



Comments from Clayton Short, Vice Chairman, Kansas Grain Sorghum Commission
Annual Report to the Legislature
January 16, 2019

My name is Clayton Short and I am Vice Chairman of the Kansas Grain Sorghum Commission. I farm in Assaria and represent growers in the central crop reporting district. I have been on the commission board for more than a decade and was previously its chairman. I appreciate the opportunity to appear before you today and present the sorghum commission's annual report.

Here with me today is Jesse McCurry, our executive director.

In 2018, our Kansas grain sorghum farmers produced 228 million bushels, up 13 percent from last year. Area for harvest, at 2.65 million acres, is up 8 percent from 2017. Yield is forecast at 86 bushels per acre, up 4 bushels from last year. In many areas we had harvest challenges due to weather and moisture and so our record expected harvest was downgraded a bit. It was still a good overall year.

The sugarcane aphid is manageable. Weed control and export markets remain focus areas of our work.

Kansas is the largest sorghum producing state. Our budget for FY19 is \$953,858. Kansas pays in \$3,490,419.66 into the United Sorghum Checkoff Program. There is no state checkoff for sorghum – it was voluntarily suspended to help create United Sorghum Checkoff Program. This national checkoff is non-refundable. Our anticipated "passback" is \$851,706.52. Kansas indeed is the lion of sorghum production and we have more work to do to get results and better value for our farmers and will utilize reserves to continue strong investments.

I have personally been involved in the Sorghum Checkoff as an officer and chairman of the renewables committee.

These Kansans serve on the Sorghum Checkoff board, appointed by USDA Secretary of Agriculture Sonny Perdue:

- Boyd Funk, Garden City
- Craig Poore, Alton
- Clayton Short, Assaria
- Martin Kerschen, Garden Plain
- Shayne Suppes, Scott City

The Kansas Grain Sorghum Commission has several primary investments in K-State. Home of the Center for Sorghum Improvement, K-State leverages key investments in sorghum with state and federal partners, other sorghum organizations, and builds on component strengths through public research and collaboration with private industry.

As you can see in our audit and additional annual report materials we continue to invest heavily in research while moving toward better results as sorghum farmers deserve results now.

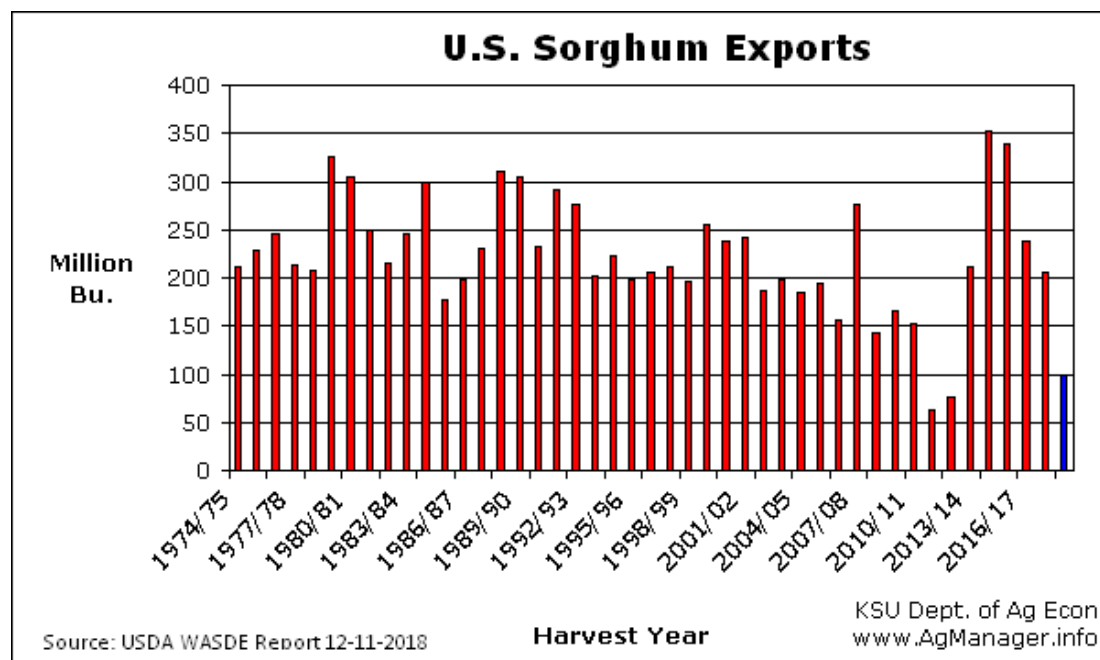
I want to acknowledge your investment last legislative session in sorghum research as it has bolstered projects related to water and sorghum. Sorghum has a great water story to tell and the State of Kansas has helped through Water Technology Farms, crop research and leadership on Ogallala issues.

We also have a market development program that includes key resources in U.S. Grains Council and International Grains Program. We frequently host international trade teams and we know it makes a difference. In the last 12 months we have been to Peru and China, and hosted teams from Spain, Vietnam, China, Mexico and several others.

We support ethanol, a clean-burner renewable fuel central to our economy. Sorghum as a feedgrain can compete with corn and provide plants an interchangeable option to fuel more vehicles. Drivers can use e15 and we support building out that infrastructure and public message through the BIP program and NASCAR. Also, our staff supports ethanol in a variety of technical and promotional ways throughout the year.

Exports are critical to Kansas sorghum farmers. The vast majority of Kansas sorghum goes export through the Texas Gulf. Upwards of 71% of our production has been exported in prior years. Due to trade and tariff disputes, 2018 was a difficult time as it related to China in particular. For this current marketing year beginning Sept 2018 we were down 64% from prior marketing year. Exports to China have been nearly zero. Expectations are that we will export at least half of our crop or more. Anyone who has traveled the state sees ground piles that need to move.

Our top export customers currently are 1. EU (Spain), 2. Sudan, 3. Mexico, 4. Japan 5. Kenya.



Included in our packet is an Annual Report document, a copy of our FY18 audit and other information materials.

It is our pleasure to provide this report and we are ready to take your questions at the appropriate time. Thank you.



January 9, 2019

Kansas Grain Sorghum Commission
501 Dawn Lane,
Colwich, KS 67030

We have audited the financial statements of Kansas Grain Sorghum Commission, (the Commission) as of and for the year ended September 30, 2018, and have issued our report thereon dated January 9, 2019. Professional standards require that we advise you of the following matters relating to our audit.

Our Responsibility in Relation to the Financial Statement Audit

As communicated in our engagement letter dated May 15, 2018, our responsibility, as described by professional standards, is to form and express an opinion about whether the financial statements that have been prepared by management with your oversight are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America. Our audit of the financial statements does not relieve you or management of its respective responsibilities.

Our responsibility, as prescribed by professional standards, is to plan and perform our audit to obtain reasonable, rather than absolute, assurance about whether the financial statements are free of material misstatement. An audit of financial statements includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control over financial reporting. Accordingly, as part of our audit, we considered the internal control of the Commission solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.

We are also responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures for the purpose of identifying other matters to communicate to you.

Planned Scope and Timing of the Audit

We conducted our audit consistent with the planned scope and timing we previously communicated to you.

Compliance with All Ethics Requirements Regarding Independence

The engagement team, others in our firm, as appropriate, and our firm have complied with all relevant ethical requirements regarding independence.

Qualitative Aspects of the Entity's Significant Accounting Practices

Significant Accounting Policies

Management has the responsibility to select and use appropriate accounting policies. A summary of the significant accounting policies adopted by the Commission is included in Note 1 to the financial statements. There has been no initial selection of accounting policies and no changes in significant accounting policies or their application during 2018. No matters have come to our attention that would require us, under professional standards, to inform you about (1) the methods used to account for significant unusual transactions and (2) the effect of significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.

Qualitative Aspects of the Entity's Significant Accounting Practices (Continued)

Significant Accounting Estimates

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's current judgments. Those judgments are normally based on knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ markedly from management's current judgments.

We did not identify any such estimates.

Financial Statement Disclosures

Certain financial statement disclosures involve significant judgment and are particularly sensitive because of their significance to financial statement users.

We did not identify any such disclosures.

Identified or Suspected Fraud

We have not identified or obtained information that indicates any fraud may have occurred.

Significant Difficulties Encountered during the Audit

We encountered no significant difficulties in dealing with management relating to the performance of the audit.

Uncorrected and Corrected Misstatements

For purposes of this communication, professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that we believe are trivial, and communicate them to the appropriate level of management. Further, professional standards require us to also communicate the effect of uncorrected misstatements related to prior periods on the relevant classes of transactions, account balances or disclosures, and the financial statements as a whole. There were no uncorrected financial misstatements.

In addition, professional standards require us to communicate to you all material, corrected misstatements that were brought to the attention of management as a result of our audit procedures. There were no such corrected financial misstatements.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a matter, whether or not resolved to our satisfaction, concerning a financial accounting, reporting, or auditing matter, which could be significant to Commission's financial statements or the auditor's report. No such disagreements arose during the course of the audit.

Representations Requested from Management

We have requested certain written representations from management, which are included in a separate letter dated January 9, 2019.

Management's Consultations with Other Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters. Management informed us that, and to our knowledge, there were no consultations with other accountants regarding auditing and accounting matters.

January 9, 2019
Kansas Grain Sorghum Commission
Page three

Other Significant Matters, Findings or Issues

In the normal course of our professional association with the Commission, we generally discuss a variety of matters, including the application of accounting principles and auditing standards, operating conditions affecting the Commission, and operating plans and strategies that may affect the risks of material misstatement. None of the matters discussed resulted in a condition to our retention as the Commission's auditors.

This report is intended solely for the information and use of the Board of Directors and management of the Commission and is not intended to be and should not be used by anyone other than these specified parties.

Sincerely,

Vainey & Associates, CPAs, LLC

Certified Public Accountants
Manhattan, Kansas

KANSAS GRAIN SORGHUM COMMISSION

Colwich, Kansas

FINANCIAL STATEMENTS

WITH

INDEPENDENT AUDITOR'S REPORT

September 30, 2018 and 2017

VARNEY & ASSOCIATES, CPAs, LLC
Manhattan, Kansas



January 9, 2019

To the Commissioners
Kansas Grain Sorghum Commission
Colwich, Kansas

Independent Auditor's Report

Report on the Financial Statements

We have audited the accompanying financial statements of the Kansas Grain Sorghum Commission (the Commission), a commission of the State of Kansas, which comprise the statements of financial position as of September 30, 2018 and 2017, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

The Commission's management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets of the Commission, as of September 30, 2018 and 2017, and the changes in net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Varney & Associates, CPAs, LLC

Certified Public Accountants
Manhattan, Kansas

Independent Auditor's Report

KANSAS GRAIN SORGHUM COMMISSION
Colwich, Kansas
STATEMENTS OF FINANCIAL POSITION
September 30,

	<u>2018</u>	<u>2017</u>
ASSETS		
Current Assets		
Cash in checking	\$ 557,078	\$ 605,137
TOTAL ASSETS	<u>\$ 557,078</u>	<u>\$ 605,137</u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accrued liabilities	\$ 83	\$ -
Escrow account	7,554	7,554
Total Liabilities	<u>\$ 7,637</u>	<u>\$ 7,554</u>
Unrestricted Net Assets	<u>\$ 549,441</u>	<u>\$ 597,583</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 557,078</u>	<u>\$ 605,137</u>

Financial Statements

KANSAS GRAIN SORGHUM COMMISSION

Colwich, Kansas

STATEMENTS OF ACTIVITIES

For the Years Ended September 30,

	2018	2017
CHANGES IN NET ASSETS		
REVENUE		
United Sorghum Check-off Program	\$ 977,222	\$ 1,153,821
Salary for Association Business	43,928	43,296
Miscellaneous income	1,052	-
Interest income	118	18
Total Revenues	<u>\$ 1,022,320</u>	<u>\$ 1,197,135</u>
EXPENSES		
Programs Investment		
Foreign market development	\$ 52,780	\$ 57,465
KGSPA	-	4,468
KSU research	444,660	533,370
KSU Sorghum Improvement Center	205,625	240,000
Domestic Market Developments	4,170	1,922
Heartland Plant Innovation	65,750	49,982
Education	18,382	21,281
USDA	25,000	25,000
Administrative Expenses		
Promotion	30,026	49,011
Payroll expense	172,313	146,071
Administration	5,499	17,962
Executive Director	9,745	6,837.00
Commissioner travel	4,417	6,686
Contractor travel	-	414
Field staff	17,098	15,022
Legal and accounting fees	4,853	4,424
Meeting expense	9,358	1,559
Postage and delivery	683	862
Bank fees	103	21
Total Expenses	<u>\$ 1,070,462</u>	<u>\$ 1,182,357</u>
INCREASE (DECREASE) IN NET ASSETS	\$ (48,142)	\$ 14,778
NET ASSETS - BEGINNING OF FISCAL YEAR	<u>597,583</u>	<u>582,805</u>
NET ASSETS - END OF FISCAL YEAR	<u><u>\$ 549,441</u></u>	<u><u>\$ 597,583</u></u>

Financial Statements

KANSAS GRAIN SORGHUM COMMISSION
Colwich, Kansas
STATEMENTS OF CASH FLOWS
For the Years Ended September 30,

	<u>2018</u>	<u>2017</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (48,142)	\$ 14,778
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Increase (decrease) in accrued liabilities	\$ 83	\$ (1,715)
Increase (decrease) in escrow account	-	2,518
Total Adjustments	<u>\$ 83</u>	<u>\$ 803</u>
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES	<u>\$ (48,059)</u>	<u>\$ 15,581</u>
NET INCREASE (DECREASE) IN CASH	<u>\$ (48,059)</u>	<u>\$ 15,581</u>
CASH BALANCE - BEGINNING OF FISCAL YEAR	<u>605,137</u>	<u>589,556</u>
CASH BALANCE - END OF FISCAL YEAR	<u><u>\$ 557,078</u></u>	<u><u>\$ 605,137</u></u>
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION		
Interest paid	<u>\$ -</u>	<u>\$ -</u>
Taxes paid	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

Financial Statements

KANSAS GRAIN SORGHUM COMMISSION
Colwich, Kansas
NOTES TO FINANCIAL STATEMENTS
September 30, 2018 and 2017

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies

Organization

The Kansas Grain Sorghum Commission (the Commission) is organized as a commission of the State of Kansas to conduct a campaign of grain sorghum promotion and market development through research, education and information.

Method of Accounting

The financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America as promulgated by the Financial Accounting Standards Board.

Cash and Cash Equivalents

Cash includes all deposits in the bank and highly liquid investments with original maturities of three months or less. The carrying value of cash approximates fair value because of the short maturities of those financial instruments.

Net Assets

The Commission reports the changes in its financial position according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets represents the amount of resources which are available for current uses. Temporarily restricted net assets are cash or other assets received with a donor-imposed restriction that limits their use to a specific purpose or period of time. Permanently restricted net assets are cash or other assets received with a donor-imposed restriction that requires the Commission to hold the asset in perpetuity.

For each of the years ended September 30, 2018 and 2017, there were no temporarily or permanently restricted net assets, or changes thereof.

Income Taxes

The Commission is an entity created by the State of Kansas, action of which is codified in K.S.A. 2-3002. The Commission is not subject to income tax and, accordingly, no provision has been made for income taxes.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Advertising

The Commission's advertising costs are expensed as incurred and are separately reported on the statement of activities as promotion expense.

Subsequent Events

Subsequent events were evaluated through January 9, 2019, which is the date the financial statements were available to be issued.

KANSAS GRAIN SORGHUM COMMISSION
Colwich, Kansas
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
September 30, 2018 and 2017

Notes to Financial Statements

Note 2: Cash

At September 30, 2018, the carrying amount of the Commission's cash accounts was \$557,078 and the bank balance was \$581,900. Of the bank balance, \$257,578 was secured by FDIC insurance and the remaining \$324,322 was secured by the bank's pledge of marketable securities having a fair market value of \$880,307.

At September 30, 2017, the carrying amount of the Commission's cash accounts was \$605,137 and the bank balance was \$630,528. Of the bank balance, \$257,555 was secured by FDIC insurance and the remaining \$372,973 was secured by the bank's pledge of marketable securities having a fair market value of \$1,118,781.

Note 3: Research Contracts

The Commission contracts with Kansas State University (KSU) for research activities each fiscal year. The final payment on these contracts is due upon the Commission's receipt of KSU's final activity report and final expenditure report. Because the reports had not been received as of September 30, 2018 and 2017, no liabilities have been accrued on these dates.

On November 11, 2018, the Commission paid \$112,923 as final payment for open research contracts related to fiscal year 2018.

On October 24, 2017, the Commission paid \$139,720 as final payment for open research contracts related to fiscal year 2017.

Note 4: Concentration of Support

For each of the years ended September 30, 2018 and 2017, the Commission received substantially all of its support from passback revenues from the United Sorghum Check-off Program.

The amount of passback revenues received by the Commission is dependent upon the amount of grain sorghum produced and sold in Kansas. The Commission may be adversely affected if the production and sale of grain sorghum drops significantly. The Commission's management feels that the likelihood of this occurring is remote.

Note 5: Stewardship, Compliance, and Accountability

Budget

In accordance with K.S.A. 2-3005, the Commission approved and maintained an operating budget for each of the years ended September 30, 2018 and 2017.

Reserve

In accordance with K.S.A. 2-3005, the Commission maintains a reserve of cash which does not exceed 125% of the previous five-year average for annual disbursements.

As of September 30, 2018, the cash balance was \$557,078 or 54% of the five year average disbursements of \$1,033,430. As of September 30, 2017, the cash balance was \$605,137 or 62% of the five year average disbursements of \$969,382.

Depository Security Coverage

In accordance with K.S.A. 2-3008(b), the Commission maintains depository security coverage for its banking deposits as explained in detail in Note 2 of these financial statements.

2018

KANSAS GRAIN SORGHUM ANNUAL REPORT





KANSAS SORGHUM BY THE NUMBERS



Yield was a record at **86 bushels per acre**, up 4 bushels per acre from last year.



Area for sorghum harvest reached **2.65 million acres**, up 8 percent from 2017.



Grain sorghum harvest is forecasted at **228 million bushels**, up 13 percent from last year.



This is the first time sorghum production in **Kansas has increased** since 2015.



This year, the commission determined we needed to re-allocate our resources to try and provide producers with more value for their investment in the Kansas Sorghum Commission. We worked very hard to identify investments in research, market development and promotion, that would provide value to growers in Kansas.

**STEPHEN BIGGE, CHAIRMAN &
FARMER STOCKTON, KANSAS**



INVESTING IN THE FUTURE

In 2018, the Kansas Grain Sorghum Commission Board invested more than half-a-million dollars in research and projects with the ultimate goal of helping Kansas farmers in the future.

- » Improving chilling tolerance in grain sorghum with genomics-assisted breeding: **\$94,300**
- » Breeding sorghum for improved dryland productivity and utilization: **\$90,702**
- » Development of sorghum parental lines with enhanced drought and cold tolerance: **\$63,000**
- » Discovery and design of highly efficient sorghum haploid inducers for doubled haploid breeding system: **\$48,000**
- » Physiological and genetic characterization of grain sorghum for enhancing early season chilling and terminal drought stress resilience: **\$45,000**
- » Development of high yielding cold tolerant sorghum adapted to Kansas: **\$42,600**
- » U.S. Grains Council – Finding new demand globally: **\$40,000**
- » Germplasm screening, host interactions, and lodging resilience for stalk rot diseases in Kansas: **\$37,155**
- » Mechanism of mesotrione tolerance in sorghum and screening sorghum germplasm for tolerance to synthetic auxins: **\$25,000**
- » Growth Energy NASCAR promotion – higher blended fuels: **\$25,000**
- » International Grains Program Market Development: **\$20,000**
- » Sorghum Schools: **\$8,960**

KANSAS GRAIN SORGHUM COMMISSION BOARD



From left to right: Greg Graff, Leoti; Mike O'Brate, Ingalls; Gary Kilgore, Chanute; Kevin Kniebel, White City; Stephen Bigge, Chairman, Stockton; Jay Zimmerman, South Haven; Lonnie Wilson, Colby; Nathan Larson, Sec./Tres., Riley. Not pictured: Clayton Short, Vice Chairman, Assaria.

KANSAS GETS BACK

Kansas growers **gave \$3,490,419.66** in assessments to the Sorghum Checkoff in 2018.

Kansas **received \$851,706.52** in passback dollars to invest in additional research, market development and education.

BUILDING HIGHER VALUE

The market for sorghum continues to evolve. Traditionally, demand broke out roughly into thirds: 1/3 ethanol, 1/3 livestock and 1/3 export. In recent years, at least half of Kansas sorghum production has gone into the export market, largely to China to feed livestock, ducks and to make baijiu. There is also an increasing demand for food-grade sorghum. As an ancient grain, consumers are demanding choices, and sorghum is a great fit because it is sustainable and nutritious, has outstanding grain quality and is naturally gluten free.



GROWING BAIJIU DEMAND

In September 2018, Kansas sorghum staff traveled throughout China exploring the exciting market opportunity for Baijiu. Distilled from fermented sorghum, baijiu is a staple liquor consumed in China. The Sorghum Checkoff is working with a university and key companies in china to develop a niche supply chain extending to Kansas fields. Sampling and testing is promising to dedicate certain hybrids and grower production to hit this huge market. Sorghum creates a unique sensory experience and major companies like Yanghe Baijiu and Hengshui Laobaigan use sorghum in great quantities. In fact, the industry could need another two million tons of imported sorghum.

INTERNATIONALLY ENGAGED

This year Kansas hosted inbound international trade teams from Vietnam, China, Mexico, Spain, Portugal, Jordan, Tunisia, Morocco, Algeria and Egypt. During the mission, attendees visited farmers’ fields, ethanol plants, terminal grain facilities, inspection offices and connected with grain traders. Trade teams enjoy visiting Kansas because the state is the leading producer of grain sorghum and has exciting tour stops and travel ease aided by volunteers.

Kansas Sorghum also participated in key trade missions overseas. In August 2018, a Kansas delegation visited Peru, including; Pat Damman, Clifton; Thad Geiger, Troy; Jerry and Sue Long, Clifton; Max Tjaden, Clearwater; Earl and Barbara Roemer, Scott City; Amy France, Scott City; Kyler Millershaski, Hays; and Suzanne Ryan-Numrich, Kansas Department of Agriculture. The trip focused on livestock nutrition, export shipping and logistics. The trade mission was organized by KDA, USDA-FAS and the U.S. Grains Council. It was funded through a cooperative agreement with the U.S. Small Business Administration via the State Trade Expansion Program (STEP) grant.

AN EXPANDING PET FOOD MARKET

The Kansas Department of Agriculture indicates there were \$80.2 billion global cat and dog food sales in 2016. This is a huge opportunity for sorghum, as the grain boasts a beneficial nutrient profile and ease of inclusion. What’s more is KDA estimates that 49 percent of global pet food sales are exchanged within the Kansas City Animal Health Corridor, spanning from Manhattan, Kansas to Columbia, Missouri. Considering Kansas is the largest producer of sorghum, farmers this is a great opportunity for farmers to take advantage of. Additional research through a Federal-State Market Improvement Program grant is also giving K-State, KDA and other cooperators the opportunity to research additional sorghum pet food applications while also sharing sorghum’s pet food benefits with consumers and the industry.



A RACING OPPORTUNITY

As part of the Biofuels Infrastructure Partnership, the Kansas Better Blend Initiative helps promote higher blends of sorghum and renewable fuel in pumps throughout Kansas. To date, 18 stations have begun using blender pumps offering higher ethanol blends thanks to KBBI and BIP. Further supporting ethanol use in Kansas, the Sorghum Checkoff sponsored NASCAR driver Matt Tifft in partnership with American Ethanol by Growth Energy in the Kansas Lottery 300 Race October 19-21, 2018. Opportunities like these put sorghum and renewable fuel in front of key decision-makers.

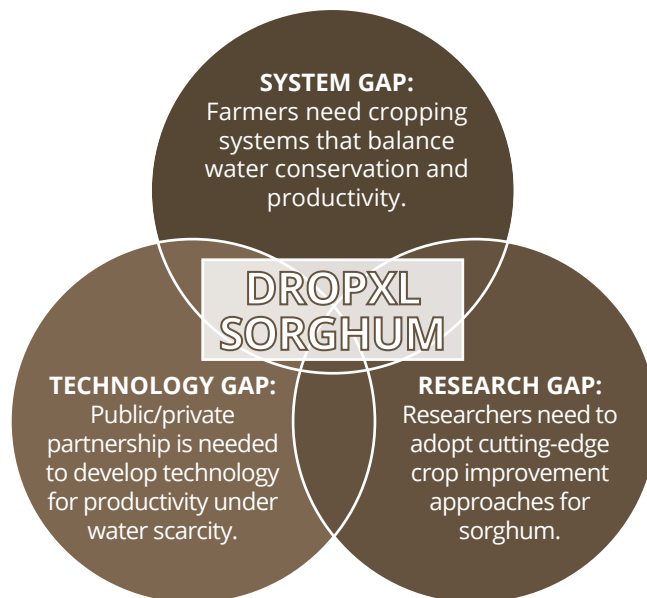


CENTER FOR SORGHUM IMPROVEMENT

The Center for Sorghum Improvement at K-State was established in 2016 through a collaborative agreement between the Kansas Grain Sorghum Commission, Sorghum Checkoff and K-State. The mission of CSIP is to discover ways to enhance demand, yield and value for sorghum. The Kansas Grain Sorghum Commission is a major underwriter of Center activities. From bringing in elite speakers from around the world to emphasize progress in genomics and marker-assisted breeding, the Center is also making a name for itself in its ability to secure federal grants and develop markets.

DROPXL SORGHUM

DropXL is a state of Kansas effort managed by the Center for Sorghum Improvement to help advance sorghum technologies for the benefit of Kansas farmers and Kansas water-resource stakeholders. The mission of DropXL aligns with both the Kansas Water Vision Plan and Ag Growth Strategy. In partnership with the sorghum seed industry, the DropXL mission is to provide sorghum technologies for Kansas that can help sustain agricultural productivity while balancing water conservation and economic growth. By addressing sorghum research needs and expanding research partnerships, we will be better able to help provide a brighter future for Kansas.



DEVELOPING NEW SORGHUM LEADERS

The Sorghum Checkoff Leadership Sorghum program develops the next generation of leaders for the sorghum industry. Participants gain leadership skills, learn from peers, explore the value chain and participate in strategic discussions about the future. Kansas has another strong showing in the national class:

- » John Bergkamp, Garden Plain
- » Jon Berning, Scott City
- » Matthew Davis, Manhattan
- » Jaden DeVore, Cheney
- » Jace Gibbs, Dighton
- » Larry Kendig, Osborne
- » Cole Rohr, Quinter
- » Tony Watson, Healy

Since the creation of
Leadership Sorghum in 2012

22

Kansas sorghum farmers have graduated from the program

11

Are now board or staff members of state or national organizations

SORGHUM CHECKOFF BOARD OF DIRECTORS



The Sorghum Checkoff board of directors works to address and develop solutions for pressing issues facing the sorghum industry. The farmer-led board has five members from Kansas working to increase producer productivity and profitability:

- » Boyd Funk, Garden City
- » Martin Kerschen, Garden Plain
- » Craig Poore, Alton, Secretary
- » Clayton Short, Assaria
- » Shayne Suppes, Scott City

GROWERS WORKING TOGETHER



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