



2021 Annual Report

THE RESOURCE-CONSERVING CROP™

NSP has worked for several years with NRCS to amend language that will allow sorghum to be included in the Conservation Stewardship Program (CSP). In April 2021, NRCS announced additional language concerning the definition of a "resource-conserving crop" and a "resource-conserving crop rotation" under CSP "...to be more inclusive of all crops that could be resource conserving and fit within the purpose for which the definition was crafted," giving sorghum a strong foothold in this program.

RECORD EXPORT SALES

In April 2021, there were record-breaking amounts of sorghum export sales and shipments, with 33.9 million bushels shipped and 33.8 million bushels purchased in a single week, predominantly bought by and shipped to China.

2021 VALUE OF SORGHUM EXPORTS

\$2 BILLION
To All Destinations

283 **MILLION**
Bushels
SOLD

2ND HIGHEST
Export Value Ever

REGULATORY ADVOCACY

NSP Action

National Sorghum Producers continues to work with the Environmental Protection Agency (EPA) throughout the registration and re-registration processes through advocacy, regulatory and legal avenues to assure EPA is using the best available science and data in each step of the process and sorghum farmers can continue to use products that have been proven to be safe and effective.

Defending Crop Protection Tools

NSP understands the importance of defending vital crop protection tools utilized by our growers. Under the leadership of a new Administration, the Environmental Protection Agency (EPA) continues to revise the rules that govern the use of pesticides and herbicides. NSP will continue to defend farmers' safe and necessary use of these tools.

SUSTAINABILITY MESSAGING AND RESEARCH

Targeted Messaging

NSP sent targeted messaging about sorghum sustainability, including the Winter 2021 Issue of the *Sorghum Grower* magazine and a letter with sorghum sustainability talking points to all agricultural staffers in the House and Senate. This information was distributed through print mailings, emails and leadership talking points on Capitol Hill.

KansCAT

NSP conducted a project with NRCS to: 1) deploy a database for storing and assessing practice information, 2) increasing literacy of farmers and conservation partners using this information, and 3) leveraging conservation practices for value in carbon-focused ethanol markets. More information is available at SorghumGrowers.com/sustainability.

D.C. ENGAGEMENT

Despite office closures and restrictions, NSP remains engaged with leaders in Washington, D.C., advocating on behalf of the sorghum industry through virtual and face-to-face meetings, keeping relationships and information sharing flowing between our office and D.C. decision makers.

64

IN-PERSON
MEETINGS

62

VIRTUAL
MEETINGS

126

TOTAL
DC ENGAGEMENTS

CROP INSURANCE PRICE ELECTION

At the close of 2021, the U.S. Department of Agriculture Risk Management Agency (RMA) has set the sorghum crop insurance price election for reinsurance year 2022 at 99.6 percent of the price of corn, compared to 96 percent for 2021. This price election means farmers will have the opportunity to insure grain sorghum at a price almost identical to that of corn.

The sorghum crop insurance price election formula is based on a 10-year rolling average of actual sorghum bids at elevators across the U.S. NSP worked closely with RMA after a 2008 Farm Bill directive to change this formula to be more reflective of sorghum pricing, and since implementation, the change has added **\$89 million in value to sorghum farmers through increased crop insurance coverage.**

\$89
Million
**VALUE TO SORGHUM FARMERS
SINCE 2012**

INDUSTRY PARTNERS



SORGHUM YIELD CONTEST



PAC FUNDRAISING RECORD

In 2021, NSP made innovative changes to the Sorghum PAC fundraisers to adapt to new circumstances. This included hosting a series of three fundraisers throughout the spring of 2021, including two interactive online auctions and the first ever Sorghum PAC Golf Tournament. The 2021 Sorghum PAC Series set an organization fundraising record with over \$133,000 raised.

COMMUNICATIONS AWARDS

In 2021, NSP placed highly in three prominent divisions at the American Ag Editors Association Communication Awards.

- 2nd Place Print News Release
- Single Week Sorghum Sales Shatter Previous Records
- 1st Place Publication - Print or Electronic - Not for Profit
- Sorghum Grower Magazine*
- 3rd Place Special Publication
- 2020 Annual Report

FOUNDATION SCHOLARSHIPS

\$4,500
Awarded
IN STUDENT SCHOLARSHIPS



Sorghum Grower
MAGAZINE

APPROXIMATELY
23,000
PEOPLE REACHED

SORGHUM FARMERS | RESEARCHERS | EXTENSION | ETHANOL
INDUSTRY | INDUSTRY PARTNERS | ELEVATOR MEMBERS

96 PERCENT

OF SORGHUM FARMERS **STRONGLY**
AGREE OR **AGREE** SORGHUM
GROWER MAGAZINE PROVIDES
VALUABLE INFORMATION

81 PERCENT
OF SORGHUM FARMERS

READ SORGHUM
GROWER MAGAZINE
COVER TO COVER OR
UP TO 30 MINUTES