



**OFFICE OF AUDITOR OF STATE  
STATE OF IOWA**

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Chief Deputy Auditor of State

**NEWS RELEASE**

FOR RELEASE November 22, 2002

Contact: Andy Nielsen  
515/281-5515

Auditor of State Richard Johnson today released an audit report on the Iowa Soybean Promotion Board for the fiscal years ended August 31, 2002 and 2001.

The purpose of the Board is to develop and carry out research, education and promotion to maintain present soybean and soybean products markets, to develop new or larger domestic and foreign markets and to provide for the prevention, modification, or elimination of trade barriers which obstruct the free flow of soybeans and soybean products to market.

Johnson reported that the Board's net soybean assessments revenue totaled \$5,466,636 for the year ended August 31, 2002, a one percent decrease from 2001. Expenses for the year ended August 31, 2002 totaled \$5,596,153, a 4% decrease from the prior year. The decrease in revenues was primarily due to the decrease in assessments received in the current year as compared to the prior year.

For fiscal 2002, the Board distributed \$3,390,352 to the Iowa Soybean Association for administration, market development, and production technology, down less than one percent from 2001. The Board expended a total of \$2,680,375 for production technology, a decrease of 14% from the prior year.

A copy of the audit report is available for review in the office of the Auditor of State.

# # #



**IOWA SOYBEAN PROMOTION BOARD**

**INDEPENDENT AUDITOR'S REPORTS  
FINANCIAL STATEMENTS AND  
SUPPLEMENTAL INFORMATION**

**AUGUST 31, 2002 AND 2001**

0260-0200-0000

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## **Iowa Soybean Promotion Board**

### **Officials**

#### Name

Honorable Thomas J. Vilsack  
Cynthia P. Eisenhauer  
Dennis C. Prouty

#### Title

#### **State**

Governor  
Director, Department of Management  
Director, Legislative Fiscal Bureau

#### **Board**

Jim Legvold  
Jim Stillman  
Anders Knudsen  
Bill Talsma  
Michael Hunter  
Ray Gaesser  
Brian Kemp  
Paul Gaffney  
Dean Coleman  
Kendal Martin  
Ed Ulch  
John Heisdorffer  
Alan Karkosh  
Sheila Hebenstreit  
Neal Keppy  
Bert Vandenberg  
Steve Lorimor

Chairperson  
Vice Chairperson  
Secretary  
Treasurer  
Officer at Large  
Past Chairman  
Member  
Member

#### **Ex officio**

Brent Halling  
Richard Vegors

Deputy Secretary of Agriculture  
Marketing Manager, Grain and Grain Co-Products,  
Iowa Department of Economic Development  
Vice President, Environmental and Regulatory Policy,  
Agribusiness Association of Iowa  
Executive Director, Iowa Institute for Cooperatives  
Senior Associate Dean, College of Agriculture,  
Iowa State University

Chris Murray

Larry Kallem  
Wendy Wintersteen

#### **Agency**

Kirk Leeds

Chief Executive Officer

**Iowa Soybean Promotion Board**



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**Independent Auditor's Report**

To the Members of the  
Iowa Soybean Promotion Board:

We have audited the financial statements, listed as exhibits in the table of contents of this report, of the Iowa Soybean Promotion Board, as of and for the years ended August 31, 2002 and 2001. These financial statements are the responsibility of the Board's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with U.S. generally accepted auditing standards, Chapter 11 of the Code of Iowa, the provisions of the Soybean Promotion and Research Order and the Soybean Promotion, Research and Consumer Information Act of 1990, and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards and provisions require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Iowa Soybean Promotion Board at August 31, 2002 and 2001, and the results of its operations and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

In accordance with Government Auditing Standards, we have also issued our report dated November 15, 2002 on our consideration of Iowa Soybean Promotion Board's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations and contracts. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be read in conjunction with this report in considering the results of our audit.

Our audits were made for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying financial information listed as supplemental information in the table of contents is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the aforementioned financial statements and, in our opinion, is fairly stated, in all material respects in relation to the financial statements taken as a whole.

RICHARD D. JOHNSON, CPA  
Auditor of State

November 15, 2002

WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

**Iowa Soybean Promotion Board**

## **Financial Statements**

**Exhibit A**

## Iowa Soybean Promotion Board

## Balance Sheets

August 31, 2002 and 2001

	2002	2001
<b>Assets</b>		
Current assets:		
Cash and investments (note 2)	\$ 2,391,339	4,092,489
Prepaid expenses (note 4)	381,251	5,310
Assessments receivable	761,416	859,044
Interest receivable	<u>445</u>	<u>2,329</u>
<b>Total assets</b>	<b><u>\$ 3,534,451</u></b>	<b><u>4,959,172</u></b>
<b>Liabilities and Fund Balance</b>		
Current liabilities:		
Accounts payable	\$ 1,644,298	2,997,032
Fund balance	<u>1,890,153</u>	<u>1,962,140</u>
<b>Total liabilities and fund balance</b>	<b><u>\$ 3,534,451</u></b>	<b><u>4,959,172</u></b>

See notes to financial statements.

Iowa Soybean Promotion Board  
Statements of Revenues, Expenses and Changes in Fund Balance  
Years ended August 31, 2002 and 2001

	<u>2002</u>	<u>2001</u>
<b>Revenues:</b>		
Assessments - National Check-off	\$ 11,256,169	11,439,426
Assessments collected from other QSSBs	362,603	237,955
Less:		
Assessment revenue remitted to other QSSBs	(677,563)	(637,390)
Assessment revenue remitted to USB	<u>(5,474,573)</u>	<u>(5,517,760)</u>
Net assessment revenue	5,466,636	5,522,231
Interest on investments	57,530	149,339
Net revenues	<u>5,524,166</u>	<u>5,671,570</u>
<b>Expenses (note 5):</b>		
Administration	377,449	243,334
Market development	2,538,329	2,471,859
Production technology	<u>2,680,375</u>	<u>3,130,604</u>
Total expenses	<u>5,596,153</u>	<u>5,845,797</u>
Deficiency of revenues under expenses	(71,987)	(174,227)
Fund balance beginning of year	<u>1,962,140</u>	<u>2,136,367</u>
Fund balance end of year	<u>\$ 1,890,153</u>	<u>1,962,140</u>

See notes to financial statements.

**Exhibit C**

## Iowa Soybean Promotion Board

## Statements of Cash Flows

Years ended August 31, 2002 and 2001

	2002	2001
<b>Cash flow from operating activities:</b>		
Cash received from assessments	\$ 11,716,400	11,760,453
Cash payments to other QSSBs, USB, suppliers and employees	(13,476,964)	(10,186,801)
Other operating revenues	<u>59,414</u>	<u>147,010</u>
Net cash provided by (used for) operating activities	<u>(1,701,150)</u>	<u>1,720,662</u>
<b>Cash flow from investing activities:</b>		
Proceeds from sale and maturities of investments	1,480,920	749,971
Purchase of investments	<u>(1,411,144)</u>	<u>(1,544,258)</u>
Net cash provided by (used for) investing activities	<u>69,776</u>	<u>(794,287)</u>
Net increase (decrease) in cash and cash equivalents	<u>(1,631,374)</u>	<u>926,375</u>
Cash and cash equivalents, beginning of year	<u>3,298,202</u>	<u>2,371,827</u>
Cash and cash equivalents, end of year	<u>1,666,828</u>	<u>3,298,202</u>
<b>Investments:</b>		
U.S. treasury bill	625,205	689,329
Certificates of deposit	<u>99,306</u>	<u>105,058</u>
Total investments	<u>724,511</u>	<u>794,287</u>
Cash and Investments per balance sheet	<u>\$ 2,391,339</u>	<u>4,092,489</u>
<b>Reconciliation of deficiency of revenues under expenses to net cash provided by (used for) operating activities:</b>		
Deficiency of revenues under expenses	\$ (71,987)	(174,227)
Adjustment to reconcile deficiency of revenues under expenses to net cash provided by (used for) operating activities:		
Decrease in assessments receivable	97,628	83,072
(Increase) decrease in interest receivable	1,884	(2,329)
(Increase) decrease in prepaid expenses	<u>(375,941)</u>	<u>1,257,222</u>
Increase (decrease) in accounts payable	<u>(1,352,734)</u>	<u>556,924</u>
Net cash provided by (used for) operating activities	<u>\$ (1,701,150)</u>	<u>1,720,662</u>

See notes to financial statements.

Iowa Soybean Promotion Board

Notes to Financial Statements

August 31, 2002 and 2001

**(1) Summary of Significant Accounting Policies**

The purpose of the Iowa Soybean Promotion Board is to establish programs for promotion, research and education directed toward better and more efficient production, marketing and utilization of soybeans and soybean products; to provide public relations and other promotion techniques for the maintenance of present markets; to provide for the development of new or larger domestic and foreign markets; and to provide for the prevention, modification or elimination of trade barriers which obstruct the free flow of soybeans and soybean products. Statutory authority for the Iowa Soybean Promotion Board is established under Chapter 185 of the Code of Iowa.

- A. Reporting Entity – For financial reporting purposes, the Iowa Soybean Promotion Board has included all funds, organizations, agencies, boards, commissions, and authorities. The Board has also considered all potential component units for which it is financially accountable, and other organizations for which the nature and significance of their relationship with the Board are such that exclusion would cause the Board's financial statements to be misleading or incomplete. The Governmental Accounting Standards Board has set forth criteria to be considered in determining financial accountability. These criteria included appointing a voting majority of an organization's governing body, and (1) the ability of the Board to impose its will on that organization or (2) the potential for the organization to provide specific benefits to or impose specific financial burdens on the Board. The Iowa Soybean Promotion Board has no component units which meet the Governmental Accounting Standards Board criteria.
- B. National Checkoff – The Iowa Soybean Promotion Board receives .5% of the net market value of soybeans grown in Iowa. One half of the amount received, adjusted for refunds, assessment revenue remitted to other Qualified State Soybean Boards (QSSB), and penalties received, is disbursed to the United Soybean Board (USB). Soybeans grown in Iowa and sold to another state are assessed by that Qualified State Soybean Board (QSSB) and those assessments are returned to the Iowa Soybean Promotion Board.
- C. Basis of Accounting – The financial statements of the Board are prepared on the accrual basis.
- D. Cash and Cash Equivalents – For purposes of the statement of cash flows, all short-term cash investments that are highly liquid are considered to be cash equivalents. Cash equivalents are readily convertible to known amounts of cash, and at the day of purchase, they have a maturity date no longer than three months.

E. Budget Control – Budgetary control is exercised over the Iowa Soybean Promotion Board by the Board of Directors, which approves, reviews and revises the budget.

F. Income Taxes – The Board is exempt from taxation under Section 501(c) of the Internal Revenue Code.

## **(2) Cash and Investments**

The Board's deposits throughout the period and at August 31 were entirely covered by federal depository insurance or by the State Sinking Fund in accordance with Chapter 12C of the Code of Iowa. This chapter provides for additional assessments against the depositories to insure there will be no loss of public funds.

The Board is authorized by statute to invest public funds in obligations of the United States government, its agencies and instrumentalities; certificates of deposit or other evidences of deposit at federally insured depository institutions approved by the Board's officers and directors; prime eligible bankers acceptances; certain high rated commercial paper; perfected repurchase agreements; and certain registered open-end management investment companies.

The Board's investment is categorized to give an indication of the level of risk assumed by the Board at year end. The Board's investment is Category 1 which means that the investment is insured or registered or the security is held by the Board or its agent in the Board's name.

The investment is stated at fair value.

The Board's investment at August 31, 2002 is as follows:

Type	Fair Value
U.S. treasury bill	<u>\$ 625,205</u>

## **(3) Promotional Development**

Section 185.29, Code of Iowa, reads as follows:

After the costs of elections, referendum, necessary board expenses and administrative costs have been paid, at least seventy-five percent of the remaining funds in the soybean promotion fund shall be expended for market development activities to include developing and expanding new markets for soybeans and soybean products worldwide. The funds can only be used for research, promotion, and education in cooperation with agencies who are equipped to do this kind of work.

## **(4) Prepaid Expenses**

The Board advanced \$375,775 to the Iowa Soybean Association for the following year's contractual services. The Board also has prepaid \$1,810 for insurance and professional services, \$666 for dues to the U.S. Meat Federation, \$833 for dues to the National Biodiesel Board, \$2,000 for the USA Poultry and Egg Export Council, and \$167 for dues to the Soyfoods Association of North America.

**(5) Related Party Transactions**

The Board has contracted with the Iowa Soybean Association to conduct research and develop programs to maintain and expand markets for U.S. soybeans. Expenses under this contract totaled \$3,390,352 and \$3,398,285 for the years ended August 31, 2002 and 2001, respectively.

**(6) Risk Management**

The Board is exposed to various risks of loss related to torts; theft, damage to and destruction of assets; errors and omissions; injuries to employees; and natural disasters. These risks are covered by the purchase of commercial insurance. The Board assumes liability for any deductibles and claims in excess of coverage limitations. Settled claims from these risks have not exceeded commercial insurance coverage in any of the past three fiscal years.

**Iowa Soybean Promotion Board**

**Supplemental Information**

Iowa Soybean Promotion Board  
 Division of Funds Expended by Activity - Actual and Budget  
 Year ended August 31, 2002

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	Administration	Market Development	Production Technology
<b>Revenues:</b>			
Assessments - National Check-off			
Assessments collected from other QSSBs			
Less:			
Assessment revenue remitted to other QSSBs			
Assessment revenue remitted to USB			
Net assessment revenue			
Interest on investments			
Net revenues			
<b>Expenses:</b>			
Check-off and refund maintenance	\$ 16,747	-	-
Board expense	105,956	-	-
Auditing by Iowa Department of Agriculture	22,933	-	-
Insurance	5,429	-	-
Professional fees	14,900	-	-
Miscellaneous	4,449	-	-
Strategic planning	92,000	-	-
Contracted programs	115,035	2,257,999	1,000,571
In-State/Regional research	-	255,997	1,679,804
Soyfoods Association of North America	-	500	-
U.S. Meat Export Federation	-	7,833	-
National Biodiesel Board	-	10,000	-
U.S. Poultry and Egg Export Council	-	6,000	-
Total expenses	<u>\$ 377,449</u>	<u>2,538,329</u>	<u>2,680,375</u>
Net			

See accompanying independent auditor's report.

Actual	Budget	Favorable (Unfavorable) Variance
\$ 11,256,169	10,546,718	709,451
362,603	-	362,603
(677,563)	-	(677,563)
<u>(5,474,573)</u>	<u>(5,273,359)</u>	<u>(201,214)</u>
5,466,636	5,273,359	193,277
57,530	75,000	(17,470)
<u>5,524,166</u>	<u>5,348,359</u>	<u>175,807</u>
16,747	19,881	3,134
105,956	93,000	(12,956)
22,933	24,000	1,067
5,429	5,500	71
14,900	5,500	(9,400)
4,449	16,000	11,551
92,000	100,000	8,000
3,373,605	4,055,045	681,440
1,935,801	1,932,902	(2,899)
500	800	300
7,833	8,000	167
10,000	10,000	-
6,000	6,000	-
<u>5,596,153</u>	<u>6,276,628</u>	<u>680,475</u>
\$ (71,987)	(928,269)	856,282

**Iowa Soybean Promotion Board**



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Warren G. Jenkins, CPA  
Chief Deputy Auditor of State

**Independent Auditor's Report on Compliance  
and on Internal Control over Financial Reporting**

To the Members of the  
Iowa Soybean Promotion Board:

We have audited the financial statements of the Iowa Soybean Promotion Board as of and for the year ended August 31, 2002, and have issued our report thereon dated November 15, 2002. We conducted our audit in accordance with U.S. generally accepted auditing standards, Chapter 11 of the Code of Iowa, the provisions of the Soybean Promotion and Research Order and the Soybean Promotion, Research and Consumer Information Act of 1990 and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

**Compliance**

As part of obtaining reasonable assurance about whether the Iowa Soybean Promotion Board's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grants, non-compliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under Government Auditing Standards.

In connection with our audit, nothing came to our attention that caused us to believe the Board failed to comply with the terms, insofar as they relate to the accounting matters of the Soybean Promotion, Research and Consumer Information Act of 1990 and the Soybean Promotion and Research Order relative to the use and investment of funds collected by the Board and with the terms described in Section 1220.228(a) of the Order relative to prohibited uses of funds collected by the Board and with provisions of Section 1220.211(j). However, our audit was not directed primarily toward obtaining knowledge of such non-compliance in the use and investment of funds.

**Internal Control Over Financial Reporting**

In planning and performing our audit, we considered the Iowa Soybean Promotion Board's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control over financial reporting. Our consideration of the internal control over financial reporting would not necessarily disclose all matters in the internal control over financial reporting that might be material weaknesses. A material weakness is a condition in which the design or operation of one or more of the internal control components does not reduce to a relatively low level the risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving the internal control over financial reporting and its operation that we consider to be material weaknesses.

This report, a public record by law, is intended solely for the information and use of the officials and employees of the Iowa Soybean Promotion Board, citizens of the State of Iowa and other parties to whom the Iowa Soybean Promotion Board may report. This report is not intended to be and should not be used by anyone other than these specified parties.

We would like to acknowledge the many courtesies and assistance extended to us by personnel of the Iowa Soybean Promotion Board during the course of our audit. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.

RICHARD D. JOHNSON, CPA  
Auditor of State

WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

November 15, 2002

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**Iowa Soybean Promotion Board**

**Staff**

This audit was performed by:

**Michelle B. Meyer, CPA, Manager  
Erin M. Scharingson, Staff Auditor  
Elvir Alicic, Assistant Auditor**

**Andrew E. Nielsen, CPA  
Deputy Auditor of State**