



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

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

Five grain traders submitted AD questionnaires

9 NSP submitted nine farmer CVD questionnaires

25% tariff announced on sorghum the same day NSP submitted questionnaires

29 NSP registered 29 parties in the investigations

Preliminary AD tariff announced after no meaningful review of submission

200 Combined, questionnaires included almost 200 pages each

From initial launch to submission, staff logged roughly 1,000 office hours

2,000 Deadline met with 2,000-page submission in Mandarin

Bushels en route to China that were redirected

500,000,000 Tariff liabilities when AD tariff announced

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



LEADERSHIP

11
BOARD MEMBERS

17
LEGISLATIVE COMMITTEE MEMBERS

MEDIA
4,830,921
IMPRESIONS ON SOCIAL MEDIA

20,000+
MAGAZINE SUBSCRIBERS

2,279
SORGHUM NOTES RECIPIENTS

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