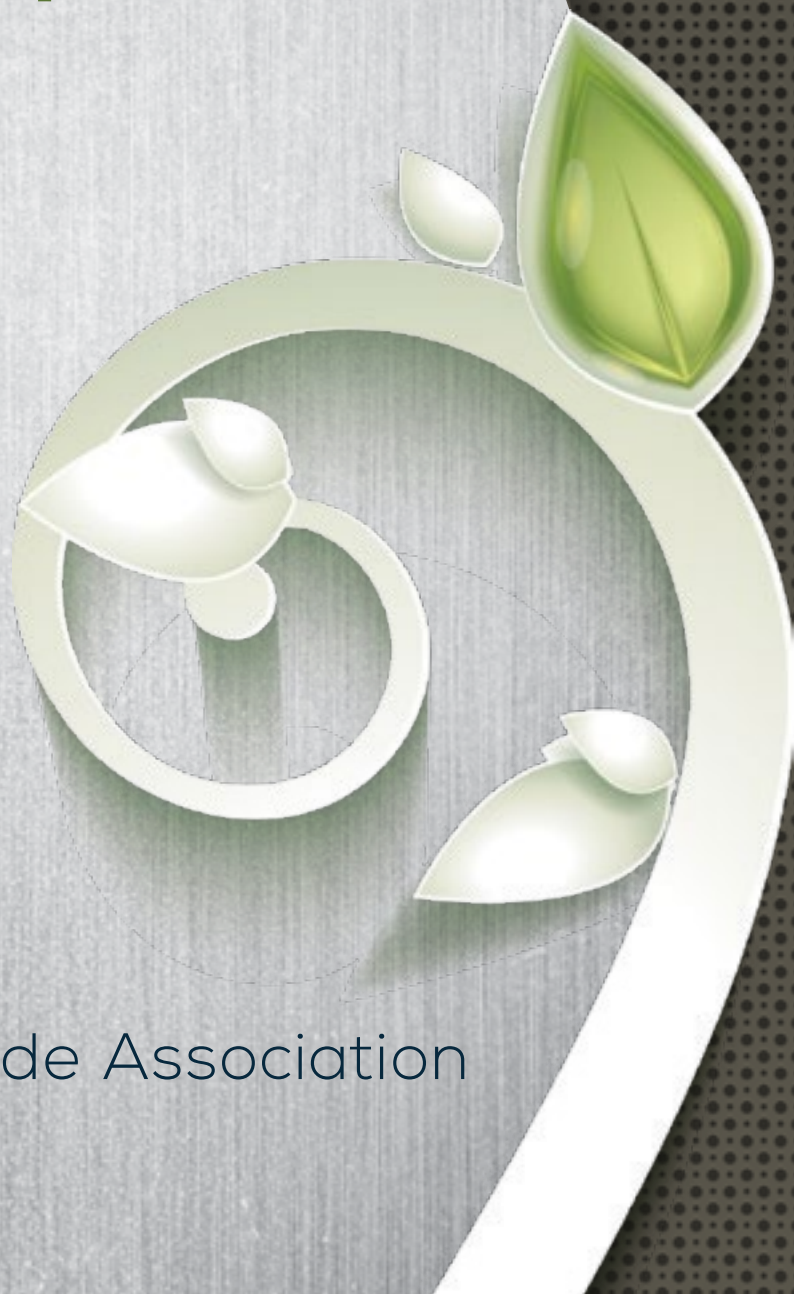


amseed.org

2013/14

Annual Report



American Seed Trade Association

Contents

Message to Membership.	1
Strategic Goals	2
Leadership.	3
State and Local Issues	4
Domestic Issues.	5
Intellectual Property	5
Government Affairs	6
Global Agriculture Policy.	8
Phytosanitary Issues.	10
Industry Building and Recognition	11
Conventions and Meetings	13
Membership	15
Financial Health.	16
Membership	17
ASTA Staff and Organizational Chart	17



Message to the Membership

Our association has been very active in the 2013/14 Fiscal Year as ASTA Board Members and staff began implementing the five-year Strategic Plan, launched July 1, 2013. The Plan is the result of input from over 50 percent of the association's membership giving us a mandate from our members that we take very seriously. The new Plan focuses on six key areas:

- Intellectual Property Rights
- Domestic Policy
- State and Local Issues
- International Programs
- ASTA Communications
- ASTA Membership and Internal Matters

Using the Plan as a roadmap for directing resources – human and financial – ASTA has several key highlights to build on: increasing the association's advocacy efforts at the state and national levels; communicating the importance and diversity of the seed industry; and building on international relationships. ASTA continues to build its team in Washington, D.C. to successfully drive the key areas in the Strategic Plan.

The 131st Annual Convention was held for the first time in Indianapolis where attendees were asked to "Start Their Engines." Our key effort was to get ASTA's members involved in the activities and issues impacting the industry and attendance for this meeting did just that, we had the highest participation since 2008. In addition, a pre-conference educational program was held in conjunction with Purdue University. Attendees of the full conference heard from a host of notable speakers, including President of Purdue University and former Governor of Indiana Mitch Daniels and two World Food Prize Laureates. They also participated in several new breakout and committee meetings.

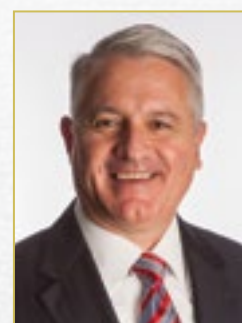
We again thank you for your continued support and commitment to the association. Every year brings new challenges and opportunities for the seed industry and we looking forward to tackling them as the American Seed Trade Association!



Craig Newman

Craig Newman

AgReliant Genetics
ASTA Chairman 2013/14



A.W. LaVigne

Andrew W. LaVigne

President and CEO

Strategic Goals

ASTA Vision

Contribute to global agriculture and food security by creating an environment where each ASTA member company has the opportunity to create an innovative, sustainable and successful business.

ASTA Mission

Be an effective voice of action in all matters concerning the development, marketing and movement of seed, associated products and services throughout the world. ASTA promotes the development of better seed to produce better crops for a better quality of life.

ASTA Core Values

Members drive the ASTA agenda and identify the issues relevant to the seed industry. ASTA's commitment to one company, one vote ensures that issues affecting the many are identified and result in effective and proactive advocacy and support.

Key Strategic Focus Areas

Intellectual Property Rights

Advance the use and respect of intellectual property rights protection for the global seed industry.

State and Local Issues

Be recognized as an effective national resource to assist in resolving state and local seed trade issues.

Domestic Policy

Be a respected, leading voice on domestic policy issues impacting the seed industry.

International Programs

Improve opportunities for ASTA member companies to do business in international markets.

ASTA Communications

Establish ASTA as a key advocate for the U.S. seed industry and a high value resource for its members.

ASTA Membership and Internal Matters

Constantly improve the internal operations of ASTA to more efficiently serve membership with continued emphasis on the importance of effective human and financial management systems.



Leadership

Chair

Craig Newman

AgReliant Genetics, LLC

First Vice Chair

John Schoenecker

HM.CLAUSE

Second Vice Chair

Risa DeMasi

Grassland Oregon



Regional Vice Presidents

Jim Byrum, Ex Officio State and Regional Assoc.
Rep., Michigan Agri-Business Assoc.

Terry Dulaney, Southeastern Region Vice President,
AgVenture

Andy Ernst, Northeastern Region Vice President,
Ernst Conservation Seeds

Wayne Gale, Vice President from CSTA,
Stokes Seeds

Matt Hynes, Central Region Vice President,
GROWMARK, Inc.

John Latham, North Central Region Vice President,
Latham Hi-Tech Seeds

Rob Mitchell, Northwestern Region Vice President,
Simplot Agribusiness

Jerry Monk, Interim Vice President to Mexico,
Warner Seeds

Alan Ostercamp, Southern Region Vice President,
RiceTec, Inc.

Jim Schweigert, Vice President to Canada, Gro
Alliance, LLC

Mervyn Selvidge, Western Region Vice President,
Z&S Seed Services, Inc.

Jose Luis Gastelum, Vice President from AMSAC,
Syngenta

Division Chairs

John Chism, Corn and Sorghum Division, DuPont Pioneer

Rick Falconer, Vegetable and Flower Division, Rijk Zwaan USA

Paul Frey, Farm Seed Division, Alforex Seeds

Paul Kjolhaug, Brokers-Agents Division, MayerSeedLine, LLC

Karen McGuire, Associate Member Division, Global
Environmental Matrix LLC

Bill Merrigan, Lawn Seed Division, Blue Mountain Seeds, Inc.

Carl Peterson, Soybean Division, Peterson Farms Seed

Directors at Large

Mark Herrmann, Monsanto Vegetable

Brad May, Bayer CropScience

David Morgan, Syngenta

Tom Wilttrout, Dow AgroSciences

Immediate Past Chairs

Blake Curtis, Curtis & Curtis, Inc.

Mike Gumina, DuPont Pioneer

John Nelsen, RiceTec, Inc.

State and Local Issues

In 2013/14, ASTA continued its aggressive grassroots and legislative monitoring efforts by tracking 165 state and federal bills that could impact the seed industry. To further those efforts, ASTA representatives participated in over 30 state/regional seed and agribusiness conferences, as well as hosted the state seed and agribusiness association annual conference with 68 organizations participating from across the U.S.

Realizing the importance of a strong, consistent seed testing and reporting system, ASTA reached out to the various professional associations representing the lab industry to facilitate a path forward for a long term solution to this issue. This will be an extended effort with plans to have the path well defined during meetings in 2014/15.

GMO labeling continues to be a challenge at the state level. ASTA saw more than 100 labeling

bills filed in 28 states and 3 ballot initiatives were introduced. Because of the challenge of potentially having a patchwork of 50 different labeling laws, ASTA continues to work with grower organizations and other interested parties to find a solution to this issue at the federal level. Unfortunately, two ballot initiatives passed – Vermont and Kauai County, Hawaii. Various legal routes are being taken to find a path forward in these areas and ASTA continues to monitor other legislation at the state level.

On a host of other seed legislative efforts, ASTA contributed comments and provided industry guidance. For example, legislators in Connecticut sought to ban the use of pesticides and the planting of genetically engineered grass in public areas. ASTA submitted comments on the proposal and provided insight to legislators. Ultimately, the legislation did not pass. At the same time, ASTA worked to help revise the Connecticut seed law through the legislative process.



Domestic Issues

Innovation in Plant Breeding

The ASTA Board of Directors approved expanding the scope of the Biotechnology Committee to include improvements in plant breeding technologies and other issues related to breeding and research. The committee's name was changed to the Innovation and Policy Committee. The committee will now cover policy and regulatory issues in the areas of plant breeding innovations, research and transgenic seed products. Examples of topics to be addressed include seed Low Level Presence (LLP), regulatory policies for seed products developed through advanced breeding technologies, and U.S. policies related to breeding and seed research. Advocacy and development of ASTA positions will be initially developed through topic-specific working groups that report back to the committee.

Cover Crops Working Group

With interest in the use of cover crops growing, ASTA established a new Cover Crops Working Group which met for the first time at ASTA's 131st Annual Convention. Participants heard from an array of grower, research and extension organizations that related the benefits and challenges facing this rapidly evolving area. The working group will meet during ASTA's Farm & Lawn Seed Conference, CSS 2014 & Seed Expo and annual convention to continue to address the opportunities in the growing cover crops arena.



Intellectual Property

To address the issue of patent expiration for agricultural biotechnology events, ASTA and the Biotechnology Industry Organization (BIO) have worked together with the agricultural value chain to create the AgAccord®. The intent of the accord is to provide a predictable and transparent mechanism to access events that fall in this category.

The accord was completed in 2013 and comprised two separate agreements that cover the issues related to patent expiration; the Generic Event Marketability and Access Agreement (GEMAA) and the Data Use and Compensation Agreement (DUCA). The GEMAA went into effect in November 2012 and has 10 signatories. The DUCA opened for signatures in December 2013.

Government Affairs

Storm the Hill

Over 30 ASTA members from across the U.S., representing several different crop groups, came to Washington, D.C. for Storm the Hill activities March 3-7, 2014. More than 60 visits were held on Capitol Hill, focusing on several important issues facing the seed industry. As a result of the meetings, ASTA member Mark Mustoe of Clearwater Seed Company was invited to testify before the House Appropriations Subcommittee on Interior, Environment and Related Agencies.



ASTA also coordinated with the National Coalition for Food and Agricultural Research on a seminar for House of Representatives staff to hear how the National Plant Germplasm System is helping scientists in their search for drought-resistant soybeans. USDA has since released a variety that has multiple stress resistances, which companies can use to conduct their own research and grow their own varieties.

Guide to Seed Treatment Stewardship

The Guide to Seed Treatment Stewardship (GSTS) was released in March 2013 through a partnership between ASTA and CropLife America to promote the safe handling and management of treated seed. Phase II of the campaign was launched in November 2013 with the goal of leveraging the established support of national crop and agribusiness associations to reach farmers and seed treatment applicators. ASTA targeted the top 12 corn and soybean producing states, worked with the National Cotton Council, and reached individuals through annual winter grower meetings and internal communication channels.



By the conclusion of Phase II in early 2014, over 20,000 farmers and seed treatment applicators had been exposed to GSTS messaging at 29 meetings. Nearly 7,700 additional people received communication through e-mail messaging and organization newsletters. In total, 31 state or national organizations helped promote safe seed treatment stewardship practices to farmers and applicators.

Food Safety

In 2013, the Food and Drug Administration (FDA) published proposed new rules for food safety regulations under the Food Safety Modernization Act. ASTA and its members worked to develop comprehensive comments to the sections proposing to impose extensive regulatory requirements on seed producers. The comments focused on the low risk associated with seeds that are used for agronomic purposes or in animal feed. The FDA is under a court mandate to publish final rules in June 2015.

Farm Bill

The Farm Bill signed into law by President Obama on February 7, 2014 contains a key amendment, proposed by ASTA, to the provisions of the Federal Insecticide, Fungicide, and Rodenticide Act that require advance notification to the EPA for pesticide imports. The amendment eliminates the requirement to notify EPA when a company imports seed that may contain a "plant incorporated protectant." It also does not limit USDA's authority with respect to the importation or movement of plants, plant products, or seeds under either the Plant Protection Act or the Federal Seed Act.



The exemption culminates a campaign led by ASTA to remove a paperwork requirement which had become a serious impediment to the importation of seed from South America and other areas. In addition, seed companies will be able to move research seed year round that is needed for the development of new products.



Global Agricultural Policy

Relationship Building with China

ASTA and the Chinese National Seed Association collaborated on events throughout the year as part of the joint Memorandum of Understanding, signed in December 2012. ASTA delegations visited Beijing and the Jilin Province and hosted a Chinese delegation in the U.S. to discuss topics such as germplasm exchange, Intellectual Property Rights and the draft Chinese seed standard. ASTA plans to continue building on the relationship in this important market.



USDA Funding Increase

ASTA received an increase in funding under the USDA's cooperator programs within the Foreign Agriculture Service (FAS) in 2013 even though total funds available declined. ASTA's international activities are partially funded by FAS through the Market Access Program and the Foreign Market Development Program which promote long-term markets for U.S. agricultural products.

Funds from these programs are used to participate in policy discussions on the global level including meetings in key markets such as China and attendance at the International Seed Federation (ISF), Seed Association of the Americas, and International Plant Protection Convention. The funding also supported facilitating market research in potential new trade areas.

Increased Member Interaction at International Meetings

Meeting with members at international events was a priority for ASTA staff as a way to better understand the issues faced overseas. Starting in November 2013 at the Asia Pacific Seed Association meeting in Kobe, Japan, ASTA met with over a dozen members to share resources, identify key issues/opportunities in specific markets and work to resolve problems for the entire seed industry. Similar meetings were arranged at the ISF Congress in Beijing.

SAA Congress

The Seed Association of the Americas (SAA) held its bi-annual congress in Punta del Este, Uruguay. The congress focused on the issue areas identified as priorities for the SAA membership including IPR, biotechnology, phytosanitary issues and seed treatments. The SAA working groups focusing on these four issue areas met at the congress with strong ASTA involvement. In addition, ASTA played a leading role in developing activities related to phytosanitary issues and seed LLP in the region.

Seed Low Level Presence

ASTA led the development of a second ISF paper that presented options for the creation and implementation of national seed LLP guidelines. The policy options presented are criteria the global seed industry considers to be important to the movement of seed between countries while maintaining a predictable and sustainable supply chain. The paper was adopted at the 2014 ISF Congress in Beijing.

Transatlantic Trade and Investment Partnership

The Transatlantic Trade and Investment Partnership (T-TIP) is a comprehensive trade agreement being negotiated between the U.S. and the European Union (EU). T-TIP will provide increased access to European markets for American goods and services, including agricultural commodities. When negotiations began on T-TIP in 2013, ASTA campaigned for a section on seed, since seed trade between the U.S. and EU represents roughly half of the global seed trade. Seeds also have unique phytosanitary and biotechnology issues not associated with other agricultural commodities.

ASTA worked with the European, Dutch, German, and French Seed Associations to identify common issues for T-TIP inclusion. These issues included the need for regulatory harmonization at international and regional levels, phytosanitary issues, harmonized policies on precision breeding techniques and protocols for the presence of biotechnology material in conventional seed. ASTA will continue to monitor T-TIP development closely and provide input to the U.S. negotiators as needed.

International Treaty

The International Treaty on Plant Genetic Resources for Food and Agriculture creates a specialized, global system for the management and exchange of plant genetic resources which is important for American researchers to use to feed the growing global population. The Treaty was signed by President Bush on November 1, 2002, but has not been ratified by the U.S. Senate.

In 2013, ASTA renewed its efforts to urge the Senate to ratify the treaty. ASTA worked with the scientific and grower communities to increase support. These groups understand that the treaty will provide access to plant materials from all over the world to address new threats to productivity in the U.S.

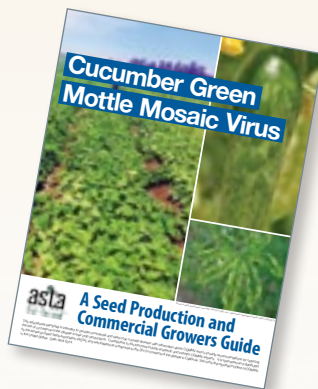


Phytosanitary Issues

Cucumber Green Mottle Mosaic Virus

In July 2013, Cucumber Green Mottle Mosaic Virus (CGMMV) was detected for the first time in the U.S. in a melon seed production field in California.

CGMMV is a seed transmitted virus found throughout the world that attacks a number of melon and cucurbit species making the fruit unmarketable due to quality issues. The virus can be spread long distances via infected seed but can also be spread locally through contaminated farm equipment, irrigation water and workers.



As soon as CGMMV was detected, a joint state and federal industry working group was formed to respond. ASTA and the California Seed Association partnered to provide leadership as the vegetable seed industry addressed the issue. ASTA's Emerging Diseases Subcommittee and the seed industry developed a brochure designed to help educate seed producers, importers and growers. It includes information on CGMMV biology, detection and prevention/management strategies to prevent further introductions and spread of the disease. It is available in a printable version on ASTA's website.

International Seed Standard Progress

In 2013/14 ASTA, ISF and other regional and national seed associations encouraged the International Plant Protection Convention to develop a standard for the international movement of seeds. ASTA contributed to

the development of 13 white papers covering seed issues that needed to be addressed in the standard. In July 2013 the first seed standard draft was developed and subsequently approved for country consultation the following May. The draft standard has detailed scientific information on seed and pest biology, epidemiology and measures to help countries establish scientifically sound phytosanitary requirements.

Vietnam PRA Issues

In March 2013 Vietnam informed USDA's Animal and Plant Health Inspection Service (APHIS) of its plans to require pest risk assessments (PRA) for imported agricultural commodities. Beginning in 2014, Vietnam would not issue import permits for any commodity, including seed for planting, if a PRA had not been started. However, the PRA requirement for commodities permitted entry had the potential to severely disrupt trade, especially in regard to the 2014 deadline as it takes many months to complete. Over 50 species of seed were identified by ASTA companies as being currently or planned to be exported to Vietnam but formal PRAs existed only for two.

USDA began developing the pest lists for the seed species ASTA members recognized, 22 of over 500 were phytosanitary concern to Vietnam. ASTA shared this analysis with its members and collected additional information to determine if these particular pests occurred in seed production areas in the U.S., and what methods were being used to reduce or eliminate phytosanitary risks. APHIS has used this information to help companies obtain import permits while the formal PRA process continues.

Industry Building and Recognition

The National Council of Commercial Plant Breeders

Cooperation, partnering and mutual support with public research and educational institutions is vital to innovations in the seed industry. The National Council of Commercial Plant Breeders (NCCPB) represents member companies in the business of plant improvement and encourages collaboration to advance plant sciences. They also recognize outstanding scientific contributions in public and private plant breeding by both professional plant breeders and students through their awards program. Students are given a monetary award and an opportunity to be mentored at ASTA's CSS & Seed Expo in December.

The 2013 winners were:

P. Stephen Baenziger, University of Nebraska-Lincoln
Public Sector

Katherine Friels, University of Nebraska-Lincoln
Graduate Student

Brian DeVries, University of Wisconsin-Madison
Graduate Student

Sarah Potts, University of Illinois
Graduate Student

The American Seed Research Foundation

Basic research in seed biology that has applications across different crop species and can provide benefit to all seed sectors is vital to our industry. The American Seed Research Foundation facilitates this goal by underwriting specific research projects and educating future researchers through the Operation Student Connection (OSC) program. OSC gives graduate students majoring in seed biology or seed science scholarships to attend and participate in ASTA's annual convention. In addition, one OSC student who shows exceptional passion for the seed industry is awarded the Roger Krueger Memorial Scholarship.



Students selected for the program were:

Gary Gregg, University of Kentucky

Victoria Knapp, University of Tennessee

Grace Kandzu, Iowa State University

Kyle Rak, University of Wisconsin

Leah Ruff, University of Nebraska-Lincoln
(Roger Krueger Memorial
Scholarship Winner)

First-the Seed Foundation Continues Seed Industry Support

ASTA's First-the Seed Foundation (FTSF) continued its mission to conduct education, outreach and



communication on the value of crops and food produced from seed during the 2013/14 year. In December 2013, the foundation started the development of a core curriculum targeted at students in grades 6-8 through sponsorship from Peterson Genetics. The core curriculum was designed to engage middle school students with seed science through Science, Technology, Engineering and Math (STEM) disciplines.

FTSF also developed a process to administer Canada's successful Tomatosphere program in the U.S. This program teaches scientific experimentation and inquiry skills for grades 2-10. Through a series of data collection and observations students hypothesize if seeds exposed to outer space elements have different growth characteristics than those remaining on earth.

Industry Building and Recognition continued

Future Seed Executives



During 2013/14, the Future Seed Executives (FuSE) hosted a second fly-in strategy session and continued to focus on membership development and education. The outcomes of this included increased activities for FuSE members such as educational units and webinars.

In August 2013 the Education Committee hosted a three-part webinar series on social media. The webinar was led by Laura Cunningham and Shannon Latham of Latham Hi-Tech Seeds and taught FuSE members how to be successful across multiple social media channels. The committee also organized an Educational Unit hosted by Cotton Incorporated and Syngenta in Raleigh, N.C. focusing on the cotton value chain, southern crops and Syngenta's crop research.

The Connections Committee selected five students to participate in the Campus Connections program at ASTA's annual convention in Indianapolis and paired them with mentors representing all areas of the seed industry.

Participants included:

Cody Belknap, Iowa State University
David Drendel, Iowa State University
Beth Pleggenkuhle, Iowa State University
Morgan Shrader, Iowa State University
Ethan Stevenson, Purdue University

FuSE celebrated its 10th Anniversary and presented Founders Awards to Jim Schweigert, TJ Lawhon, David Nothmann and Alexis Ellicott. Chris Boomsma of DowAgroSciences was announced as the 2014 Future Giant of the Seed Industry award winner.

Distinguished Service Awards

ASTA's Distinguished Service Award recognizes those whose efforts have made a significant contribution to the association and the seed industry. The 2014 Distinguished Service Awards were presented to June Blalock and Rick Falconer. June Blalock, USDA ARS, was recognized for her invaluable work representing the U.S. on seed related issues. June was involved in the negotiations on the International Treaty on Plant Genetic Resources for Food and Agriculture, and served on the Plant Variety Protection Advisory Committee for several years before retiring in 2014.



Rick Falconer, Rijk Zwaan, was instrumental in filling a leadership role to help organize ASTA's Vegetable & Flower Seed Conference in Monterey. Rick's committed leadership and unwavering support for ASTA and the seed industry continues to be a tremendous benefit to the agricultural community.



Honorary Lifetime Member

The Honorary Lifetime Membership Award recognizes untiring service to the association and seed industry. Jim Tobin of the Monsanto Company was presented the 2014 award during ASTA's 131st Annual Convention. Jim has had a distinguished 29-year career including various agricultural marketing and commercial development positions with the company. Jim spent many years on the ASTA Board of Directors and over the course of his career he was a tremendous leader for the association, culminating in his service as Chairman during the 2005/06 year.



Conventions and Meetings

2013 Farm and Lawn Seed Conference

ASTA's 59th Annual Farm and Lawn Seed Conference, held in conjunction with the Western Seed Association Conference, brought more than 700 seed industry representatives to Kansas City, Missouri for networking and business meetings. The ASTA town hall breakfast and the Farm and Lawn Seed Division business



meetings were widely attended. The Invasive Species Working Group held a special meeting for an overview of program funding and representatives of the USDA Natural Resource Conservation Service presented reclamation programs to the Environmental and Conservation Seed Committee.

CSS 2013 & Seed Expo

The Corn, Sorghum and Soybean Seed Research Conference experienced another successful year in 2013 with more than 2,600 attendees and a record number of exhibitors. New features added to the attendee experience, which included a new conference app with increased functionality and video commercials recorded for exhibitors. A record number of graduate students participated in the poster presentation contest with an enhanced judging and prize process.

Since CSS has continued to expand beyond attendees interested in corn, sorghum and soybeans, a session on Hot Topics in Wheat was added and attended by over 70 people. The two general sessions featured a return appearance by AgResource Company's notable ag economist Dan Basse, USDA's National Institute of Food and Agriculture Director Sonny Ramaswamy, and Pollinator Partnership Executive Director Laurie Davies Adams.



Conventions and Meetings continued

53rd Vegetable and Flower Seed Conference



ASTA's fastest growing conference continued an upward trend with record attendance and a sold out trading room. More than 830 attendees from over 25 countries gathered in Monterey, California for collaboration and networking. The General Session, Trends in Fresh Produce, featured keynote speaker Roberta Cook, Extension Marketing Economist in Department of Agricultural and Resource Economics at UC

Davis. She shared her research on the marketing and international trade of fresh fruits and vegetables. Cook then joined panelists Jim Bogart, Grower-Shipper Association of Central California, Lorri Koster, Mann Packing and Joe Pezzini, Ocean Mist Farms, to discuss consumer and end user habits and trends in the vegetable seed industry.

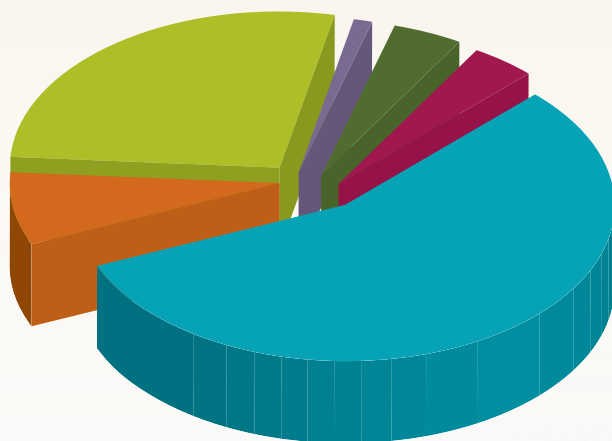
131st Annual Convention

The 131st Annual Convention in Indianapolis had the highest attendance since 2008. The meeting kicked off with a Seed Leadership Program workshop that brought 85 participants to learn about leadership, communication, data management and creating value in the seed industry. Purdue University President and former Governor of Indiana Mitch Daniels delivered the keynote address and World Food Prize Laureates Phillip Nelson and Gebisa Ejeta gave memorable presentations. Several committees and working groups held meetings to discuss key issues of concern.



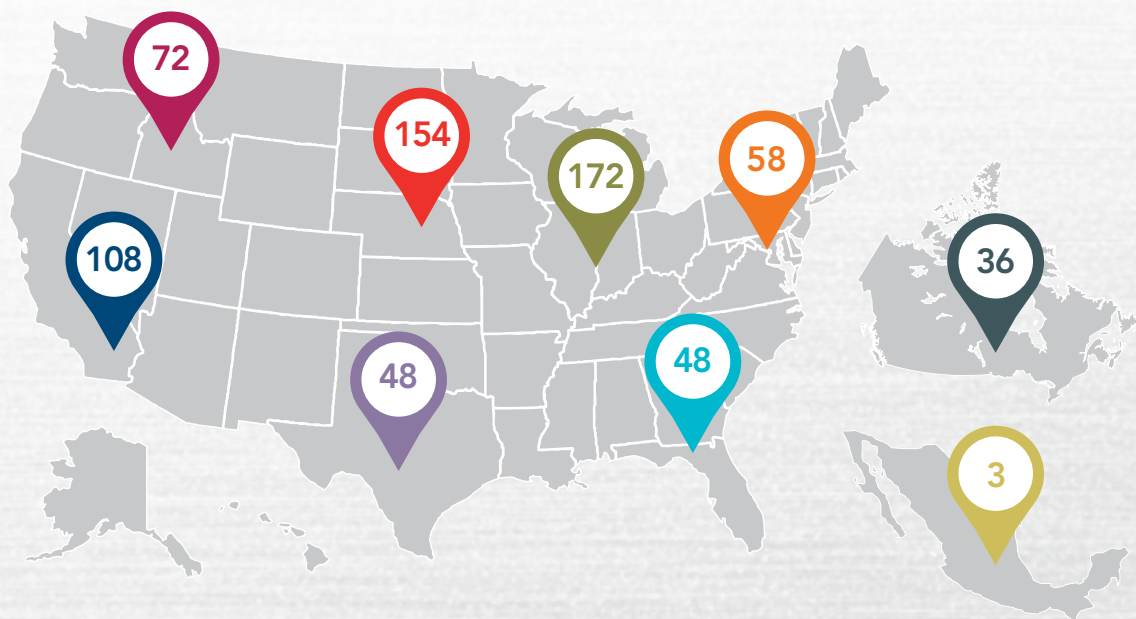
Membership

Member Type



Active	56% (417)
Affiliate	8% (55)
Associate	27% (201)
Broker-Agent	1% (9)
Corresponding/International	4% (30)
Reciprocal	4% (28)

Companies by Region



Canada	36
Central	172
International	37
Mexico	3
North Central	154
Northeast	58
Northwest	72
South	48
Southeast	48
West	108

Member retention was 93% with an overall increase of 11 members.

Financial Health

ASTA's budget is based on guidance from the Board of Directors, divisions, committees, strategic plan priorities and staff. ASTA strives to maintain transparency with membership about the association's budget and financial status. The Board of Directors approves and regularly reviews the association's financial status and strategy, which enables ASTA to maintain a strong targeted financial reserve. The annual ASTA audit was conducted by McQuade Brennan LLP, in accordance with auditing standards generally accepted in the U.S. The 2012/13 audit* confirmed the financial health of the association. ASTA began its fiscal year with unrestricted net assets of \$4,344,780 and ended with \$4,776,914.

Investment Policy and Reserve Policy

The Board of Directors established guidelines for the investment and reserve accounts, striving to maintain a balance of 1.5-2 times the operating budget. Of that reserve, 10 percent is maintained in an operating reserve and expenditures are subject to approval of the Executive Committee or the Board of Directors. The remaining balance is divided between 20 percent in a mid-term reserve and 70 percent in a long-term reserve. Expenditures from those reserves are vetted through the Finance Committee and approved by the Board of Directors. Under this policy, when authorizing expenditures from the long-term reserves, the Board will approve a plan to replenish the amount expended.

ASTA Revenue Sources

Dues	\$2,835,964
Meetings	\$1,305,176
Exhibits	\$341,143
Assessment	\$8,936
Government Reimbursements	\$199,915
Miscellaneous	\$82,537
Administrative Service Fees	\$20,000
Net Investment Gains (Losses)	\$436,072

TOTAL REVENUE

\$5,229,743

ASTA Expenses

CSS	\$380,679
Farm/Lawn	\$7,262
Vegetable and Flower Seed	\$195,865
Export Market Development	\$8,336
Foreign Agricultural Services	\$199,915
Convention	\$279,062
Future Seed Executives (FuSE)	\$13,771
Stewardship Guide	\$37,454
Other Programs	\$23,190
General and Administrative*	\$3,652,075

(*Includes, but not limited to: rent, utilities, insurance, salaries, taxes, office equipment and maintenance, dues and subscriptions, legal fees, etc.)

TOTAL EXPENSES

\$4,797,609

* In order to facilitate an earlier printing of the annual report, in future years ASTA will include the previous year's audit report.

ASTA Staff

Executive Office

Andrew W. LaVigne

President and CEO
alavigne@amseed.org

Liz Anderson

Executive Assistant
landerson@amseed.org

Domestic and International Policy

Bernice Slutsky

Senior Vice President, Domestic and International Policy
bslutsky@amseed.org

Jane DeMarchi

Vice President, Government and Regulatory Affairs
jdemarchi@amseed.org

Ric Dunkle

Senior Director, Seed Health and Trade
rdunkle@amseed.org

Michelle Klieger

Director, International Programs and Policy
mklieger@amseed.org

Pat Miller

Director, State Affairs
pmiller@amseed.org

Kelly Crist

Manager, International Programs and Policy
kcrist@amseed.org

Finance and Administration

Ann Jorss

Vice President, Finance and Administration
ajorss@amseed.org

Barbara Surian

Director, Administrative Services
bsurian@amseed.org

Communications

Janice Walters

Director, Communications
jwalters@amseed.org

Tera Fair

Manager, Marketing and Member Outreach
tfair@amseed.org

Meetings and Services

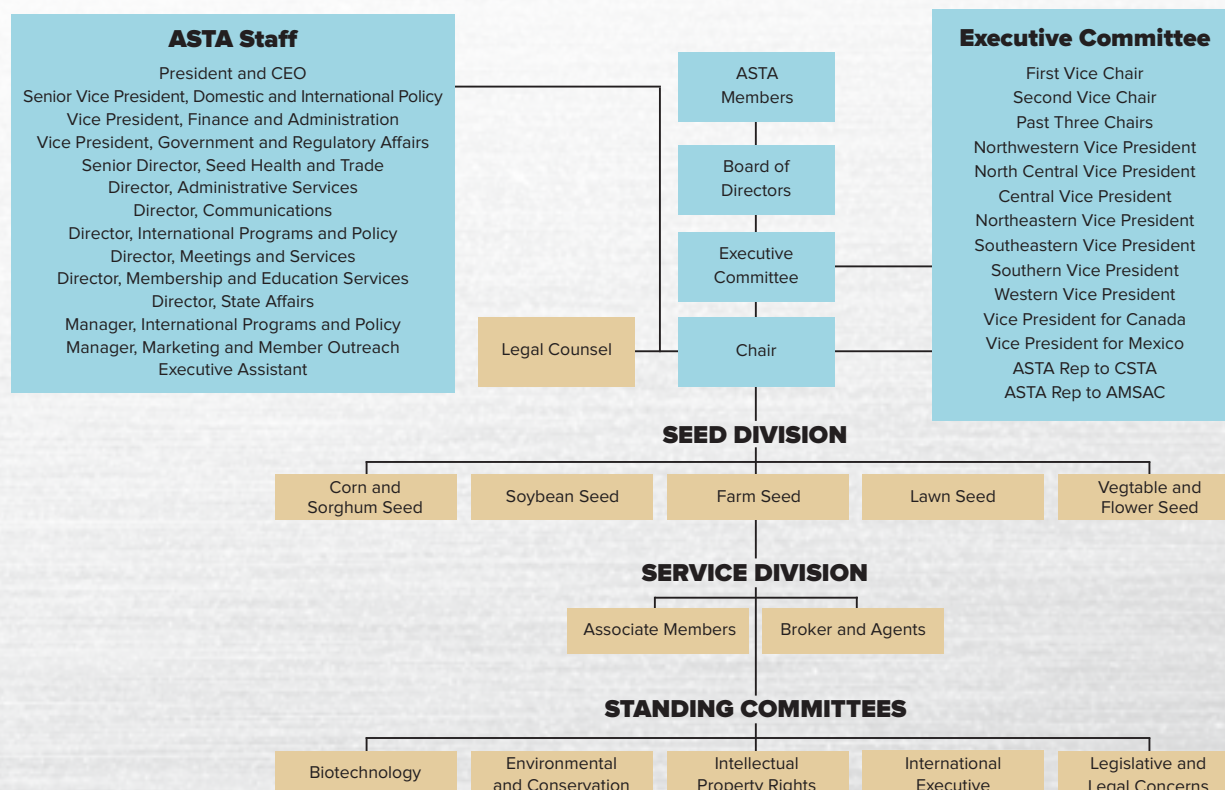
Jennifer Crouse

Director, Meetings and Services
jcrouse@amseed.org

Membership Services

Stan Barrett

Director, Membership and Education Services
sbarrett@amseed.org



ASTA
1701 Duke Street, Suite 275
Alexandria, VA 22314

P (703) 837-8140

F (703) 837-9365

amseed.org

Connect with us:

