

STATE HYBRID
TRIAL RESULTS | p. 12

2014 NSP YIELD
CONTEST RESULTS | p. 14

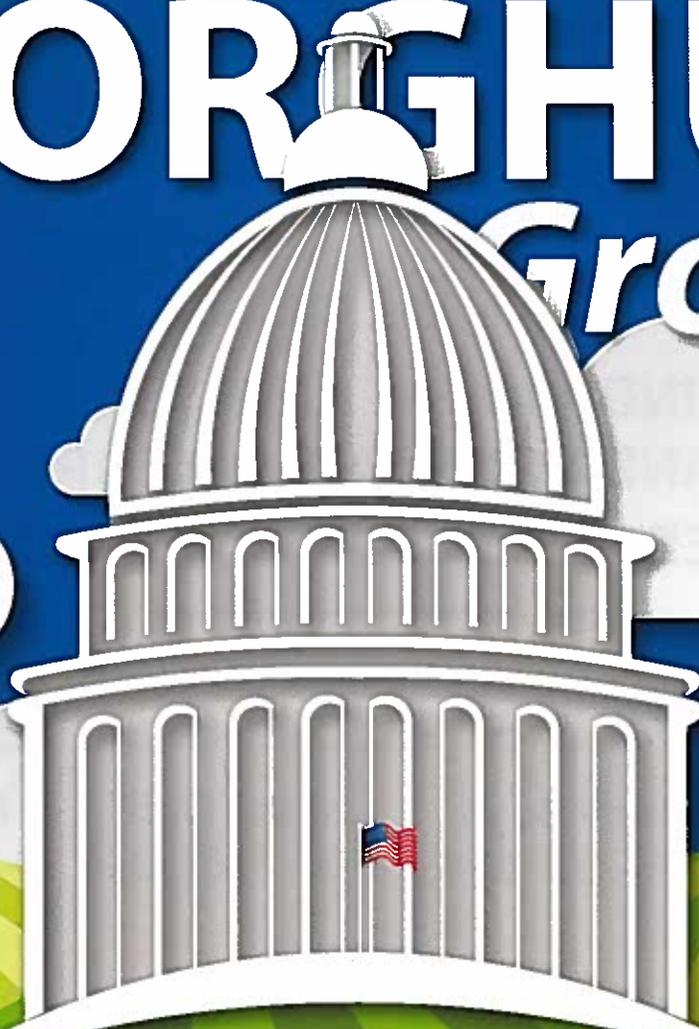
A BROAD LOOK
AT SUCCESSION | p. 22



NATIONAL SORGHUM PRODUCERS

SORGHUM Grower

WINTER 2015



Implementing the 2014

FARM BILL

*ARC, PLC, SCO? Which
program is right for you?*

Also Inside
**NSP's Value to Growers,
Industry Adding Up**

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TABLE OF CONTENTS

FEATURES

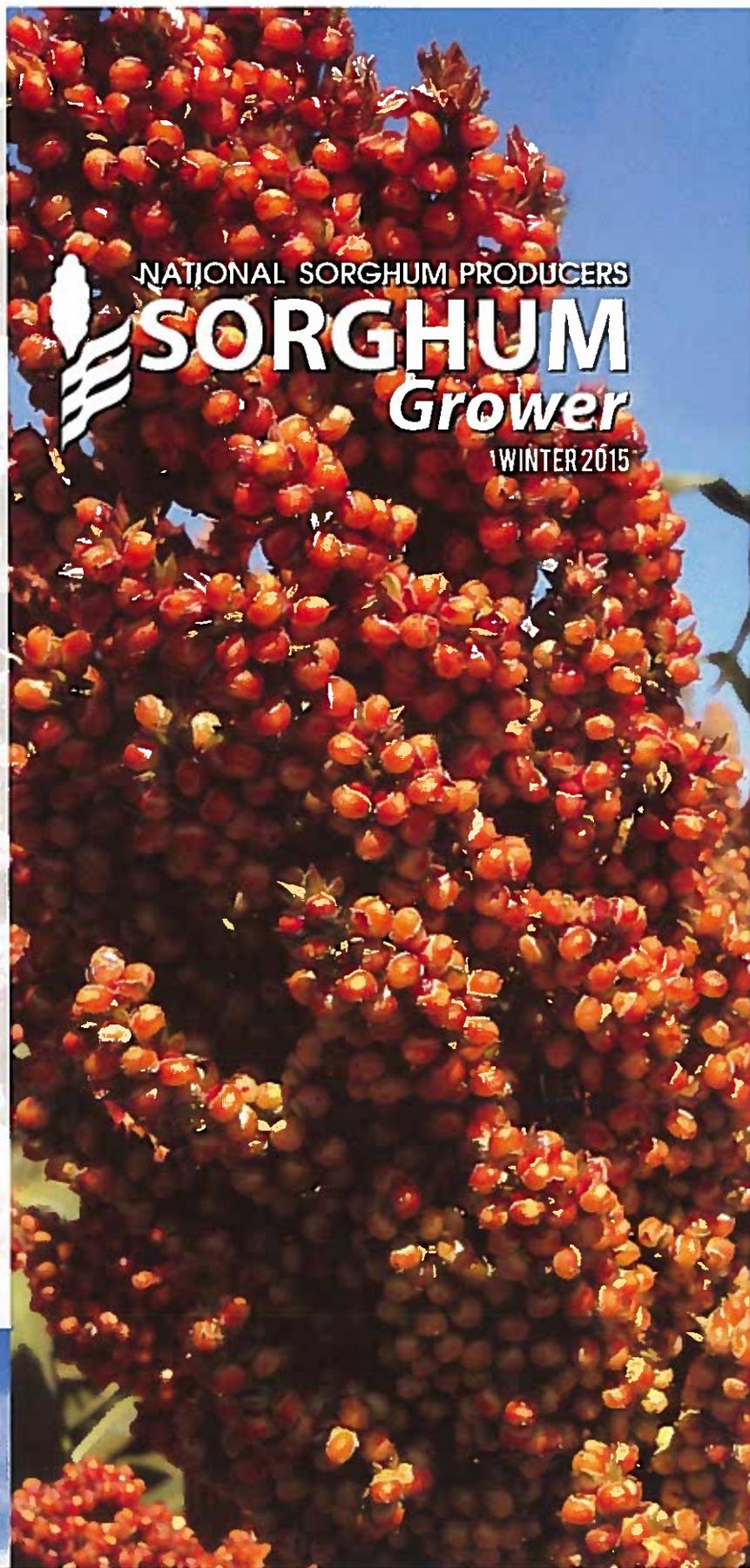
- 6** **The 2014 Farm Bill Programs**
Which option is right for you?
- 12** **State Hybrid Performance Trial Results**
Check out which hybrids performed the best in your region
- 14** **2014 Yield Contest Winners**
See the top sorghum yields from growers around the county

DEPARTMENTS

- 5** **CEO's Desk**
- 6** **Capitol Hill**
- 10** **Sorgonomics™**
- 12** **From the Field**
- 22** **eLegacyConnect**
- 30** **Sorghum Shortcuts**



6



NATIONAL SORGHUM PRODUCERS

SORGHUM
Grower

WINTER 2015

ON THE COVER: With the 2014 Farm Bill signed into law, it's time to put it to work. Sorghum Grower takes a look at the bill's programs and what they mean for growers. Cover artwork by Lindsay Kennedy.



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Winter 2015, Volume 9, Issue 1

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Sorghum Grower is published by the National Sorghum Producers, an organization that represents U.S. sorghum producers and the sorghum industry. NSP is headquartered in Lubbock, Texas, in the heart of the U.S. Sorghum Belt. The organization serves as the voice of the sorghum industry coast to coast through legislative and regulatory representation and education. To subscribe, make address changes, or inquire about membership or advertising, please call 800-658-9808 or email our office at jennifer@sorghumgrowers.com.

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SORGHUM Grower Winter 2015

CEO's Desk



Wins, Losses & Big Goals

THIS IS THE TIME OF YEAR WHERE WE CAN REFLECT back on 2014—the wins and the losses—while looking forward to 2015.

It is with much excitement that we finally got a farm bill completed in 2014. On top of that, grain sorghum came away with a very fair \$3.95 reference price as well as many of the crop insurance fixes our members requested as we began the farm bill writing process several years ago.

Perhaps one of the biggest stories of the year for sorghum was the market in China. Sales of U.S. sorghum to China have continued to drive up basis across the Sorghum Belt while boosting grower profitability as overall grain prices have declined.

Although we had plenty of wins to celebrate in 2014, we struggled on the regulatory side of things. Few positive regulatory changes were accomplished for sorghum last year, but several new challenges appeared that we will work on this year.

As we look forward into 2015, our focus will be all about regulatory approvals for sorghum at the Environmental Protection Agency (EPA). Sorghum oil, biomass sorghum and sweet sorghum have been waiting way too long for EPA approvals, and NSP will continue working to obtain these approvals to further develop opportunities for this versatile crop.

Additionally, 2015 will be a big year for our industry as EPA will have to sign off on approvals for the long awaited over-the-top technologies for sorghum.

On behalf of NSP, know that our organization is focused on delivering these wins to growers and the industry in 2015. We sincerely thank you for your support in helping us achieve these goals and move the industry forward.

Tim Lust
 NSP CEO

Implementing the 2014 Farm Bill Programs

By NSP Staff

THE 2014 FARM BILL USHERED in a buffet of new program options that ultimately raised a common question in the minds of farmers throughout the country: “Which program is right for me and my farm?”

For the last several months, National Sorghum Producers has urged growers to wait before signing up for

programs for the 2015 crop year. Although the U.S. Department of Agriculture opened program sign-up in late September, there remained a lot of uncertainty as to which options would work best in certain regions.

Additionally, many employees at USDA Farm Service Agency offices were still learning about the new programs for themselves at the time sign-up was announced.

Key Changes

The new farm bill does away with the old direct and countercyclical payments (CCP) as well as ACRE and brings in the Price Loss Coverage (PLC) and Agriculture Risk Coverage (ARC) programs along with a host of crop insurance changes.

PLC will protect against price changes and is very similar to the old CCP. NSP worked hard to secure the \$3.95 reference price for grain sorghum. ARC is based on revenue and can be either on an individual or county basis. The county basis for

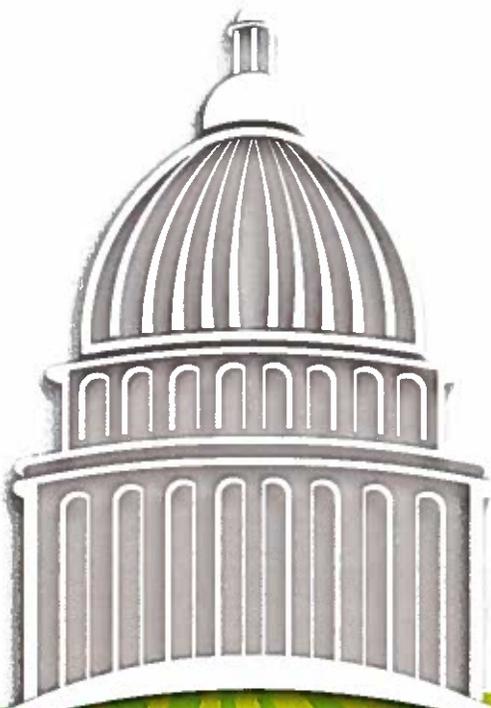
ARC also allows producers to mix and match ARC with PLC by crop and farm number.

While the ARC or PLC option is the big decision to make, land owners will also have the opportunity to update yields and reallocate crop bases. In fact, this decision will have to be made first as the deadline for yield updates and base reallocation is Feb. 27 while the decision between ARC and PLC is March 31.

SCO and Sorghum

The Supplemental Coverage Option (SCO) is the one new crop insurance offer from the 2014 Farm Bill that ties in with the PLC program.

SCO is only available for acres in PLC or cotton. SCO provides revenue coverage up to 86 percent and is a county-based insurance that can be purchased above an underlying individual crop insurance policy. SCO can help provide revenue coverage for those who need the price protection afforded by PLC.



Yield Exclusion

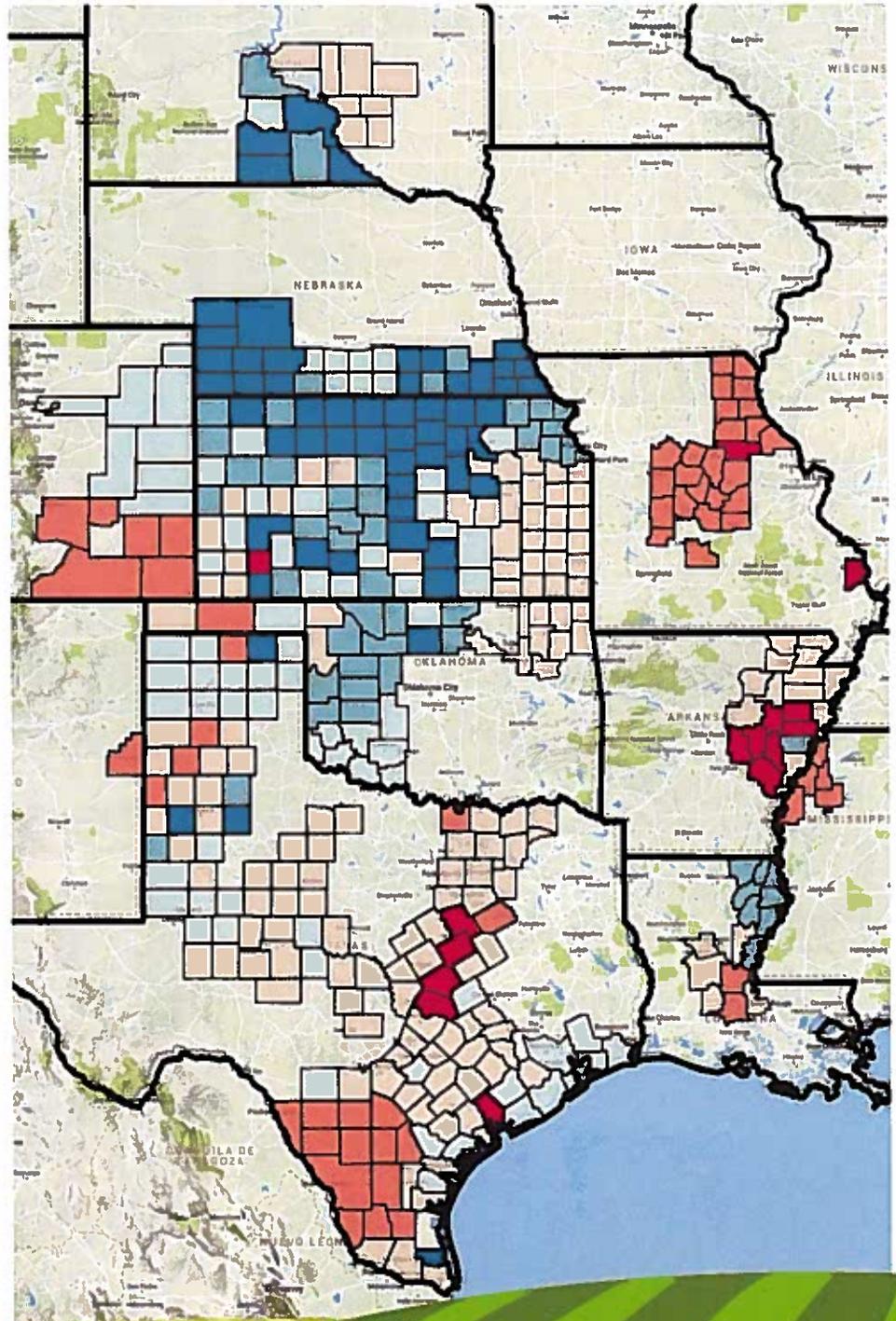
Another major crop insurance provision of the farm bill was the yield exclusion (YE) option available to producers who have suffered catastrophic losses.

The YE option allows producers to exclude yields from their Actual Production History (APH) when the county or a contiguous county is eligible. Eligibility is determined by the county having a yield 50 percent or less than the previous 10-year rolling average yield. By allowing a producer to exclude yields, the APH can be increased to provide more bushels of coverage per acre. The YE option is important as an increased APH also makes SCO more valuable.

The earliest year for exclusion with YE is 1995. The producer will also have the option of keeping individual yields in eligible years if he so chooses. While there was talk of a premium surcharge for the YE option, that is not the case. An increase in premium for YE will only be due to the fact that the producer has more bushels (yield policies) or dollars (revenue policies) to protect. In fact, an APH with YE might provide more coverage at 70 percent than the same APH at 75 percent without YE. Producers will need to look at YE coverage and see what level of protection works best for them. 📌

► **SORGHUM SHINES IN SCO.** The maps on pgs. 7 and 8 show the net 15-year average SCO indemnities for non-irrigated grain sorghum, corn, soybeans and cotton.

Sorghum SCO Net Indemnity 15-Year Average

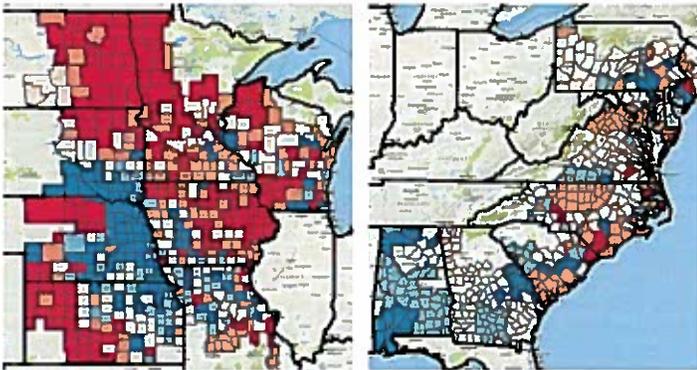


How do soybeans, corn and cotton stack up in 15-year average SCO net indemnities?



Sorghum competes well with other crops when looking at the last 15 years of net indemnities for SCO, a county-based insurance that can be purchased above an underlying individual crop insurance policy.

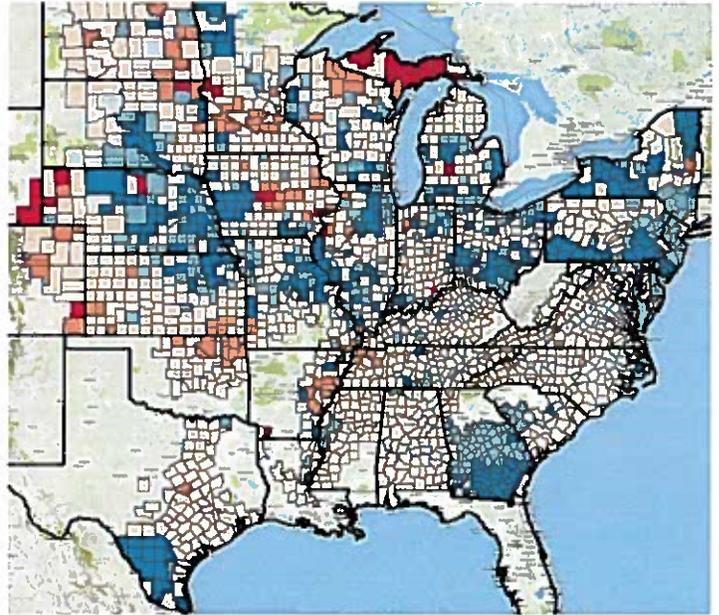
Soybeans SCO Net Indemnity 15-Year Average



Cotton SCO Net Indemnity 15-Year Average



Corn SCO Net Indemnity 15-Year Average



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Strong Past. Powerful Future.

NSP's Value to Growers, Industry Adding Up

By Lindsay Kennedy and Chris Cogburn

EVERY COMMODITY GROUP GOES TO WORK every day with the same goal in mind: Advocate for the industry to positively position it for success.

National Sorghum Producers is no different. We are a small organization in comparison to our crop association counterparts, but our unofficial motto has long been to “do a lot with a little.” And we have.

NSP has seen its share of ups and downs through the years when it comes to budgets, acres and bushels. The association operates on a budget that depends 100 percent on voluntary producer memberships and industry partnerships. With the establishment of the United Sorghum Checkoff Program in 2008, NSP was able to let go of some of its “be all things to all people” duties and focus solely on legislative and regulatory matters impacting the sorghum industry. But even before 2008, NSP was making waves in farm policy to make sorghum a more profitable crop option for growers.

Just as one would with any kind of organization, people want to know the value of their membership—why it matters, why they should invest in the association, and why they should care.

NSP Strategic Business Director Chris Cogburn put the pencil to paper to add up the total impact of NSP's efforts to influence positive farm policy for sorghum. He focused on three key policy changes NSP has devoted its efforts to in the last decade and a half: equalizing loan rates, loan deficiency payments, and price elections.

Equalizing Loan Rates

NSP's efforts to equalize loan rates between corn and sorghum in the 2002 Farm Bill resulted in a total monetary

impact of \$110 million in 2004 and \$87 million in 2005 for U.S. sorghum growers.

Prices were so low in those years that all of the grain sorghum collected a loan deficiency payment (LDP). The LDP is the difference between the posted county price (PCP) and the county loan rate. The marketing year average price for sorghum in 2004-2005 was a mere \$1.79 per bushel and for 2005-2006 it was only \$1.86 per bushel. The national loan rate was \$1.95 per bushel for sorghum and corn. Because the national loan rate is adjusted by county, Cogburn had to calculate the total impact by county, which he did for both years and summarized by state. The two largest benefactors were Kansas and Texas, the consistent No. 1 and No. 2 sorghum producing states year in and year out. For 2004, the Kansas impact was \$50 million and \$41 million in 2005. For Texas, the 2004 impact was \$36 million and for 2005, \$29 million.

2004 LDP Fix

In 2004, NSP worked with the USDA Farm Service Agency's commodity office in Kansas City to specifically fix the differential for sorghum and increase LDP for sorghum producers. The differential is used in calculating the PCP and represents an estimate of freight to move grain from a county to the terminal market. The differential in 2004 was excessively low, which resulted in a higher PCP and a lower LDP.

To determine the value of this specific effort, Cogburn took the amount of grain harvested in a particular week and calculated the benefit of the LDP fix on that grain plus the assumption that 50 percent of the grain harvested at that point had not been LDPed since NSP was telling

growers a fix was being developed.

The total impact of the LDP fix resulted in \$34 million for U.S. sorghum farmers. Kansas was again the largest benefactor at \$20 million with Texas at \$9 million. Cogburn says it is important to note that Arkansas and Louisiana growers did not see an impact due to the differential being correct in those states and not affected by NSP's fix.

Price Elections

During the 2008 Farm Bill debate, NSP advocated for a different methodology for calculating the crop insurance price elections for grain sorghum. Since grain sorghum is not traded on a commodity exchange, its price election is calculated as a percentage of the corn price election. The old methodology was based on a single estimate by USDA and did not account for the dynamics of the sorghum market.

NSP worked with the USDA Risk Management Agency to implement a new methodology that uses a 10-year rolling average of sorghum and corn price ratios at six different locations.

The new methodology was implemented in 2010 and has benefited U.S. sorghum growers by \$61.8 million. Kansas was again the big winner with a total impact of \$33.5 million compared to Texas at \$17.5 million.

Total Impact of \$294 Million

After it was all been said and done, Cogburn concluded NSP's efforts on these three policy items has meant a total of \$294 million for sorghum growers and the industry. The impact in Kansas alone represented \$145 million of that total amount.

"We are not a big organization, but we pride ourselves in making a big difference for sorghum growers and the industry," said J.B. Stewart, NSP chairman and sorghum farmer in Keyes, Okla. "When you look at these numbers and what NSP has accomplished on behalf of sorghum farmers in the last few farm bills, you can see the value of grower and industry memberships."

However, at the end of day, our job is never done at National Sorghum Producers.

► **ADDING UP.** Total dollar amounts per state include the value of NSP's efforts to equalize loan rates for grain sorghum in 2004 and 2005, the LDP fix in 2004, and new methodology for calculating price elections 2010-2013.

We are committed to putting boots on the ground on a daily basis to make a difference for sorghum growers across the nation and the industry that supports them.

If you have questions about NSP membership, please do not hesitate to contact us at any time. Visit our website at www.SorghumGrowers.com and click the "Programs" tab to learn more about our different membership programs or call us today at 806-749-3478. †

Total Impact of NSP Policy Efforts Per State Since 2004

State	Total
Kansas	\$144,644,912
Texas	\$91,896,767
Nebraska	\$15,267,921
Oklahoma	\$10,198,261
Missouri	\$6,659,167
Colorado	\$5,279,668
Louisiana	\$4,666,775
Illinois	\$3,887,862
New Mexico	\$3,327,380
South Dakota	\$3,022,786
Alabama	\$1,888,854
Arkansas	\$608,565
Mississippi	\$469,965
Kentucky	\$463,451
California	\$439,313
North Carolina	\$339,147
Arizona	\$180,443
Georgia	\$123,331
Maryland	\$38,894
Indiana	\$37,529
Delaware	\$35,579
South Carolina	\$32,184
Tennessee	\$27,425
Virginia	\$7,286
Iowa	\$1,504
Pennsylvania	\$1,464
West Virginia	\$296
Total	\$293,546,732

2014 Sorghum Hybrid Performance Results

State extension and research institutions conduct hybrid performance trials each year, testing the strengths, weaknesses and overall performance of grain sorghum hybrids from a variety of sorghum seed companies. National Sorghum Producers has compiled the results from 13 states in one handy location to help you find performance data relative to your sorghum production region.

You can find the results from your state's 2014 hybrid trials on www.SorghumGrowers.com/state-hybrid-trials.



Arkansas

University of Arkansas Division of Agriculture, Research and Extension



Colorado

Colorado State University Agricultural Experiment Station



Kansas

Kansas State University Department of Agronomy



Louisiana

LSU AgCenter, Louisiana Agricultural Experiment Station



Mississippi

Mississippi State University Ag & Forestry Experiment Station



Nebraska

Abengoa Bioenergy & Nebraska Grain Sorghum Board



New Mexico

New Mexico State University Agricultural Experiment Station



North Carolina

North Carolina State University/N.C. A&T University Cooperative Extension



Oklahoma

Oklahoma State University, Oklahoma Cooperative Extension Service



South Carolina

Clemson University Experiment Station



South Dakota

South Dakota State University Extension



Texas

Texas A&M AgriLife Extension & Research



Virginia

Virginia Tech University Agricultural Experiment Station, Virginia Cooperative Extension

www.SorghumGrowers.com/state-hybrid-trials

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2014 NSP *Yield* Contest

AT THE BEGINNING OF 2014, National Sorghum Producers challenged farmers to strive for a yield of 250 bushels per acre. With prizes like a one-year lease on a new pick-up, ATVs and lawnmowers on the line, growers pushed the limits of their production practices and the crop to meet the yield challenge. Although the 250-mark was not reached this year, one grower came within four bushels of taking home the grand prize. The national and state winners will be recognized at the NSP Yield Contest Awards Dinner on Friday, Feb. 27, 2015, during Commodity Classic in Phoenix, Ariz. Congratulations to this year's NSP Yield Contest winners!



Irrigated Bin Buster

Henson Land and Cattle

245.94 bu/ac

Hockley County, Texas

Pioneer 84P80

Non-Irrigated Bin Buster

Cody Sassmann

207.98 bu/ac

Gasconade County, Missouri

Pioneer 84G62

▲ South Plains farmer Mike Henson of Ropesville, Texas, nearly cracked the 250-bushel yield goal for the 2014 NSP Yield Contest with a hefty 245.94 bushels per acre on his irrigated conventional-till grain sorghum.

Read more about how Mike and the other national winners from across the Sorghum Belt achieved their yield success in the spring issue of Sorghum Grower Magazine, which will be in mailboxes April 2015.

Think you can reach 250? The prizes are still there for the taking in the 2015 contest, so push the boundaries and be the first to reach the 250 yield goal.

Visit www.SorghumGrowers.com for the complete 2015 NSP Yield Contest rules and entry form.

NATIONAL WINNERS

Place	Name	State	County	Yield (bu/ac)	Seed Brand	Variety
-------	------	-------	--------	---------------	------------	---------

Reduced-Till Irrigated

1st	Taylor Equipment	Kansas	Kiowa	202.66	DEKALB	DKS53-67
2nd	Jeff Scates	Illinois	White	190.63	Pioneer	84G62
3rd	Robert Santini, Jr.	New Jersey	Warren	188.39	DEKALB	DKS37-07

No-Till Non-Irrigated

1st	Cody Sassmann	Missouri	Gasconade	207.98	Pioneer	84G62
2nd	David Wells	Nebraska	Dawson	180.09	Pioneer	84G62
3rd	Ben Merrick Farms, LLC	Louisiana	Pointe Coupee	178.81	DEKALB	DKS51-01

Mulch-Till Non-Irrigated

1st	Joe Scates	Illinois	Gallatin	185.36	Pioneer	84G62
2nd	Mike Shearer	Pennsylvania	Lancaster	175.08	Pioneer	84G62
3rd	HRB Farming Partnership	Missouri	Livingston	174.85	DEKALB	DKS53-67

Double Crop Irrigated

1st	Fike Farms	Texas	Hidalgo	151.63	DEKALB	DKS53-67
2nd	Ron & Mark Clancy Farms	Kansas	Stevens	141.87	Pioneer	87P06
3rd	Twin H Farms - Steven Haywood	Arkansas	Clay	117.45	Pioneer	84P80

Double Crop Non-Irrigated

1st	Sam Santini, Jr.	New Jersey	Warren	193.33	DEKALB	DKS38-88
2nd	Stephanie Gaffner	Illinois	Bond	147.31	DEKALB	DKS28-05
3rd	Welch Farms	Maryland	Charles	108.60	Sorghum Partners	KS310

Conventional-Till Irrigated

1st	Henson Land & Cattle	Texas	Hockley	245.94	Pioneer	84P80
2nd	John Scates	Illinois	White	209.07	Pioneer	84G62
3rd	Matt Ballard	Kansas	Kiowa	194.35	DEKALB	DKS53-53

Conventional-Till Non-Irrigated

1st	Weldon Allen	Texas	Leon	205.74	Richardson Seeds	9400
2nd	Chris Santini	New Jersey	Warren		DEKALB	DKS38-88
3rd	HRB Farming Partnership	Missouri	Livingston	183.52	DEKALB	DVS44-20

Irrigated Food-Grade National Winner

1st	Ki Gamble	Kansas	Kiowa	177.97	Richardson	NUS345
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Non-Irrigated Food-Grade National Winner

1st	Stanley Brandyberry Farms	Kansas	Graham	118.96	Dyna-Gro Seed	M72GW14
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STATE WINNERS

State	Place	County	Name	Yield (bu/ac)	Seed Brand	Variety
-------	-------	--------	------	---------------	------------	---------

Reduced-Till Irrigated

Arkansas	1st	Clay	Twin H Farms-Melanie Haywood	178.67	Pioneer	84P80
Arkansas	2nd	Clay	Twin H Farms-Steven Haywood	173.65	DEKALB	DKS53-67
Colorado	1st	Baca	Sunland Enterprises, Inc.	138.5	Pioneer	84P80
Illinois	1st	White	Jeff Scates	190.63	Pioneer	84G62
Kansas	1st	Kiowa	Taylor Equipment	202.66	DEKALB	DKS53-67
Kansas	2nd	Kiowa	Kimberly Gamble	194.62	Pioneer	84G62

STATE WINNERS, *continued*

State	Place	County	Name	Yield (bu/ac)	Seed Brand	Variety
Kansas	3rd	Sheridan	Shane Beckman	190.66	Pioneer	84G62
Missouri	1st	Mississippi	Dicky Hanor	149.99	DEKALB	DKS54-00
Nebraska	1st	Harlan	Duane L. Vorderstrasse	179.56	Pioneer	84G62
Nebraska	2nd	Harlan	Debra L. Vorderstrasse	162.36	Pioneer	84P80
New Jersey	1st	Warren	Robert Santini, Jr.	188.39	DEKALB	DKS37-07
Oklahoma	1st	Beaver	Russell Isaacs Farms	172.64	Pioneer	84G62

No-Till Non-Irrigated

Arkansas	1st	Jackson	D & M Farms	133.42	Pioneer	84P80
Colorado	1st	Phillips	MW Miller Farms	100.78	DEKALB	DKS28-05
Colorado	2nd	Logan	Danny Wood	81.97	DEKALB	DKS28-05
Colorado	3rd	Kit Carson	Tim Stahlecker	69.65	DEKALB	DKS29-28
Delaware	1st	Kent	Frank G. Hrupsa	113.4	Pioneer	84G62
Illinois	1st	Gallatin	Mike Scates	178.24	Pioneer	84G62
Iowa	1st	Page	Eric Marsh	136.23	DEKALB	DKS44-20
Iowa	2nd	Mahaska	Scott Renaud	128.52	DEKALB	DKS53-67
Kansas	1st	Saline	Kansas JAG Ltd.-Mark Pettijohn	154.6	Pioneer	85Y40
Kansas	2nd	Ness	Dennis McNinch	151.1	Pioneer	86G08
Kansas	3rd	Jewell	Tom Marr	146.48	Pioneer	84G62
Kentucky	1st	McLean	Philip W. Logsdon	174.48	Pioneer	84P80
Louisiana	1st	Pointe Coupee	Ben Merrick Farms, LLC	178.71	DEKALB	DKS51-01
Maryland	1st	Montgomery	William F. Willard Farms, LLC	142.46	Pioneer	84G62
Maryland	2nd	Harford	Rigdon Farms	124.8	DEKALB	DKS36-06
Missouri	1st	Gasconade	Cody Sassmann	207.98	Pioneer	84G62
Missouri	2nd	Pemiscot	Mehrle Farms, Inc.	162.37	Pioneer	84P80
Missouri	3rd	De Kalb	Chris Curtis	157.65	Pioneer	84G62
Nebraska	1st	Dawson	David Wells	180.09	Pioneer	84G62
Nebraska	2nd	Harlan	Duane L. Vorderstrasse	178.77	Pioneer	84G62
Nebraska	3rd	Pawnee	Mark Bloss	171.31	DEKALB	DKS53-67
New Jersey	1st	Warren	Matthew Santini	172.57	DEKALB	DKS37-07
New Jersey	2nd	Warren	Ron Sigler	156.65	Pioneer	84G62
North Carolina	1st	Perquimans	Laurence W. Chappell	141.58	Pioneer	84P80
Oklahoma	1st	Caddo	Alan Mindemann	151.63	Pioneer	85Y40
Pennsylvania	1st	Adams	Howard DeShong	155.96	Pioneer	84G62
South Dakota	1st	Lyman	Ken Schindler & Sons	142.96	DEKALB	DKS29-28
South Dakota	2nd	Lyman	A & A Schindler Farms	135.39	DEKALB	DKS29-28
Texas	1st	Lipscomb	L and L Farms-Lynn Born	130.96	DEKALB	DKS37-07

Mulch-Till Non-Irrigated

Alabama	1st	Escambia	Weber Farms, LLC	134.84	Pioneer	84P80
Arkansas	1st	Jackson	D & M Farms	155.61	Pioneer	84P80
Delaware	1st	Kent	Albert Downes Warren, Jr.	96.2	Pioneer	84G62
Illinois	1st	Gallatin	Joe Scates	185.36	Pioneer	84G62
Indiana	1st	Gibson	Phil Scott	134.9	DEKALB	DKS37-07

STATE WINNERS, *continued*

State	Place	County	Name	Yield (bu/ac)	Seed Brand	Variety
Iowa	1st	Decatur	Grey Porter	140.75	Pioneer	84P80
Maryland	1st	Charles	Jack Welch	123.24	Sorghum Partners	SP7868
Missouri	1st	Livingston	HRB Farming Partnership	174.85	DEKALB	DKS53-67
Missouri	2nd	Putnam	Joel Spring	152.77	DEKALB	DKS53-67
Nebraska	1st	Harlan	Duane L. Vorderstrasse	171.32	Pioneer	84G62
New Jersey	1st	Hunterdon	Sam Santini, Jr.	185.74	DEKALB	DKS38-88
North Carolina	1st	Davidson	Billy Bowers	152.96	Pioneer	84P80
North Carolina	2nd	Perquimans	Laurence W. Chappell	127.29	Pioneer	84P80
Oklahoma	1st	Garfield	Ratzlaff Cattle, Inc.	115.71	Pioneer	85G03
Oklahoma	2nd	Texas	Fischer Family Farms, FLP	72.14	Pioneer	85Y34
Pennsylvania	1st	Lancaster	Mike Shearer	175.08	Pioneer	84G62
South Dakota	1st	Charles Mix	Lee A. Linnell-Linnell Farms	152.72	Pioneer	87P06
South Dakota	2nd	Aurora	Ronald Glissendorf	109.89	DEKALB	DKS29-28
Texas	1st	Wilson	Robert D. Yosko	116.01	Pioneer	84G62
West Virginia	1st	Hardy	Chris Miltenberger	150.21	Pioneer	84G62

Double Crop Non-Irrigated

Arkansas	1st	Jackson	D & M Farms	104.06	Pioneer	84P80
Illinois	1st	Bond	Stephanie Gaffner	147.31	DEKALB	DKS28-05
Illinois	2nd	Bond	Jim Stoecklin	110.69	DEKALB	DKS28-05
Maryland	1st	Charles	Welch Farms	108.6	Sorghum Partners	KS310
New Jersey	1st	Warren	Sam Santini, Jr.	193.33	DEKALB	DKS38-88
North Carolina	1st	Davidson	Billy Bowers	93.64	Pioneer	84P80
Virginia	1st	King William	John W. Mills, Jr.	64.05	Pioneer	83P17

Double Crop Irrigated

Arkansas	1st	Clay	Twin H Farms-Steven Haywood	117.45	Pioneer	84P80
Arkansas	2nd	Clay	JLin Farms-Jerry Turner	112.28	Pioneer	84P80
Arkansas	3rd	Jackson	D & M Farms	100.61	Pioneer	84P80
Florida	1st	Lafayette	Terry Folsom & Rusty McLeod	78.41	Pioneer	83P17
Georgia	1st	Lee	Griffith Farms, LLC	76.85	Pioneer	83P17
Kansas	1st	Stevens	Ron & Mark Clancy Farms	141.87	Pioneer	87P06
Kansas	2nd	Comanche	Darrol Miller Farm, Inc.	134.96	DEKALB	DKS37-07
Kansas	3rd	Kiowa	Randolph Nusz	109.22	DEKALB	DKS29-28
Texas	1st	Hidalgo	Fike Farms	151.63	DEKALB	DKS53-67

Conventional-Till Non-Irrigated

Arkansas	1st	Woodruff	Perry Galloway	178.48	Pioneer	84P80
Arkansas	2nd	Jackson	D & M Farms	157.06	Pioneer	84P80
Arkansas	3rd	Jackson	D & M Farms	131.4	Pioneer	84P80
Illinois	1st	Gallatin	Hugh Scates	171.07	Pioneer	84G62
Illinois	2nd	Gallatin	Mark Scates	164.64	Pioneer	84G62
Indiana	1st	Gibson	Will Scott	150.3	DEKALB	DKS37-07
Indiana	2nd	Knox	Brett Carter	142.75	DEKALB	DKS44-20
Iowa	1st	Decatur	Galt Porter	117.86	Pioneer	84G62

STATE WINNERS, *continued*

State	Place	County	Name	Yield (bu/ac)	Seed Brand	Variety
Kansas	1st	Cherokee	David Justice	176.37	Pioneer	84G62
Kansas	2nd	Saline	Justin Short	158.26	Pioneer	84G62
Kansas	3rd	Cherokee	Jay Justice	154.67	Pioneer	84G62
Maryland	1st	Charles	Weich Farms	132.85	Seed Consultants	SCGS363
Minnesota	1st	Stearns	Joe Krippner	109.21	DEKALB	DKS28-05
Missouri	1st	Livingston	HRB Farming Partnership	183.52	DEKALB	DKS44-20
Missouri	2nd	Pettis	Patrick Easter	156.26	Pioneer	85G03
Nebraska	1st	Pawnee	Matthew J. Bloss	157.87	DEKALB	DKS53-67
New Jersey	1st	Warren	Chris Santini	201.23	DEKALB	DKS38-88
New Jersey	2nd	Warren	Sam Santini, Jr.	199.09	DEKALB	DKS38-88
New Jersey	3rd	Warren	Michelle Santini	146.75	DEKALB	DKS37-07
North Carolina	1st	Perquimans	Laurence W. Chappell	144.95	Pioneer	84P80
Oklahoma	1st	Ottawa	Jera Rendel	154.07	DEKALB	DKS53-67
Oklahoma	2nd	Ottawa	Brent Rendel	136.65	Pioneer	84P80
Oklahoma	3rd	Texas	Fischer and Fischer	105.06	Pioneer	85Y34
Pennsylvania	1st	Lancaster	Bob Shearer	159.33	Pioneer	84G62
South Dakota	1st	Charles Mix	David Knoll	132.44	Pioneer	88Y41
Texas	1st	Leon	Weldon Alders	205.74	Richardson Seeds	9400
Texas	2nd	Wharton	Keith Kresta	137.1	Pioneer	83G19

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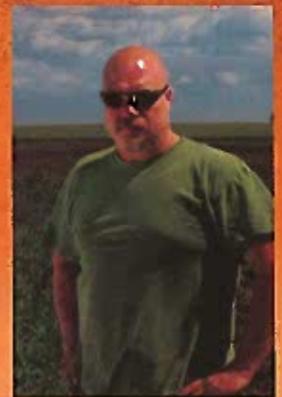
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STATE WINNERS, *continued*

State	Place	County	Name	Yield (bu/ac)	Seed Brand	Variety
Texas	3rd	Nueces	Jimmy Dodson-3D Farms	136.28	Pioneer	84P80
Virginia	1st	King William	Edwin A. Mills	83.94	Pioneer	83P17
West Virginia	1st	Mineral	Louis Miltenberger	76.1	Pioneer	84G62
Wyoming	1st	Platte	Daryl Tiltrum	76.27	Pioneer	8925
Conventional-Till Irrigated						
Arkansas	1st	Cross	Adam Fisher	188.78	Pioneer	84P80
Arkansas	2nd	Clay	JLin Farms-Jerry Turner	182.84	Pioneer	84P80
Arkansas	3rd	Clay	KRon Farms-Keith Turner	176.75	DEKALB	DKS53-67
Colorado	1st	Baca	Wright Farms	147.35	Pioneer	84G62
Florida	1st	Lafayette	Terry Folsom & Rusty McLeod	113.66	Pioneer	83P17
Idaho	1st	Canyon	Jim Boehlke - Bell-Key Farms	167.67	Pioneer	88Y41
Illinois	1st	White	John Scates	209.07	Pioneer	84G62
Kansas	1st	Kiowa	Matt Ballard	194.35	DEKALB	DKS53-53
Kansas	2nd	Kiowa	KI Gamble	177.97	Richardson Seeds	NUS345
Kansas	3rd	Saline	Justin Short	167.91	DEKALB	DKS53-67
Massachusetts	1st	Hampden	Sarah Henry-North Country Harvest	126.13	Pioneer	84G62
Missouri	1st	Pemiscot	Chris Mehrle	146.36	Pioneer	84P80
Nebraska	1st	Harlan	Scott Jewett	164.65	Pioneer	84P80
Nebraska	2nd	Harlan	Jerry Guthrie	133.47	Pioneer	86P90
Texas	1st	Hockley	Henson Land & Cattle	245.94	Pioneer	84P80
Texas	2nd	Ochiltree	Monte Wright	205.56	Pioneer	84G62
Texas	3rd	Hidalgo	Fike Farms	168.85	DEKALB	DKS53-67
Wyoming	1st	Platte	Daryl Tiltrum	83.43	Pioneer	8925

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Find out more about NSP's Industry Partner Program at www.SorghumGrowers.com/industry-partners

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Sorghum Update

Brought to you by the Kansas Grain Sorghum Commission

Doubled Haploid Technology Coming to Sorghum

Hearthland Plant Innovations (HPI) is partnering with KGSC and K-State to put sorghum improvement on a new trajectory. This effort uses a decades-old technology, doubled haploids (DHs), and for the first time directs it at sorghum. A system for producing sorghum DHs and using them for plant breeding offers a quicker route to new, improved hybrids with increased yields.

DHs are genetically pure plant lines that offer a quick route to new gene combinations and overall crop improvement. First discovered in the 1920s, DHs have been revolutionizing plant breeding in crops such as corn, barley, cotton, tobacco and wheat ever since. But the complexity and relatively high cost of producing DH lines has prevented their routine use in some systems. Some multinational companies have recently shown renewed interest in sorghum improvement. However, to remain competitive and to serve their private sector constituencies, public sector sorghum scientists must also have access to sorghum DH lines.

This is where HPI fits in. Based in Manhattan, Kan., HPI offers advanced plant breeding services and trait development support to breeders and geneticists. Founded in 2008, HPI has already established a robust pipeline

for wheat doubled haploid production, serving customers across North and South America and Europe. HPI's global research team focuses on emerging commercial opportunities for wheat and sorghum – areas that Kansas has world-renowned expertise.

Working with collaborators at KSU, HPI is actively screening large populations of diverse sorghum lines to discover and confirm the characteristics of haploid-inducing pollinators (HIPs), which are male sorghum lines that when crossed with a female parent produce progeny that only contain DNA from the female parent. If the female parent is the initial product of a sorghum breeder's genetic cross, each progeny from mating with the HIP will be a haploid that contains a new unique combination of genes. Haploid plants, which have half the number of chromosomes of typical sorghum lines, will be treated with a chemical chromosome doubling agent, creating a pure-breeding diploid with 100 percent homologous genes on all its chromosome pairs. Once discovered and confirmed, these HIPs will be used to develop a commercial breeding system that will be easily integrated into public and private breeding systems. Thousands of progeny plants were field planted last summer and evalu-

ated throughout the growing season for evidence of haploidy. Potential candidate haploid plants were identified, and male parents that fathered haploid progeny will be evaluated as HIPs.

A sorghum DH program could accomplish in one year what a classical breeding program will take up to eight years to achieve. Using DH lines allows breeders to begin selections one year after crossing two parents, greatly accelerating classical forward breeding. DH lines can also be a powerful adjunct to other modern plant breeding methods, like genomic selection, enabling the breeder to fix a line at any point in the development of a breeding population and reliably test relevant phenotypes.

Using DH lines can similarly speed up the development of new inbreds with problem-solving traits. By combining the power of DH lines with DNA marker analysis, a desirable trait can be fully incorporated into a new genetic background in a single plant generation. Using DH lines also accelerates selection schemes by permitting selection and verification in a single growing season.

A sorghum DH program will ensure this hardy crop, critical to the state's ag economy, will have the needed yield and trait enhancements to meet the needs of Kansas farmers and the growing global demand for grain.

For more information about KGSC, contact KGSC Administrator Jill Barnhardt 795 22nd Rd. NW, Lebo, KS 66856 (785) 477-9474, jill@ksgrainsorghum.org, www.ksgrainsorghum.org

A Broad Look at Succession

By Kevin Spafford, eLegacyConnect

ALTHOUGH, AS AN OWNER, YOU WOULD LIKE your children or other family members to eventually own and manage the operation, succession planning is much broader than transferring ownership from one generation to the next.

Succession planning prepares you, your farm, and your family for the day when the owner no longer participates in day-to-day operations. Without planning, that day can create crisis and conflict in both the business and the family.

Planning for an Inevitable Change

Ideally, a succession plan is a comprehensive strategy which should address:

- Converting business wealth to assets that can be used to fund your retirement.
- Transferring ownership in the business to your prepared successors.
- Treating your children equitably while considering how to divide ownership among those active in the business and those who are not.
- Addressing estate planning concerns associated with the transfer of the business, including minimizing estate and gift taxes, providing liquidity to the estate, and planning for a surviving spouse.
- Strategic planning for the business' success after the transition, with primary focus on choosing and grooming a management successor to successfully step in.

Transitioning ownership in a business is unlike transferring any other asset. Often, a significant portion of a farm's value is attributable to the owner's personality, ef-

forts, and relationships. So, without planning, the value of the business may decline drastically when the owner is no longer involved.

Why a Team Approach Is Needed

Because succession planning addresses a broad range of issues, a cross-disciplinary team of professionals is usually necessary. Clearly, no single professional will be able to provide all the services needed to develop most succession plans. A team approach brings depth of experience and knowledge to the table. However, the professional who takes the lead in building the team and accepts responsibility for overseeing the project through implementation may be the most vital to the success of the process.

Recognizing Factors Affecting Strategy

It's important to realize that every owner has a unique personality and situation that may limit the available options for transferring ownership and management responsibility. Some of the more common may include:

1. **Ability to Relinquish Control.** Giving up control in the business is difficult for many owners. You may be concerned that your successors will cause the business to fail. In these cases, you may decide to transfer control gradually, while gaining confidence.
2. **Age.** An owner's age impacts management succession alternatives. In general, the older the owner, the fewer the options. If you have many years left to work, you may choose to transition responsibility gradually, providing the opportunity to see potential management successors in action. You can maintain



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AG2103
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AG2115
Medium Red

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control until the successor is ready to take over. An owner who decides that the successor will not be capable of assuming responsibility still has time to groom another candidate.

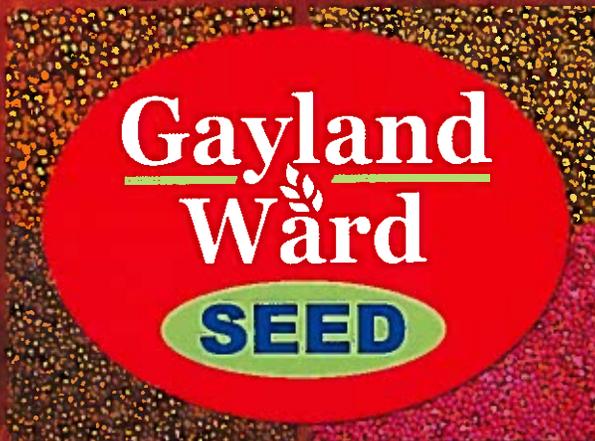
3. **Condition of the Business.** An operation with a history of profits, a sound customer base, good relationships with landlords, capable employees, and a plan for the future clearly is more likely to sell than a business with apparent weaknesses. Also, good records and an established set of policies and procedures enhance the business value. You should assess the business to realistically understand its worth and to identify actions that could be taken to enhance the value.
4. **Planning Tolerance.** Recognizing that an owner may have a limited tolerance for planning, including costs, risks, and complexities will help everyone involved – the owner, family, employees, and advisors negotiate the planning process. If the succession plan exceeds your tolerance for any of these items, it is not likely to be successfully implemented. Thus, it may be appropriate to adopt an incremental approach to

succession planning to avoid overwhelming the owner with the cost, complexity, and commitment of a comprehensive plan.

Good intentions without action are hollow promises. Owners must take definitive action to achieve their most heartfelt succession intentions. Commit now. List three goals for each category – operational integrity, financial security, and leadership development. The questions in the eLegacyConnect tool, Commit to Succession Planning Goals, (located at eLegacyConnect.com) may help to get the ball rolling. ♣

Kevin Spafford's firm, Legacy by Design (Legacy-by-Design.com), exclusively serves the succession planning needs of farmers, ranchers, and agribusiness owners. Kevin is the founder of eLegacyConnect, which provides succession solutions for farm families. Members of National Sorghum Producers receive a discount for full access to eLegacyConnect. Use membership code 'sorghumgrower' at eLegacyConnect.com. Also, visit www.SorghumGrowers.com for more information on eLegacyConnect.

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From Soil to Stores: Bright Horizon for Food-Grade Sorghum

Michael Herrmann, a producer from Kinsley, Kan., has witnessed the value of growing grain sorghum. In fact, sorghum left its mark on Herrmann when it became his main cash crop.

Herrmann has always produced an array of dryland crops utilizing no-till methods due to water constraints. As a result, grain sorghum has made it into his cropping system during the 44 years he has been in the business, but it wasn't until three years ago he decided to try something new.

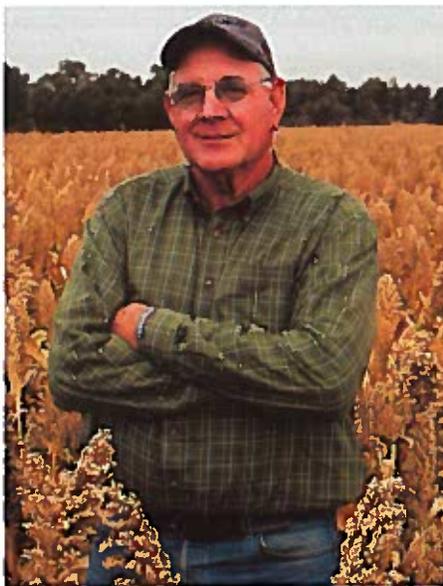
"Southern Plains Coop came to me, and they wanted to know if I'd be interested in growing white food grade milo," Herrmann said. "They were picking some growers out they thought would do a good job, and I was interested in it. I'm always looking for something different to do."

Since then, Herrmann has grown 160 acres of a variety of white grain sorghum from Richardson Seed Company for the Lewis, Kan., based coop for three years.

"The yield is as good as anything," Herrmann said. "I've just really been happy with it, and it requires about the same management. If it takes off like they say it will, I will plant more acres myself."

The increased interest in sorghum food products could be attributed to a number of factors, including being a nutritious, ancient, whole grain product. Sorghum is also unique in the fact that it is naturally gluten-free, non-transgenic and is easily adaptable to a variety of dishes.

The rising popularity of white food-grade sorghum is opening new doors within the food industry for growers. New food products containing white sorghum are hitting the shelves frequently, which include not only specialty, niche products but mainstream ones, as well. In fact, the most recent food-product launch included Kellogg's gluten-free Special K cereal.



Food-grade sorghum is adding overall value for growers across the nation, especially in Herrmann's case.

Herrmann fully recognizes sorghum's worth when he puts it to the test. The result - lower input costs, and sorghum performs well utilizing dryland, no-till methods.

"So many times when I have dry land corn in a field and I have split fields where half is dryland corn and the other half milo," Herrmann said, "I'll get 85 bushel [per acre] dry land corn on a good year and milo right next to it is makes 100 [bushels per acre] or better."

Since the early 1980s, Herrmann has capitalized on maximizing sorghum's profitability by seizing the opportunity to increase his premium through on-farm storage.

Through all of the added value sorghum brings to Herrmann's farm, he believes sorghum will remain a vital part of his cropping system for years to come.

"I enjoy growing milo," Herrmann said. "I think the opportunity for white grain sorghum is just going to improve." ✓

Sorghum Checkoff Invests \$3.65 million to Further Producer Profitability

The United Sorghum Checkoff Program board of directors invested \$3.65 million to fund proposals targeted at furthering sorghum growers' productivity and demand. The commitment, which was approved during the Dec. 10. board meeting, concludes the request for proposal that started June 2014.

The Sorghum Checkoff board, external committee members and staff dedicated the past several months to reviewing proposals in a two-part process in the crop improvement, high value and renewable priority areas. A total of 116 pre-proposals were received and 44 full proposals were requested, totaling \$6.9 million.

"The board has invested a significant amount of time since their strategy meeting held in January when the board initially established industry needs," said Sorghum Checkoff Executive Director Florentino Lopez. "Since the beginning, their goal has been to provide funding for projects that will result in producer profitability."

The board of directors made a final decision on 20 projects through the RFP process to address key priorities for the sorghum industry. The approved RFP projects include:

- David Stelly of Texas A&M University was funded \$240,488 to identify methods of eliminating gene flow from sorghum to johnson grass.
- Muthukumar Bagavathiannan of Texas A&M University was funded \$213,419 for the development of new sources of herbicide resistance in grain sorghum.
- Bryan Ayre of University of North Texas was funded \$225,000 for the development of methods to enhance breeding opportunities.
- Bob Fanning of South Dakota State University was funded \$10,000 for establishing a Nebraska and South Dakota production guide.
- Mithila Jugulam of Kansas State University was funded \$30,000 for herbicide development.
- Paul Ulanich of North Carolina Biotech was funded

\$98,314 for grain sorghum variety evaluation.

- Nancy Turner of Texas A&M University was funded \$130,000 for pet food development.
- Lonny Sweet of Tthe Connect Group was funded \$200,000 for branding and public awareness within the food industry.
- Jim Zenner of JPZ Consulting was funded \$41,500 for institutional food promotion.
- Earl Roemer of NuLife Market was funded \$120,000 for food development.
- Jason Bootsma of Prairie Aqua Tech was funded \$120,000 for livestock nutrition.
- Jim Zenner of JPZ Consulting was funded \$80,200 for food industry promotion.
- Rhonda Miller of Texas A&M University was funded \$69,000 for food development.
- Sajid Alavi of Kansas State University was funded \$130,000 for pet food development.
- Morawicki of University of Arkansas was funded \$90,000 for animal nutrition.
- Nancy Turner of Texas A&M University was funded \$185,000 for coproduct enhancement.
- Mark Riley of University of Arkansas was funded \$74,953 for coproduct enhancement.
- Jeffery Cafmeyer of Battelle was funded \$80,000 for coproduct enhancement.
- Daria Aragon of Louisiana State University was funded \$30,000 for biofuels enhancement.
- Michael Aide of University of Missouri was funded \$8,000 for biofuels enhancement.

Funding of these proposals is contingent on approval from USDA Agricultural Marketing Service.

"The Sorghum Checkoff was founded with the intent of leveraging grower dollars," said Sorghum Checkoff Chairman Dale Murden. "Checkoff dollars give farmers the ability to actively remain engaged in research that will benefit producers and the sorghum industry in the future, and we are excited about the opportunity presented by these projects." ✓

Pushing the Boundaries with Sorghum

Chris Robinson may be growing grain sorghum in a location off the beaten path when it comes to the Sorghum Belt, but the crop has certainly proved itself as a mainstay on his Kentucky farm.

3

It didn't take long for Robinson to find success with sorghum. After growing the crop for only four years, he won the Non-Irrigated Bin Buster Award during the 2012 National Sorghum Producers Yield and Management Contest with a 200.29 bushels per acre yield. Robinson said sorghum should not be seen as a back up to other crops. While it can withstand harsh growing conditions, he says it can really thrive in desirable environments, as well.

A high return on investment, stress tolerance and advancements in technology are all benefits Robinson is experiencing with grain sorghum. Kentucky may not be ground zero for grain sorghum production, but Robinson said it has huge potential for expansion in the area.

"Sorghum could be a high producing crop in the state, not only on stressful ground, but good ground as well," Robinson said. "It's going to take advertising and educational opportunities to let people know and understand the potential and possibilities of the product."

Robinson said he has seen increased profits since adding grain sorghum to his Kentucky farming operation 10 years ago. It is a crop that yields consistently, despite climate challenges.

"We are cutting production cost and getting premiums on the end of the cycle as well, so it's a money maker," Robinson said. "It has just fit into our farming operation very well."

Robinson is also expanding his knowledge base in the sorghum industry through his involvement in the Sorghum Checkoff's Leadership Sorghum program. As a member of the program's second class, he is getting the opportunity to see the sorghum industry from a new perspective.

"My knowledge on sorghum was limited to my little area and that's not a whole lot in western Kentucky."



Robinson said. "We've been to the major sorghum growing areas and it has really opened my eyes to what those guys are doing."

The knowledge gained from Leadership Sorghum is giving Robinson the tools he needs to help spread the word about sorghum's benefits regionally. Robinson said he uses his personal experience to help fellow farmers as much as he can.

"I just explain to them my process and what I've done, it's an exchange in thoughts and ideas between me and fellow farmers," Robinson said.

Robinson said he is also constantly looking for new and unique innovations to try with grain sorghum in his own operation. In fact, he uses a higher seed population than what other producers in his area are using and has found it beneficial to his overall yield.

"We like to push the population to push the yield and that's why we decided to use a higher seed population in our area," Robinson said.

To achieve the highest yield possible, Robinson has found that trying new management techniques is key. He said he is trying to get the most he can out of this unusual crop to western Kentucky.

"We try to push the boundaries with grain sorghum. We will continue to get the best combination of product to achieve the best possible yield for the best possible return on our investment." ✓

Sorghum Checkoff Board Directors Sworn In, Elected

Five Sorghum Checkoff board directors were sworn in during the Dec. 10, 2014, board meeting in Lubbock, Texas.

Returning to the board are Adam Baldwin of McPherson, Kan., John L. Dvoracek of Farwell, Neb., and Dale Murden of Monte Alto, Texas. New to the board are Billy C. Bridgeforth of Tanner, Ala., and Verity C. Ulibarri of McAlister, N.M., both of which are at-large members.

The newly sworn in board members were appointed by the U.S. Agriculture Secretary Tom Vilsack in October and will serve three year terms.

"We are eager to have new board directors from diverse sorghum backgrounds that will help continue

the message of the checkoff," said Sorghum Checkoff CEO Tim Lust. "Our desire is to work as a unified group that will help reach our main objective, producer profitability, and these new additions will serve the industry well."

New leadership was also elected during the December board meeting. Dale Murden will serve as chairman, Adam Baldwin as vice chairman, David Fremark of St. Lawrence, S.D., as secretary, and Martin Kerschen of Garden Plain, Kan., as the new treasurer.

"I am excited to serve with the elected new officers," said Muden. "These producers represent a cross section of America's Sorghum Belt and bring diverse opinions and ideas on how we can best help U.S. farmers and the industry." ✓

4

Sorghum Checkoff Announces New Hires

The Sorghum Checkoff welcomes two new employees to its staff. Jennifer Blackburn is the external affairs director for the checkoff and the National Sorghum Producers. Brent Crafton will also serve both organizations as a southeast regional director and assist with sustainability.

Blackburn previously held the position as NSP communications coordinator for four and a half years and recently served as NSP director of operations during an interim period this fall. She takes over the external affairs position from Lindsay Kennedy who will return to Texas Tech University in 2015 to pursue her Ph.D.

Crafton previously organized the energy crop and grain sorghum field demonstrations in North America for Abengoa Bioenergy, and he has worked

in the environmental monitoring field for six years. Crafton also served in the United States Army. He is a graduate of Southern Illinois University-Carbondale with a bachelor's degree in agriculture, specializing in agriculture technology.

"We are excited to welcome these talented new individuals to team sorghum," said Sorghum Checkoff CEO Tim Lust. "Each are uniquely qualified individuals that will be an asset to our organization, ensuring we continue to be the best in serving the sorghum industry." ✓

Sorghum Industry Events

Jan. 28 — Texas Sorghum U
Perryton, Texas

Jan. 27-28 — No Till on the Plains Conference
Salina, Kan.

Feb. 2-5 — Leadership Sorghum Session III
Washington, D.C.

Feb. 25-27 — Commodity Classic
Phoenix, Ariz.

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For more events, visit sorghumcheckoff.com/calendar

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Sorghum Shortcuts

NSP Announces New Hires

NSP announced the hiring of new employees to its Lubbock, Texas, headquarters and one regional director.

Debra Lloyd joins NSP as director of operations with more than 20 years of experience in operations management and finance. Lloyd was a small business owner for 13 years and has a B.B.A. in accounting from Texas Tech University. **Kelli Fulkerson** has been named NSP communications director. Fulkerson grew up on a farm and ranch in Michigan, is a former Michigan state FFA officer, and is a graduate of South Dakota State University with dual degrees in animal science and agricultural communications and a minor in marketing. **Brent Crafton** will serve both NSP and USCP as a southeast regional director and assist with sustainability. Crafton previously organized the ener-

gy crop and grain sorghum field demonstrations for Abengoa Bioenergy, and worked in environmental monitoring for six years. Crafton also served in the United States Army. He is a graduate of Southern Illinois University-Carbondale with a bachelor's degree in agriculture, specializing in agriculture technology. **Jennifer Blackburn** has been named external affairs director for NSP and USCP. She previously held the position as NSP communications coordinator for four and a half years and recently served as the NSP director of operations during an interim period this fall. Blackburn takes over the external affairs director position from Lindsay Kennedy who will return to Texas Tech University in January 2015 to pursue a Ph.D. in agricultural communications. Kennedy will continue to serve as an interim editor of *Sorghum Grower* magazine. ♣



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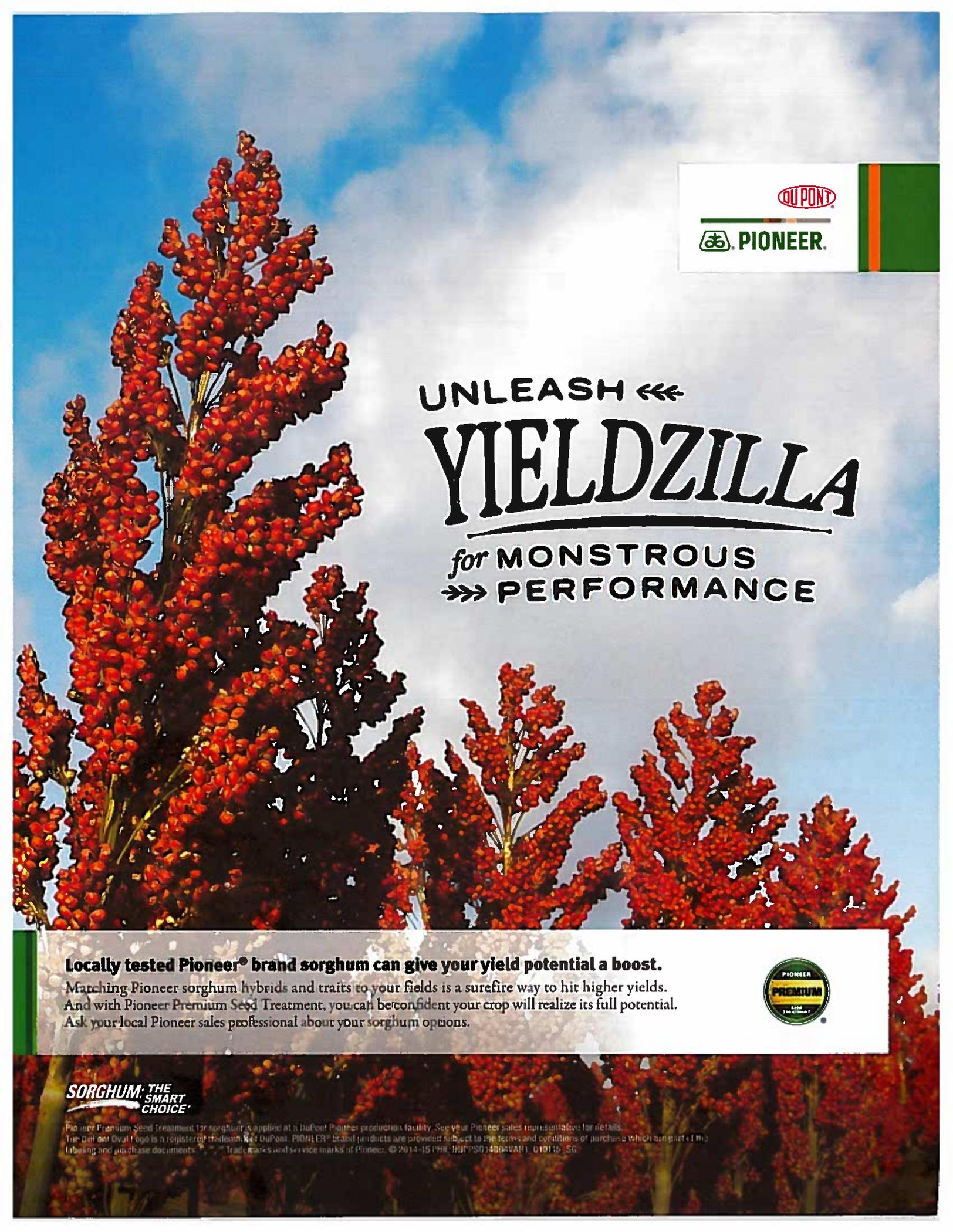


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