

MINUTES

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

November 17, 2017
Baton Rouge, Louisiana

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

MEMBERS ABSENT: JK Bordelon and Thomas Ater

OTHERS PRESENT: Kyle McCann, Kyle Coats, Don Molino, State FFA Officers and Rogers Leonard

Chairman Cannatella called the meeting to order. The Board conducted the business meeting after all research project reports were presented. The Board then considered the minutes of the previous meeting.

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

The Board next considered the ratification of an action to support the NASDA meeting and provide \$2,000. The Board agreed via email to help partially sponsor the NASDA annual meeting held in New Orleans.

ACTION NO. 2 A motion was made by Scott Wiggers, seconded and carried, to approve and ratify the action to provide a sponsorship of \$2,000 to the 2017 Annual meeting of NASDA.

Next, 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. 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. The Board has used these communications activities as part of the get involved outreach program. LN is the sole Ag radio network in the state. The Board deferred action on funding until later in the meeting.

Next members of the Louisiana FFA Foundation addressed the Board on their activities and the sponsorship the Board has provided in the past. After reviewing the proficiency awards and sponsorship opportunities, they asked if the Board would consider funding another award. The representatives also discussed their activities and outreach they were involved with in FFA. The Board deferred action on funding until later in the meeting.

The Board then considered the various financial reports. The state financial audit for 2017 was reviewed. The LDAF year to date October collections report was also presented. The current cash position of the Board and the preliminary assessment income projections for the 2017 crop were each reviewed (attached).

The Board next considered the proposal to provide a sponsorship of \$5,000 in support of the Tri-State Soybean Forum. This meeting has rotated between Arkansas, Mississippi and Louisiana for decades. The United Soybean Board was providing some funding in the past but state boards now have to sponsor. Last year the Arkansas soybean board helped sponsor the meeting when held in their state.

ACTION NO. 3 A motion was made by Carlos Polotzola, seconded and carried, that the Board help sponsor the Tri-State Soybean forum in the amount of \$5,000 and enter into and approve any necessary agreements.

ACTION NO. 4 A motion was made by Darrell Vandeven, seconded and carried, that the Board provide sponsorship for 2 FFA Foundation proficiency awards one for soybeans for \$1,000 and one for corn for \$1,000.

The Board then considered and discussed the proposed 2018 sorghum projects. The USCP had communicated that the Board would receive \$9,603.51 in pass back funds that could be used for projects and had requested the Board establish their project funding for 2018 as soon as possible. The Board reviewed each sorghum project and considered funding them at one half (\$19,512) of the requested amount for 2018. Some reserve funds would be utilized to fund the 2018 projects. Dr. Leonard indicated that to help the Board through this transition that additional funds may be able to be cut from project requests. The amount of funding was agreed to and the approved project list is attached.

ACTION NO. 5 A motion was made by Carlos Polotzola, seconded and carried, that the Board fund sorghum projects in the amount of \$17,262 for 2018 with LSU and to submit these to the USCP.

The Board then discussed the get involved outreach program and the need to nominate individuals to serve on the USB at the next meeting. Ray Schexnayder's term will be up in 2018 and the Board will need to nominate individuals at the January meeting or hold a special meeting in the spring. In addition to the communications about this issue, Board members were encouraged to consider serving on USB or to reach out to other soybean growers and find individuals interested in serving. Organizations that nominate to the state soybean board were also going to be contacted to announce the nominations and help with outreach. The Board agreed to conduct USB nominations at the next meeting in January.

The Board then considered the LN communications proposal. The communications would be very helpful in the get involved outreach program as well as to communicate about the research and activities sponsored by the Board.

ACTION NO. 6 A motion was made by Garrett Marsh, seconded and carried, that the Board contract with LN to conduct the proposed program for 2018 with a total funding allocation the same as last year of \$14,924.

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 will provide a list of recommended projects for

2018 funding at the next meeting. The Aflatoxin Mitigation Center of Excellence (AMCOE), administered by the National Corn Growers Association (NCGA), efforts regarding aflatoxin research was also discussed. The Board discussed the work conducted. Charles Cannatella is the representative of the Board at the AMCOE meetings and updated the Board on activities and recommended maintaining the current level of funding for the coming year.

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. The disclosure report reminders will come out in the spring regarding the Tier 2.1 reports.

The Board then discussed some research issues. The Board discussed projects and commented on issues they felt should be addressed in 2018. The Board had received the 2018 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 included: stubble burning issue related to P and K, yield effects, residue and weed seed; future replacement of researchers; cover crops; and fertility work on fall/spring.

The Board next considered banking operations. The Board needed to consider electronic online banking services so that it could address the need to be able to transfer funds to the United Soybean Board (USB) using Automated Clearing House (ACH). ACH is an electronic network for financial transactions in the United States. Banks are getting away from the wire transfers. The Board agreed to update their banking procedures and obtain electronic banking services from Capital One Bank. Staff, Kyle McCann, would be authorized to prepare transactions, provide information and view accounts. Any transfers would still require authorization from Board officers.

ACTION NO. 7 A motion was made by Darrell Vandeven, seconded and carried, that the Board establish electronic and online banking services for accounts with Capital One Bank.

The Board discussed and considered accounting and administrative services.

ACTION NO. 8 A motion was made by Darrell Vandeven, seconded and carried, that the Board contract with Kyle McCann for 2018 accounting services for \$5,000. The Board also agreed to pay Kyle McCann \$2,000 and Jessica Lange \$590 for administrative services performed during 2017.

The Board then discussed the next meeting date and agreed to meet on January 16, 2018, at LSUA in 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, 2017

	SOYBEAN		WHEAT	
	Month	YTD	Month	YTD
Assessments	\$1,041,525.02	\$1,221,130.17	\$0.00	\$1,176.69
Less 3% Due LDAF	\$4,892.19	\$6,681.97	\$0.00	\$35.30
Net Assessments	\$1,036,632.83	\$1,214,448.20	\$0.00	\$1,141.39
Late Fees Received		\$0.00		
Subtotal	\$1,036,632.83	\$1,214,448.20		
Less:				
Refunds				
Misc. Expenses				
Board Transfers	\$1,036,632.83	\$1,214,448.20	\$0.00	\$1,141.39
	CORN		SOYBEAN BUSHEL ASSESSED	
	Month	YTD	Month	YTD
Assessments	\$63,288.95	\$176,091.04	21,760,449.52	25,352,584.28
Less 3% Due LDAF	\$1,898.67	\$5,282.73	Qtr Ending 12/31	
Net Assessments	\$61,390.28	\$170,808.31		
Less:				
Refunds				
Misc. Expenses				
Board Transfers	\$61,390.28	\$170,808.31		

LA SOYBEAN PROMOTION BOARD INCOME STATEMENT

October 2017

	Oct 17	Jul - Oct 17
Ordinary Income/Expense		
Income		
SOYBEAN ASSESSMENTS	1,041,525.02	1,221,130.17
CORN ASSESSMENTS	63,288.95	176,091.04
WHEAT ASSESSMENTS	0.00	1,176.69
Total Income	<u>1,104,813.97</u>	<u>1,398,397.90</u>
Gross Profit	1,104,813.97	1,398,397.90
Expense		
PAID TO BOARD		
PD TO SOYBEAN & GRAIN PROMO...	1,098,023.11	1,386,397.90
Total PAID TO BOARD	1,098,023.11	1,386,397.90
PAID TO LDAF		
PD TO LDAF-SOYBEAN & GRAIN	6,790.86	12,000.00
Total PAID TO LDAF	<u>6,790.86</u>	<u>12,000.00</u>
Total Expense	<u>1,104,813.97</u>	<u>1,398,397.90</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>

**LOUISIANA SOYBEAN & GRAIN RESEARCH & PROMOTION BOARD
CURRENT CASH POSITION - WORKSHEET - 11/15/2017**

	<u>SOYBEAN</u>	<u>WHEAT/CORN</u>	<u>SORGHUM</u>	<u>TOTAL</u>
CURRENT ASSETS				
CASH in MM	\$3,244,100.53	\$624,474.29	\$37,816.62	\$3,906,391.44
Investment Account	\$204,440.52			\$204,440.52
Operating Acct.	\$1,158.82			\$1,158.82
TOTAL	<u>\$3,449,699.87</u>	<u>\$624,474.29</u>	<u>\$37,816.62</u>	<u>\$4,111,990.78</u>
Account Receivables				
USCP 2017			\$5,453.34	\$5,453.34
TOTAL	<u>\$3,449,699.87</u>	<u>\$624,474.29</u>	<u>\$43,269.96</u>	<u>\$4,117,444.12</u>
ENCUMBRANCES				
USB (1st Qtr)	\$88,907.69			\$88,907.69
*Accounting 2017	\$1,744.00	\$256.00		\$2,000.00
*Audit 2018	\$3,662.40	\$537.60		\$4,200.00
LN Radio 17	\$4,889.00			\$4,889.00
LSU AgCtr 17	\$707,900.00	\$128,259.50	\$14,159.00	\$850,318.50
TOTAL	<u>\$807,103.09</u>	<u>\$129,053.10</u>	<u>\$14,159.00</u>	<u>\$950,315.19</u>
Reimbursement				
** Sorghum 17		\$14,159.00	(\$14,159.00)	
UNDESIGNATED FUNDS	<u>\$2,642,596.78</u>	<u>\$509,580.19</u>	<u>\$14,951.96</u>	<u>\$3,167,128.93</u>

** General Expenses are split based on gross income 87.2% Soybean and 12.8% Wheat/Corn.*

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

2017 ASSESSMENT INCOME ESTIMATES - 11/17/17

	CORN	WHEAT	NEW SORGHUM	OLD SYSTEM SORGHUM
HARVESTED ACRES	490,000	20,000		13,000
AVERAGE YIELD	183	50		90
TOTAL PRODUCTION	89,670,000	1,000,000		1,170,000
SLIPAGE %	5	4,483,500	50,000	58,500
TOTAL COLLECTIONS BU.	85,186,500	950,000		1,111,500
GROSS COLLECTIONS	\$425,932.50	\$4,750.00		\$5,557.50
REFUNDS				
Percent	0.10	0.10		0.10
TOTAL	425.93	4.75	25% pass back	5.56
COLLECTION COST	4,572.53	639.67		
NET COLLECTIONS	\$420,934.04	\$4,105.58	\$9,603.51	\$5,551.94
TOTAL: WHEAT AND CORN		\$425,039.62		

SOYBEANS

HARVESTED ACRES	1,240,000			
AVERAGE YIELD	54			
TOTAL PRODUCTION	66,960,000			
SLIPAGE %	5	3,348,000		
TOTAL COLLECTIONS BU.	63,612,000			
PRICE EST.	\$9.00	\$9.50	\$9.75	\$10.00
	206			
GROSS COLLECTIONS	\$2,862,540.00	\$3,021,570.00	\$3,101,085.00	\$3,180,600.00
COLLECTION COST	6,787.80	6,787.80	6,787.80	6,787.80
TOTAL COLLECTIONS	\$2,855,752.20	\$3,014,782.20	\$3,094,297.20	\$3,173,812.20
U.S.B. REMITTANCE	\$1,427,876.10	\$1,507,391.10	\$1,547,148.60	\$1,586,906.10
NET COLLECTIONS FOR SOYBEANS	\$1,427,876.10	\$1,507,391.10	\$1,547,148.60	\$1,586,906.10

2018 SORGHUM FUNDING REQUESTS				
	Page	Grain Sorghum 2017 Funded	Grain Sorghum 2018 Request	Grain Sorghum 2018 Funded
CONTINUING PROPOSALS				
Communications				
Louisiana Soybean & Grain Research and Promotion Board Report Gould, Frankie	125	500	1,000	500
Entomology				
Explore Resistant/Tolerant Varieties for Managing Sugarcane Aphid in LA Sorghum Huang, Fangneng	105	10,000	10,000	5,000
SPSS				
Soil Test Recommendation Comparison of Four Laboratories in the Mid-South Bush, Ed	12	0	4,500	0
Dean Lee Research Station				
Weed Management Strategies for Louisiana Feed Grain Crops Stephenson, Daniel	92	3,000	3,000	1,500
Macon Ridge Research Station				
Refining Soybean, Corn and Grain Sorghum Insect IPM Strategies (consolidated projects) Brown, Sebe (Kerns) Final Report		3,450	0	
Managing Diseases LA Grain Sorghum Price, Trey Final Report		8,868	0	
Northeast Research Station				
Evaluating Pre and Post-Harvest Field Mgt Strategies in Corn, Grain Sorghum & Soybean Copes, Josh	64	2,500	2,500	1,250
Continuing Projects Totals		28,318	21,000	8,250
NEW PROPOSALS				
Ag Economics & Agribusiness				
Economic Analysis of Farm Programs and Commodity Costs and Returns for Soybean and Grain Production in Louisiana Deliberto, Michael	149		2,524	1,262
SPSS				
The Effect of Moisture Content on Harvest Weed Seed Control in Various Cropping Systems in Louisiana Lazaro, Lauren	197	0	3,000	1,500
Macon Ridge Research Station				
Enhancing Grain Sorghum Insect Pest Mgt Strategies for Louisiana Brown, Sebe	182		1,000	500
Managing Foliar Diseases and Head Blights of Grain Sorghum Price, Trey	169		11,500	5,750
Sorghum 2017 Proposal Funding		28,318		
Sorghum 2018 New Proposal Requests			18,024	9,012
Sorghum 2018 Total Proposal Requests			39,024	
Sorghum 2018 Proposal Funding				17,262
Soybean & Grain 2018 / Sorghum Sheet - 2018 Funded.xls				