEN THE**  
**LOCAL CASH**  
**PRICE FOR**  
**SOYBEANS AND**  
**THE CHICAGO**  
**BOARD OF TRADE**  
**CASH PRICE.**



# Missed Opportunity

## Soybean Processing Opportunity Missed

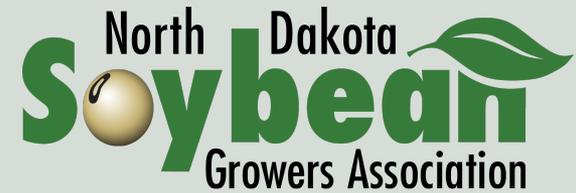
- Largest Cooperative Soybean Processor in World
- Headquartered in Omaha, NE
- Soybean Oil Refining, Biodiesel & Export Terminal
- Nine Soybean Processing Facilities (MN, IA, NE, MO)
  - Average Plant Processes 1.4 Million ND Acres/yr
  - 2.86 x 2014 Total Stutsman County Production
- Plus One Proposed at Aberdeen, SD

Eastern North Dakota was included in their site selection process

# Key Infrastructure “Needs”

- Abundant Water
- Abundant Electricity & Natural Gas Supply
- Ready Major Rail & Road Infrastructure Access
- Adequate Waste Disposal
- Available Technology Infrastructure
- Skilled Workforce
- Ready Access to Soybean Supply

# Final Site Decision Influencers



- Locally Available Work Force Training
  - Career & Technical Training
- Family Friendly Functioning Community
  - Wellness Centers
  - Daycare Availability, etc.
- Retail & Service Availability
- Other Economic Attractors
  - Differentiating Tax Incentives
  - ????

## \$250,000 Crush Equipment Tax Credit



&

Want this Value-Added Type Economic Development  
So Far . . . At no cost to ND Tax Payer!

Thank You