

MINUTES

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

January 18, 2020

Louisiana Farm Bureau Board Room
Baton Rouge, Louisiana

MEMBERS PRESENT: Charles Cannatella, Scott Wiggers, Damian Glaser, Burch Pierce, Kellon Lee, Wil Miller, Joey Olivier, Garrett Marsh, and Joey Boudreaux (virtual)

MEMBERS ABSENT: Darrell Vandeven, Luke Sayes

OTHERS PRESENT: Mike Salassi, Andy Brown, Jim Harper

Chairman Cannatella called the meeting to order at 8:03 am. Cannatella asked the Board to review the proposed agenda for the day's meeting and to review the minutes of the November 19, 2021 meeting.

ACTION NO. 1 A motion was made by Garrett Marsh, seconded by Scott Wiggers and carried, to approve the minutes of the previous meeting of November 19, 2021 and for the Meeting Agenda as presented.

Andy Brown then reviewed the LDAF November collections report and the YTD collections. The current cash position, the assessment income projections for the 2021 crop were then presented (see attached). The Board discussed the projections and agreed to use the soybean net assessment income estimate associated with \$12.50 average price and the wheat and corn assessment income estimate as presented in establishing available funds for the 2022 projects. The sorghum pass back allocation from the United Sorghum Checkoff Program (USCP) for 2021 projects was presented by Brown as well, as he informed the new board members about the allocation process by USCP.

ACTION NO. 2 A motion was made by Kellon Lee, seconded by Garrett Marsh and carried, to receive and file the collections and financial report as presented.

The Board reviewed the budget worksheet that would be completed by the funding decisions made at the meeting and discussed organizational funding and financial reserves for each fund type. Cannatella then went down the list of expenses taking each expense and offering it up for discussion. Cannatella discussed AMCOE funding with NCGA and the board discussed the need for aflatoxin work. They agreed to continue funding that work but asked Brown to coordinate an update from NCGA on the deliverables discovered from previous work. Brown continued updating the group on each organizational request and each was taken up by the board with discussion and decisions were made as follows:

ACTION NO. 3 A motion was made by Joey Boudreaux, seconded by Scott Wiggers and carried, to approve the 2022 MidSouth Soybean

- Board request of \$104,720 using soybean funds.
- ACTION NO. 4** A motion was made by Garrett Marsh, seconded by Joey Olivier and carried, to nominate Kellon Lee to represent the LSGRPB at the upcoming MidSouth Soybean Board Meeting in Jonesboro, AR.
- ACTION NO. 5** A motion was made by Damien Glaser, seconded by Joey Olivier and carried, to grant NCGA their full request for 2022 for \$62,500 (\$12,500 for membership; \$50,000 for AMCOE projects) using Grains funds.
- ACTION NO. 6** A motion was made by Damien Glaser, seconded by Garrett Marsh and carried, to approve the board's membership to National Biodiesel Board at \$10,000 using soybean funds.
- ACTION NO. 7** A motion was made by Scott Wiggers, seconded by Kellon Lee and carried, to approve the membership of the board to United States Grains Council for 2022 at \$22,660 using grains funds.
- ACTION NO. 8** A motion was made by Joey Boudreaux, seconded by Joey Olivier and carried, to approve the a contract with Louisiana Radio Network for 2022 as proposed for \$15,392 using soybean funds.

The Board then reviewed the continuing projects for both soybeans and grain with the LSU AgCenter. Brown presented the results of the survey the board requested to the LA Consultants Association. The board would reference these results while discussing each project. Funding levels were determined by common consent for each project reviewed. The Board then continued to consider and reviewed each of the new research project proposals submitted and discussed the details of the projects. Budget allocations for the LSU AgCenter projects were established at \$1,888,039 in total for 2022 with soybean funding at \$1,488,612 and wheat and corn at \$393,352 and sorghum at \$7,075. The attached 2022 project list contains the projects approved and funded for 2022-2023 with the LSU AgCenter.

A single project with McNeese State University was also approved at \$40,000 (\$20,000 from soybean, 19,000 from corn/wheat and \$1,000 from sorghum), contingent on the discussions the board asked Brown to have with the requester Dr. Storer. It appears to the board his full request was for 3 years of work, so once they clarify that he can accomplish the first year for \$40,000, the board requested the executive committee execute that action on their behalf.

- ACTION NO. 9** A motion was made by Joey Boudreaux, seconded by Garrett Marsh and carried, to approve a contract with the LSU AgCenter projects and funding levels for 2022 in total of \$1,888,039 of which \$1,488,612 coming from soybean and \$393,352 from wheat and corn and \$7,075 from sorghum.
- ACTION NO. 10** A motion was made by Joey Boudreaux, seconded by Garrett Marsh and carried, to approve a contract with McNeese State for Dr. Bill Storer of up to \$40,000 for his research proposed for 2022.

Brown then reminded the board of the FFA sponsorship opportunity that had been presented at the November meeting.

- ACTION NO. 11** A motion was made by Damien Glaser, seconded by Scott Wiggers and carried, to approve a sponsorship for the LA FFA Foundation of \$2,000 for 2022 (\$1,000 from Soybean and \$1,000 from Corn)

Chairman Cannatella then discussed the accounting services of Andy Brown completed for the 2021 calendar year. Cannatella and other board members commended Brown on his work in his role. Cannatella and Scott Wiggers reported to the Board that they as executive members of the Board would be reviewed both accounting and administrative services of neighboring states and recommended to the board that Brown's compensation increase in 2022. They also requested that the board compensate Jessica Lange on her administrative assistant work for 2022.

ACTION NO. 12 A motion was made by Joey Olivier, seconded by Wil Miller and carried, to contract with Andy Brown for accounting and administrative services for 2022 at \$10,000 and to compensate Jessica Lange at \$1,500 for administrative services.

After all projects and funding levels had been agreed upon, the budget worksheet was completed and reviewed (attached).

ACTION NO. 7 A motion was made by Scott Wiggers, seconded by Wil Miller and carried, to charge Andy Brown and Jessica Lange to author all 2022 contracts according to the budget worksheet, and for the Executive Committee to execute those contracts for 2022.

The Board then discussed various outreach efforts. Chairman Cannatella reminded the group of the outreach efforts that had been done since the November meeting when Brown notified the Board and the public of the opportunity to nominate a QSSB representatives to the United Soybean Board. Brown notified the Board that their 2021 renomination of Garrett Marsh was still pending approval, but they would need to name a replacement for Charles Cannatella as his term limits will be reached at year end. Brown and board members discussed potential candidates, but ultimately the board tabled the decision to a later date once more outreach could be done. The board expressed unanimous effort to include as many and diverse growers in the process as possible and asked Brown to continue to focus on those outreach efforts.

Ethics reporting and training requirements were also presented to the Board. Brown will send Tier 2.1 Ethics requirement instructions in the coming month. The Board then discussed the next possible meeting. The Board discussed the need for a meeting to nominate a USB representative, so a late spring/summer meeting would be discussed at a later date when more LSU field days were scheduled. Salassi and Brown did note that November 17th and 18th was being held for the fall proposal meeting on LSU's campus.

Dr. Salassi thanked the Board for their support and input on the research conducted by the LSU AgCenter and thanked the Board for their work together. Chairman Cannatella gave closing comments to the Board thanking all members for their service.

Chairman Cannatella asked for public comment. None was heard.

There being no other business the meeting was adjourned.

Chairman

Date



THE LOUISIANA
Soybean & Grain
RESEARCH & PROMOTION BOARD

AGENDA

January 18, 2022

I. CALL TO ORDER

II. MINUTES OF PREVIOUS MEETING

III. COLLECTIONS & FINANCE REPORT:

- Collections Report YTD
- Cash Statement
- Assessment Income Projections
- Budget Worksheet

IV. BOARD CONSIDERATION:

- 2022 Research Proposals from LSU AgCenter and McNeese St.
- Mid-South Soybean Research Program 2022 Funding
- Organizational Research & Promotion Funding (NBB, NCGA, USGC)
- LA Radio Network Promotional Proposal – USB Cost Share
- 2022 Accounting Contract – Andy Brown

V. OTHER BUSINESS

- USB Nomination
- MSSB Nomination
- Tier 2.1 Reporting and Trainings
- Outreach Program

VI. FUTURE MEETINGS

- Summer Meeting?
- Nov. 17 and 18, 2022

VII. ADJOURN

MINUTES

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

November 19, 2021
Baton Rouge, Louisiana

MEMBERS PRESENT: Charles Cannatella, Scott Wiggers, Kellon Lee, Joey Olivier, Damian Glaser, Will Miller

MEMBERS ABSENT: Joey Boudreaux, Darrell VanDeven, Burch Pierce, Garrett Marsh, Luke Sayes

OTHERS PRESENT: Andy Brown

Chairman Cannatella called the meeting to order and reviewed the agenda. The Board conducted the business meeting after all research project reports were presented. Research reviews started on November 18th at 8 a.m. and ended at 11:15 a.m. on November 19th. No changes to the agenda were presented, so the board preceded with the agenda as presented.

The Board next considered the minutes of the previous meeting.

ACTION NO. 1 A motion was made by Scott Wiggers seconded by Joey Olivier and carried, to approve the minutes of the previous meeting, from July 2021.

Andy Brown then presented the various financial reports to the Board. The state financial audit for 2021 was reviewed and Brown gave an overview of the auditor selection process as mandated by state law. The LDAF year to date September 2021 collections report, the current cash position of the Board and the preliminary assessment income projections for the 2021 crop were each presented and discussed (attached).

ACTION NO. 2 A motion was made by Scott Wiggers seconded by Kellon Lee and carried, to receive and file the FY 2021 audit and the other financial reports.

The Board then entered into a discussion about the proposals for 2022 heard prior to the meeting. Historical knowledge was shared with new board members and ideas for projects moving forward was discussed. Cannatella and Wiggers described to the group the idea of involving the LA Ag Consultants Association through a survey and potentially other partnerships to allow their guidance on research needs in the 4 commodities represented. By consensus, the board notified Brown to move forward in drafting an online survey and asked that he make it a goal to have the results of that survey available for the January budget meeting.

The FFA the proficiency awards and sponsorship request were next considered. Brown shared correspondence from LA FFA on the use of funds for a proficiency award in agronomy and through commodity promotion at the FFA state convention. The Board tabled sponsorship

considerations to the January budget meeting.

Brown then notified the Board that there would be a public recruitment for the next USB nominee from Louisiana. Cannatella's term is set to expire, and he will have term limited out this year. Brown asked that the board assist in nominee recruitment and that the board would be conducting that selection at the January meeting. The Board encouraged Brown to solicit interest through various outlets to insure a good diverse group of nominees could be considered in January.

Brown continued by letting the Board know that the typical organizational requests were coming in ahead of the 2022 budget meeting. He asked if there were any groups that the Board would like to hear from to invite to participate in person for the January meeting. The Board indicated they'd like to hear from NCGA.

Chairman Cannatella then discussed availability of LSU personnel and facilities for the January meeting. Due to continued recovery from tornado damage and changes to the Board members, it was requested the Board hold its January meeting in Baton Rouge. After discussion, it was tentatively scheduled that the funding meeting for the LSGRPB would be held at the Louisiana Farm Bureau Federation Office on **January 18, 2022 beginning at 8:00 am.**

The ethics training and disclosure report requirements were then reviewed. The ethics training for each year can be done at any time during the year online, but must be completed by December 31, 2021. Board members were encouraged to save a hard copy or an electronic copy of the training certificate, or email to Andy Brown to be filed with LSGRPB documents. Brown also distributed certificates of completion for the Sexual Harassment Training and asked members who had completed the training and read the liability documents to sign the certificate. Brown reminded members via email prior to the meeting about both trainings.

Chairman Cannatella called for any other business and public comment. There being no other business the meeting was adjourned.

Charles Cannatella, Chairman

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

ASSESSMENTS, REFUNDS & TRANSFERS BY COMMODITY

FOR THE PERIOD ENDING NOVEMBER 2021

| | SOYBEAN | | WHEAT | |
|--------------------|--------------|----------------|--------------------------|---------------|
| | Month | YTD | Month | YTD |
| Assessments | \$790,969.99 | \$1,305,074.84 | \$46.80 | \$7,471.39 |
| Less 3% Due LDAF | \$0.00 | \$6,453.66 | \$0.00 | \$245.36 |
| Net Assessments | \$790,969.99 | \$1,298,621.18 | \$46.80 | \$7,226.03 |
| Late Fees Received | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Late Fees Refunded | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Subtotal | \$790,969.99 | \$1,298,621.18 | \$46.80 | \$7,226.03 |
| Less: | | | | |
| Refunds | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Misc. Expenses | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Board Transfers | \$790,969.99 | \$1,298,621.18 | \$46.80 | \$7,226.03 |
| Due to Board | | | | |
| | | | | |
| | CORN | | SOYBEAN BUSHELS ASSESSED | |
| | Month | YTD | Month | YTD |
| Assessments | \$27,389.44 | \$332,855.28 | 11,651,429.82 | 20,002,034.94 |
| Less 3% Due LDAF | \$0.00 | \$5,300.98 | Qtr Ending 12/31 | |
| Net Assessments | \$27,389.44 | \$327,554.30 | 18,960,388.97 | |
| Less: | | | | |
| Refunds | | | | |
| Misc. Expenses | \$0.00 | \$0.00 | | |
| Board Transfers | \$27,389.44 | \$327,554.30 | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

LA SOYBEAN PROMOTION BOARD INCOME STATEMENT

November 2021

| | <u>Nov 21</u> | <u>Jul - Nov 21</u> |
|-------------------------------------------|--------------------|---------------------|
| Ordinary Income/Expense | | |
| Income | | |
| SOYBEAN ASSESSMENTS | 790,969.99 | 1,305,074.84 |
| CORN ASSESSMENTS | 27,389.44 | 332,855.28 |
| WHEAT ASSESSMENTS | 46.80 | 7,471.39 |
| Total Income | <u>818,406.23</u> | <u>1,645,401.51</u> |
| Gross Profit | 818,406.23 | 1,645,401.51 |
| Expense | | |
| PAID TO BOARD | | |
| PD TO SOYBEAN & GRAIN PROMO BD | 818,406.23 | 1,633,401.51 |
| Total PAID TO BOARD | <u>818,406.23</u> | <u>1,633,401.51</u> |
| PAID TO LDAF | | |
| PD TO LDAF-SOYBEAN & GRAIN | 0.00 | 12,000.00 |
| Total PAID TO LDAF | <u>0.00</u> | <u>12,000.00</u> |
| Total Expense | <u>818,406.23</u> | <u>1,645,401.51</u> |
| Net Ordinary Income | <u>0.00</u> | <u>0.00</u> |
| Net Income | <u>0.00</u> | <u>0.00</u> |

**LOUISIANA SOYBEAN & GRAIN RESEARCH & PROMOTION BOARD
CURRENT CASH POSITION - WORKSHEET - 12/31/2021**

| | SOYBEAN | WHEAT/CORN | SORGHUM | TOTAL |
|-----------------------------------------------------------------------------------------------|-----------------------|---------------------|-------------------|-----------------------|
| CURRENT ASSETS | | | | |
| CASH in MM | \$3,615,786.95 | \$886,332.88 | \$2,307.04 | \$4,504,426.87 |
| Operating Acct. | \$15,712.48 | | | \$15,712.48 |
| TOTAL | \$3,631,499.43 | \$886,332.88 | \$2,307.04 | \$4,520,139.35 |
| Less FY22 Realized Collections | \$649,310.59 | \$334,780.34 | | \$984,090.93 |
| TOTAL | \$2,982,188.84 | \$551,552.54 | \$2,307.04 | \$5,504,230.28 |
| ENCUMBRANCES | | | | |
| USB Oct + Nov | \$619,847.72 | | | \$619,847.72 |
| LN 2021 (3 of 12 installments unpaid) | \$2,985.27 | | | \$2,985.27 |
| LSU AGCTR 2021 | \$731,288.50 | \$171,277.50 | | \$ 902,566.00 |
| Nov Meeting Expenses | \$1,513.60 | | | \$1,513.60 |
| TOTAL | \$1,355,635.09 | \$171,277.50 | \$0.00 | \$1,526,912.59 |
| UNDESIGNATED FUNDS (Reserve) | \$1,626,553.75 | \$380,275.04 | \$2,307.04 | \$3,977,317.69 |
| <i>* General Expenses are split based on gross income 85.6% Soybean and 14.4% Wheat/Corn.</i> | | | | |

| LOUISIANA SOYBEAN & GRAIN RESEARCH & PROMOTION BOARD | | | | | |
|--------------------------------------------------------|------------------------------------|-----------------------|---------------------|-------------------|-----------------------|
| BUDGET - WORKSHEET - FY 2022 - 1/13/2021 | | | | | |
| | | Soybean | Wheat & Corn | Sorghum | TOTAL |
| RESERVE - UNRESTRICTED | | | | | |
| FUNDS 12/31/2021 | | \$1,626,553.75 | \$380,275.04 | \$2,307.04 | \$2,009,135.83 |
| Income Estimates | | | | | |
| | Collections | \$1,633,148.17 | \$493,102.60 | \$6,504.56 | \$2,132,755.33 |
| | Assets before Expenses FY22 | \$3,259,701.92 | \$873,377.64 | \$8,811.60 | \$4,141,891.16 |
| Commitments YTD | | | | | |
| Admin | Audit 22* | \$3,852.00 | \$648.00 | | \$4,500.00 |
| Admin | Accounting 22* | \$4,280.00 | \$720.00 | | \$5,000.00 |
| Promotion | FFA Foundation 22 | \$1,000.00 | \$1,000.00 | | \$2,000.00 |
| Promotion | NBB 22 | \$10,000.00 | | | \$10,000.00 |
| Research | NCGA/AMCOE 22 | | \$62,500.00 | | \$62,500.00 |
| Promotion | LN 22 | \$15,392.00 | | | \$15,392.00 |
| Research | MSSB 2022 | \$104,720.00 | | | \$104,720.00 |
| Promotion | USGC 2022 | | \$22,660.00 | | \$22,660.00 |
| | TOTAL Expenses | \$139,244.00 | \$87,528.00 | \$0.00 | \$2,041,634.00 |
| *shared expenses budgeted at 85.6% soybean 14.4% grain | | | | | |
| Funds Available for 2022 Projects | | \$3,120,457.92 | \$785,849.64 | \$8,811.60 | \$4,270,539.78 |
| Research | LSU AGCTR 22 Request | \$ 1,623,510.00 | \$433,484.00 | \$9,105.00 | \$2,066,099.00 |
| Projected Ending | | | | | |
| | Reserves (12/31/2022) | \$1,496,947.92 | \$352,365.64 | (\$293.40) | \$1,849,020.16 |

Summary of Funding Requests - 2022

Louisiana Soybean & Grain Research & Promotion Board

| | Soybean | Corn/Wheat | Grain Sorghum | Totals |
|---------------------------------|------------------|---------------------------------|---------------|--------------------|
| 2021 Funded Proposals | \$1,462,577 | \$336,555 | \$3,000 | <u>\$1,802,132</u> |
| 2022 Continuing Requests | \$1,192,120 | \$365,649 | \$8,105 | \$1,565,874 |
| 2022 New Proposals | <u>\$431,390</u> | \$67,835 | \$1,000 | <u>\$500,225</u> |
| Commodity Totals | \$1,623,510 | \$433,484 | \$9,105 | |
| | | Total Requested for 2022 | | <u>\$2,066,099</u> |

Soybean & Grain 2022 / Summary of Funding Requests11092020.xls

Invoice

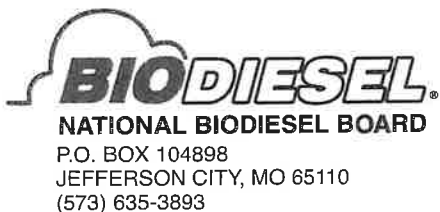
Mid-South Soybean Board
 1501 N Pierce, Suite 100 Little Rock AR 72207

Date: 10/25/2021
 Statement #: 2022-proposed-re

Bill to: Louisiana Soybean Promotion Board Comments: Research funding for 2022

| Date | Description | inhouse | Amount |
|-------|----------------------------------------------------------------------------------------------------------------------------------------|-------------|--------------|
| renew | Screening soybean varieties for Dicamba resistance Chen - conditional on EPA use approval-65500 | | \$ 16,375.00 |
| renew | Screening soybean germplasm and breeding soybeans for flood tolerance Pengyin Chen-160000 | | 30,000.00 |
| renew | Soybean Yield Components and Seed Nutrient Concentration Responses among nodes to P Fertility - Nathan Slaton-35266 | year 2 of 2 | 8,816.50 |
| renew | Novel New Functional Edible Protein Films from Soybean Using Innovative 3-d Printing Technology - Navam Hettiararchchy-30633 | year 2 of | 7,658.25 |
| new | Exploitation of weed species extracts as an effective and environmentally friendly strategy to control insects & deer - Tseng-25000 | | 6,250.00 |
| new | Whole soy food acceptability and market viability study Ballard - 22481 | | 5,620.25 |
| new | Spray app of double stranded RNA for simultaneous management of multiple soybean fungus & insect diseases - Z Chen - 20000 | | 5,000.00 |
| new | Development of functional ultra high stearic acid soybean germplasm P chen - 25000 | | 6,250.00 |
| new | Southern root-knot nematode in group 4 soybean characterization Mozzoni - 75000 | | 18750 |
| | | | 104,720.00 |

| Remittance | |
|-----------------|-----------------------|
| Statement # | 2022-proposed-request |
| Date | |
| Amount Due | \$104,720.00 |
| Amount Enclosed | |



INVOICE

| | |
|--------------------------|----------|
| INVOICE DATE | 9/1/2021 |
| INVOICE NUMBER | 30150 |
| Amount Due: \$ 10,000.00 | Page 1 |

CUSTOMER

SHIP TO

Louisiana Soybean & Grain Research & Promotion Board
P.O. Box 95004
Baton Rouge, LA 70895

PLEASE DETACH AND RETURN THIS PORTION WITH YOUR REMITTANCE

| CUSTOMER ID | CUSTOMER PO# | ORDER DATE | SHIPPED VIA | | | FOB | |
|-------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------------|------------|----------|------------------|-------------|
| 00626 | | | | | | | |
| TERMS | | DUE DATE | IF PAID BY | DEDUCT | | SOLD BY | |
| | | 10/1/2021 | | \$ 0.00 | | | |
| ITEM # | DESCRIPTION | QTY | UNIT | UNIT PRICE | DISCOUNT | EXTENDED PRICE | |
| 42520 | FY 2022 Feedstock Producer Organization Voting Member Dues | 1.00 | | | | \$10,000.00 | |
| 42633 | Comment (October 1, 2021 - September 30, 2022) | | | | | | |
| | ****The money received for Membership Dues will not be used for Membership or Lobbying purposes, however, will be used for administrative and project expenses in accordance with the Act and the Order. | | | | | | |
| | Please make check payable to National Biodiesel Board. If you have any questions regarding this invoice, please contact Anne Klempe, Accounting Specialist, at (573) 635-3893. Thank you. | | | | | | |
| | | | | | | SUBTOTAL | \$10,000.00 |
| | | | | | | SALES TAX | \$0.00 |
| | | | | | | TOTAL DUE | \$10,000.00 |

11

FUNDING REQUEST: LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD



As our country emerges from the unprecedented challenge of the COVID pandemic and a new administration continues to make its policies and priorities felt, NCGA must continue a very aggressive plan of work to address the many challenging issues our farmers face.

To fulfill that plan of work, we need to maintain, if not increase, our current level of funding. While NCGA operations and programs are funded from a variety of sources—grants, membership dues,

special events like the National Corn Yield Contest and Commodity Classic, and industry—the largest single category is checkoff funding from our state partners.

The Corn Board increased the Base Funding budget by 7% after evaluating several factors: a five-year forecast of expenses, which included an eight-year analysis of expense trends; an annual rate of increase of expenses of 6.5% - 7% (especially travel, food and lodging); and the increase of programs and activities to meet programming goals requested by states and grower leaders. You will notice that your Base Funding figure stayed the same as FY21 (\$12,500). This is due to the Base Funding Formula that takes into account a three-year average of corn production and net checkoff revenue.



Team Program Funding supports the grower-approved and managed programs of NCGA action teams managed by national staff and guided by annually reviewed business plans and objectives. Once a state has met its Base Funding Formula, it may then choose to select action teams or specific programs to support. State organizations enjoy the flexibility of funding team programs that are of most interest to the corn growers in their state. The Base Funding ask comes from the Louisiana portion of the Base Funding Formula; the Team Funding ask comes from past Louisiana investment levels, an analysis of your state priorities and NCGA programs.

FY2022 FUNDING REQUEST TO LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD:

| | |
|----------------------------------------|-----------------|
| Base Formula | \$12,500 |
| Aflatoxin Mitigation Ctr of Excellence | \$50,000 |
| <hr/> | |
| Total Request FY2022 | \$62,500 |



October 26, 2021

Dear Andy and the Louisiana Soybean and Grain Research and Promotion Board,

On behalf of the Board of Directors of the U.S. Grains Council, I am submitting the enclosed funding request for your consideration. Your previous investment in the U.S. Grains Council has helped increase demand for U.S. sorghum, corn, ethanol and co-products around the world – and increased profitability for farmers in Louisiana and around the country.

For fiscal year 2022, we request the Louisiana Soybean and Grain Research and Promotion Board increase its base funding to \$22,660.

The Council greatly appreciates your continued support of our programs through funding and via guidance provided through Advisory Team and Board participation.

If you have any questions about the proposal, please feel free to contact me.

Best,

Ryan LeGrand
President and CEO

2022 - You Will Receive:



- ❖ **Every week**, we will produce and broadcast a :60 second Soybean Report.
- ❖ This report will air in a fixed position on The Voice of Louisiana Agriculture Radio Network. The report will air every Tuesday at 12:15pm.
- ❖ **Every Week**, this report will also air additional times during these weeks within our daily Ag News programming to reach as many listeners as possible.
- ❖ Nielsen research indicates these reports will be listened to a minimum of **1,045,200 times*** in 2022.
- ❖ **Every week**, We will report the latest Soybean news in the Wednesday edition of “The Daily Voice” newsletter to 1,700 subscribers. Report will also be posted to the Facebook and Twitter newsfeeds of Farm Bureau Louisiana, where it can be read by a combined 16,000 followers.
- ❖ **NEW:** Complete **audio version of report** will be linked to The Daily Voice Newsletter and the Twitter and Facebook newsfeeds, allowing subscribers to listen to farm broadcaster Don Molino’s Soybean Reports as they.
- ❖ **PLUS** – The Voice of Louisiana Agriculture Radio Network will commit to 10 statewide :30 second announcements in support of your diversity outreach or Board Meeting attendance, at no charge, as part of this program. (\$3,100.00 value)
- ❖ **Outdoor Digital Billboards.** For (12) months, January-December, The Louisiana Soybean and Grain Research and Promotion Board will have a consumer-based message, promoting soybean farming, displayed on up to **FORTY** outdoor digital billboards across Louisiana (**up from 16 boards in 2021**).
- ❖ **Daily digital billboard displays:** 400 (estimated)
- ❖ **Daily digital billboard impressions:** **2,810** (estimated)
- ❖ **Total billboard impressions in 2022:** 1,025,650 (estimated)

Investment: \$296 per week.

Total 2022 Investment: \$15,392.00.

nielsen

*Results derived from Nielsen Tapscan report



Andy Brown

From: Fullington, Meghan <Meghan.Fullington@obpagency.com>
Sent: Thursday, December 2, 2021 9:26 AM
To: Andy Brown
Cc: George Harper; Buckner, Carlee
Subject: [EXTERNAL] - QSSB Sponsorship Program
Attachments: FY22 QSSB Sponsorship Program Agreement.docx

Hi Andy,

On behalf of George Harper and USB, I'd like to thank you for your interest and application to partner with USB through the FY22 QSSB Sponsorship Program. We received a record number of sponsorship requests from QSSBs, all great opportunities for US Soy, and had to balance the requests with the resources available. That said, I am pleased to inform you of the Sponsorship request for Louisiana listed below:

Louisiana:

- Requested = \$5,876
- OOP = \$5,876 (Out of pocket)
- Total Awarded = \$11,186 (This includes OBP time to work with you on creative)

We are eager to begin collaborating with you to execute this work. Attached are a set of guidelines to review for the Sponsorship. Carlee and I will be in touch with you in the near future to get the proper paperwork in place to secure the funding and discuss next steps for coordinating your sponsorship.

Please let me know if you have any questions. We look forward to working closely with you this year!

Thanks,
Meghan Fullington

Meghan Fullington
Associate Account Director

meghan.fullington@obpagency.com
(314) 780-3478
obpagency.com



Disclaimer

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LA FFA Foundation

244 John M Parker Coliseum
Baton Rouge, LA 70803
(225) 578-5749

Invoice

| Date | Invoice # |
|------------|-----------|
| 11/15/2021 | 96 |

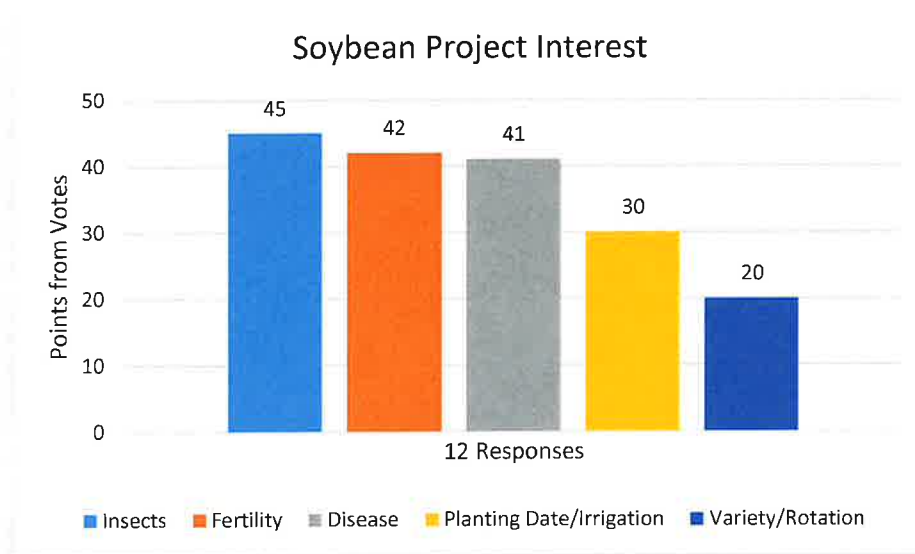
| |
|--------------------------------------------------------------------------------------|
| Bill To |
| LA Soybean & Grain Research & Promotion B P.O. Box 95004 Baton Rouge, LA 70895 |

| |
|----------------|
| Ship To |
| |

| P.O. Number | Terms | Rep | Ship | Via | F.O.B. | Project |
|-------------|-----------------------|---------------------------------------------------------|------------|-----|--------------|------------|
| | | | 11/15/2021 | | | |
| Quantity | Item Code | Description | | | Price Each | Amount |
| | Forever Blue Spons... | Forever Blue Sponsor - Agronomy CDE & Grain Proficiency | | | 2,000.00 | 2,000.00 |
| | | | | | Total | \$2,000.00 |

Soybeans

Please rank the following research categories for SOYBEANS in terms of needs, with 1 being the greatest yield limiting factor and 5 being the least limiting.



a. What are issues facing soybeans in pest/insect management (most prevalent and/or new issues) that need further study? 12 responses

- What stage of soybean seed development can stinkbug control be terminated
- Handling sub threshold levels of a pest over an extended time
- cornear worm- need a sliding scale based on price of beans.
- Research on new products (compound/rate/timing)for insect pest management
- RBSB strategies are limited; pyrethroid resistant AW, still concerned by massive alfalfa populations mid to late season
- We suitable alternatives for Acephate in case it's registration is canceled.
- Red banded stink bug residual control
- Red banded stink bug
- Injury threshold modification
- Resistance to current chemistry
- Red Banded Stinkbugs ecology B)
- Stink bug control and disease management

b. What are issues facing soybeans in disease/nematode management (most prevalent and/or new issues) that need further study? 12 responses

- dealing with resistance with ariel blight, cultural management of trd
- Cercospera leaf blight
- which fungicides are performing best
- ratings on nematode resistant varieties, timing on fungicide applications,
- Increase in AB in NW cornermm CB always an issle
- Will cover crops make diseases/nem worse or better.
- Need to work on more resistant varieties

- Cercospora leaf blight and greens stem syndrome
- Cercospora leaf blight control
- Residue management
- Tap Root Decline Aerial Blight
- nematode control

c. What are issues facing soybeans in weed management (most prevalent and/or new issues) that need further study? 11 responses

- control of ragweed parthamun, and goose grass,
- Alternatives in view of forecasted glyphosate shortage 2022
- italian ryegrass management and yield limitations on april vs may planted beans; alternative burndown (no glyphosphate) programs especially on winter cover crops;
- Glyphosate losing efficiency, grasses becoming harder to control
- Herbicide resistance, generally; dicamba cancelation, need alternatives.
- Pigweed and ryegrass control
- Ragweed parthenium
- How to deal with weed complexes
- Early weed control
- Possible Barnyard Grass, Goosegrass resistance to Glyphosate Teaweeds Possible alternatives to using Gramoxone should they pull label
- Pigweed control

d. What other fertility/soil health/tillage questions do you have for soybeans that need further research performed? 10 responses

- best planter set ups for cover crops, notill, reduced tillage, can we achieve soil health goals with notill crops, and how to make all this efficient if there is a benefit with using infurrow and foilar fertilizer, what these liquid carbon mixes add to soil/crop, and can they be used to improve a conventional fertility system
- Options for high costs and availability of fertilizers 2022
- sulfur fertilization
- Sulfur on soybeans; best products and timing of S application; K response curves (need updating)
- pH, micronutrients, sulfur re-evaluation on newer high yielding varieties. Early season Fe is a problem
- Biostimulants, are they legitimate? Fertility research needed but only in omission plot style.
- We need more research into nitrogen and sulfur applications
- Viability of inoculant with seed treatments
- Considering rising costs, how to economically fertilize and maintain productivity
- Compaction

e. Are there any other agronomic issues in soybeans you frequently see that need more study? (Examples: variety selection, rotation effects, irrigation, etc.) 11 responses

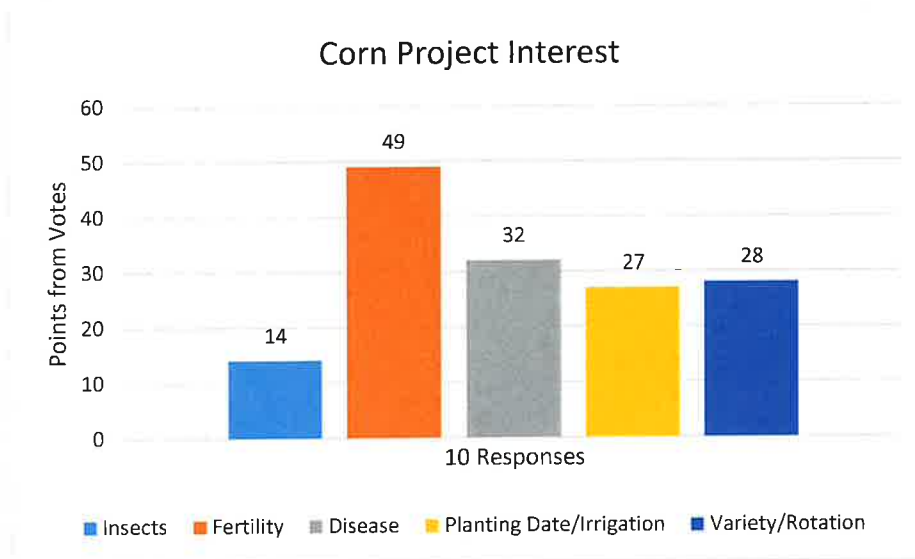
- how weather affects pod set and development across the state. Factors such as humidity, quality of sunlight, temperatures day/night, what can be done to increase yield and mitigate effects
- Reniform nematode resistance
- Yield risk mitigation strategies when planting high yielding Group IV's after mid-late april.
- Cover crops, dry land strategies
- Plethora of retailer promoter products that are untested and likely have zero ROI.
- More studies on back to back soybean crops and adjusting fertilizer for these conditions
- Advertised maturity group by companies not accurate
- Variety research for disease and insect resistance
- Rotation
- We need a practical method of knowing when to initiate furrow irrigation on heavy soils. Irrigation sensors just aren't used enough, so a practical method may help us decide the point in time we water. Varieties: I'd like to see a multi-plant date of a the LSU core blocks.. probably not an "on farm" study.. but perhaps something that could be done.. plant the block in March, April, May, and June to see variety stability across planting dates.. we've done this type testing with Dr. Levy, but I don't think with multiple varieties in the same test.
- Irrigation timing and amount of water

f. (continued) If there are others that are more important than the categories listed above please list. 2 responses

- ROI for production prices inputs with current prices: update with new categories (ie soil sampling; technology costs; etc.) for production budgets
- Inconsistent quality grading

CORN

Please rank the following research categories for corn in terms of needs, with 1 being the greatest yield limiting factor and 5 being the least limiting.



a. What are issues facing corn in pest/insect management (most prevalent and/or new issues) that need further study? 6 responses

- Bt product and refuge confusion; ROI on technologies; lack of refuge options
- Insect pressure has been light
- Vip3 is exasperating the problem of H.zea resistant development in our cotton.
- More research into seed treatments
- None
- Early season Stinkbugs

b. What are issues facing corn in disease management (most prevalent and/or new issues) that need further study? 7 responses

- How good are in furrow fungicides to increase yield. dose pre tassle applications add significant yield
- Leaf Blights and Rusts - control options and timing - varietal susceptibility
- Fungicide timing
- Do prophylactic fung. sprays pay off when done in concert with other high level inputs?
- Northern leaf blight and southern rust control
- Fungicide timing
- NCLB

c. What other fertility/soil health/tillage questions do you have for corn that need further research performed? 8 responses

- planting in reduced till/notill situations, how far can we push infurrow fertilizers, can dry phosphorous, and micros be substituted with liquid infurrow, where dose liquid carbon fit in, can it be beneficial
- liquid vs granular P and K; fall vs spring apps; in-season N loss and strategies to mitigate yield limitations from N loss
- Micronutrients
- Biostimulants....consultants (and growers) need 3rd party real world data
- Back to back corn fertility adjustments need to be addressed as well as fertility based on variety
- Compaction
- Liquid vs Dry phosphorus
- Amount of the various types of fertilizer needed

d. What are issues facing corn in weed management (most prevalent and/or new issues) that need further study? 8 responses

- post harvest management to implement a no till/reduced till program
- burndown options w/out glyphosate
- Increasing grass problems, esp Johnson grass
- From harvest to frost, how to manage problem weeds to prevent seed production
- Ryegrass control
- Late season vines
- Grass And can we raise corn with atrazine if they pull the label
- pigweed

e. Are there any other agronomic issues in corn you frequently see that need more study? (Examples: variety selection, rotation effects, irrigation, etc.) 7

responses

- finding consistency in yields with low input corn, where can we cut/not cut back maintain profitable yields seeding rates, fertility, water
- optimum fertilizer use and micronutrient needs
- Will cover crops cause yield reduction?
- Rotation advantages with cotton and soybeans
- Rotation effects
- Pre-Tassel Irrigation- impacts on N loss
- Variety for sure

f. (continued) If there are others that are more important than the categories listed above please list. 0 responses

No responses yet for this question.

Wheat & Grain Sorghum

As a function of acres, wheat and sorghum checkoff funds are limited. If you have any research ideas you would like to see in these areas, please give a detailed response below. 4 responses

- Pushing sorghum yield with liquid infurrow fertilizer, finding profitable consistency with fungicide use in sorghum finding/breeding resistant/tolerant varieties of wheat to head scab
- variety responses to fungicide treatments; grain sorghum varietal resistance to diseases and aphids; response of grain sorghum to irrigation timing
- Wheat: Fungicide choice and timing, always need this data.
- Need more variety trials on grain sorghum for an alternative rotation

Non-Agronomic Research

Do you have any indirect research priority ideas that would support Louisiana soybean and grain farmers? If so, please list here: 4 responses

- Improve AgCenter crop production budgets; more information is needed on environmental issues with updates from LSU agcenter Extension (ie opportunities for carbon trading, WOTUS; nutrient management.
- Precision Ag: pretty sure the AgCenter will never understand how to attack this research topic.
- Would like to see more in depth cost per acre analysis on each row crop that can be adjusted based on individual farm potential
- Economic study about the profitability of Precision ag

MCNEESE STATE UNIVERSITY
2021 PROJECT PROPOSAL
LOUISIANA SOYBEAN AND GRAIN RESEARCH
AND PROMOTION BOARD

New X Continuing

Can crop rotation with sorghum or cover cropping with forage soybean significantly improve corn production on marginal soils?

PRINCIPAL INVESTIGATOR: *William A. Storer, MSU Fuller Farm, Kinder, LA*

CO-PRINCIPAL INVESTIGATOR(s): *Byungkyun Chung, MSU College of Agriculture, Lake Charles, LA*

Introduction and Justification:

Many areas throughout the state with poor soil fertility struggle to breakeven with the most popular commodities (rice, corn, soybeans, and sugarcane). Unless environmental conditions are optimal and inputs are maximized, yields in these areas fall well below state and national averages. The McNeese Fuller Farm is located in Allen Parish where corn yields average 135 bu per acre (LSU Ag Summary 2018). Yields at the Fuller Farm on continuous conventional corn typically range from 120-150 bu per acre while irrigated and fertilized for a target yield of 180 bu per acre. The state and national average corn yields during a similar timeframe were 182 and 176 bu per acre, respectively. Soils in Allen parish consist of shallow sandier topsoils that are quickly and easily depleted of organic matter and soil nutrients. Producers rely heavily on rotational grazing, fallowing, manure application, and cover crops to amend depleted soils. These options, while effective, often result in increased input costs that may not result in a return on investment.

Sorghum is an often-overlooked commodity that is noted for performing well in low fertility environments and can aid in amending soils in crop rotation schemes. Input costs for planting sorghum can be half of corn planting cost. Planting windows are longer and later for sorghum than corn which can be advantageous when cold, wet springs inhibit early corn plantings. Also, when annual ryegrass or wheat is planted or planting is delayed for various reasons, sorghum may outperform corn in early summer plantings. Planting sorghum offers an opportunity to switch from frequently applied pesticides to those with alternative modes of action and/or mechanical weed control. Sorghum also offers a comparable alternative to corn for silage. As with grain, continuous corn silage production can deplete soil properties, cause herbicide resistance, and allow proliferation of pests. On limited acreage, it can be difficult to leave fields fallow or rotate away from forage production. Sorghum can replace corn as an alternative source of grain/forage, and it may help replenish soils, interrupt life-cycles of pests and decrease herbicide resistance. There are obstacles to sorghum production. Unlike corn, rice, and soybeans, genetically modified herbicide and insect resistant sorghum varieties are not available which make weed and insect management very difficult. Sugarcane aphids and lack of demand have been two of the biggest deterrents to potential producers.

A limited supply of sorghum with an increasing export demand gives sorghum an opportunity to potentially be profitable in the next few years. Projected high market prices for more popular commodities may further decrease the already small numbers of planted acres of sorghum. In addition, projected increases in fertilizer costs may benefit low input sorghum production. Next year's corn futures place corn over \$5 and other commodities are expected to have relative increases. Sorghum prices are typically similar to corn and are also expected to be over \$5. Local basis may also benefit sorghum profitability if the supply-demand ratio is in its favor. These economic factors may outweigh the draw backs associated with producing sorghum and make it an option for some producers.

Cover crops are another option for amending soils. Many times, cover crops are planted and plowed back into the soil to improve soil properties. One option for this might be the forage soybean. Forage soybeans are very tall, leafy plants that are optimized for forage production. They can produce

3 times the biomass of a typical soybean plant and have a much longer growing season. Big Fella is a Round-up Ready soybean variety produced by Eagle Seed Company. Previous studies conducted at MSU Fuller Farm have shown promise for Big Fella as a green manure crop that can be planted from April-June. Big Fella will continue to increase in biomass until the fall. Because it is Round-up Ready, weed control can be maintained with periodic herbicide applications unlike other cover crops or fallowing. Conventional soybeans can produce up to 60 lb per acre of soil nitrogen. With 3 times the biomass, Big Fella should increase the soil nitrogen well above the conventional soybean. Planted at 50 lb seed per acre (\$100 per sack), Big Fella may deliver up to 180 lb of soil nitrogen for \$0.55 per lb, with the addition of organic matter and other nutrients offered from the plant (conventional fertilizers range from \$0.5-0.6 per lb nitrogen). With projected increases in fertilizer costs, this may make the soybean cover crop a lucrative option. Additionally, the crop can be used for wildlife food plots or cattle grazing.

Amending soils through crop rotation with sorghum or cover cropping with soybean could decrease pests, increase soil organic matter, increase soil nutrients, and increase subsequent corn yields. Producers farming low fertility or depleted soils might benefit from increased revenue from sorghum over corn due to local supply-demand ratios and subsequent increased corn yields. Conversely, soybeans can offer potential wildlife refuge and grazing opportunities while producing inexpensive soil nitrogen for future crops.

Objectives:

The objective of this study is to evaluate yields of grain and silage from spring planted corn and sorghum with and without soybean cover cropping in an effort to offer producers recommendations for alternative agricultural options and to educate students in row crop agriculture. McNeese State University’s Fuller Farm has been in continuous conventional corn silage production for 15 years. These practices may offer alternative options to help conserve soils, interrupt life-cycles of pests, and decrease herbicide/insect resistance while increasing production and profit.

Research Procedures:

General Scheme: Corn, sorghum, and soybeans will be planted over 2 years at MSU Fuller Farm in Kinder, LA to evaluate the differences in yields of grain and silage from continuous corn, rotational sorghum/corn, or rotational soybean/corn.

Experimental Design: In Year 1, grain type (corn, sorghum, or soybean) will be applied to a strip-plot design to accommodate harvesting equipment and crop rotation method. A portion of each plot will be harvested for silage and a portion will be left for grain. Soybeans will be plowed in in the fall for green manure for the spring crop. In year 2, all plots will be planted with corn and harvested as in Year 1. Yields of grain and silage will be calculated and profit will be based on local markets.

| Year 1 | Year 2 |
|----------------------------|-------------------------|
| Grain ----- Corn ----- | Grain ----- Corn ----- |
| Silage ----- Corn ----- | Silage ----- Corn ----- |
| Grain ----- Sorghum ----- | Grain ----- Corn ----- |
| Silage ----- Sorghum ----- | Silage ----- Corn ----- |
| Plowed Soybean | Grain ----- Corn ----- |
| Grain ----- Sorghum ----- | Grain ----- Corn ----- |
| Silage ----- Sorghum ----- | Silage ----- Corn ----- |
| Grain ----- Corn ----- | Grain ----- Corn ----- |
| Silage ----- Corn ----- | Silage ----- Corn ----- |
| Plowed Soybean | Grain ----- Corn ----- |
| | Silage ----- Corn ----- |

Figure 1. Planting scheme for the 30-acre field at MSU Fuller Farms in Kinder, LA for the two-year period of the study.

Timeline for Research Completion:

Year 1 (2022) Implementing crop rotation and cover cropping strategies

February-March:

- Field preparation = layout plots, apply burn-down herbicides, plow, and hip rows
- Collect soil samples

March-April:

- Planting of crops beginning with corn then progress to soybeans and sorghum

April-July

- Monitor crops for pests/disease
- Apply herbicides, insecticides, and fungicides as necessary
- Producer demonstration plot
- College student course laboratories field trips

July-August

- Harvest corn and sorghum for silage

September-October

- Harvest corn and sorghum for grain

November

- Calculate forage soybean biomass and plow in soybeans

December-January (2023)

- Compile, present, and publish preliminary data as necessary

Year 2 (2023) Determining the effect of treatments on yields of corn

February-March:

- Field preparation = layout plots, apply burn-down herbicides, plow, and hip rows
- Collect soil samples

March-April:

- Planting of corn

April-July

- Monitor crops for pests/disease
- Apply herbicides, insecticides, and fungicides as necessary
- Producer demonstration plots
- College student course laboratories field trips

July-August

- Harvest corn for silage

September-October

- Harvest corn for grain

November -January (2024)

- Compile, present, and publish preliminary data as necessary for field days, theses, and abstracts
- Submit abstract to Southern Association of Agricultural Scientists (SAAS) meeting

Year 3 (2024) Finalizing and presenting research

February:

- Present abstract at SAAS 2024

March:

- Submit Abstract to American Society of Agronomy (ASA) meeting

November:

- Present abstract at ASA 2024-San Antonio, TX, Nov. 10-13

Louisiana Soybean & Grain Board Proposal Budget

Project Title:

Can crop rotation with sorghum or cover cropping with forage soybean significantly improve corn production on marginal soils?

Principal Investigator(s):

William A. Storer

Byungkyun Chung

| | | Soybean | Corn | Sorghum |
|-----------------------------------------|----------------------------------|-----------------|-----------------|-----------------|
| Personnel Salaries and Wages | | | | |
| 1. | Postdoctoral Associates | | | |
| 2. | Other Professionals (RA's, etc.) | | | |
| 3. | Graduate Assistants | \$13,920 | \$13,920 | \$13,920 |
| 4. | Student Workers | \$3,333 | \$3,334 | \$3,333 |
| 5. | Contingent Employees/Transients | | | |
| Subtotal Salaries and Wages | | \$17,253 | \$17,254 | \$17,253 |
| Fringe Benefits | | * | * | * |
| Regular Employees | | \$0 | \$0 | \$0 |
| Graduate Assistants | | \$0 | \$0 | \$0 |
| Contingent Employee/Transients | | \$0 | \$0 | \$0 |
| Subtotal Fringe Benefits | | \$0 | \$0 | \$0 |
| Total Salaries, Wages and Fringe | | \$17,253 | \$17,254 | \$17,253 |
| Travel (Domestic - Continental US only) | | | | |
| Supplies | | \$1,500 | \$25,120 | \$4,570 |
| Operating Services | | | | |
| Other Charges | | | | |
| Total Costs | | \$18,753 | \$42,374 | \$21,823 |

Budget Justification: \$82,950

Personnel Salaries and Wages:

\$41,760 Graduate student: A graduate student interested in row crop agriculture will be required to conduct research as part of a graduate thesis, to assist in agricultural production, and to assist in field days/course laboratories. The select graduate student will be supported part-time for 2 years at a rate of \$18/hour. The student will work up to 29 hours per week for 32 weeks during the Fall and Spring semesters (\$18/hr x 29 hr/wk x 32 weeks ≈ \$16,704) and for 8 weeks during the summer semester (\$18/hr x 29 hr/wk x 8 weeks ≈ \$4,176). The student will spend equal time working with each commodity (***\$13,920 per commodity***).

\$10,000 Undergraduate student: Student workers selected to work at MSU Fuller Farms will work as needed to carry out field preparation, planting, harvesting, and research (\$10/hr x 1000 hours). The student will spend equal time working with each commodity (***\$3,333 per commodity***).

***MCNEESE DOES NOT REQUIRE FRINGE FOR STUDENT WORKERS OR GRADUATE STUDENTS**

Supplies:

\$31,190 Planting Cost: This will cover seed, fertilizer, soil amendments, insecticides, herbicides, application, irrigation, fuel, equipment maintenance, and other consumables. It will also provide seed meters and plates for sorghum planting.

- **Year 1:** Irrigated corn was estimated at \$628 per acre and sorghum was estimated at \$295 per acre for 2020 (LSU AgCenter). Big Fella soybean seed is estimated at \$120 per acre plus \$30 per acre for ground preparation. Ten acres of each will be planted. [((\$150x10)+(\$628x10)+(\$295x10))=(\$1,500)+(\$6,280)+(\$2,950)=\$10,730]
- **Year 2:** Irrigated corn at \$628 per acre planted over the entire 30 acres (\$18,840).
- **Seed meters:** Additionally, seed plates and seed meters for sorghum are required for this study (\$270 each X 6 total = \$1,620).

| | Soybean | Corn | Sorghum | Subtotals |
|-----------------------------|----------------|-----------------|----------------|-----------------|
| Year 1 Planting Cost | \$1,500 | \$6,280 | \$2,950 | \$10,730 |
| Year 2 Planting Cost | | \$18,840 | | \$18,840 |
| Sorghum seed meters | | | \$1,620 | \$1,620 |
| Subtotals | \$1,500 | \$25,120 | \$4,570 | \$31,190 |



FY2022 FUNDING PROPOSAL
LOUISIANA SOYBEAN AND GRAIN RESEARCH
AND PROMOTION BOARD



632 Cepi Drive
Chesterfield, MO 63005
(636) 733-9004
www.ncga.com



We are a corn community with a single focus—keeping farmers in business. And it starts with:

- Increasing sales of higher ethanol blends
- Expanding market access for U.S. corn and corn products around the globe
- Protecting our key markets and partners, like livestock
- Building consumer trust of corn production methods
- Working with our industry partners to promote corn
- Finding unique partnerships to expand our resource base and field of influence
- Reaching the above goals while building a more resilient and sustainable industry that protects our natural resources for future generations

NCGA ACCOMPLISHMENTS

It is important to recognize some of the accomplishments NCGA and our state affiliates have achieved on behalf of the growers in Louisiana and across the country, thanks to the funds invested in NCGA by its state partners:

Ethanol:

- The Next Generation Fuels Act is the first step in the legislative and regulatory process to transition the gasoline supply to higher octane fuel. NCGA is focused on continued education efforts and working to build support for these policies. Due to its high-octane rating and other properties, ethanol is an efficient, cost-effective octane source, providing the greatest efficiency gains while displacing gasoline's most harmful components. A 98 Research Octane Number (RON) standard would support mid-level blends like E25 and E30, which would generate new corn grind. A high-octane low-carbon fuel in the marketplace could increase annual ethanol usage by 5 billion gallons or more. That's 1.8 billion bushels of corn annually.
- Over the past three years, NCGA has partnered with Wayne Fueling Systems to produce and sell fuel pumps certified to deliver fuel containing up to 25% ethanol and working to push that certification up to 40%, leading to the sale of more than 50,000 new fuel pumps across the U.S. and building out the infrastructure needed to support future mid-level blends of ethanol. Conversations continue with other manufacturers to expand this program.
- NCGA-backed industry partnerships helped retailers apply for USDA Higher Blends Infrastructure Incentive Program (HBIIP) grants. The \$100 million program expanded availability of higher blends of ethanol, like E15 and E85. NCGA also worked closely with the Renewable Fuels Association (RFA) on station equipment assessments, to verify compatibility for higher blends like E15 and E85. RFA conducted over 1,700 such assessments. In conjunction with the American Coalition for Ethanol (ACE), NCGA supports the Flex Fuel Forward website, which seeks to expand E15 and other flex fuels in the marketplace.





- NCGA, Growth Energy, and RFA funded engine testing at the University of California at Riverside with the California Air Resources Board (CARB). CARB is the state’s clean air agency. The testing will show the environmental benefits and compatibility of E15 in selected makes and models of vehicles. This is an important step, paving the way for E15 and higher blends of ethanol in California—a market opportunity of roughly 750 million gallons or 260 million bushels

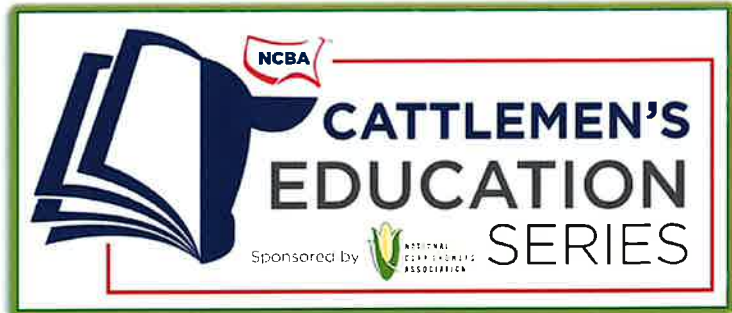
- Co-Sponsored the National Crappie Masters Tournament Trail promoting American ethanol and the safety of ethanol in marine and small engines. Crappie Masters has expanded with 15 new

state tournament trails and chapters. Throughout the season, it is estimated that more than 200 million people are reached and educated on ethanol and boating through the tournaments, Crappie Masters TV, social media, additional media interviews and more.

Market Development:

Animal Ag

- In continuing efforts to support animal agriculture, NCGA partnered with the National Cattlemen’s Beef Association (NCBA) to develop the Cattlemen’s Education Series. This program provides state affiliates of NCBA with grants to help offset the cost of hosting educational opportunities for their members. NCBA state affiliates can apply for grants ranging from \$2,000 to \$4,000 for producer-focused educational sessions. This is a great way to support our cattle producer partners, while also providing an opportunity to share research on the value corn and corn-based feed ingredients provide within feed rations. The program has reached over 4,000 cattle producers across 14 states.
- NCGA partnered with the United Soybean Board and the USA Poultry and Egg Export Council (USAPEEC) to update buyer’s guides for chicken, turkey, and eggs, available on both computer and mobile-enabled browsers. Additionally, Google Translate will automatically translate the guides into native languages around the world, helping to better serve the industry’s diverse customers. It is anticipated that over the next 10 years, the value of poultry exports to U.S. corn farmers is approximately \$1 billion per year, on average. The poultry industry alone consumes over 1,200 million bushels of corn, making the poultry industry the largest consumer of corn grain within the animal agriculture sector.
- Biorefineries’ new corn fractionation technologies result in a cleaner starch stream that can be utilized for ethanol or biochemicals and resulting higher value feed products. MDAT held the first Distillers Feed Products Roundtable in Omaha, focusing on nutrition. The top animal nutritionists from beef, pork, poultry and dairy gathered with ethanol technology providers to understand the evolution of the processing technology, the nutrition research done to date, and the further research and education efforts needed. Since then, NCGA has become involved with the Distillers Grains Technology Council and partnered with various stakeholders to unpack and circulate new research in the nutrition space of next generation feedstock products for individual species.



Trade

- The U.S.-Mexico-Canada Agreement (USMCA) was signed into law at a White House ceremony attended by NCGA leaders. USMCA was the culmination of nearly two years of negotiations. This secured the key Canadian and Mexican markets which have a significant economic impact, producing \$5.79 billion in economic activity, supporting 36,480 jobs and 300,000 farms. USMCA is a big win for America's farmers, rural communities, and the American economy as a whole.



- China has made more than 11 million metric tons of corn purchases from the United States since the signing of the phase one deal between the US and China. China has also promised to reform standing non-tariff trade barriers, including their process for regulating biotechnology products for import. China was the corn industry's top customer for 2020.
- MDAT partnered with a coalition to promote the success of and funding for Market Access Program (MAP) and Foreign Market Development (FMD), which have returned \$28 for every \$1 invested and support the critical work of our partner, U.S. Grains Council (USGC).
- In 2020, NCGA and USGC took the popular Trade School program on the road for five regional trade schools. More than 200 growers participated in this educational series designed to continue grassroots education and engagement on trade issues.
- MDAT continues to support MAIZALL, an initiative that communicates the benefits of modern agriculture, addresses asynchronous approval of biotechnology products, and promotes regulatory harmonization to confront trade barriers to important agricultural technologies.

New Uses

- MDAT is bridging the gap between new technology and new uses for corn and the animal ag industry in efforts to prevent push back like ethanol's reception. This was recognized and emphasized during our meetings in Washington DC with the Department of Energy, USDA ARS and USDA Rural Development. Visits were conducted with DOE & USDA officials and labs to discuss utilization of corn in their research initiatives and to find areas for collaboration. A huge win occurred this past spring when MDAT successfully worked with DOE to identify corn grain as an acceptable feedstock for their Plastic Innovation Challenge and other funding opportunities.
- The team also funded the pilot plant portion of DigestData—a Biofuels Digest Database of over 900 bioeconomy projects, with the intent of connecting pilot facilities with companies such as the ones who participated in the Consider Corn Challenge.
- The team continues to work on programming and projects that share the value of corn as an industrial feedstock through a Value Chain Stakeholder Meeting this fall, a new Top Value-Added Molecules Paper, and other events and efforts to push corn-based technologies closer to commercialization.
- Launched a campaign with Chemical & Engineering News last summer to highlight innovations in corn-based chemicals and products and dispelling myths surrounding corn as an industrial feedstock.



Production Technology Access:

- Funded a study jointly with the Market Development AT on potential environmental and economic impacts of non-tariff trade barriers on the US corn industry.
- Worked to ensure continued and long-term availability of important inputs. As EPA considered the reregistration of atrazine, NCGA and state corn organizations mobilized to drive farmer comments to the agency compelling them to reregister atrazine. NCGA's mobilization resulted in more than 2,771 individual farmer comments being sent to the EPA, in addition to NCGA's comments. NCGA also submitted comments on behalf of corn growers to maintain access to products like glyphosate, metolachlor and several neonicotinoids.
- Intervened in key court cases like one before the Eastern District Court of California which issued a permanent injunction preventing the labeling of glyphosate as a carcinogen in California. NCGA was a plaintiff in this case, along with 12 other ag organizations. The court concluded that the best available science does not support labeling glyphosate as a carcinogen.
- NCGA and the Environmental Defense Fund (EDF) continue to collaborate as a result of the 2018 Memorandum of Understanding between the two groups. The current focus of the partnership is the promotion and establishment of monarch habitats on ag lands (CRP ground, farm steads, byways, less productive land) to bolster the monarch population and prevent an Endangered Species Act listing.
- Helped demonstrate farmer commitment to a strong current and future ecosystem in corn-growing

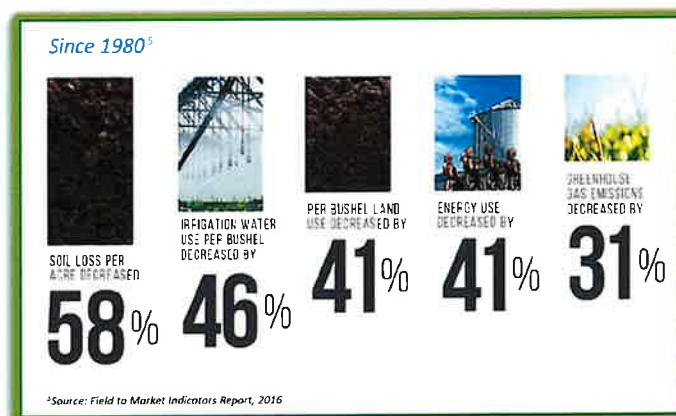


regions through ongoing support for pollinator health. NCGA works to increase opportunities for farmers to plant pollinator habitat on their farms by supporting cost-share programs and working with federal agencies to increase flexibility in the requirements for establishing habitat on ag lands enrolled in federal programs, like CRP. These efforts are critical as U.S. Fish and Wildlife considers a petition to list the monarch butterfly as an endangered species. NCGA is an active participant in the Honeybee Health Coalition, Farmers for Monarchs, EDF Monarch Butterfly Habitat Exchange.

- Supports campaigns like BeSure, which promotes the proper use of neonicotinoid products to best protect pollinators, and Take Action, the industry-wide partnership that advocates a diverse approach to weed, disease and insect management to avoid resistance.

Stewardship:

- Released the first-ever U.S. Corn Sustainability Report that provides a background behind Corn's commitment to continuous environmental improvement. The report covers environmental, economic and social sustainability for US Corn. It provides the narrative around the progress that has been made over the past four decades and show where we are going.
- Partnered with NCGA's Ethanol Action Team to develop a refreshed lifecycle analysis (LCA) of U.S. Corn with research to combat inaccurate land utilization claims regarding modern corn production.



- NCGA continues to be a member of Field to Market: The Alliance for Sustainable Agriculture, a collaborative effort that focuses on science- and outcomes-based approaches to sustainability across the food chain. NCGA provides a grower voice to the group, and shares information on sustainability advances seen on the farm level.

Risk Management and Transportation:

- Helped ensure a robust response by the federal government—especially the US Department of Agriculture (USDA) and Small Business Administration (SBA)—to protect farms and rural communities during COVID through programs like: Coronavirus Food Assistance Program (CFAP), Paycheck Protection Program (PPP), and Pandemic Cover Crop Program (PCCP).
- Congress approved the Water Resources Development Act (WRDA) which changed the cost-share on capital improvement projects. This provision, supported by NCGA, will provide more than \$1 billion additional dollars for construction over the next ten years.
- NCGA successfully ensured that Farm Bill decision tools were properly prioritized and funded. As a result, two land grant institutions have developed calculators to help growers choose the best farm programs for their unique operations.
- Secured improvements to the Agriculture Risk Coverage (ARC) program by modifying the payment calculation and other components to improve its safety net potential. Changes to help make ARC work to its full potential include a Yield Trend Adjustment factor, an increase in the Transition Yield (or plug) to 80 %, an option to change enrollment between PLC and ARC programs beginning with the 2021 crop year and the use of RMA crop insurance data to determine yields for county crop revenue guarantees.
- NCGA continues to work with our state associations to introduce innovative crop insurance products that are still under development, including a new endorsement to provide coverage for farmers who have been prevented from post-applying nitrogen to their fields and likely resulting in loss of yield.

Sustainable Ag Research:

- Created a graduate research fellowship to support a student working on corn research in the Genomes to Fields network, and the NCGA Research Ambassador Scholarship Program for graduate students. All students will have multiple opportunities to interact with and appreciate the agronomic challenges facing growers.
- Partnered with EPA, USDA, The Fertilizer Institute, The Nature Conservancy, and International Fertilizer Development Center to develop next generation fertilizer technologies.
- Studied genetic mechanisms of herbicide resistant weed development in cooperation with Cotton Incorporated.
- Worked with USDA to develop new control methods for mycotoxins, including fumonisin and vomitoxin (DON).
- Continued to build upon the success of the Aflatoxin Mitigation Center of Excellence. Funded proposals for 2020 advanced the Center’s priorities of improving aflatoxin resistance in corn and reducing aflatoxin through best management practices.



PROGRAM SPOTLIGHTS

WORKING CLOSELY WITH LIVESTOCK



Animal ag is our largest customer making the industry a key priority. Reacting to the upheaval of COVID-19, NCGA and NCBA pivoted sponsorship funds to televise an hour-long segment on RFDTV as part of NCBA's Cattlemen to Cattlemen program. The panel style episode illustrated corn's codependence with the cattle industry, promoting sustainability and next generation feed products, and demand efforts.

To replace lost livestock shows and fairs at the state and county level, the team funded NCGA's first Farm to Virtual Fair to honor the hard work of youth livestock exhibitors and to help share personal testimonies as to why the next generation of livestock producers are choosing to include corn in their rations. Contestants entered through Instagram using the hashtag #MyCornFedBarn.

CONSIDER CORN CHALLENGE III

NCGA's new uses efforts seek to capitalize on new markets for biobased products and chemicals by positioning corn as a clear industrial feedstock choice. The Consider Corn Challenge III will look to identify and accelerate these game-changing new uses for field corn and its components at a commercial scale. The winners of the last two competitions offer a peek into the future of corn as a high-demand biobased material. If all 9 of the Consider Corn Challenge winners reached full commercialization with products available in the marketplace, the potential for additional corn demand would be approximately 2.9 billion bushels.



NOURISH THE FUTURE: CONNECTING STUDENTS TO AG THROUGH STEM



NCGA developed a Science, Technology, Engineering, and Mathematics (STEM) Education Program to support our state organizations in providing high-quality, modern agriculture-focused curriculum to teachers in diverse disciplines, covering issues such as soil science, sustainability, renewable energy production, water quality, biotechnology, and more. Teachers have significant influence over students' perceptions, and by providing scientifically-sound, engaging curriculum, both teachers and students will better understand modern agriculture. The effort's goal is to help students and teachers build real-world connections to ag in the classroom to create more informed consumers of agricultural products and to help students consider the diverse careers available in agriculture.

CORN REPUTATION

The Corn Reputation Project is designed to improve perceptions of corn's sustainability and importance to our nation with the incredibly important legislative and regulatory audiences in our nation's Capital. In doing so, it will open doors and start staff and officials alike down a path toward receptiveness to our priorities. The campaign is running in DC to cover the transitions and new staff who have arrived in 2021.



COMMONGROUND

Through CommonGround, farm women give a genuine account of farm life while answering questions on everything from GMOs to animal welfare to sustainability. A uniquely grassroots effort, this program is built upon a strong partnership led by state groups and supported by national, to create a space for conversations based on shared values between moms on the farm and those in cities and suburbs across the country. Over the past 10 years, CommonGround

has held 800 state events, conducted 70,000 in-person conversations, been featured in 8,295 media stories and reached 800 million people online—in total more than 1 billion touchpoints and counting.

NCGA ACTION TEAMS – PROGRAMS FOR 2021-22

Ethanol Action Team (\$1,460,000)

Ensuring corn farmers continue to leader in the utilization, promotion, and advocacy of corn-based biofuels.

Key Responsibilities: Ethanol Policy, Marketing, and Infrastructure, Auto Industry.

Ag Auto Ethanol Alliance – Demonstrate that corn ethanol is the preferred high octane, low carbon fuel in conjunction with ethanol producers and the U.S. auto industry. (\$195,000)

Ethanol Promotion and Education/HOLC – Create and provide tools to educate consumers about ethanol: grassroots activation to protect the RFS and fight other regulatory issues; economic impact research; and fuel pump education and infrastructure promotion to retailers. (\$755,000)

Ethanol Regulatory & Public Policy – Continue to influence ethanol and energy public policy as it relates to the profitability of corn growers, including: RVP parity for blends greater than 10% such as E15; defending the RFS and building additional support for the policy and its benefits; advocating for policies that enable higher ethanol blends and grow corn demand. (\$370,000)

Environmental Impacts – Better position corn growers to advocate for the environmental benefits of ethanol, including air quality benefits and the reduction of greenhouse gas emissions.

Engine Testing & Research – Conduct higher ethanol blend testing on high compression automotive engines with Oak Ridge National Laboratory and other top institutions.

Fueling Dispenser Infrastructure – Maintain outreach to fuel pump manufacturers and continue contract with Wayne Fueling Systems to support infrastructure capable of using higher ethanol blends. (FY17 & FY18 funds)

Fuels America Coalition – Membership in grower, industry and ethanol industry coalition working in support of the Renewable Fuel Standard. (\$100,000)

Sports Marketing – Funding for Crappie Masters and other potential sponsorships/partnerships to promote consumer acceptance of ethanol with target audiences. (\$40,000)

Market Development Action Team (\$820,000)

Growing demand through partnerships in the food and livestock industries, fostering new uses, and stabilizing international trade.

Key Responsibilities: Livestock, Food Demand, New Uses, Trade.

Food and Industrial Programs – Maintain existing and build new relationships within key segments by sponsoring/participating in national conferences.

Livestock Outreach – Strengthen connection to animal ag industry by hosting annual coordination meetings with state staff, supporting efforts to grow FMD/MAP funding, directly supporting meat export programs and ongoing funding of Cattlemen Education Series & National Pork Board Study. Support next generation distillers feed product and technology roll out. (\$310,000)

New Uses and Productions – Provide leadership for the emerging bioproducts industry by: accelerating efforts to discover new research in chemical products and working with existing technologies to encourage them to convert to corn as a feedstock. (\$295,000)

Trade General – Promote U.S. corn grower interest in the development of trade policy that opens markets, removes barriers to trade and advances demand for corn and its products, including MAIZALL. (\$215,000)

Member and Consumer Engagement Action Team (\$1,619,000)

Coordinating efforts for growing membership and grassroots advocacy, communications, creating new leaders and building diversity of thought.

Key Responsibilities: Corn Reputation, Membership, Diversity, Grassroots, Leadership Development.

Common Ground – Develop farm women as ambassadors to their suburban and urban peers, via national efforts, a conference and participation in the National Dietitians Conference. (\$400,000)

Corn Reputation – Policy influencer and consumer research and education project to build positive equity for corn production as environmentally sustainable and build the reputation of corn growers with policymakers and other influencers as forward-thinking. (\$1,000,000)

Diversity Initiatives – Conduct internal trainings and initiatives and build relationships with external groups to incorporate and optimally work with diverse populations and viewpoints. (\$10,000)

Farm Family Behavioral Health – Coordinate resources to address rural community mental health. (\$15,000)

Grassroots Activation – Activate advocates on important legislative and regulatory issues. (\$69,000)

Grassroots Training and Recruitment – Identify, train, and equip grassroots advocates to take action on policy and regulatory issues and build relationships with policymakers. (\$50,000)

Hunger U – Engage university students and a DC-focused audience to build understanding about the critical role of modern agriculture in our country and beyond. (\$55,000)

NCGA William C. Berg Academic Excellence in Agriculture Scholarship – Award scholarships to undergraduate and graduate students sponsored by BASF Corporation. (\$20,000)

Production Technology Access Action Team (\$250,000)

Ensuring access to, and responsible stewardship of, biotechnology, crop protection, and other inputs.

Key Responsibilities: Biotech, Crop Protection, IPM, Big Data, Drones.

Biotechnology – Elevate the grower’s voice in domestic and international outreach to advance biotechnology as vital to modern agriculture. (\$50,000)

Crop Protection – Support NCGA Policy in regulatory actions, legal arguments, amicus briefs, etc. with other industry stakeholders. (\$80,000)

Freedom to Operate Issues – Maintain an active presence in several key areas including Ag Data Rights, Immigration, Labor, Nutrient Inputs, and UAV’s. (\$40,000)

Integrated Pest Management – Educate growers on proper Insect Resistance Management and Weed Resistance Management, including support for the development and release of new insect and weed management tools. (\$40,000)

Ag Tech – Facilitate development of new solutions for challenges facing agriculture. (\$40,000)

Risk Management and Transportation Action Team (\$280,000 – budget from funding reserves, no FY22 ask)

Advocating on behalf of the rural economy for fair risk management policies, tax policy reform and improving transportation infrastructure.

Key Responsibilities: Farm Bill Commodity Title, Crop Insurance, Tax Appropriations, Transportation.

Risk Management Policy – Review of the feasibility of risk management alternatives to traditional federal crop insurance. (\$125,000)

Farm Policy – Analyze program participation and impacts on net farm income, enabling NCGA to better assess gaps in risk management and conservation programs. (\$30,000)

Tax Policy – Study the Section 199A modifications, key provisions, including the comparative benefits of the various farm structures, including C Corp farm and pass-through entities. (\$25,000)

Transportation – Actively promote efforts to upgrade the locks and dams on the Upper Mississippi and Illinois Rivers and keep navigation a viable option on the Missouri River, and support policies and programs that promote a U.S. transportation system that keeps U.S. growers competitive in global markets. (\$100,000)

Stewardship Action Team (\$589,850)

Working with farmers to raise the bar on production stewardship practices and demonstrating continuous improvement of sustainability practices to consumers.

Key Responsibilities: Water and Air Quality, Soil Health, Field to Market, Farm Bill Conservation Title.

Climate Change – Position corn production as a leading solution in Greenhouse Gas reductions. (\$65,000)

Conservation and the Environment – Maintain NCGA’s leadership in corn production and environmental stewardship matters through the promotion of resource stewardship and by influencing government policy issues, including: 2018 Farm Bill conservation programs, pesticide regulation, wetlands regulation, and preservation of private property rights. (\$69,100)

Environment, Water and Air Quality – Promote resource stewardship and best management practices by influencing a variety of government policy issues including Clean Water Act and Concentrated Animal Feeding Operations Action provisions. (\$173,250)

Sustainability – Continue to take a leading role in addressing how agricultural sustainability is defined and how supply chain initiatives are implemented. (\$277,500)

Stewardship Legal Fund – Address regulatory challenges in court. (\$5,000)

Sustainable Ag Research Action Team (\$806,500)

Translating research results into solutions for farmers and expanding public financial support for research.

Key Responsibilities: Phenotyping, Genotyping, Federal Research, AMCOE, Farm Bill Research Title.

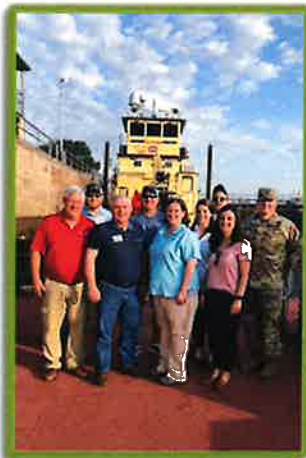
Aflatoxin Mitigation Center of Excellence – Research the mitigation and possible eradication of aflatoxin contamination in corn production, storage, and transportation. (\$300,000)

Corn Productivity Research – Fund innovative project proposals that will lead to improvements in productivity, efficiency, quality and/or sustainability. (\$125,000)

Maize Genome – Build multi-commodity support for existing and new federally-funded research programs and drive genomic sequencing data to traits of agronomic importance to help breeders and geneticists identify and create the next generation of improved germplasm and traits. (\$175,000)

Mycotoxins – Provide logistic and administrative support to the Aflatoxin Mitigation Center of Excellence program, which secures funding for aflatoxin research. Supports inclusion of a mycotoxin-focused session track at the biennial Corn Utilization and Technology Conference. (\$6,500)

STEM Education – Provide high-quality, modern agriculture-focused curriculum to teachers. (\$200,000)



BASE FUNDING

Association Programs, Staff, Property & Equipment and Operating Expenses

The NCGA oversees dozens of initiatives on a daily basis to create and increase opportunities for corn growers managed and advanced by NCGA's experienced staff in St. Louis, MO and Washington, DC. Base funding supports: educating opinion leaders, advancing a positive image of corn, leveraging the latest breakthroughs in technology, and providing sound science and technical analysis on issues.

Base funding also supports cornerstone association programs, including: **Communications and public relations; NCGA Action Team and Corn Congress meetings; Leadership development programs; CAMMS farmer database;**

NCGA events and programs at Commodity Classic; and Scholarship Programs.

NCGA can leverage grower resources in many instances to garner additional funding from other sources, including that from Syngenta and FMC for leadership training, Bayer and Corteva for publications and events, and BASF for scholarship programs. In addition, Base Funding provides for the harnessing of the expertise and knowledge of our grower leaders, including meetings for NCGA Action Teams and Committees, Corn Congress and the Corn Board. Leveraging your volunteer time and effort through effective programs and events makes NCGA one of the top agricultural organizations in the world.

FUNDING REQUEST: LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD



As our country emerges from the unprecedented challenge of the COVID pandemic and a new administration continues to make its policies and priorities felt, NCGA must continue a very aggressive plan of work to address the many challenging issues our farmers face.

To fulfill that plan of work, we need to maintain, if not increase, our current level of funding. While NCGA operations and programs are funded from a variety of sources—grants, membership dues,

special events like the National Corn Yield Contest and Commodity Classic, and industry—the largest single category is checkoff funding from our state partners.

The Corn Board increased the Base Funding budget by 7% after evaluating several factors: a five-year forecast of expenses, which included an eight-year analysis of expense trends; an annual rate of increase of expenses of 6.5% - 7% (especially travel, food and lodging); and the increase of programs and activities to meet programming goals requested by states and grower leaders. You will notice that your Base Funding figure stayed the same as FY21 (\$12,500). This is due to the Base Funding Formula that takes into account a three-year average of corn production and net checkoff revenue.



Team Program Funding supports the grower-approved and managed programs of NCGA action teams managed by national staff and guided by annually reviewed business plans and objectives. Once a state has met its Base Funding Formula, it may then choose to select action teams or specific programs to support. State organizations enjoy the flexibility of funding team programs that are of most interest to the corn growers in their state. The Base Funding ask comes from the Louisiana portion of the Base Funding Formula; the Team Funding ask comes from past Louisiana investment levels, an analysis of your state priorities and NCGA programs.

FY2022 FUNDING REQUEST TO LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD:

| | |
|----------------------------------------|-----------------|
| Base Formula | \$12,500 |
| Aflatoxin Mitigation Ctr of Excellence | \$50,000 |
| <hr/> | |
| Total Request FY2022 | \$62,500 |



Charles Cannatella
Louisiana Soybean & Grain Research & Promotion Board

September 1, 2021

Dear Charles,

As we all head into the last quarter of the calendar year, I hope things are going well for you. After a year of seclusion and adaptation, it was nice to see many of you this summer for our membership meeting. Our hope is that we continue to see you in the coming months and keep the conversations going.

Our trade association has seen a lot of change throughout the past year. With many thanks to you, we have seen some new faces join our staff at the National Biodiesel Board to better serve your needs and the needs of our everchanging industry.

We were happy to announce two new staff members, Steve Dodge and Jeff Earl, to the state regulatory team and the opening of our new office in Massachusetts. Steve and Jeff are already starting to challenge and grow biodiesel and renewable diesel policy on the East Coast and Midwest, respectively. In 2021 we have already seen momentum build across the country as policies securing future demand for our industry moved forward in Washington, Rhode Island, Connecticut and New York. These new policies add to existing policies in California, Oregon, Minnesota, Iowa and Illinois, among others, already driving demand.

NBB also welcomed Director of Environmental Sciences, Matt Herman, and Director of Communications, Liz McCune, to the team, bringing vast knowledge and experience that will help us lay out sound scientific arguments for our fuels and reach new audiences.

As I look back on the past year and the challenges our industry faced, I am quickly reminded how critical it has been that we have remained together and speaking with one collective voice. With nearly two decades of experience at NBB, I should be used to the rollercoasters that come with any industry like ours. But I believe these challenges just make us stronger. Our industry must continue to run our plays from a common playbook if we want to be successful. That playbook has a solid strategy, built by a great team assembled here at NBB under the leadership of our Governing Board.

We currently find the industry ahead of our anticipated growth, working toward our vision. We knew 6 billion gallons by 2030 was possible, but the progress we see currently comes, in part, through the long-term partnerships forged throughout our industry and new entrants joining us at an increasing pace.

I want to take a moment to express my gratitude and applaud you. Applaud your loyalty, applaud your confidence in our ability to serve you. Thank you for standing by us in good times and in bad.

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To: Feedstock Producer Organizations
From: April Yaeger, CFO
Date: September 1, 2021
Re: FY 2022 Annual Dues

Thank you for your participation in the National Biodiesel Board. Your contribution and participation matters, and we are glad you are a member.

The National Biodiesel Board fiscal year 2021 end is approaching, and NBB's fall Membership Meeting is just around the corner. Attached is an invoice for FY 2022 annual dues. Please ensure dues are paid within 30 days after receipt of this invoice. Dues payment must be received to be eligible to participate in the voting process at the Membership Meeting November 15-17, 2021.

If you have questions or concerns, please contact Anne Klempke, Accounting Assistant, at aklempke@biodiesel.org, or 800-841-5849. I can be contacted at ayaeger@biodiesel.org.

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INVOICE

| | |
|--------------------------|----------|
| INVOICE DATE | 9/1/2021 |
| INVOICE NUMBER | 30150 |
| Amount Due: \$ 10,000.00 | Page 1 |

CUSTOMER

SHIP TO

Louisiana Soybean & Grain Research & Promotion Board
P.O. Box 95004
Baton Rouge, LA 70895

PLEASE DETACH AND RETURN THIS PORTION WITH YOUR REMITTANCE

| CUSTOMER ID | CUSTOMER PO# | ORDER DATE | SHIPPED VIA | | | FOB | |
|------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-------------|------------|----------|----------------|--|
| 00626 | | | | | | | |
| TERMS | | DUE DATE | IF PAID BY | DEDUCT | | SOLD BY | |
| | | 10/1/2021 | | \$ 0.00 | | | |
| ITEM # | DESCRIPTION | QTY | UNIT | UNIT PRICE | DISCOUNT | EXTENDED PRICE | |
| 42520 | FY 2022 Feedstock Producer Organization Voting Member Dues | 1.00 | | | | \$10,000.00 | |
| 42633 | Comment (October 1, 2021 - September 30, 2022) | | | | | | |
| | <p>****The money received for Membership Dues will not be used for Membership or Lobbying purposes, however, will be used for administrative and project expenses in accordance with the Act and the Order.</p> <p>Please make check payable to National Biodiesel Board. If you have any questions regarding this invoice, please contact Anne Klempe, Accounting Specialist, at (573) 635-3893. Thank you.</p> | | | | | | |
| SUBTOTAL | | | | | | \$10,000.00 | |
| SALES TAX | | | | | | \$0.00 | |
| TOTAL DUE | | | | | | \$10,000.00 | |

Working Together To Build Demand: FY2022 Request For Funding

The U.S. Grains Council works together in trade with partners, including the delegate body, members and global staff, to advance our mission of developing markets, enabling trade and improving lives. Farmer profitability is tied to demand – and new demand will be built with new customers, new market access and new uses. We are proud to work collaboratively with our partners in the corn industry like the Louisiana Soybean and Grain Research and Promotion Board. The Council's work is part of a bigger picture that contributes to your state economy. In 2018 grain trade contributed almost \$192,300,000 to Louisiana's economy. To continue and expand this progress in FY 2022, the USGC respectfully requests the Louisiana Soybean and Grain Research and Promotion Board increase its base funding to \$22,660

USGC works around the world and around the clock to build demand opportunities for U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS) and ethanol by showing up, promoting our products and building a network of customers.

Being nimble in addressing issues of the moment, identifying opportunities and bringing together stakeholders with diverse perspectives are all part of our work to fulfill our mission of developing markets, enabling trade and improving lives. Through a full-time presence in 13 key markets, representatives in an additional 15 locations and programs in more than 50 countries and the European Union, we are carrying out this work on your behalf.

A global network of professionals building worldwide demand and developing markets for U.S. grains and ethanol.



Demand Growth Lives Overseas

Consider this: more than 95 percent of the world's population lives outside the United States. More than 97 percent of the anticipated population growth over the next 35 years will take place outside of U.S. borders, much of it in Asia and Africa, where the Council has a strong presence. Future customers on six continents are being born today – which is why engagement to build market share is critical now.



Trade Policy + Market Development = Sales

Trade agreements alone, though, don't guarantee sales. Showing the value of U.S. origin and the U.S. export system and helping address local constraints to even bigger sales is the work of market development, conducted by organizations like the U.S. Grains Council and its member-partners. The Council's goal is to build new demand where it doesn't yet exist and grow demand in existing markets.

Some examples of what that work has looked like recently include:

Policy + Market Forces + Relationships = Sales: China Corn Purchases Surge

After the United States and China signed a Phase One trade deal in January 2020, corn sales to the globe's potentially largest market soared. China was the largest importer of U.S. corn in Marketing Year 2020/21 and is number one buyer for new crop sales so far as well. The Council believes that while Phase One opened the door for these sales to occur, supply and demand factors within China and careful cultivation of customers there point to ongoing purchases of corn. The Council has had an active presence in China since 1982, working with the local feed industry to build demand and relationships that are being renewed in this new era, with virtual customer visits organized by the Council's Beijing office in recent months, supplemented by in-person work on the ground.

Trade Servicing: Technical Troubleshooting With Mexican Beef Producers

Helping end-users troubleshoot technical issues or learn how to best use U.S. coarse grains and co-products is one part of the Council's work around the world. Mexico is traditionally the largest buyer of U.S. corn, responsible for almost one-third of exports in the last marketing year at nearly 14.5 million metric tons (570 million bushels). Within this market, the Council has worked extensively for decades with the beef feedlot sector to improve feed rations and feeding and management practices. In Mexico, the Council recently helped find an answer to why one of the largest beef producers in Latin America was seeing inconsistent test results on steam-flaked corn and, in the process, helped to maintain sales to this important customer. After we successfully administered a program in summer 2020 examining corn quality management in the company's feed mills, they asked us to address other issues in their feed milling operations related to starch analysis. Thanks to the technical work conducted with the company, they continued to purchase U.S. corn during a difficult import season, which otherwise might not have occurred.

Market Development: USGC Signs MOU On Storage Infrastructure With Key Egyptian Partner

Working with a leading local partner, the Council has developed a two-prong strategy to regain market share in Egypt, focusing on U.S. corn performance in the starch sector and improving local storage conditions. Egypt is the largest corn importer in North Africa, importing 10 million metric tons (393 million bushels) annually. However, in recent years, U.S. corn exports to Egypt have suffered from strong competition from the Black Sea and South American imports. Earlier this month, the Council signed a memorandum of understanding (MOU) with Cairo 3A to improve storage conditions for grain destined for the Egyptian feed and wet-milling industries, with an additional objective of stemming negative effects on downstream industries. USGC will be installing equipment in Cairo 3A grain warehouses designed to address specific constraints to storage that they are facing. The Council's technical assistance programs are expected to lead to a long-term commitment of purchasing U.S. corn. If successful, this will provide an anchor for U.S. corn in the Egyptian market.

20 F St. NW, Suite 900 ■ Washington, DC 20001

202-789-0789 ■ www.grains.org



Sorghum Feeding Trials in Kenya Prove Positive

Sorghum feeding trials in Kenya are well underway, and initial results have proven extremely positive in the eyes of Unga Holdings Limited, the largest feed miller in Kenya, which also is conducting the commercial trials. With the help of Dr. Mireille Arguelles-Ramos, who was recommended by USCP, and Heiko Koster, USGC consultant, the trial has proven successful when comparing the sorghum-based feed to feeds made with alternative local cereal grains. In a strict non-GM market, Kenya's annual 1 MMT cereal grain deficit could easily be filled by U.S. sorghum. With non-GM corn prices rising around the globe, this market could easily prove to be a premium market for U.S. sorghum producers, increasing basis values and providing extensive financial returns.

This trial has already started yielding results with feed millers in both Kenya and Tanzania seeking quotes for U.S. sorghum. The Council will conduct a national seminar to highlight the feeding trial results in a few months, which will allow us to engage in a larger marketing discussion with region grain importers on the availability and pricing of U.S. sorghum.

Sorghum Quality Report Back For Second Straight Year, Third Already Contracted

An important part of the Council's trade servicing work includes supplying importers with valuable, transparent and timely market information. Helping importers understand the quality and value of sorghum produced in the United States is critical to our success. For the second year in a row the Council has published the Sorghum Quality Report. This report was disseminated to all global markets to give an idea of the quality of this year's sorghum crop, with samples collected from Arkansas, Colorado, Kansas, Nebraska, Oklahoma, South Dakota, and Texas. Specifications measured included: grade factor measurements, tannin content, chemical composition (protein/starch/oil), kernel diameter, 1000-kernel weight, and kernel hardness.

The results showed an improvement from the MY 2019/2020 report, particularly regarding total damage, broken kernels, and foreign material. This was able to show international customers that not only is U.S. sorghum generally harvested with U.S. #1 quality, but also that the grain is tannin-free, a crucial aspect to marketing U.S. sorghum's advantage over other global origins.

The analysis conducted in the report involved many different players, including the Amarillo Grain Exchange and Texas A&M University. During the sample collection process, there was ample support from USCP, TGSP, and the Kansas Grain Sorghum Commission. This report is just one of the ways we communicate to our overseas customers the value and quality of U.S. origin sorghum.

Thank you!

As the Council looks to seize these challenges and aggressively pursue these opportunities, we need the robust engagement of our members. We are grateful for our longstanding partnership with Louisiana Soybean and Grain Research and Promotion Board in these efforts and look forward to continuing and enhancing these efforts in 2022 and beyond.



October 26, 2021

Dear Andy and the Louisiana Soybean and Grain Research and Promotion Board,

On behalf of the Board of Directors of the U.S. Grains Council, I am submitting the enclosed funding request for your consideration. Your previous investment in the U.S. Grains Council has helped increase demand for U.S. sorghum, corn, ethanol and co-products around the world – and increased profitability for farmers in Louisiana and around the country.

For fiscal year 2022, we request the Louisiana Soybean and Grain Research and Promotion Board increase its base funding to \$22,660.

The Council greatly appreciates your continued support of our programs through funding and via guidance provided through Advisory Team and Board participation.

If you have any questions about the proposal, please feel free to contact me.

Best,

A handwritten signature in dark ink, appearing to read 'Ryan LeGrand', is written over a light grey horizontal line.

Ryan LeGrand
President and CEO