

MINUTES

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

November 16, 2018
Baton Rouge, Louisiana

MEMBERS PRESENT: Charles Cannatella, Carlos Polotzola, Scott Wiggers, Dan Turner, Kim Frey, Damian Glaser, Garrett Marsh, and Dustin Morris

MEMBERS ABSENT: JK Bordelon, Thomas Ater, Glen Brown and Darrell Vandeven

OTHERS PRESENT: Kyle McCann, Kyle Coats, Bobby Skeen and Rogers Leonard

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 15th at 8 a.m. and ended at 11 a.m. on November 16th.

Kyle Coats with the Louisiana Radio Network (LN) then reviewed the communications activities of the past year and presented a soybean communications proposal to the Board for 2019. The proposal was to continue the weekly soybean informational series. News, get involved outreach, market information, research and production information would again be presented weekly. The Board would also use this to communicate on their activities and industry issues related to the soybean check off. The Board discussed the proposal and the need to be able to communicate to growers. LN has approximately 22 stations within their network that covers the soybean production regions of the state. The Board has used these communications activities as part of the get involved outreach program. The Board deferred action on funding until later in the meeting.

The Board next considered the minutes of the previous meeting.

ACTION NO. 1 A motion was made by Scott Wiggers seconded by Garret Marsh and carried, to approve the minutes of the previous meeting, January 16, 2018.

The various financial reports were next presented to the Board. The state financial audit for 2018 was reviewed. The LDAF year to date October 2018 collections report, the current cash position of the Board and the preliminary assessment income projections for the 2018 crop were each presented and discussed (attached).

ACTION NO. 2 A motion was made by Scott Wiggers seconded by Kim Frey and carried, to receive and file the FY 2018 audit and the other financial reports.

Next, the Board considered and discussed the proposed 2019 sorghum projects. The United Sorghum Check off Program (USCP) had communicated that the Board would receive \$6,398.87 in pass back funds that could be used for 2019 projects. USCP requested the Board establish their project funding for 2019 as soon as possible. The Board reviewed each

proposed sorghum project for 2019 and considered funding based on using the projected pass back and some reserve funds. The total amount of funding for 2019 was set at \$8,500 and the Board approved sorghum projects for 2019 in the attached list.

ACTION NO. 3 A motion was made by Carlos Polotzola, seconded and carried, that the Board fund sorghum projects in the amount of \$8,500 for 2019 with LSU and to submit and contract for these with the USCP.

The FFA the proficiency awards and sponsorship request were next considered. The FFA activities and awards program were briefly discussed.

ACTION NO. 4 A motion was made by Kim Frey, seconded by Scott Wiggers and carried, that the Board provide the same sponsorships as last year, 2 FFA Foundation proficiency awards one for soybeans for \$1,000 and one for corn for \$1,000.

The Board then considered the LN communications proposal of \$14,924 for 2019. The LN project has been very helpful in the get involved outreach program as well as to communicate about the research and activities sponsored by the Board. Some Board members expressed that they received more information and liked the email newsletter aspect of the project more than the radio portion. Some members indicated that they received the emails but did not listen to the radio reports. Board members asked that LN resubmit a proposal for the funding meeting with a cost of no more than \$10,000.

The ethics training and disclosure report requirements were then reviewed. The ethics training for each year can be done at anytime during the year online but must be completed by December 31, 2018. Board members were encouraged to save a hard copy or an electronic copy of the training certificate. Email reminders with links to the training site will be sent. The disclosure report reminders will come out in the spring regarding the Tier 2.1 reports.

The Board also briefly discussed representation and the activities of the US Grains Council (USGC), NCGA and the Mid-South Soybean Board (MSSB). The MSSB representative is Thomas Ater. The MSSB provided a list of recommended projects for 2019 funding at the next meeting. The Aflatoxin Mitigation Center of Excellence (AMCOE), administered by the National Corn Growers Association (NCGA), efforts regarding aflatoxin research were also discussed. Charles Cannatella is the representative of the Board at the AMCOE meetings.

The Board then considered a membership proposal to join and support the efforts of the National Biodiesel Board (NBB). This entity promotes the development and use of biodiesel through promotional and research activities. It originally solely focused on diesel made from soybean oil but now also includes other feed stocks. The growth in biodiesel use has been tremendous and has a significant impact on soybean oil use and impacts soybean prices. Most state soybean check off boards and the United Soybean Board financially support and are members of the NBB. A full voting membership with a seat on their Board requires a contribution of \$10,000.

ACTION NO. 5 A motion was made by Damian Glaser, seconded by Dan Turner and carried, that the Board financially support the development activities of the biodiesel industry and join the NBB and be a full member by providing \$10,000 for 2019 and to approve the necessary contracts with the state of Louisiana.

The Board then discussed some research issues. The Board discussed projects and commented on issues they felt should be addressed in 2019. The Board received the 2019 LSU AgCenter research proposals for their review. The LSU AgCenter personnel also expressed their willingness to assist with the Board's review and develop any projects of interest to the Board or have new projects presented at the funding meeting. Topics and related projects discussed by Board members included: refuge varieties for corn, conventional corn (non BT Corn), the project in the sugar cane region (Orgeron), irrigation related projects and pig control projects (MSSB).

A requested resolution by the Office of State Procurement was discussed. The resolution would provide OSP with the name(s) of Board members that are authorized to sign contracts on behalf of the Board

ACTION NO. 6 A motion was made by Dan Turner, seconded by Kim Frey and carried, that Charles Cannatella, Chairman, be authorized to sign all contracts and provide the necessary resolution to the OSP.

The Board discussed and considered accounting and administrative services.

ACTION NO. 7 A motion was made by Garret Marsh, seconded by Dan Turner and carried, that the Board contract with Kyle McCann for 2019 accounting services for \$5,000. The Board also agreed to pay Kyle McCann \$2,000 and Jessica Lange \$590 for administrative services performed during 2018.

The Board then discussed the next meeting date and agreed to meet on January 16, 2019, at the Dewitt Livestock Center, on the LSUA campus near Alexandria, Louisiana. If LSA conducts an annual meeting, the meeting would be held in conjunction as in the past.

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 October 31, 2018

	SOYBEAN		WHEAT	
	Month	YTD	Month	YTD
Assessments	\$791,938.68	\$931,615.95	\$1.09	\$1,283.12
Less 3% Due LDAF	\$4,723.09	\$8,913.41		\$38.46
Net Assessments	\$787,215.59	\$922,702.54	\$1.09	\$1,243.57
Late Fees Received				
Subtotal	\$787,215.59	\$922,702.54		
Less:				
Refunds				
Misc. Expenses				
Board Transfers	\$787,215.59	\$922,702.54	\$1.09	\$1,243.57

	CORN		SOYBEAN BUSHELS ASSESSED	
	Month	YTD	Month	YTD
Assessments	\$81,872.27	\$183,476.46	16,915,441.42	19,801,628.15
Less 3% Due LDAF		\$3,048.13	Qtr Ending 12/31	
Net Assessments	\$81,872.27	\$180,428.33		
Less:				
Refunds				
Misc. Expenses				
Board Transfers	\$81,872.27	\$180,428.33		

**LOUISIANA SOYBEAN & GRAIN RESEARCH & PROMOTION BOARD
CURRENT CASH POSITION - WORKSHEET - 11/13/2018**

	<u>SOYBEAN</u>	<u>WHEAT/CORN</u>	<u>SORGHUM</u>	<u>TOTAL</u>
CURRENT ASSETS				
CASH in MM	\$3,104,933.70	\$685,307.53	\$22,549.01	\$3,812,790.24
Investment Account	\$204,747.41			\$204,747.41
Operating Acct.	\$4,657.73			\$4,657.73
TOTAL	<u>\$3,314,338.84</u>	<u>\$685,307.53</u>	<u>\$22,549.01</u>	<u>\$4,022,195.38</u>
Account Receivables				
LDAF October Collections	\$787,215.59	\$81,873.36		\$869,088.95
USCP 2018			1,922.70	\$1,922.70
TOTAL	<u>\$4,101,554.43</u>	<u>\$767,180.89</u>	<u>\$24,471.71</u>	<u>\$4,893,207.03</u>
ENCUMBRANCES				
USB 2nd Qtr	\$393,607.80			\$393,607.80
*Accounting 2018	\$2,210.00	\$290.00		\$2,500.00
*Audit 2019	\$3,712.80	\$487.20		\$4,200.00
LN Radio 18	\$12,628.00			\$12,628.00
NCGA/AMCOE 18		\$85,000.00		\$85,000.00
LSU AgCtr 18	\$763,729.50	\$152,041.50	\$8,631.00	\$924,402.00
TOTAL	<u>\$1,175,888.10</u>	<u>\$237,818.70</u>	<u>\$8,631.00</u>	<u>\$1,422,337.80</u>
Reimbursement				
** Sorghum 18		\$8,631.00	(\$8,631.00)	
UNDESIGNATED FUNDS				
	<u>\$2,925,666.34</u>	<u>\$537,993.19</u>	<u>\$7,209.71</u>	<u>\$3,470,869.24</u>

*** General Expenses are split based on gross income 88.4% Soybean and 11.6% Wheat/Corn.**

**** Wheat/Corn (Grain account) will be reimbursed by Sorghum for payment of 2018 research projects with LSUAGCT**

2018 ASSESSMENT INCOME ESTIMATES - 11/13/2018

		<u>CORN</u>	<u>WHEAT</u>	<u>NEW SORGHUM</u>	<u>OLD SYSTEM SORGHUM</u>
HARVESTED ACRES		450,000	10,000		7,000
AVERAGE YIELD		170	46		95
TOTAL PRODUCTION		76,500,000	460,000		665,000
SLIPAGE %	5	3,825,000	23,000		33,250
TOTAL COLLECTIONS BU.		72,675,000	437,000		631,750
GROSS COLLECTIONS		\$363,375.00	\$2,185.00		\$3,158.75
REFUNDS					
Percent		0.10	0.10		0.10
TOTAL		363.38	2.19	25% pass back	3.16
COLLECTION COST		4,572.53	639.67		
NET COLLECTIONS		\$358,439.10	\$1,543.15	\$6,398.87	\$3,155.59
TOTAL: WHEAT AND CORN			\$359,982.24		

SOYBEANS

HARVESTED ACRES		1,310,000			
AVERAGE YIELD		50			
TOTAL PRODUCTION		65,500,000			
SLIPAGE %	5	3,275,000			
TOTAL COLLECTIONS BU.		62,225,000			
PRICE EST.		\$8.75	\$9.00	\$9.19	\$9.25
GROSS COLLECTIONS		\$2,722,343.75	\$2,800,125.00	\$2,859,238.75	\$2,877,906.25
COLLECTION COST		6,787.80	6,787.80	6,787.80	6,787.80
TOTAL COLLECTIONS		\$2,715,555.95	\$2,793,337.20	\$2,852,450.95	\$2,871,118.45
U.S.B. REMITTANCE		\$1,357,777.98	\$1,396,668.60	\$1,426,225.48	\$1,435,559.23
NET COLLECTIONS FOR SOYBEANS		\$1,357,777.98	\$1,396,668.60	\$1,426,225.48	\$1,435,559.23

