

TRADE
DEALS AHEAD | p. 6

LATE
PLANTING | p. 14

NEW NEBRASKA
LEADERSHIP | p. 22



NATIONAL SORGHUM PRODUCERS

SORGHUM *Grower*

SPRING 2019

Premium Markets,
AT A
Premium Price

UNIQUE SORGHUM VARIETALS OFFER FUTURE OPPORTUNITY

**PLUS: HALL OF FAME IN THE FIELD AND
COMMUNITY: KI GAMBLE ENTERS
YIELD CONTEST HALL OF FAME**

Also Inside
SORGHUM CHECKOFF NEWSLETTER

NATIONAL SORGHUM PRODUCERS, 4201 N INTERSTATE 27, LUBBOCK, TX 79403
NONPROFIT ORG.
U.S. POSTAGE PAID
Permit NO. 1718
AUSTIN, TX 78744

**The sun's
health gift
to breakfast!**



**The darker it gets
the healthier
it becomes.**



First Cereal to Contain Amazing ONYX® Sun-Sorghum™

Grain Berry Antioxidant Cereals go well beyond whole grain oats and wheat. Now Grain Berry contains remarkable ONYX. Developed by Texas A&M Agrilife, ONYX is one of a kind sorghum, combining high tannin and black sorghum to give you more powerful natural antioxidants, more natural plant fiber and remarkable sugar control. Sugar Control means it slows the absorption of sugar in your bloodstream and that can be very important to you and to your family. And Agrilife has licensed ONYX sorghum to Grain Berry exclusively.

We call ONYX "Sun-Sorghum" because sunshine makes this special antioxidant stronger as it grows in the hot sun. The darker ONYX gets, the healthier it becomes. The darker ONYX sun sorghum gets, the more antioxidants, the more fiber and the more sugar control. Grain Berry grows ONYX in West Texas summers where the sun is powerful and strong.

**More Powerful Antioxidants!
More Plant-Based Fiber!
Slows Sugar Absorption!**



**Look for
NEW Grain Berry®
Cereal with ONYX®
Sun Sorghum™**

**ONLY
GRAIN BERRY®
CONTAINS
WHOLE GRAINS
PLUS ONYX®!**

Multi-Bran Cereal.
70% Less Sugar
yet so delicious!



© Silver Palate Kitchens, Inc. 2019. All rights reserved.

MANUFACTURER'S COUPON

EXPIRES OCTOBER 31, 2019

SAVE \$2.00

**ON ANY NEW ANTIOXIDANT
GRAIN BERRY® CEREAL**

(12-16-oz. Box - any variety)



086341-050104

Retailer: Silver Palate Kitchens, Inc. will redeem this coupon for face value plus .08¢ handling provided coupon is redeemed in accordance with our offer. Customer pays any sales tax. Void if reproduced or where prohibited by law. Invoices proving purchase of sufficient stock to cover redemptions must be shown on request. Cash value 1/100¢. One coupon per item purchased. Send to: 211 Knickerbocker Road, Cresskill, NJ 07626.

SG

TABLE OF CONTENTS

FEATURES

- 8** **Premium Markets, Premium Price**
Different varieties of sorghum can lead producers to value-added markets, and it may be an option for you.
- 14** **Hall of Fame in the Field & Community**
Ki Gamble was inducted in the NSP Yield Contest Hall of Fame, but that winning attitude does not stop there.
- 16** **It Was 1980 Something**
Barb Kliment is retiring from the Nebraska Sorghum Board, but her impact will be felt for years to come.

DEPARTMENTS

- 5** **From the CEO**
- 6** **Capitol Hill**
- 12** **Sorghum Markets**
- 14** **From the Field**
- 22** **Lab to Cab**
- 26** **NSP Update**
- 28** **Sorghum Recipe**



NATIONAL SORGHUM PRODUCERS

SORGHUM Grower

SPRING 2019



ON THE COVER: Food grade sorghum may be the first thing that comes to mind when thinking about premium markets, but there are many varieties of sorghum that can be marketed and used for those value-added opportunities.





FEED YOUR SEED LAUNCH YOUR SEASON

BECAUSE SEASONS ARE MADE EARLY.
AND THEY START UNDERGROUND.

Your new favorite partner in the planter box, PMZ Dry from Rocket Seeds™ is the only seed-applied nutritional and talc and graphite replacement that delivers the vital micronutrients that are essential for robust sorghum growth, right from the start. With PMZ Dry (1-10-0 with 2% Mn and 8% Zn), your fluency agent just became the nutritional jumpstart your seed needs to enhance the critical, early stages of crop growth to maximize your yield — and launch your season.

 **ROCKET SEEDS™** RocketSeedsNutrition.com

© 2019 Compass Minerals. All rights reserved. Rocket Seeds™ and design are registered trademarks of Compass Minerals International, Inc. or its subsidiaries in the U.S. and other countries.

 *Compass Minerals*
Plant Nutrition

New Leadership at Sorghum Partners® means a New Dawn for Sorghum Hybrid Yield and Performance



 **SORGHUM PARTNERS®**
A BRAND OF S&W SEED

 **S&W**
SEED COMPANY

Sorghum Partners® will always do what it does best – make outstanding hybrid sorghum seed – so your crops can continue to perform and yield better than ever.

Our new owner, S&W Seed Company, shares our vision to be the world's preferred proprietary seed company. To be a global leader in sorghum hybrids, with cutting-edge research and development, and unmatched production and distribution.

Let us be your partner in sorghum!

Call Now! 855.SORGHUM

sorghum, alfalfa & more, now under one roof | swseedco.com

Sorghum Partners® is a registered trademark of S&W Seed Company.



Spring 2019, Volume 13, Issue 2

NSP BOARD OF DIRECTORS

Daniel Atkisson **CHAIRMAN**, STOCKTON, KANSAS
Kody Carson **VICE CHAIRMAN**, OLTON, TEXAS
Don Bloss **PAST CHAIRMAN**, PAWNEE CITY, NE
Danny Beyer **ODEM, TEXAS**
Larry Dahlsten **LINDSBORG, KANSAS**
Larry Earnest **STAR CITY, ARKANSAS**
Amy France **MARIENTHAL, KANSAS**
Craig Meeker **WELLINGTON, KANSAS**
Bobby Nedbalek **SINTON, TEXAS**
Larry Richardson **VEGA, TEXAS**
Tom Willis **LIBERAL, KANSAS**

NSP STAFF

Tim Lust **CHIEF EXECUTIVE OFFICER**
Debra Lloyd **OPERATIONS DIRECTOR**
Chris Cogburn **SENIOR POLICY ADVISER**
Jennifer Blackburn **EXTERNAL AFFAIRS DIRECTOR**
Delanie Crist **COMMUNICATIONS COORDINATOR**
John Duff **STRATEGIC BUSINESS DIRECTOR**
Jamaca Battin **INDUSTRY RELATIONS DIRECTOR**
Shelee Padgett **REGIONAL DIRECTOR**
Brent Crafton **REGIONAL DIRECTOR**
Justin Weinheimer **CROP IMPROVEMENT DIRECTOR**
Ian Hoeffner **INFORMATION DIRECTOR**
Larry Lambright **FOUNDATION CHAIRMAN**
Amanda Flores **ACCOUNTING ADMINISTRATOR**
Matthew Winterholler **COMMUNICATIONS INTERN**
Haleigh Erramouspe **COMMUNICATIONS INTERN**
Hannah Dast **COMMUNICATIONS INTERN**
Laney Mosley **POLICY INTERN**

NATIONAL SORGHUM PRODUCERS

4201 North Interstate 27
Lubbock, Texas 79403
806-749-3478 (phone)
800-658-9808 (toll free)
806-749-9002 (fax)
www.SorghumGrowers.com

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.
© Copyright 2019 National Sorghum Producers

FROM THE CEO

The Support Picture



By trade association standards, through one lens National Sorghum Producers successfully created support that helped many sorghum farmers continue to operate into this growing season. We have proudly talked about the financial support scope received by our farmers, including \$0.72 per bushel in PLC payments and \$0.86 per bushel in Market Facilitation Program payments. In total, approximately \$17.3 billion in USDA support payments for all commodities will go to farmers and ranchers in the 2018-2019 season.

Many of our members clearly told me in the last three months those extra dollars through MFP payments were the difference in their farm making money rather than losing money. This continued ability to farm is a tremendous thing, but history is a wonderful teacher, and in today's farm economy, farmer CEOs, trade association CEOs and congressional leaders must be looking ahead!

There is another lens we must look through that brings together the entire agriculture economy picture. Our D.C. representatives were recently briefing us, and Combest Sell & Associates principle Tom Sell shared an extremely impactful number. It is projected there will only be \$4.7 billion in payments to farmers and ranchers this fall. That's the lowest level since 1982. The drop of \$12.6 billion from last year to this year is a substantial drop at a time when farmers are already struggling.

While there is great hope for a silver bullet trade deal or deals that will magically increase commodity prices, there have only been two events in the last 50 years that have had that kind of demand pull — the last one being ethanol. Realistically, it has taken time to work out from under low prices driven by excess supply in the past, and it has taken help from the U.S. tax payer. In the late 1990s we saw significant challenges with multiple-year low prices and the government stepped in with multiple year disaster packages.

Unfortunately, financial challenges persist, and the drop in support dollars for agriculture from 2019-2020 with farm income down 50 percent is sobering. While the price you receive for your sorghum is critical, we have seen in the past year why policy is also very meaningful to your bottom line, and National Sorghum Producers will continue to be in D.C. on your behalf through a very important time in world trade negotiations. Evaluating your needs for more support is a critical priority, and we value your input on this issue—email info@sorghumgrowers.com. I don't want to cry wolf too soon, but we don't want to be asleep at the wheel as our farm families crumble either.

Tim Lust
CEO



THE FORECAST OF INTERNATIONAL TRADE

By Delanie Crist

Under the Radar

Reaching trade agreements with China, Mexico and Canada have been at the forefront of trade negotiations since the Trump Administration set its sights on better trade policies. However, the Administration has been working on multiple international deals, and the European Union is taking the spotlight next.

The U.S. and the European Commission, the EU executive arm responsible for trade negotiations for the 28-nation bloc, have had ongoing discussions since 2018. The discussions have stemmed from the Trump Administration's U.S. Section 232 tariffs on steel and aluminum and the EU retaliatory tariffs.

President Trump and European Commission President Jean-Claude Juncker met last July and reached an agreement, which includes four principles to negotiate freer, fairer, and more reciprocal trade. This includes working toward zero tariffs, zero non-tariff barriers, and zero subsidies; increasing United States

energy exports to Europe; reducing bureaucratic obstacles and reforming the WTO; and addressing unfair trade practices.

The new trade talks will not revitalize the postponed Transatlantic Trade and Investment Partnership negotiations, and both Presidents acknowledged their meeting was an initial conversation. Both pledged to uphold a spirit of agreement unless negotiations were terminated, and they set up an executive working group to carry out the agenda.

Weathering Delays

The European Commission has not obtained two required negotiating mandates from European Parliament to start formal trade talks with the U.S. France continues to hold out against mandates and without them on board the commission will not be able to start negotiations. The indecision indicates their parliament is already split on U.S. trade talks.

There are two issue topics already proving to be critical— autos and agriculture. Secretary General of the European Commission, Martin Selmayr, insists agriculture will not be included in trade negotiations on the basis of biotechnology concerns. Meanwhile, the U.S. is preparing to impose tariffs on auto imports, and the EU is preparing a list of retaliatory tariffs worth \$22.4 billion should they incur auto tariffs.

“It would be very harmful for our economy, it would be harmful for the global economy, and it would be harmful for the U.S. economy, because many cars are produced here in the U.S. with car parts from Europe,” European Trade Commissioner Cecilia Malmstrom said in a Bloomberg TV interview on March 7, 2019.

In late March, U.S. Trade Representative Robert Lighthizer received a bipartisan letter insisting agriculture be included in the negotiations, and President Trump threatened tariffs on EU goods if barriers to farm commodities are not addressed. Lighthizer also appeared before the Senate and addressed trade inquiries during which he said the U.S. and EU are at a “complete stalemate” when it comes to including agriculture in trade negotiations.

Forecasting the Future

Current economic and political implications exist within both economies involved, and both will have to make internal decisions to move forward with discussions. The timing of trade discussions will be pivotal for both the U.S. and EU. President Trump has made a promise to help agriculture producers, and the current U.S. farm economy continues to face uncertainty as net farm income is diminishing, while ongoing trade negotiations have disrupted other major export markets for commodities. While manufacturing in the EU is declining at the quickest pace in six years in addition to sluggish demand and increased emissions rules in the German auto industry. Brexit also continues to be in a deadlock, bringing financial and economic uncertainty within the EU.

According to the Office of the United States Trade Representative, U.S. and EU goods and services trade totaled nearly \$1.1 trillion three years ago, and the EU accounted for almost 19 percent of overall U.S. exports in 2016. The EU is the fourth largest buyer of U.S. sorghum and ethanol and the seventh largest market overall for U.S. products. If an agreement is established and the EU eliminated tariff and non-tariff barriers on U.S. agriculture products, there could be billions of dollars in new exports to Europe, but challenges remain.

“It’s shocking to me to see the direction Europe is heading when it comes to the use of science and technology in agriculture,” USTR official Gregg Doud told the National Grain and Feed Association’s annual convention in Amelia Island, Florida. “We can no longer let the EU get away with circulating a false narrative that EU agriculture is superior to the rest of the world.”

The U.S. and EU economies are two of the largest in the world. A bilateral trade deal could have global implications. For example, if the U.S. and EU strike an agreement, other trading partners, such as China, may be compelled to change their trade dealings, and it could spark interest in other bilateral deals. A bilateral deal between the two could even go beyond the scope of international trade and prompt combined efforts toward climate change, immigration, food aid and more.✂

**CANADA AND MEXICO
ACCOUNT FOR
25%
OF ALL U.S. AG
EXPORTS**

— & —

**CHINA ALONE
ACCOUNTS FOR
17%
OF ALL U.S. AG
EXPORTS**



PREMIUM MARKETS, PREMIUM PRICE

*By Matthew
Winterholler*

Sorghum is sorghum is sorghum, right? To some, that may be a true statement, but the true versatility of sorghum may not yet be realized.

Up-and-coming premium markets like waxy sorghum, high antioxidant varieties of sorghum and sprouted sorghum could be the future of the sorghum industry—and put more money in sorghum producers' wallets along the way.

Sorghum is gaining popularity among consumers and consumer-facing companies for the variety of ways it can be consumed and its nutritional makeup. We've seen this through several big consumer wins from Kellogg's recent inclusion of waxy sorghum in its cereal to the recognition of sorghum as superior for antioxidants.

But what does this mean for sorghum producers? The answer: premiums. The demand for special varieties of sorghum—waxy, high-antioxidant and sprouted—will mean more profit for those producers who can take advantage of it.

All three of these varieties take advantage of the premium in the sorghum food market—a market value increase of up to \$1.75 per bushel. That premium—around a 50 percent increase as compared to market price—can add up quickly. While these premium markets can require more attention at harvest and through contract marketing the crop, with little-to-no increase in input costs, the benefit is ripe for the taking.

Sprouted Sorghum

Sprouted sorghum may provoke fear for some wet-climate producers, but it also holds great value. In the field, sprouted sorghum presents many problems, but in a controlled environment, what once meant loss can now mean gain.

The up-and-coming use for sorghum has become popular because of its nutritional properties, including easy-to-absorb fiber and protein. Sprouted sorghum is currently being used as a grain to make tortillas, chips, croutons and simply as a whole grain—think bean sprouts on top of a salad.

Sprouted sorghum is unique within the food market because it can utilize varieties of sorghum beyond food-grade. While still largely utilizing white and cream grain sorghum, the market also includes red sorghum, making it easy for producers to take advantage of the associated premiums.

Sprouted sorghum is not a main-stream market yet, making it a little harder to connect the grain to a value-added market user, but Sorghum Checkoff staff are working diligently everyday to make that connection

The Key to Big Yields

Starts with Clean Fields

**A COST EFFECTIVE BURNDOWN
TANK MIX PARTNER THAT
CLEANS UP THE FIELD PRIOR
TO PLANTING OR KNOCKS OUT
NEW STARTS AFTER HARVEST.**

Vida
HERBICIDE

FOR USE ON


SORGHUM


MILLET


WHEAT


OATS


BARLEY

SPRING
pre-plant
& **FALL**
post-harvest
**WEED
CONTROL**

*Stop Weeds
BEFORE
They Take Over*

**ZERO
to
ONE
DAY**
plant back*

*Labeled crops

As a group 14 herbicide, Vida provides another mode of action for your resistance management program. It's Tank mix compatible with most burndown products including other PPO's. Vida controls a wide variety of weeds including: glyphosate and ALS resistant species; kochia, marehail, amaranth species, pigweed, wild buckwheat, dandelion, lambsquarters and many more.

Gowan
USA

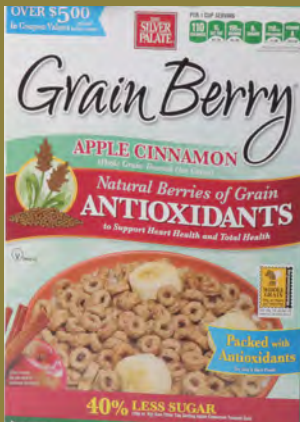
Ph. 800.883.1844

GOWANCO.COM

Vida* is a registered trademark of Gowan Company L.L.C. | EPA Reg. No. 10163-314 | Always read and follow label directions.



▲ SPROUTED SORGHUM is a market that can be taken advantage of by producers of many colors of sorghum, not just white sorghum. Sprouted sorghum is used to make flour, croûtons, tortillas and even tortilla chips.



▲ BLACK SORGHUM, most commonly known for high antioxidant properties and use in Grain Berry cereal, can offer premium opportunities for producers. The health benefits of the grain are just starting to be recognized.



▲ WAXY SORGHUM, has proven to be a multi-use grain, with great benefits for multi-national food production companies as well as in the production of alcohol. While still new, waxy sorghum has plenty of potential.

easier and more streamlined for producers.

High Antioxidant Sorghum

Black and burgundy grain sorghum have become popular over the last few years because of their high-antioxidant properties. Other varieties of sorghum can also have high-antioxidant properties, and the health benefits of these sorghum varieties are just beginning to be acknowledged.

Antioxidants are known to reduce cholesterol and free radicals, which can lead to aging and even a variety of diseases. Fruit has long been known to have antioxidant properties, but it has more recently been discovered some grains, like sorghum, contain them, as well.

Sorghum—including varieties not thought to be high-antioxidant—contains more antioxidant properties than other grains and most fruits and berries, making it a powerful food for many looking for these benefits.

Sorghum is also sought out for pet food because of these properties, allowing producers to take advantage of both consumer food and pet food markets with their sorghum. Greg Aldrich, a pet food researcher at Kansas State University, has also expressed a desire to study darker varieties of sorghum for pet food, which could mean expanded opportunity for sorghum producers at some point in the future.

The producer benefits with high-antioxidant sorghum have already been seen in the industry with a few producers locking in contracts with Silver Palate for its cereals that use high antioxidant sorghum as its key ingredient—also at a premium.

Waxy Sorghum

A newer development within sorghum varieties that have unique qualities is waxy sorghum—a varietal marked by a make-up of 95 percent amylopectin, which is a starch highly sought out by food companies for its higher digestibility. Typically, sorghum has a make-up of 70 percent amylase and only 30 percent amylopectin, giving waxy sorghum a leg-up when marketing for consumer use.

With plenty of room to grow market share, waxy sorghum has already shown potential to become a big player in the food market. After a year-and-a-half of beta testing and product research, a waxy sorghum variety created by Nu Life Market was recently incorporated by Kellogg's.

Another viable market waxy sorghum has seen a premium from is alcohol production, especially baijiu which is primarily produced in China, because it speeds up fermentation and creates more alcohol from the same amount of grain.

Those qualities have yet to be marketed heavily to domestic alcohol companies, so there is still great opportunity for expansion.

Both the food and alcohol markets have the premium and demand for waxy sorghum, so producers have choices and opportunities to market their grain at a higher price.

In terms of choice for waxy sorghum genetics, both Nu Life and Scott Seed have seed in their portfolio with anticipation of more on the way.

\$1.75

▲ ON AVERAGE, the food sorghum market offers a premium of \$1.75 per bushel.

Putting it into Practice

The introduction of these newer sorghum market opportunities could mean a higher return on investment for some producers across the country. While food contracts are still hard to get, the market grows every year and more growers are getting in on the action.

These markets are young but growing, offering significant opportunity for contracts with specific food companies. Added time and investment may lead to a more profitable return in the very near future for those who are willing to try something new. 🌱





ALWAYS GLUTEN FREE

INGREDIENTS

2 cups cooked Pearled Sorghum Grain
7 Roma Tomatoes, diced
1 can Pinto Beans, drained & rinsed
1 can Black Beans, drained & rinsed
1 can Corn, drained
1 medium Purple Onion, diced
1 Green Pepper, diced
1 Orange Pepper, diced
2 Avocados, diced
1 Jalapeno, diced

DRESSING

½ cup Vinegar
½ cup Oil
½ cup Sugar
1 tsp Salt
1 tsp Pepper
1 tsp Garlic Powder

INSTRUCTIONS

In a small bowl, mix together all of the dressing ingredients and set aside. Mix together the cooked *Pearled Sorghum Grain*, tomatoes, pinto beans, black beans, corn, onion, green pepper, orange pepper, avocado, and jalapenos. Pour dressing over sorghum mixture and stir until well combined. Refrigerate and serve cold.

Visit www.NuLifeMarket.com
For free shipping on purchases over \$45,
use coupon code: **sorghum19**

Nu Life Market's gluten free *Pearled Sorghum Grain* is an excellent alternative to couscous, quinoa, and pasta.



BUYER BEWARE

TRADE TEAMS LEARN ABOUT THE SUPPLY CHAIN OF SORGHUM

By Shelee Padgett

Buyer beware. The caveat emptor principle suggests a buyer must do the necessary due diligence before making a purchase to ensure the good the buyer is purchasing meets quality and suitability needs. This cautionary advice is often brought up in real estate, but international grain trade is no different.

Shipping farm commodities across U.S. borders is increasingly important, and farmers are taking active steps to demonstrate the quality of their product and sell it. Sometimes the best global business deals start when riding in the tractor cab on U.S. soil.

These relationships with international buyers are vital, especially in the small world of agriculture. Just like domestic consumers who increasingly desire to see how their food is made and where it is grown, our international buyers want to see the quality of the product they are purchasing long before it makes it into their hands.

Through partnerships with the U.S. Grains Council and state checkoff boards, the United Sorghum Check-off Program connects buyers with sorghum growers throughout the Sorghum Belt through numerous trade missions during the sorghum growing season. These trade missions are just one of the tools the industry uses to build upon existing markets while seeking new demand opportunities as they arise.

Sorghum farmers hosted five trade teams from all over the world during the 2018 growing season, including buyers from China, Mexico, Colombia, Peru and Morocco. During farm tours, sorghum buyers focused on learning about U.S. sorghum production, marketing and export logistics.

Reading about U.S. sorghum or seeing sorghum in a vessel is one thing, but experiencing it on a farm with the farmer takes that understanding to a new level.

“It is important to attend and visit with farmers,” said Angela Maria Ayora, a general manager with a livestock company in Colombia who recently participated in a sorghum direct sales team mission to the Texas Panhandle. “To also see the crops up close, see the quality we are consuming and be able to listen to the farmers’ experiences, it is very valuable.”

As is in the U.S., most of the population abroad is often a generation—or more—removed from farming. Direct sales missions give buyers a snapshot of how sorghum is produced and provide an opportunity to connect and establish relationships with farmers.

“Many times we only know the final process, and we do not know everything the production implies,” Ayora said. “The tours clarify our doubts as buyers and show us everything that is behind each grain of sorghum we consume.”



▲ A CHINESE trade delegation learns about the growing process and marketing of U.S. sorghum to gain a well-rounded perspective of the industry and how the grain eventually gets to them, the end-user.

Adam Baldwin farms sorghum, corn, wheat and soybeans alongside his family on a diversified operation located outside of McPherson, Kansas. Not only has he traveled internationally on behalf of the sorghum industry on trade missions, but he has also hosted a number of sorghum buying teams on his family's farm and said creating buyer trust is essential.

"It is important for buyers to see where their purchases come from," he said, "to build confidence and hopefully create a preference for our product."

With a sorghum export value of more than \$6.3 million to the state of Kansas in 2018, Baldwin stresses the importance of being an advocate for exports, particularly at home. He also emphasizes to buyers that his operation is a family farm for multiple reasons.

"We are invested in producing a quality product with a long-term vision," Baldwin said.

"Buyers always enjoy going to see sorghum in the field, and being able to show a good field with excellent weed control and yield potential is a good feeling."

"My wife and I also think it's important to show our kids there is a world beyond this farm and this country, and hosting trade teams, we feel, is an excellent way to do that," Baldwin said. "It also helps our children understand what we are doing on our farm is not just growing a crop and hauling it to the elevator, but we are growing a crop to sell to the world. We help accomplish this by hosting buying teams on our farm."

While buy confidence is generated through the farmer seeing the quality of the crop, the purchase is typically made through regional cooperatives or a multi-national company. During the trade team visits, the Sorghum Checkoff provides opportunities for buyers to meet with farmers and merchandisers. In fact, Joe Kelley, Ag Export Manager at United Agricultural Cooperative, Inc., hosts 3-4 buying trade teams a year and has participated in several out-bound trade missions, as well.

"I met one of our trading partners from Monterrey, Mexico, through the course of events sponsored by Texas

Sorghum and the Sorghum Checkoff," Kelley said. "Our paths kept crossing, and through time we developed a relationship. We worked to educate him on how our farmers grow the crop, and now we deliver superior quality product and service to them."

Mexico is a significant market for United

Ag located in El Campo, Texas, but it is not the only market United Ag can service because of its port facility. "We hosted a small buying team from the Asia market prior to the growing season and reconnected with them on a sorghum sponsored mission," Kelley said. "They have since purchased and are happy with the consistency and quality of our product."

Whether U.S. sorghum farmers are hosting international buyers or a consumer influencers, maintaining an open line of communication allows a better understanding of U.S. sorghum production, increases buyer trust and creates future sorghum sales.🌾

“ It is important for buyers to see where their purchases come from to build confidence and hopefully create a preference for our product. ”



SORGHUM MANAGEMENT FOLLOWING A WET WINTER AND SPRING

By Brent Bean

Growers never like to complain about too much of a good thing, and rain and snow certainly fall under this category. However, snow and rain caused problems for growers throughout several regions of the U.S. in late 2018 and early 2019. At first, the problem was getting crops harvested, and now it is getting land prepared and crops planted in a timely manner. When everything needs to be done at the same time, growers must prioritize, concentrating on management practices that have the most impact on the 2019 crop and considering any long-term effects on the farm.

When possible, growers should avoid the temptation to till wet soil – yes, easier said than done! Tilling can cause more problems and lead to more delays than waiting a few days for the soil to adequately dry. For example, dragging up big clods may require additional tillage to break them up and compaction caused by driving on wet soil can have lasting effects that are difficult to correct.

For sorghum, growers should plant a little later than normal and focus on the details, such as starting with a clean field, applying the right fertilizer and amount,

applying a pre-emergence herbicide and planting under at least satisfactory conditions.

One advantage sorghum may have over some other annual summer crops is that its optimum planting date typically occurs later in the growing season. For example, corn typically is planted a month earlier than grain sorghum. The extra month to prepare for planting may be invaluable this year. Ideally, sorghum should be planted into a moist but firm seed bed when soil temperature is 60 degrees or higher.

A second advantage for sorghum is the last planting date for obtaining crop insurance is generally much later than it is for corn.

Changes in soil nitrogen produced by flooding situations are hard to predict, particularly when frozen soils are involved. However, more than likely, a significant quantity of nitrogen has leached out of the potential root zone or been lost through denitrification. If possible, collect and analyze soil samples to a depth of at least 24 inches to determine residual nitrogen. When time does not allow for sampling this is a year when growers may assume that the soil contains little residual nitrogen. If there is not time to apply nitrogen

preplant, growers should consider applying a starter fertilizer and 30 to 40 pounds of nitrogen in a sidedress application at or soon after planting, either dribbling the sidedress application onto the surface or injecting it into the soil at least a couple of inches to the side of the seed furrow. Then, growers should apply the remaining needed nitrogen as a second sidedress layby application 24 to 30 days after crop emergence. Applied in this manner, efficiency is increased, and 0.9 to 1.0 pounds of nitrogen per bushel of yield goal should be sufficient, as compared to the 1.1 to 1.2 pounds of nitrogen needed per bushel when applying all nitrogen preplant.

In a rush to get the crop planted, growers should not skip on controlling all of the emerged weeds and applying a pre-emergence herbicide. It is better to plant a few days later versus battling a potential weed control disaster during the growing season.

Planting into wet soils can lead to poor seed-to-soil contact and poor slot closure. Growers should make sure openers, press wheels and closing wheels are in good shape prior to planting. Adjusting down pressure on press wheels and closing wheels can help, though making the right adjustment can be more of an art than a science. Also, growers should watch for mud buildup on gauge wheels and disk openers. Fortunately, sorghum is more forgiving of skips and poor emergence than other crops due to its ability to tiller and produce more seeds per head.🌱

1

PLANT LATER THAN NORMAL AND FOCUS ON THE DETAILS.

2

COLLECT & ANALYZE SOIL SAMPLES 24" BELOW THE SURFACE.

3

APPLY THE REMAINING NEEDED NITROGEN ON THE FIELD.

4

DO NOT SKIP ON WEED CONTROL. APPLY A PREEMERGENCE HERBICIDE.

5

ENSURE OPENERS, PRESS WHEELS & CLOSING WHEELS ARE IN GOOD SHAPE.

6

WATCH FOR MUD BUILD-UP ON GAUGE WHEELS & DISK OPENERS.

Family Owned Since 1946

SCOTT
SEED CO.

PRODUCING QUALITY SEED IS IN OUR ROOTS

Worldwide Seed
Production & Research
Since 1946

sorghum wheat triticale

asta American Seed Trade Association

MORE INFORMATION AT
SCOTTSEED.NET

First The Seed

Hereford Texas USA | 806 364 3484



HALL OF FAME IN THE FIELD & COMMUNITY

By Jennifer Blackburn

No matter what he is doing, he'd be very good at it just because he is very driven to succeed and achieve, and where he really shines is here on the farm."

That is how Kimberly Gamble describes her husband Ki who is National Sorghum Producers' first recipient of hall of fame honors through the NSP Yield Contest in the conventional-till irrigated division.

Ki said his first love is farming, and he started out growing his own farm right after college, renting four irrigated quarter sections from a gentleman south of Greensburg, Kansas. His family settled in the area in 1909, and the couple now lives on the quarter of land first purchased by his great-grandfather.

The Gamble family has learned to harness the potential of the Harney Silt Loam soils found in their area of southwest Kansas. Ki said while his forefathers relied on summer fallow wheat, improved farming techniques allowed grain sorghum to come into the mix—first entering the rotation on his family's farm when he convinced his father to grow it in 1980.

"Milo is very drought tolerant," he said. "You can still come up with a good crop with limited rainfall. Whether it rains during the summer or not, if you go in with a full profile, you're going to have a good milo crop."

Kimberly said the farm is not in the right place to compete in the corn yield contest—albeit, the pair has been very successful in that contest, as well—but she feels they are in the perfect geographic region to compete with grain sorghum.

Ki said unlike the corn yield contest where you can count ears and kernels to create a yield estimate that is close to accurate, sorghum is a guessing game that has taught him patience for a crop he treats exactly the same as the rest of his farm acres.

"We don't grow milo just for the contest," he

said. "You have to have patience, and you have to enter the contest. You get there with the combine, and sometimes you have a bust and sometimes you have it really good."

Ki and Kimberly Gamble have chalked up wins in the reduced-till irrigated and irrigated food grade

divisions in addition to the conventional-till irrigated, winning all-in-all 13 national first, second and third place titles and two Bin Buster titles in 2007 and 2013 for the highest yield in the contest.

The Gambles' success is only as good as the success of the entire farm, however. The farm has grown from 480 acres to 7,500 with 34 irrigated quarters, and Ki said a large part of their financial success is the ability to directly market their grain to end users.

“
Kim and I firmly believe you can have
the most successful farm on paper,
but you don't have a successful farm
unless you give back to the community.”

“We try to cut out the middlemen,” he said. “All of our sorghum bushels historically have either went to ADM milling in Dodge City where it is milled into a flour that is used as a paste for wallboard, to the ethanol plant in Liberal [Kansas] or through ADM grain, loading unit trains to go to China.”

Ki said marketing every crop bushel directly to the end user and having on-farm storage saves him a lot of money.

“In this game today, pennies are tight. Pennies are very tight,” he said.

Ki admitted this approach does take money away from his local cooperatives and other businesses, but he feels the money they are able to save allows them to give back in other ways.

“Kim and I firmly believe you can have the most successful farm on paper, but you don’t have a successful farm unless you give back to the community,” he said. “We are actively involved in community groups and organizations, funding them and helping them out with some of the money we save going to end users.”

Ki’s involvement in his community dates back to the mid-1990s when he was first elected to the Greensburg School Board and was president of the board when tragedy struck his tiny western Kansas town on May 4, 2007. An E-F5 tornado was considered the most destructive of 25 tornadoes that broke out across the central part of the United States that day, and Ki said Greensburg was completely wiped off the map.

“People lost everything they had, literally lost everything,” he said. “Our farm got hit too, but we still had a house to live in, which was more than 95 percent of what the rest of the community had.”

Ki said the rebuilding process was slow and challenging. In an effort to bring back main street businesses to Greensburg, the Gambles were one of five initial investors who put up \$50,000 toward a rebuild Greensburg campaign. Other donations followed, and eventually Greensburg was back on the map.

“If you have a disaster like that in a community, you will have people who step forward who were really not giving people before,” Ki said. “Kim and I tithed at church and we gave to things, but once you lose everything, it skews your view of what the world is about and we are far more giving now than we were before then.”

Ki said it has been 11 years, and there is still cleanup that needs done around the farm. Whatever allowed the Gambles to keep farming from one year to the next was the strategy to rebuilding at home.

“You had to rebuild the essential stuff first,” he said. “A new farm shop was first. We had to put the grain bin facilities back, and you had to start with the things you could not live without.”

Ki said his family even lived in their house for two years with plywood patches over holes in the roof, then



*To Ki Gamble
With best wishes,* 

▲ PRESIDENT GEORGE W. BUSH meets with Ki Gamble and other community members in Greensburg, Kansas, after the E-F5 tornado hit. President Bush also attended the town’s high school graduation.



▲ KI GAMBLE’S daughter Katelynn, who hopes to relocate to the family farm, attended Commodity Classic with her father in March, where he was presented his Hall of Fame honors.

it was another three or four years before they began fixing damage inside the home in order to get the farm back to operational.

Today, the Gambles’ son Kasey is actively engaged in the farm and their daughter Katelynn hopes to relocate there, as well. Ki said he believes it is a dream of every parent to have their children return to the family business and be successful—a hall of fame honor in itself.

“The ability to pass our farm down to another generation, and it’s built big enough that it can support two families with both of my children,” he said, “it don’t get no better than that.”

A close-up photograph of a sorghum panicle, showing a dense cluster of small, brown, seed-like grains. The background is blurred, showing other similar panicles. The lighting is warm, suggesting a sunny day.

YIELD CONTEST WINNERS 2018

DRYLAND NO-TILL EAST



WINTER JOHNSTON
FULTON COUNTY, PA

DRYLAND TILLAGE EAST



HARRY JOHNSTON
FULTON COUNTY, PA

With nearly double the average annual rainfall during this growing season, husband and wife duo, Harry and Winter Johnston battled the weather to become winners in two of this year's yield contest categories. Due to favorable test plot placement, the couple's crop exceeded their expectations. "We were pleasantly surprised with the results," Winter said.

198.39 BU/AC

Pioneer 84G62

Population: 135,000 seeds/ac

Previous Crop: Soybeans

Rainfall: 60 inches

Harvest Date: 11/23/2018

Total Acres: 10

202.71 BU/AC

Pioneer 84G62

Population: 135,000 seeds/ac

Previous Crop: Soybeans

Rainfall: 60 inches

Harvest Date: 11/23/2018

Total Acres: 10

2018 BIN BUSTER IRRIGATED TILLAGE WEST



MICHAEL BALL
CANYON COUNTY, ID

On his diversified farm in western Idaho, Michael Ball raises sorghum on about 30 acres as a specialty crop for two local bird farms. Unafraid to try new things, Ball was not intimidated by being one of the few sorghum producers in his area of Idaho when he started raising the crop about five years ago. Aside from timely rain and good nutrient management, Ball contributes this year's contest win to one primary factor—luck.

219.1 BU/AC

Pioneer 87P06

Population: 126,000 seeds/ac

Previous Crop: Milo

Rainfall: 11 inches

Harvest Date: 11/01/2018

Total Acres: 15.65

DRYLAND NO TILL WEST



DAVID KNOLL
CHARLES MIX COUNTY, SD

When it comes to his contest crop David Knoll says he happened to be in “the right place at the right time this year.” With more moisture in the 2018 growing season than in two average years, Knoll credits timely rains for his success. In years where his white milo crop exceeds the needs of his cow-calf to finish operation, Knoll seeks specialty outlets for the crop.

DRYLAND TILLAGE WEST



LEE PIFER
WASHINGTON COUNTY, KS

Lee Pifer and his wife, Sue Pifer, started growing sorghum as a way to provide for their hog operation. After 25 years, the couple got out of the hog business but continued raising sorghum with the benefit of being near a local railway and a neighboring hog producer who needs sorghum to support his operation.

FOOD GRADE



MIKE BAKER
HITCHCOCK COUNTY, NE

This 5th generation southwest Nebraska farmer started growing sorghum when he realized the value it could have in rotation on his wheat, fallow, corn and soybean operation. Hundreds of hours on the phone and the Sorghum Checkoff connections directory has helped Baker secure a market for his value-added sorghum. Though Baker did not hit his personal yield goal this year, he is confident in his methods. “There’s only so much you can control,” Baker said, “and mother nature isn’t one of them.”

178.6 BU/AC

Pioneer 89Y79

Population: 140,000 seeds/ac

Previous Crop: Soybean

Rainfall: 20 inches

Harvest Date: 09/26/2018

Total Acres: 36.64

170.63 BU/AC

Pioneer 84P72

Population: 75,000 seeds/ac

Previous Crop: Corn

Rainfall: 15 inches

Harvest Date: 10/30/2018

Total Acres: 28.07

172.52 BU/AC

Arrow AS292

Population: 90,000 seeds/ac

Previous Crop: Soybean

Rainfall: 23 inches

Harvest Date: 10/30/2018

Total Acres: 103

IRRIGATED NO TILL EAST



JEFFREY BARLIEB
WARREN COUNTY, NJ

IRRIGATED NO TILL WEST



BECKMAN FARMS
SHERIDAN COUNTY, KS

IRRIGATED TILLAGE EAST



MICHELLE SANTINI
HUNTERDON COUNTY, NJ

Seasoned sorghum yield contest contestant, Jeffrey Barlieb, is consistently working to increase yield. “Going off of history, we try to better ourselves from year to year,” Barlieb said. This year, Barlieb’s farm endured above average precipitation, and coupled with his land quality, ended in an above average yield for the New Jersey farmer.

In an area where irrigation water is only at 70 percent availability compared to what it was 10 years ago, sorghum was a likely solution for this farmer. Sorghum is not the largest acre crop on his farm, but Beckman takes full advantage of this water-conserving crop. “We try to be very mindful of everything that goes into our crop,” Beckman said, “We try to be conservative but not short ourselves on yield.” Beckman usually irrigates about 6-7 inches, and this year only required three.

183.89 BU/AC

Pioneer 84G62

Population: 110,000 seeds/ac

Previous Crop: Corn

Rainfall: 62 inches

Harvest Date: 10/31/2018

Total Acres: 10

196.7 BU/AC

Golden Acres Genetics 3960B

Population: 80,000 seeds/ac

Previous Crop: Corn

Rainfall: 18 inches

Harvest Date: 11/06/2018

Total Acres: 60

192.7 BU/AC

Pioneer 84G62

Population: 125,000 seeds/ac

Previous Crop: Corn

Rainfall: 50 inches

Harvest Date: 11/07/2018

Total Acres: 23



SUGARCANE APHID, HOW FAR WE'VE COME

By Brent Bean

The 2019 growing season will mark the seventh anniversary of the discovery of the sugarcane aphid in sorghum in the United States. It was first detected along the Gulf Coast region of Texas and Louisiana in 2013.

Since that time, farmer and industry knowledge of the pest and how to deal with it has come a long way. How the sorghum community dealt with the sugarcane aphid has been a great example of how the Sorghum Checkoff, National Sorghum Producers, USDA-ARS, university research and extension, and industry can work together to solve problems facing growers.

The Problem

The aphid became a significant issue in the southern regions of the U.S. in 2014, and by 2015 it had spread to 17 states. In 2015, the sugarcane aphid invaded U.S. sorghum with a vengeance, infesting fields for the first time in the Texas south plains and panhandle, Oklahoma panhandle, Mid-South and western and central Kansas.

Growers were unfamiliar with the pest with few realizing just how fast the aphids could multiply and damage their crops. By the time many growers realized they had a problem, sugarcane aphid populations had reached levels that made them difficult to control or had already caused

significant yield loss.

Many fields were sprayed multiple times in an attempt to control the aphid, while other fields were abandoned. The sorghum industry, at this time, realized this was a serious problem with a new pest that was not going away.

Response

In January 2016, the Sorghum Checkoff, in partnership with private industry, initiated a conference that brought together entomologists from across the nation to share information on the sugarcane aphid and its management.

Research and extension entomologists in the South, in many cases without any funding, had begun conducting sugarcane aphid trials in 2014 and 2015. Data and conclusions from these trials were shared at the conference, summarized by the Sorghum Checkoff and distributed to ag advisers throughout the sorghum-growing regions of the U.S.

This information was then shared in winter grower meetings, news releases and other media. Additionally, the Sorghum Checkoff funded research and worked with key entomologists to implement studies in 2016, and later in 2017 and 2018, to answer key questions about managing the sugarcane aphid.

At the same time, industry was also doing their part. Sorghum seed companies quickly began screening their hybrid inventory for sugarcane aphid tolerance, while private industry and public sorghum breeders began searching for sources of sugarcane aphid resistance.

Dow AgroSciences supported multiple state Section 18 approval requests for the use of Transform insecticide, and Bayer Crop Science was able to obtain a 2EE label for the use of reduced Sivanto® rates in sorghum.

National Sorghum Producers began lobbying for federal funds to conduct research on the sugarcane aphid. This led to USDA-ARS providing \$2.2 million for the funding of two five-year regional projects initiated in September 2016.

Where We Are Today

The sorghum industry now knows how to manage the sugarcane aphid, and the situation has greatly improved. As growers do a better job in controlling sugarcane aphids, everyone benefits.

Fewer aphids are available to migrate north when South Texas growers manage their aphids. Similarly, when better regional control of aphids occurs, the potential spread of aphids from field to field is greatly reduced.

Since 2015, the number of acres reaching sugarcane aphid threshold levels has decreased each year. The best estimate by entomologists is less than 15 percent of fields in South Texas and the Coastal Bend regions required an insecticide application for sugarcane aphid in 2018.

Acres requiring spraying in Central Texas and Oklahoma were also greatly reduced. Only a few acres were treated in western Kansas, and those acres treated in south-central Kansas normally required only a single application.

Acres in Mid-South and Mid-Atlantic states reaching threshold levels were also generally controlled with a single application. The hot-spot in the U.S. the last two years has been in the South Plains and the central and northeastern Texas Panhandle regions.

The best estimate is 50-60 percent of the grain sorghum acres in these regions were treated for sugarcane aphid in 2018. Even in this area, sugarcane aphid infestations levels have gradually decreased since 2015.

The Future

Entomologists expect beneficial insects to continue to adapt and take advantage of the sugarcane aphid as a new food source. Beneficials are critical to keep populations of sugarcane aphids at acceptable levels.

Seed companies will continue to identify hybrids with better tolerance, and breeders will develop new, improved sources of resistance. Additionally, it is expected sugarcane aphid scouting methods will be

become more efficient with more precise threshold levels identified. Research is also ongoing to develop models to better predict the movement of the sugarcane aphid.

On the insecticide front, Bayer Crop Science will soon come out with a new, more concentrated Sivanto® formulation and with a different adjuvant load. The industry has primarily been relying on Transform® and Sivanto® to control sugarcane aphids once threshold levels are reached.

Although these two products have slightly different modes-of-action they are in the same chemical classification. BASF is anticipating labeling insecticide for sugarcane aphid control in sorghum for the 2020 growing season. The insecticide will contain a new active ingredient that will be sold under the name Sefena®. Having a new active ingredient that can be used in rotation with Transform® or Sivanto® is important to reduce the potential of sugarcane aphids becoming resistant to any given insecticide.

While challenges are still present for producers, collaboration between industry, the Sorghum Checkoff, NSP and growers has led to major advancements in battling the Sugarcane Aphid. Thanks to this collaboration, the future for you—the producer—is promising. 🌾



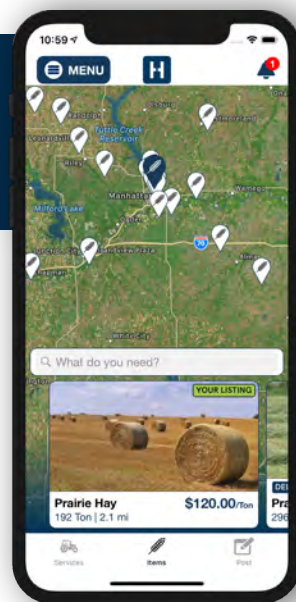
**Make.
More.
Farming.**

Hay

**Sell & buy fast
Free to list & browse
Automatic payments
No waiting for checks**

Harvest

**List your service for free
Find harvester in seconds
No invoicing
No waiting for payment**



**Download the app for free
on Apple App Store or learn
more at www.hitchpin.com**

**Use code SORGHUM190401
for a discount benefiting
National Sorghum Producers**

IT WAS 1980 SOMETHING



Photo Courtesy of Aurora News-Register

By Delanie Crist

It doesn't feel like 38 years have elapsed. That's for sure," Barb Kliment said, reflecting on her time spent as the Executive Director for the Nebraska Grain Sorghum Board.

What started as a part-time position in 1981 turned into a lifelong career. She was the first and only person to sit at the helm of the Nebraska sorghum board before retiring earlier this year.

"There have been challenges and stressful days and things like that," she said. "The fact of the matter is, they say, 'If you have the job you love, you don't work a day in your life.' Well, I have loved my job. I have loved the people I work with. I love the places I've been able to go and the things I've been able to see."

One of Kliment's most memorable accomplishments came at the beginning of her career when she helped establish the Nebraska Grain Sorghum Board. She helped the new board adopt bylaws, establish marketing activities and launch research programs.

"Helping the board learn to walk before they could run took a lot of time and a lot of effort to get done," she said, "but it was a very rewarding experience."

Over the years, Kliment has had the opportunity to travel across the globe and host trade missions in Nebraska. The missions helped educate grain buyers and people within the livestock and poultry industries about sorghum in the U.S.

"It was all about developing those relationships, marketing, developing trust and making certain they understand that we're a reliable supplier of a high-quality product," she said. "That was our goal."

Promoting sorghum and agriculture in all its capacities was always a priority for Kliment. She made special efforts to ensure others were informed whether it was farm bill policies or the benefits of sorghum as a food ingredient.

"There should be plenty of room for all crops in agriculture," Kliment said. "It's diversity that makes agriculture what it is, and there's a place for sorghum within that very diverse environment."

One of Kliment's lasting legacies within the sorghum industry will be her contributions to sorghum recipe development and consumer food promotion. Over the years, Kliment created multiple crowd-pleasing recipes ranging from cookies to her personal favorite quiches. She took her passion of cooking and applied it in her work, setting a foundation for sorghum use in the kitchen.

"[Cooking with sorghum] takes a little bit of imagination, and let me tell you my kitchen is kind of like my laboratory," said Kliment. "My husband can attest to the fact that not everything has been a success, but we have fun experimenting."

As her time leading Nebraska sorghum comes to an end, Kliment looks forward to spending time with her family, especially her grandchildren. Team Sorghum thanks Barb for her leadership and commitment to Nebraska sorghum farmers. 🌾

NATE BLUM TAKES THE REINS

Nate Blum is the new executive director of Nebraska Grain Sorghum Board. He grew up on his family farm in York County, Nebraska, and recently served as the Director of Ag and Outreach for Congressman Jeff Fortenberry in Nebraska's First Congressional District before taking over the family operation. His desires to become more directly involved with producers led him to Nebraska sorghum. "I am honored to succeed Barb in this role. I am delighted to serve Nebraska's sorghum producers." Blum can be reached at sorghum.board@nebraska.gov or 402-802-1850.

NSP Launches New, Mobile-Friendly Website

By Haleigh Erramouspe

National Sorghum Producers launched a new and enhanced version of *SorghumGrowers.com* Feb. 27 with a refreshed brand and focus on increased grassroots engagement. Key features of the website include an easy-to-use advocacy platform for enhanced member engagement, a robust digital magazine section to extend the reach of NSP's quarterly print publication *Sorghum Grower* magazine, and new opportunities for digital advertising.

"The importance of grassroots representation by producer organizations is more critical now than ever," said Jennifer Blackburn, NSP external affairs director.

"Sorghum members are at the very heart of our organization and are the basis for why we exist. Creating an online resource acknowledging our base was important, and this new site provides a space where sorghum farmers can learn about the latest legislative and regulatory issues and engage easily and effectively at home or on-the-go."

The new website is a much anticipated addition to NSP's digital assets and meets member needs in a number of ways.

New and updated features include:

- Responsive, dynamic sizing allowing for uninterrupted viewing on computers, smartphones, tablets and more.

- An advocacy page where farmers can sign-up to receive action alerts from NSP, along with tips to become more engaged at home and in Washington.
- Impact page featuring wins and the financial return NSP has achieved on behalf of sorghum producers starting from its founding in 1955 to ending the China case in 2018 and more.
- All-new *Sorghum Grower* magazine section where articles can be browsed by issue or topic, plus digital advertising availability.
- A page for the newly-developed "Sorghum Smart Talk" podcast, where viewers can listen to the latest episodes.
- More information about the National Sorghum Foundation and its scholarship programs, plus ways to donate.

The new website with these improved features will make it easier and more efficient for sorghum producers to access needed information and engage in key issues. To learn more and see how NSP is striving to improve, visit SorghumGrowers.com.



Commodity Classic Proves Successful for Team Sorghum

By Hannah Dast

The 24th annual Commodity Classic conference was held this year in sunny Orlando, Florida. The event presented by National Sorghum Producers, National Corn Growers Association, National Association of Wheat Growers, American Soybean Association and Association of Equipment Manufacturers was held Feb. 28-March 2, 2019.

In total, there were 4,503 producers registered with 9,182 total attendees. This was the second-largest number of producers and third largest number of total people registered in the 24-year history of Commodity Classic.

During the event, NSP hosted its annual board of directors meeting, participated in the general session and hosted the annual Yield Contest Award Gala and the Sorghum PAC Casino Night. NSP staff and board members also worked the trade show booth, interacting with visitors and answering their questions about sorghum.

General Session

The Classic general session took place on Friday morning, kicking off with a panel discussion with leaders of the host organizations. Facilitated by session host Mark Mayfield, the conversation primarily centered around trade issues, USMCA and Chinese tariffs experienced by U.S. commodities. NSP Board Chairman, Dan Atkission, spoke to the resiliency of

sorghum farmers and the support the industry has received in the past year.

Yield Contest Gala

This year's yield contest gala was sponsored by Pioneer. Emceed by Mark Mayfield, the program recognized the state and national winners of the 2018 yield contest (winners featured on page 18).

In addition to this year's winners, Ki Gamble was inducted into the yield contest hall of fame in the conventional-till irrigated division.

Trade Show

The trade show is an annual crowd pleaser with over 400 booths. At the NSP booth, visitors engaged with staff and board members regarding the value NSP provides farmers.

An interactive map charted the locations of booth visitors who ranged from Canada to South Texas and everywhere in between. Milo vodka samples from Ornerly Brother Distillery were also distributed, highlighting a sorghum product from Kansas, the largest sorghum-producing state.

Next Year

Join us in San Antonio Feb. 27-29, 2020, to take part in the 25th Commodity Classic conference! More information can be found at commodityclassic.com.



Sorghum Recipe

SORGHUM FRITTATA

RECIPE BY BARB KLIMENT

WHAT YOU'LL NEED:

2 cups cooked pearled grain sorghum
1 lb. bulk ground pork, seasoned & browned
1 tablespoon extra virgin olive oil
4 green onions, thinly sliced
1/2 cup diced red bell peppers
1/4 cup chopped fresh parsley
1 teaspoon salt
1/4 teaspoon freshly ground black pepper
6 extra-large eggs
1/4 cup half and half
1/3 cup Parmesan cheese, shredded
1/2 cup Gruyere cheese, shredded

DIRECTIONS:

- 1 Preheat oven to 350 degrees. Heat a 10-inch ovenproof, non-stick skillet (I prefer well seasoned cast iron) over medium heat. Add olive oil, onion and red bell pepper; cook, stirring often for about 3-4 minutes until softened. Add cooked pork and sorghum; heat through. Meanwhile, in a large bowl, beat eggs and half and half together. Add parsley, Parmesan, salt and pepper and whisk to combine. Pour the egg mixture over the sorghum mixture and cook for 2 minutes without stirring until the edges begin to set.
- 2 Transfer the pan to the oven and bake the frittata for 15-20 minutes, until puffed, but barely set in the middle. Sprinkle the Gruyere on the top and bake for another 3-5 minutes until the cheese is just melted. Remove from the oven and let set for 5 minutes. Cut into 6-8 wedges and serve hot.

Make this recipe



Sorghum Update

Brought to you by the Kansas Grain Sorghum Commission

Sorghum Research at USDA-ARS to Improve Quality and New Uses

By Scott Bean, USDA-ARS, Center for Grain & Animal Health Research

It is an exciting time for sorghum grain in the U.S. with new use opportunities including: food products, pet foods, and application in the bio-economy and feeds markets - all benefiting rural America and feeding the world.

Identifying components in grain that impact the quality and use of sorghum is the focus of the sorghum research project in the Grain Quality and Structure Research Unit (GQSRU) of the USDA-ARS in Manhattan, Kansas.

Research done on the production of gluten-free sorghum foods and how grain properties impact sorghum flour and food quality help the growing sorghum food industry. Scientists have also identified how grain composition impacts ethanol production from sorghum and to use the residue from ethanol production to extract proteins for bio-based products like adhesives. Current research is focusing on developing methods to help ethanol plants in the Plains determine composition of their feedstocks - improving their use of sorghum in the production of biofuels and renewables.

Research has also identified sorghum lines with high levels of bioactive compounds that may have human health benefits and scientists are now testing lines for specific anti-cancer properties. GQSRU scientists are also involved in collaborative research to increase the protein content and quality of sorghum.

Collaborations with scientists at universities and within the USDA-ARS provide grain composition data for newly released sorghum germplasm and support development of genetic markers. ARS scientists in Manhattan collaborate on a wide range of projects investigating how grain composition and genetics impact diverse issues such as sorghum cold-tolerance, heat and drought stress, carotenoid content, protein digestibility and protein levels. This research supports improvement of sorghum at the genetic level as well as improved utilization of sorghum.

Grain composition and grain quality is a key bridge between agronomics, genetics and ultimately the utilization of sorghum. The sorghum research done in Manhattan, KS by ARS benefits rural Kansas, the U.S. sorghum growing regions and sorghum industries and helps fulfill the mandate by USDA Secretary, Dr. Sonny Perdue, to produce foods that feed the world.

IMPACT IN THE FIELD

We recently recognized a significant barrier for future market opportunities that would severely limit our ability to optimize sorghum as a feedstock. The Grain Quality and Structure Research Unit **came to the table** to help us create a path to resolving this issue by providing both technical and analytical support.

Derek Peine
Western Plains Energy

Scientists conducting research within the GQSRU laboratories **solve challenging problems** which creates new economic opportunities.

Earl Roemer
NuLife Markets

We **collaborate** to focus on specialty sorghum germplasm with high-polyphenol sorghum bran having potential anti-cancer properties against liver and colorectal cancer.

Ramasamy Perumal
Sorghum Breeder, KSU



Kansas Grain Sorghum Commission, PO Box 618 Colwich, KS 67030
785-477-9474, www.ksgrainsorghum.org

paid advertisement

NEWSLETTER

THE SORGHUM CHECKOFF: REGIONALLY EMBEDDED

WHAT'S INSIDE

**The Sorghum
Checkoff: Regionally
Embedded**
page 1

**Nutritious & Good for
Business: Riding for the
Sorghum Brand**
page 2

**Nutritious & Good for
Business: Riding for the
Sorghum Brand Cont.**
page 3

**An Alabama Sorghum
Farmer's Journey**
page 4

Farming can be a volatile business, and profitability has become even more uncertain in today's farm economy. To offset this uncertainty, the Sorghum Checkoff is working to provide regional market opportunities by connecting growers with buyers and strategically targeting end-users with the highest probability for success.

"We recognize the volatility associated with agricultural production and are working to increase regional market growth and awareness," said Doug Bice, Sorghum Checkoff market development director.

REVEALING OPPORTUNITY

Sorghum Checkoff staff are located across the U.S. with the purpose of identifying, developing and providing expertise to domestic marketplaces.

So, who are these staff members with boots on the ground? Three regionally based staff include Brent Crafton, regional director for the Mid-South; Shelee Padgett, regional director for Texas; and Zach Simon, regional marketing director for Kansas. These individuals work with Bice to create markets for sorghum farmers and have been charged with the responsibility of enhancing marketplace intelligence.

"We want farmers to be confident in potential markets for sorghum," Padgett said. "There are a lot of attributes and traits that really make sorghum stand apart from others, and it's our job to help the farmer capitalize on those traits."

SUCCESS STORY

One value-added market in particular has provided direct and premium contract options for growers in the eastern United States. Fieldale Farms Corporation located in Baldwin, Georgia, has established a broiler poultry nutrition program that includes sorghum. Regional Director Brent Crafton has been targeting potential opportunities in this region and working closely with Fieldale Farms. Crafton said Fieldale uses about 20,000 tons of formulated feed each week, which includes as much local sorghum available, and they will pay a premium of 105-110 percent over local corn.

Crafton determines the potential bushel volumes and seeks out a producer network within the region to support the market with acres.

"The more comfortable producers become with not only the growing side but also the contract side, we see more acres in a certain area, and with more supply comes more inclusion of sorghum into the end product," Crafton said. "It is a gradual increase, but examples like Fieldale Farms are a good win for farmers."

REGIONAL ANALYSIS

Identifying regional assets and limitations is another important aspect of regional development.

"Every region is unique in terms of strengths and weaknesses," said Simon. "Our role is to understand those and work the appropriate angle to the producers advantage but also in a way that is beneficial for the end-user."

Whether this value-added market opportunity is with an ethanol plant, a feed yard or a more specialized market like pet food use, the Sorghum Checkoff strives to reveal opportunities that will boost the farmer's bottom line. Locking in a price with direct contracting provides assurance and can partially shield the producer from the ever-fluctuating commodity market.

"Times are tough. Let's be honest," Simon said. "Any market is a good market whether it be large or small, especially if the farmer receives a higher value and more certainty."

The pet food industry, pork production, quail hunting plantations, ethanol, consumer food, and dairy and beef cattle production are also being explored regionally.

LOGISTICS

Many factors such as the production style of the region, grain storage options, annual precipitation, soil type, competing markets, industry support, and other logistics contribute to developing a certain market.

With the help of the state organizations, the Sorghum Checkoff gathers data, analyzes findings and determines the next steps.

"State organizations play a key role in developing market opportunities," Padgett said. "The state executives live and breathe this every day,

NUTRITIOUS & GOOD FOR BUSINESS: RIDING FOR THE SORGHUM BRAND

Do you prefer quality or quantity? Maybe we don't have to choose.

Each factor is important when attempting to build a network of ambassadors to further a cause. The Sorghum Checkoff strives to create and foster a multitude of partnerships to tell the sorghum story through third-party representatives, and today, the sorghum industry has a sizable team of passionate ambassadors who work to promote sorghum. These ambassadors believe in the brand, the product and the farmers who raise it.

A Cooperative Branding Program was launched in 2013 in hopes of expanding sorghum's reputation as a highly desirable crop for farmers and a preferred ingredient or raw material for a variety of products. This program leverages investments to promote sorghum across industry segments. Through the program, the Sorghum Checkoff is partnering with companies wishing to promote sorghum

and they can tell you exactly what's going on in each of these markets at any time and place because they are truly our grassroots arm of what's happening in each respective region on the Sorghum Belt."

THE FUTURE

The Sorghum Checkoff's vision is to initiate pivotal relationships beneficial to sorghum farmers and influence decisions to use more sorghum throughout valuable marketplaces. By networking, and providing resources and information the Checkoff aims to connect farmers with outlets for their sorghum

"There are always those opportunities out there producers don't know about or consider, and some of those are more closely tied to traditional markets. Then there are those more non-traditional opportunities whether it be through an elevator that has contracts directly with companies or a company who would prefer to work directly with the farmer," Crafton said. "We hope to work together across all regions to provide assurance in the sorghum industry and advance valuable networks."

To learn more about sorghum markets and regional developments visit <https://www.sorghumcheckoff.com/market-opportunities/markets-overview/>.

utilizing the Sorghum: The Smart Choice® branding program on a number of platforms. To date, 10 cooperators have partnered with the Sorghum Checkoff, including Dustin Finkel, founder and CEO of Ancient Ingrained Snack Co., through its sorghum product, Ka-Pop!

Finkel's product line is relatively new, but it has seen explosive growth since its establishment in April 2018. The crispy sorghum snack chips called Ka-Pop! can now be found in over 800 stores nationwide, and Finkel expects even greater success in 2019.

"It seems like it has been big win after big win, which just shows the power of sorghum and the power of our products and the team we have," Finkel said. "We have just been accepted into the Kraft Heinz Springboard incubator program, and there are hundreds and hundreds of brands that apply from which only five are selected."

The select startups of the Kraft Heinz incu-

bator program are invited to a 16-week class, which will provide resources to help build their business. They will each receive \$50,000 in funding and a chance to earn up to \$50,000 more during the program. Ka-Pop! was also selected by 7-Eleven for their Next Up program to bring more health and wellness products to their stores, and all along the way Finkel and his team are riding for the sorghum brand. The partnership between Finkel's company and the Sorghum Checkoff is one he values highly, and sorghum is an ingredient he believes fits with Ka-Pop!'s mission to bring authenticity, simplicity and joy to the marketplace.

"This partnership is one of the best things we have going for our brand," Finkel said. "I love talking about sorghum to consumers because its benefits validate our brand and what we stand for, but it also continues to

bring awareness to the great work of the Sorghum Checkoff and how sorghum can be applied in so many different ways."

"I love the mutually beneficial relationship we have where the Sorghum Checkoff gives us credibility while we are doing our part to promote sorghum as a versatile, nutritious product with a place in our everyday lives," he said.

Aside from the Cooperative Branding Program where the Checkoff supports companies to help market sorghum products, other advocates exist through professional influencer roles. Sharon Palmer, registered dietitian nutritionist, is also known as the Plant-Powered Dietitian and has been an advocate for sorghum since the day she first learned of its nutritional attributes. Palmer is also passionate about the sustainability of sorghum as she just completed her mas-

ter's degree in Sustainable Food Systems.

"I include sorghum in everything I do—my writing, my speaking, my cooking. I don't even think about it. It's just there," Palmer said. "The cross section of nutrition and sustainability is important, as well."

Palmer has been a long-time friend of the Sorghum Checkoff and has helped with cooking demonstrations at large food conferences across the U.S. over the years. She recently wrote an article published in Oprah Magazine, which

has a monthly circulation of 2.4 million, where she highlighted the value of sorghum nutritionally but also environmentally. Palmer has developed several sorghum recipes for SimplySorghum.com and plans to continue creating new ones.

"I would like to see sorghum everywhere," she said. "As a dietitian, I work to teach consumers how to actually

use these healthful ingredients in their diets, and I think dietitians are a really great ally [for sorghum] to have."

Sorghum Checkoff Market Development Director Doug Bice works very closely with these particular brand ambassadors and related their success back to producers by emphasizing the premium offered to growers who sell their sorghum into a high-value market such as consumer food.

"The more of their products we get on the shelves and the more consumers look to buy sorghum, the more sorghum will be utilized," he said. "On average, food-grade sorghum demands a \$1.75 premium over sorghum sold on the open market for feed and biofuel."

"Our partners' success equals more success and market diversity for our sorghum farmers."



Use the code TOPKAPOP to get 15% off your order of Ka-Pop! sorghum snacks at kapopsnacks.com

AN ALABAMA SORGHUM FARMER'S JOURNEY

After almost five years of service, Carlton Bridgeforth has resigned from the Sorghum Checkoff board of directors to serve the industry in a new position. Bridgeforth is a fifth generation farmer from Tanner, Alabama, where he is a junior partner with his brother and cousin. His father and uncle are the senior partners of Bridgeforth Farms, and together, they grow grain sorghum, cotton, wheat, corn, soybeans and canola.

Bridgeforth was a graduate of Leadership Sorghum Class II in 2015. It was around this time when he was nominated by the National Black Growers Council and appointed by former Secretary of Agriculture Tom Vilsack to the Sorghum Checkoff board of directors.

"I have a lot of appreciation and respect for the National Black Growers Council because they helped me get my start in the industry and played a big part in where I am today," Bridgeforth said.

In 2017, Bridgeforth was elected as treasurer by fellow board members.

"I'm incredibly proud and very happy that fiscal responsibility and being good stewards of the monetary part of our job was taken into account for return on investment throughout my time on the board," he said, "but especially during the formation of the new strategic plan."

Bridgeforth's finance degree from Morehouse College and time spent on Wall Street before returning to the family farm provided a unique perspective to the board of directors.

"Carlton brought an exceptional skillset to the board, and we appreciate all of his advocacy on behalf of sorghum producers," said Florentino Lopez, Sorghum Checkoff executive director. "We are grateful for his unwavering service and are certain he will continue to represent Team Sorghum well."

Bridgeforth moved to Washington, D.C., with his wife Christina and took a position with the National Association of Conservation Districts. Recently, he began a new career venture as Professional Staff for the U.S. House Committee on Agriculture where he will continue to act as a voice for farmers. Christina, a third-grade teacher, has always whole-heartedly supported Carlton through his participation in organizations like the Sorghum Checkoff, he said. As he exits the board, Bridgeforth expressed gratitude for his time working on behalf of producers through the Sorghum Checkoff.

"Sorghum has the best national board, association and staff I've ever had the pleasure to work with," Bridgeforth said. "To the board and staff, it's been an honor to serve. I wish you the best of luck, and I'll be rooting for you from wherever I am."



Carlton Bridgeforth

SORGHUM INDUSTRY EVENTS

April 22-27 - Mexico Trade Team in U.S.
Texas & Kansas

May 27 - Memorial Day
Office Closed

June 14 - McLennan Co. Eastside Row Crop Tour
Waco, Texas

For more events, visit sorghumcheckoff.com/calendar

CONTACT US



Shalin Pinkerton
Communications Manager
(806) 687-8727
shalin@sorghumcheckoff.com

SORGHUM CHECKOFF MISSION

The Sorghum Checkoff commits to reveal the potential and versatility of sorghum through increased shared value.



Sorghum Shortcuts

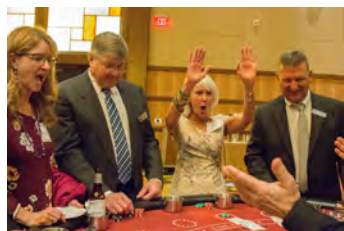
Record-Breaking PAC Auction

Thanks to the donations of many generous contributors, the 2019 Sorghum PAC Casino Night and Auction was the most successful in program history. This year's auction generated over \$95,000 to help promote worthy legislative lawmakers.

The Sorghum PAC Casino Night took place during Commodity Classic on March 1 in Orlando, Florida. In addition to a live, silent and online auction, there were casino games, slot machines and various other raffles and forms of entertainment. Items in the auction included a Case IH tractor lease, various types of hunts, Yeti coolers, jewelry and sorghum seed. Sorghum growers and other commodity farmers from across the nation were in attendance.



The past two years, National Sorghum Producers has strived to make the PAC Casino Night and Auction more dynamic and diverse. This revamp of the event included the addition of new games like a gun safe drawing and a money cube as well as new auction items ranging from helicopter hog hunts to NASCAR weekend passes and more. Big Iron Auctions also played a key role in the success of the event, engaging participants and making the auctions exciting for all who were there.



National Sorghum Producers would like to thank all those who donated items, attended the event and participated in the auctions. These contributions play a key role in enabling growers to unify their voices to uphold and protect the interests of sorghum growers in Washington, D.C. 🌾

2018 FARM BILL IMPLEMENTATION

For more information visit
Farmers.gov/farmbill

DECEMBER 20, 2018



----- 2018 Farm Bill Signed into Law

DECEMBER 22, 2018
- JANUARY 25, 2019



----- Government Shutdown

FEBRUARY 26, 2019



----- Farm Production and Conservation Listening Session

FEBRUARY 28, 2019



----- Secretary of Agriculture Sonny Purdue Testifies before the Senate

MARCH 13, 2019



----- Commodity Supplemental Food Program and The Emergency Food Assistance Program Listening Session

MARCH 19, 2019



----- Food, Nutrition, and Consumer Services Listening Session

MARCH 21, 2019



----- Research, Education, Economics Listening Session

MARCH 22, 2019



----- Natural Resources and Environment Listening Session

MARCH 22, 2019



----- Trade and Foreign Agricultural Affairs Listening Session



REDUCE
Input Cost

MINIMIZE
Crop Damage

PRESERVE
Beneficials

INCREASE
Yield and Profit

Don't let Corn Earworm BEND YOU OVER BACKWARDS!

Heligen® is a safe and economical way to control Corn Earworm in sorghum. Just one application at early flowering can lower your overall input costs and minimize yield-limiting damage through to harvest. It also preserves beneficial insects that suppress secondary pests like Sugar Cane Aphid.



Heligen®



Always read and follow label directions. Heligen® is a trademark of AgBiTech Pty Ltd.

EVERY SEED IS THE TOTAL PACKAGE



Lee Pifer
Grower

Ryan Harms
Pioneer Territory Manager

Every bag of Pioneer® brand sorghum is packed with locally tested, high yield potential genetics and industry-leading agronomics and defensive characteristics. You also get an unmatched team of local experts who can steer you toward higher yield potential, this season and beyond.



**WITH
YOU**
— FROM THE —
WORD GO

Pioneer.com/Sorghum