

# COME JOIN US! NEW MEMBERSHIP OPPORTUNITIES

## ABOUT US:

Kansas Grain Sorghum Producers Association and National Sorghum Producers are the voice of the sorghum industry in Kansas and the United States. Our vision is for the Kansas sorghum industry to prosper through premier leadership, advocacy, promotion, legislative and policy efforts. We are volunteer farmers who advocate and defend agriculture and sorghum policy in a manner that enhances the bottom line of sorghum producers.



# KANSAS GRAIN SORGHUM

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### What have you done for me lately?

- Secured \$.86 cents/bushel in trade assistance payment for 2018
- Sorghum oil pathway for ethanol plants
- Research funding from Kansas legislature: \$150,000
- Established a "sorghum caucus" in the state legislature to promote an agenda favorable to sorghum
- Responded to the China trade situation in a positive way that garnered the respect of the USDA and Secretary Sonny Perdue
- Solid, engaging relationships with federal elected officials like Senators Moran and Roberts. Congressman Marshall's district, for example, represents the most sorghum acres in the U.S. and he and other are tremendous champions for sorghum



### Member Benefits

- Free Seed Deal
- Sorghum Notes, a newsletter written solely for the sorghum industry
- Kansas Sorghum Leader advocacy blast
- Subscription to Sorghum Grower magazine

# NSP MEMBERSHIP FORM



## I WOULD LIKE TO TEAM WITH NATIONAL SORGHUM PRODUCERS TO PROMOTE MY FARM'S PROFITABILITY

Name \_\_\_\_\_  
Date of Birth \_\_\_\_\_  
Occupation \_\_\_\_\_  
Farm/Employer \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Home Phone \_\_\_\_\_  
Cell Phone \_\_\_\_\_  
E-mail \_\_\_\_\_  
No. of sorghum acres \_\_\_\_\_

### Involvement in Operation:

☐ Producer ☐ Landowner ☐ Non-Producer

## PAYMENT INFORMATION

☐ Check ☐ Card

If paying by check, please include it with this form. If paying by card, please visit [SorghumGrowers.com/producer-membership](http://SorghumGrowers.com/producer-membership) to enter the information. You may also call our office at 806-749-3478. We accept Visa, Mastercard or American Express.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

## MEMBERSHIP LEVELS

### CHOOSE ONE

NATIONAL MEMBERSHIP AUTOMATICALLY CONFERS MEMBERSHIP IN STATE ORGANIZATION

### LEGISLATIVE CONTRIBUTOR

Receive the quarterly *Sorghum Grower* magazine and the weekly *Sorghum Notes* newsletter, allowing you to stay informed on issues impacting your farm.

- ☐ 1 YEAR MEMBERSHIP \$100 min. \_\_\_\_\_ (amount)  
☐ 3 YEAR MEMBERSHIP \$280 min. \_\_\_\_\_ (amount)  
☐ Suggested contribution of \$1/acre \_\_\_\_\_ (amount)

### LEGISLATIVE PARTNER

Everything from previous levels, plus weigh in on legislative issues on NSP's newly-launched Milo Mobile polling system and receive free NSP gear. Plus your name will be displayed in *Sorghum Grower* annually.

\_\_\_\_\_  
(name to be displayed)

- ☐ 1 YEAR MEMBERSHIP \$250  
☐ 3 YEAR MEMBERSHIP \$700

### LEGISLATIVE CHAMPION

Everything from previous levels, plus the heightened involvement in legislative activities and recognition in *Sorghum Grower* annually as a Legislative Champion.

\_\_\_\_\_  
(name to be displayed)

- ☐ 1 YEAR MEMBERSHIP \$1,000  
☐ 3 YEAR MEMBERSHIP \$2,800

## I WANT TO DONATE TO THE NSP POLITICAL ACTION COMMITTEE (PAC)

Please Note: PAC contributions cannot be given by corporations, but by individuals only. A donation is not a condition of membership and the contribution is voluntary.

☐ \$100 ☐ \$500 ☐ \$1,000 ☐ \$5,000 ☐ Other \_\_\_\_\_

Please mail or email this form and payment to:

**NATIONAL SORGHUM PRODUCERS**

4201 N. Interstate 27, Lubbock, TX 79403 | Phone: (800) 658-9808 | [nationalsorghumproducers@sorghumgrowers.com](mailto:nationalsorghumproducers@sorghumgrowers.com)

[WWW.SORGHUMGROWERS.COM](http://WWW.SORGHUMGROWERS.COM)





# FREE Grain Sorghum Seed

with a 3-year Kansas Membership

## Renew your membership today! Get Free Seed!

\_\_\_\_\_ **New Member:** Join KGSPA and NSP for 3 years (\$280) and receive 2 free bags of grain sorghum seed.

\_\_\_\_\_ **Current Member:** Renew your membership for 3 years (\$280) and receive two free bags of grain sorghum seed with your purchase of two bags of sorghum seed.

\_\_\_\_\_ I would like to join for one year (\$100). I understand the Free Seed Offer does not apply.

***Check with your seed dealer about the availability of treated seeds!***

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip Code \_\_\_\_\_ County \_\_\_\_\_

Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_ email \_\_\_\_\_

Date \_\_\_\_\_ Member ID # (renewals only) \_\_\_\_\_ No. Sorghum Acres \_\_\_\_\_

Name of Local Seed Dealer \_\_\_\_\_

## Please indicate your choice of sorghum seed

*The following companies are participating sponsors of the KGSPA Free Seed Offer*

\_\_\_\_\_ Global Sorghum Solutions, LLC    \_\_\_\_\_ Midland Genetics    \_\_\_\_\_ DuPont Pioneer  
\_\_\_\_\_ Dyna-Gro Seed

### HOW TO GET YOUR SEED:

1. Complete this form and send along with your check for membership to:  
**National Sorghum Producers (NSP), 4201 N. I 27, Lubbock, TX 79403**
2. KGSPA will validate your membership and then return a certificate for free seed to you. You take the certificate to your local seed dealer to get your free product. The certificate is redeemable only by the individual whose name appears on the certificate.

**QUESTIONS? Call (785) 477-9474**



# 2018 ANNUAL REPORT

NSP WINS LED TO AN AVERAGE BENEFIT OF **\$100 PER ACRE** FOR SORGHUM GROWERS IN 2018, TOTALING **\$1,000,000,000**

## NSP WINS



**ENDING THE CHINA CASE** Ending the China investigations into U.S. sorghum and the initial tariff mitigated **\$523,000,000** in tariffs in 2018.



**PLC** The \$3.95 reference price secured in the farm safety net has brought approximately **\$286,000,000** to sorghum producers in 2018.



**CARB FIX** When the readopted California Low Carbon Fuel Standard takes effect in January 2019, sorghum ethanol will score similar to that of corn ethanol, giving sorghum producers a **\$60,000,000** victory in a key environmental market starting in 2019.



**SORGHUM OIL PATHWAY** In July, EPA approved sorghum oil as an eligible feedstock under the Renewable Fuel Standard, giving ethanol plants access to sell into the biodiesel market. This pathway provided a **\$1,600,000** higher value for sorghum starting in mid-2018.



**MFP PAYMENTS** Sorghum Producers will receive \$0.86 per bushel in the trade payments totaling roughly **\$313,000,000**.



**EDUCATION** National Sorghum Producers secured approximately **\$135,000** in USDA grants to provide risk management education to sorghum growers.

**8** AFFILIATE ORGANIZATIONS

**7** INDUSTRY ALLIANCES **13** COALITIONS



## D.C. FLY-IN

WITH **25** ATTENDEES FROM **12** STATES, **86** MEETINGS WERE HELD, **14** GUESTS SPOKE AND **1** ADVOCACY PROGRAM WAS HELD OVER THE COURSE OF **3** DAYS

**1,416**



**MAN-HOURS  
IN D.C.**

**435**

**ACTION ALERTS  
DURING FARM  
BILL VOTES**

**17**

**COALITION  
LETTERS**

**36**

**LETTERS  
SENT TO U.S.  
OFFICIALS**



## GOVERNMENT OUTREACH

**10**

NSP SUBMITTED 10 FEDERAL REGISTER COMMENTS TO U.S. AGENCIES & COURTS

**24**

NSP PROVIDED AS-NEEDED SUPPORT FOR SECTION 18 EXEMPTION STATUS IN 24 STATES

# SORGHUM MARKETS

PRIOR TO TARIFFS

## EXPORTS

75%

## LIVESTOCK FEEDING

12%

## ETHANOL

10%

## FOOD

3%

## PET FOOD

2%

## OTHER

2%



# MISSION VISION

NSP IS LEADING LEGISLATIVE AND REGULATORY CHANGE THROUGH EFFECTIVE POLICY AND RELATIONSHIPS FOR A MORE PROFITABLE, DIVERSE AND COMPETITIVE SORGHUM INDUSTRY.

NSP WILL IMPROVE THE SORGHUM INDUSTRY THROUGH ADVOCACY AND LEADERSHIP.



# CHINA BY THE NUMBERS

- 0 NSP made multiple appeals for guidance, but MOFCOM gave none for first time ever
- 1 First case in history self-initiated by MOFCOM rather than domestic petitioners
- 2 Chinese Ministry of Commerce launched two investigations into imports of US sorghum
- 5 Five grain traders submitted AD questionnaires
- 9 NSP submitted nine farmer CVD questionnaires
- 25 25% tariff announced on sorghum the same day NSP submitted questionnaires
- 29 NSP registered 29 parties in the investigations
- 178.6 Preliminary AD tariff announced after no meaningful review of submission
- 200 Combined, questionnaires included almost 200 pages each
- 1,000 From initial launch to submission, staff logged roughly 1,000 office hours
- 2,000 Deadline met with 2,000-page submission in Mandarin
- 60,000,000 Bushels en route to China that were redirected
- 500,000,000 Tariff liabilities when AD tariff announced
- 1,000,000,000 China reached the billion bushel export mark in January 2018

## TIMELINE

- FEB. 4 China launched AD & CVD investigations
- FEB. 24 NSP registered to defend the interest of farmers
- FEB. 26 Questionnaires issued
- APRIL 4 Questionnaires submitted & 25% tariff issued
- APRIL 17 178.6% tariff announced
- MAY 17 Investigations terminated, sanctions lifted
- JUNE 15 25% tariff issued

## SORGHUM IN THE NEWS

605  
MEDIA ARTICLES COVERING  
SORGHUM THIS YEAR

324  
NEWS ARTICLES DISCUSSING  
CHINA TRADE

38  
NSP PRESS RELEASES

400  
MEDIA  
INTERVIEWS

MEDIA  
4,830,921  
IMPRESSIONS ON SOCIAL MEDIA  
20,000+  
MAGAZINE SUBSCRIBERS  
2,279  
SORGHUM NOTES RECIPIENTS



## LEADERSHIP

11  
BOARD MEMBERS

17  
LEGISLATIVE  
COMMITTEE MEMBERS

VISIT US  
FOR MORE INFO

[SORGHUMGROWERS.COM](http://SORGHUMGROWERS.COM)  
NATIONAL SORGHUM PRODUCERS  
@SORGHUMGROWERS  
@SORGHUMGROWERS