



2016 ANNUAL REPORT

Vision: The Kansas Grain Sorghum Commission (KGSC) is focused on increasing grain sorghum profitability and being recognized as a valuable asset by the Kansas grain sorghum producer.

Mission: The Kansas Grain Sorghum Commission directs the investment of funds generated by the grain sorghum check-off to enhance the profitability of the Kansas grain sorghum producer.

Kansas Passback Dollars

The United Sorghum Checkoff Program (USCP) distributes national checkoff dollars based on a percentage of production to those states that have been approved by the USDA as qualified state organizations. These states use the funds for additional research, market development and education. Kansas works in conjunction with USCP to benefit the local producer. Kansas remains the largest collection state after seven years of the sorghum checkoff. Collection is based on the amount collected during the fiscal year, which is October 1 to September 30. The sorghum assessment is 0.6 percent of the net market value of the grain sorghum.

Kansas Investment

The KGSC approved \$775,000 for research, market promotion, and education. Research contracts follow the Commission's fiscal year, starting on October 1, 2015 and will be completed on September 30, 2016. See insert for a list of current KGSC projects.

The Commission works to ensure reserves for continual sorghum research in years when yields are reduced, such as a drought year. This year the Commission used reserve funds to continue funding research projects important to the sorghum industry. The Board will continue to be diligent in preparing for crop year hardships and provide for continued research investment.

From the Chairman:

Stephen Bigge, fifth generation sorghum producer and Leadership Sorghum Class I graduate from Stockton, KS states, "We saw a significant increase in sorghum production this past year. Sorghum is a valuable asset to producers in the state of Kansas as we face continued discussion on improved water utilization. We hope to continue to see sorghum get back in the rotation as we work with checkoff dollars to increase yield and marketability of sorghum."

**FY 2015—KS Passback
was \$1,015,861.09.**

**Total Collections over
seven years is
\$6,116,934.35.**

Kansas continues to rank first in grain sorghum production in the United States with over 40 percent of the production. Kansas production totaled 282 million bushels in 2015, up 41% from last year. The Kansas Grain Sorghum Commission continues to work with research partners to increase sorghum production in Kansas, as it is a vital part of the Kansas economy.





KS Grain Sorghum Commission, Association Continue in Cooperative Agreement

The Kansas Grain Sorghum Commission (KGSC) and the Kansas Grain Sorghum Producers Association (KGSPA) continue working together under the cooperative agreement that allows the two organizations to share office space and staff. The two groups operate as Kansas Grain Sorghum. Check us out at ksgrainsorghum.org



Leadership Sorghum

The second Leadership Sorghum Class graduated December 2015. The United Sorghum Checkoff (USCP) launched this leadership development program that has reached 30 farmers. This program cultivates the next generation of leaders for the sorghum industry. Leadership Sorghum exposes sorghum farmer participants to various aspects of the industry through hands-on and classroom style education. Participants gain a better understanding of how sorghum moves through the value chain, industry interaction with checkoffs and stakeholder organizations, and the industry's future direction. The USCP has launched recruitment for Leadership Sorghum Class III, a fifteen-month program with five sessions beginning in September of 2016 and running through December 2017. The program prepares sorghum farmers to be advocates for sorghum and agriculture on a local, regional, state and national platform. Kansas graduated a strong second class of leaders. Class II Kansas participants are Dan Atkisson, Stockton; Kelsey Baker, Scott City; Casey Crossland, WaKeeney; Nathan Larson, Riley; Craig Poore, Alton; Lance Russell, Hays and Jessica Wyrill, Kirwin. Leadership Sorghum Class II member and newly appointed USCP Board member Craig Poore says, "Leadership Sorghum has been an excellent experience. Participants get the opportunity to see all aspects of the sorghum industry first hand. Leadership Sorghum has broadened my knowledge and sharpened my leadership as I start my first year on the national level." Several current and past Leadership Sorghum Class members hold leadership roles in Kansas sorghum. Leadership Sorghum Class I - Martin Kerschen is serving on the USCP board, Stephen Bigge is a Chairman of the Kansas Grain Sorghum Commission (KGSC), and Pat Damman is director of Kansas Grain Sorghum. Leadership Sorghum Class II - Nathan Larson is a commissioner on the KGSC, Craig Poore and Lance Russell serve on the Kansas Grain Sorghum Producers Association (KGSPA) board, and Dan Atkisson is serving on the NSP board of directors. Leadership sorghum is growing leaders in Kansas.

Referendum

The USDA Sorghum Promotion, Research and Information Order requires a referendum be conducted no later than three years after the beginning of assessments. The order requires a simple majority vote in favor of the program for USCP to continue. Sorghum producers first referendum occurred and passed February 2011. A second referendum occurred last spring, March thru April 2015, and passed with an overwhelming majority at 96.5 percent.

IGP Institute

The IGP mission is to provide innovative and relevant education and technical programs to enhance the market preference, consumption and utilization of U.S. cereal grains, oilseeds and their value-added products for the global grain industry. KGSC continues to support IGP in its activities. In 2015, IGP hosted 61 courses with 1,494 participants from 51 different countries. IGP continues to incorporate blended learning approaches into a large number of our courses. This is a trend we hope to continue in the years ahead. Program curriculum areas offered are feed manufacturing and grain quality management, grain marketing and risk management, and grain processing and flour milling. The KGSC is on the IGP Advisory Board. In addition, IGP hosts several courses in partnership with the U.S. Grains Council, of which KGSC is a member.

Sorghum Industry Driven by Markets

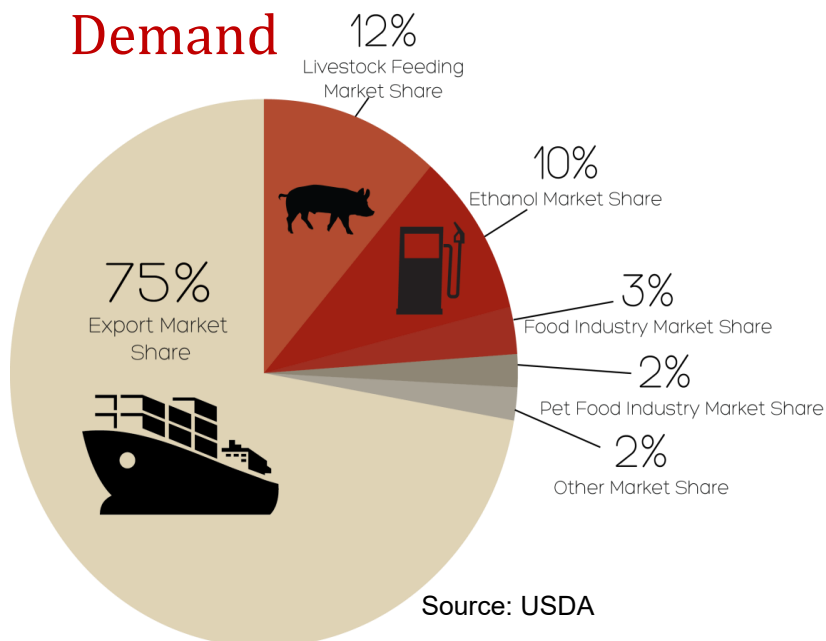
The bin busting 2015 sorghum crop continues to attract and grow current and emerging markets. With over 280 million Kansas bushels to market, there is grain to sustain multiple markets including ethanol, exports and livestock. The market place for sorghum both domestically and internationally has steadily increased within the last five years.

"Sorghum offers an excellent value for ethanol, exports, feed and high value food and pet food applications," said Florentino Lopez, Sorghum Checkoff executive director. "The Sorghum Checkoff is driving industry value through market value ." In 2015 sorghum farmers grew a crop valued at \$1.97 billion.

While enjoying a strong export demand, the Sorghum Checkoff strategically continued to invest in diverse and new markets. Food-grade sorghum news garnered more than 500 million views through various social, web and print media in 2015, and the consumer marketplace is responding. Sorghum consumption increased nearly 40 percent compared to 2014 and secured a three percent overall market share. More than 350 products on grocery store shelves contain sorghum, and main stream brands are adding sorghum to new product formulations every year.

The sorghum checkoff is strategically focused on growing and sustaining diverse, consistent markets for sorghum farmers. "USCP has continued to invest in domestic and export markets. Last year farmers saw the Chinese export market impact on basis price. With increased acres and excellent production, we have a robust 2015 crop to market. The board not only values exports but also market diversity with ethanol value and emerging markets like food grade." Sorghum Checkoff Board member Adam Baldwin, McPherson, Kansas.

2015 US Sorghum Market Demand



United Sorghum Checkoff Program (USCP)

The USCP board is comprised of 13 sorghum growers with five board members from Kansas. The Kansas board members are Adam Baldwin, McPherson; Martin Kerschen, Garden Plain; Clayton Short, Assaria; Craig Poore, Alton, KS and Boyd Funk, Garden City. USCP Kansas board members serve in other areas throughout the industry. Clayton Short is Vice Chairman of the KGSC and Craig Poore is currently serving on the Kansas Grain Sorghum Producers Association. Kansas is fortunate to have our leaders involved at the national level. USCP has two staff members in Kansas: Sarah Sexton-Bowser and Jesse McCurry. USCP staff work very closely with the commission in promoting and marketing sorghum in the state.

Kansas is well represented on USCP Committees through external committee member seats. **Crop Improvement Committee** – Dr. Gary Pierzynski, Kansas State University, Manhattan; **Renewables Committee** – Matt Durler, Conestoga Energy Partners, LLC, Liberal, KS; Derek Peine, Western Plains Energy, LLC, Oakley; **Market Development Committee** – Kerry Wefald, Kansas Department of Agriculture, Topeka, KS; and Dr. Timothy Dalton, Kansas State University, Manhattan, KS.





U.S. Grain Council (USGC)

Kansas Grain Sorghum and the US Grains Council hosted several visiting groups to the state of Kansas throughout the year. The state of Kansas and the US sorghum belt continues to see significant volumes of interest in U.S. grown grain sorghum. KGS and USGC continues to develop markets; enabling trade and improving lives as stated in the mission statement. USGC has 10 international offices, we worked directly with the ones in China and Mexico to assist us in making this experience happen.

Together we hosted 4 separate groups of foreign importers, looking at anything from direct sorghum imports to importing preprocessed feed stuffs. Together, we had two groups from China, one from Mexico, followed by a combined group from Columbia and Bolivia. During their stay we gave each group an on the farm field experience, showing how Kansas Agriculture is a diverse and growing industry, helping them understand the cultural and economic importance of agriculture in rural America. Along with the producer contact, we also exposed the groups to the state's Ethanol industries, terminal and container facilities, swine and cattle operations, as well as the extensive amount of research and education available through Kansas State University.



Kansas Grain Sorghum Commissioners—Left to Right—District 4 - **Stephen Bigge**, Chairman, Stockton; District 7 – **Nathan Larson**, Sec/Tres, Riley; District 8—**Jeff Casten**, Quenemo; District 1 – **Lonnie Wilson**, Colby; District 3 – **Mike O'Brate**, Ingalls; District 9 - **Gary Kilgore**, Chanute; District 2 - **Greg Graff**, Leoti; ; District 6 – **Jay Zimmerman**, South Haven; District 5 – **Clayton Short**, Vice Chairman, Assaria.

Kansas Grain Sorghum Commission Staff

Administrator, Jill Barnhardt, Lebo, KS; jill@ksgrainsorghum.org—Director, Pat Damman, Clifton, KS; pat@ksgrainsorghum.org



Kansas Grain Sorghum Commission, 795 22nd Rd, Lebo, KS 66856, (785) 477-9474, www.ksgrainsorghum.org