

AGRIBUSINESS ASSOCIATION OF IOWA



AGRIBUSINESS ASSOCIATION OF IOWA

**Owned by the members**

**Directed by the boards**

**Managed by professionals**

**Exceeding your needs!**



**AAI - Committed to Serving  
Iowa Agribusiness Professionals  
for Over 100 Years!**



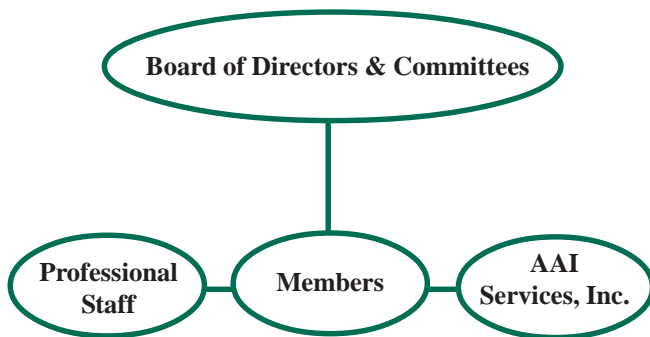
900 Des Moines Street . Des Moines, Iowa . 50309-5549  
800.383.1682 . 515.262.8323 . Fax 515.262.8960  
Website: [www.agribiz.org](http://www.agribiz.org)



## WELCOME TO YOUR ASSOCIATION!

The Agribusiness Association of Iowa represents all levels of agribusiness including private ag retail dealers, coops, grain dealers, processors, plant food product companies, feed manufacturers and dealers, crop protection product companies, energy suppliers and an array of supporting allied businesses.

*Working Together to Add Value to your Business. . .*



“I belong because my association is on the front lines each and every day, both at the state and national levels they are watching my bottom line. . . .”



“I belong because the association provides my business with a full range of programs at the annual EXPO as well as workshops throughout the year addressing many technical and management issues. . . .”

AAI – Serving Iowa Ag Businesses over 100 years!



**Agribusiness Association of Iowa**  
AAI Services, Inc.  
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## Contact Us

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Agribusiness Association of Iowa

## AAI Services, Inc.

**AAI Services Inc.** is a for-profit subsidiary company owned by the association. The primary reason for AAIS is to provide non-dues revenue back to the parent company. This is done in a variety of ways as outlined below:

- Agribusiness Showcase & Conference
- CCA Education
- Management training
- Member golf outings
- Endorsed Partners

the right  
connections

### Management of the:

- Iowa Seed Association
- Iowa Forage & Grassland Council
- Iowa Alliance for Environmental Concerns
- Iowa Wine Growers Association
- Iowa CCA Program
- Iowa Commercial Nutrient Applicators Association
- Iowa Auctioneers Association
- Iowa Nursery & Landscape Association
- Iowa Aerial Applicators Association



Agribusiness Association of Iowa

## Our Mission . . . .

The Agribusiness Association of Iowa exists to *Advocate*, *Communicate*, and *Educate* on behalf of a professional agribusiness industry.

We have members in every county of the state. Each year AAI lobbyists are working at the capitol in Des Moines, as well as Washington, DC, protecting the best interest of the industry.

Member driven and professionally managed. . . . .

The board is comprised of professionals elected by the members representing districts, at-large seats, and divisional directors. Each director can serve two successive three year terms.

AAI also has standing committees made up of members who walk the walk and talk the talk. You can belong to the Grain, Feed, Agronomy, Membership, Showcase, Social Events, or the Legislative committee. There are also numerous opportunities throughout the year to serve on task forces.

Your professional staff has decades of experience in public policy and association management. They are here to help you day in and day out!



Agribusiness Association of Iowa

## What Do We Do?

### *Advocate*

- General Air permits for grain facilities
- National association collaboration on BSE and feed issues
- Support efforts to grow the bio-tech industry
- Anti-METH task force & issues
- Water quality issues
- Commercial and livestock nutrient management issues
- Legislative Reception, political action & ag leaders program

### *Communicate*

- Take-Five
- Legislative Monitor
- Regulatory Compliance Update
- Membership directory
- Member alerts
- Member Insider

### *Educate*

- American Agronomic Stewardship Alliance
- Annual pesticide container recycling programs
- Promotion of Certified Crop Advisers
- Member meetings
- Grain grading
- Human resource training
- Management seminars



Agribusiness Association of Iowa

# Endorsed Partners

## Agribusiness Association of Iowa Services, Inc. (AAIS)

holds agreements with providers of high quality products and services that add value to your business and keep your membership investment low. These companies are hand selected because they know our industry and exceed your needs.

### STRATEGIC PARTNERS....

**EBS/Holmes Murphy** .....800-373-0148  
Howard Clark & Diane Telfer .....hclark@holmesmurphy.com  
*Health Insurance*

**Matt Parrott Printing & AAI Services Inc.** . . . . 800-383-1682  
Jeannine Maurer ..... jeannine@agribiz.org  
Chuck Lund ..... 800-728-4621  
*Business Formsance*

**DAC Services** .....800-888-9596  
Joan O'Brien ..... joano@agribiz.org  
*Employee Drug Testing Program*

**FCStone Carbon** .....515-223-3731  
Michael Kinley . . . . .mkinley@fcstone.com  
*Pre-Compliance Testing*



Agribusiness Association of Iowa

# Retail Worksheet

Agribusiness Association of Iowa

Membership Investment

## Retail Center Membership Dues Worksheet

**Retail Centers are defined as: Iowa Retail Centers of Feed, Fertilizer, Seed, Crop Protection Chemicals, Custom Application, Consulting, Grain Throughput, Merchandise/ Equipment Sales direct of Producers.**

IOWA Gross Retail Sales of feed, fertilizer, seed, crop protection chemicals, consulting, custom application and merchandise/equipment. \$ \_\_\_\_\_(A)

Grain sales (Include ALL Branches)\$ \_\_\_\_\_ x 65% = \$ \_\_\_\_\_(B)

A + B = Total IOWA adjusted sales \$ \_\_\_\_\_

Calculate dues from chart below \$ \_\_\_\_\_

<u>AAI Dues Chart</u>	
<u>IOWA Adjusted Sales</u>	<u>Dues</u>
Up to \$2,500,000	\$450
\$2,500,001 to \$5,000,000	\$750
\$5,000,001 to \$10,000,000	\$1250
\$10,000,001 to \$25,000,000	\$1850
\$25,000,001 to \$50,000,000	\$2800
\$50,000,001 to \$100,000,000	\$3800
\$100,000,001 to \$150,000,000	\$4800
\$150,000,001 to \$200,000,000	\$5800
Greater than \$200,000,000	\$6800

**Please note: All branches are now included in your membership base. Please include their sales in your calculations.**

Membership investments paid to the Agribusiness Association of Iowa are not deductible as charitable contributions for federal income tax purposes. However, membership investments paid to the Agribusiness Association of Iowa are deductible as business expenses at a rate of 82% of the total membership investment.

Dues Year is September1 - August 31



Agribusiness Association of Iowa

# Wholesale Worksheet

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## Membership Dues Worksheet

**Wholesale Members are defined as: Distribution, Formulation, Grain Marketing/Processing, Manufacturing, and Wholesalers who sell to Ag Retail Centers.**

**Gross Sales Include:** All Iowa Sales on inventory sold to customers in Iowa including but not limited to:

Feed \$ \_\_\_\_\_  
 Grain \$ \_\_\_\_\_  
 Fertilizer \$ \_\_\_\_\_  
 Chemicals \$ \_\_\_\_\_  
 Seed \$ \_\_\_\_\_  
 Livestock \$ \_\_\_\_\_  
 Equipment \$ \_\_\_\_\_  
 Custom Application \$ \_\_\_\_\_  
 Consulting \$ \_\_\_\_\_  
 Merchandise & All Other \$ \_\_\_\_\_  
**Total** \$ \_\_\_\_\_(A)  
 \$ \_\_\_\_\_(A) x 60% = \$ \_\_\_\_\_(B)

Calculate Dues Below from Line B \$ \_\_\_\_\_

\*\*Branches / Employees (see below) @ \$100 each + \_\_\_\_\_

**TOTAL Membership Investment** \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_

### AAI Dues Chart

IOWA Adjusted Sales	Dues
Up to \$2,500,000	\$450
\$2,500,001 to \$5,000,000	\$750
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\$150,000,001 to \$200,000,000	\$5800
Greater than \$200,000,00	\$6800

**\*\* Sales Representatives, Employees and Branches of the above may join for \$100 each ONLY if the parent company has paid dues for the 2007 membership year.\*\*** Membership investments paid to the Agribusiness Association of Iowa are not deductible as charitable contributions for federal income tax purposes. However, membership investments paid to the Agribusiness Association of Iowa are deductible as business expenses at the rate of 82% of the total membership investment.

Dues Year is September 1 - August 31



Agribusiness Association of Iowa

**Yes...I want to keep informed and help my industry by belonging to AAI !**

Please type or print and return the information below with your dues worksheet to the AAI office.

**Business Category:**

Retail \_\_\_ Wholesale \_\_\_

Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

County: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

My check in the amount of \$ \_\_\_\_\_ is enclosed.

Signature: \_\_\_\_\_

I would like to serve on the following AAI committee(s):

- \_\_\_ Membership      \_\_\_ Legislative
- \_\_\_ Agronomy      \_\_\_ Showcase
- \_\_\_ Grain      \_\_\_ Golf & Recreation
- \_\_\_ Feed

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