



2017 NASDA Annual Report

NASDA President: Commissioner Michael G. Strain, Louisiana
NASDA CEO: Dr. Barbara P. Glenn

NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders.

FINANCES

- NASDA ended the year with positive net assets of \$3.4 million. This included over \$1 million designated by the Board of Directors as reserves.
- NASDA and NASDA Foundation increased net assets by over \$300,000.
- NASDA and NASDA Foundation generated revenue of over \$48 million

NASDA FOUNDATION

The NASDA Foundation undertook a strategic planning process this year which will guide the Foundation to 2020. The NASDA Foundation also manages multiple cooperative agreements with the U.S. Food & Drug Administration (FDA) to implement FSMA. As part of these cooperative agreements, NASDA:

- Held the first meeting of the National Consortium
- Completed On-Farm Readiness Review guidance and state pilot programs bringing together NASDA, FDA, state extension officials and allied industry
- Is in the final stages of development of the first practical tools for states to implement the produce rule
- Is in the process of developing an implementation framework for the animal feed rule working with AAFCO and allied industry

The NASDA Foundation also manages the Pest Education Activities and Resources (PEAR) Program. PEAR works to educate decision makers, stakeholders, and other partners who help identify, control, terminate or mitigate the environmental or economic risks pests or invasive species may have on U.S. agriculture.

Learn more about the activities of the NASDA Foundation at foundation.nasda.org.

NASDA - NASS COOPERATIVE AGREEMENT

Since 1972, NASDA has partnered with NASS to provide timely, accurate and useful statistics to U.S. agriculture. NASDA is continuing its efforts to strengthen the NASDA - NASS partnership while maximizing efficiencies and technology upgrades including utilizing iPads for all enumerators, electronic timesheets, and expanded website capabilities. The NASDA-NASS cooperative program serves the agricultural and rural data needs of the country and ensures that farmers and ranchers have a voice in the future of rural communities and all of agriculture. *Learn more about NASDA's 3,500 enumerators at nass.nasda.org.*

NASDA - FAS COOPERATIVE AGREEMENT

NASDA's \$3.6 million cooperative agreement with USDA's Foreign Agricultural Service (FAS) continued to support NASDA's activities helping U.S. food and beverage companies export their products. NASDA's export-focused pavilions for U.S. food and beverage companies provided opportunities for U.S. companies to meet more than 5,000 international visitors from more than 120 countries. On average, respectively, international visitors at the 2017 NRA Show and the 2016 Americas Food & Beverage Show planned to purchase \$184,792 and \$238,700 in the food and beverage category.

NASDA's portfolio expanded to include a comprehensive re-branding effort designed to create a common, recognizable look and feel for FAS sponsored U.S. pavilions at more than twenty trade shows outside the U.S. NASDA continued to support information programs, widely used by FAS and FAS cooperator groups, from Euromonitor International and a maximum residue level data base. *Learn more about our trade show activities at tradeshows.nasda.org.*