

# MINUTES

## LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

November 21, 2019  
Baton Rouge, Louisiana

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

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

**OTHERS PRESENT:** Kyle McCann, Rogers Leonard, Andy Brown, Mike Salassi, and Kyle Coates

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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 20<sup>th</sup> at 8 a.m. and ended at 11 a.m. on November 21<sup>th</sup>. A lunch was held on November 20<sup>th</sup> for the Board and researchers. A roster of attendees is attached.

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 2020. 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 Garret Marsh seconded by Kim Frey and carried, to approve the minutes of the previous meeting, April, 10 2019.

Kyle McCann then presented the various financial reports to the Board. The state financial audit for 2019 was reviewed and McCann gave an overview of the auditor selection process as mandated by state law. The LDAF year to date October 2019 collections report, the current cash position of the Board and the preliminary assessment income projections for the 2019 crop were each presented and discussed (attached).

**ACTION NO. 2** A motion was made by Carlos Polotzola seconded by Scott Wiggers and carried, to receive and file the FY 2019 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 \$1,050 in pass back funds that could be used for 2020 projects. Andy Brown explained this is a 25% "pass back" from a total of \$4,200 sorghum checkoff dollars assessed in Louisiana. The Board reviewed each proposed sorghum project for 2020 and considered funding based on using the projected pass back and some reserve funds. The total amount of funding for 2020 was discussed and board members suggested limiting funding to a total of \$3,500 to maintain a small reserve.

**ACTION NO. 3** A motion was made by Carlos Polotzola, seconded by Dan Turner and carried, that the Board fund sorghum projects in the amount of \$3,500 for 2020 with LSU with each of the 7 projects requested receiving \$500. These projects should be submitted and contracted with the USCP.

The Board then considered the LN communications proposal of \$9,672 for 2020. 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 how they find value in the program. It was noted that over 100,000 impressions is a much larger impact than other promotional programs have provided them in the past. Board members noted that LN had requested the same amount for 2020 that was submitted in 2019 at the boards' request for a proposal for the funding meeting with a cost of no more than \$10,000.

**ACTION NO. 4** A motion was made by Carlos Polotzola, seconded by Kim and carried, that the Board provide the same funding for LN as last year, at \$9,672, for 2020.

The Board then discussed some research issues. The Board discussed projects and commented on issues they felt should be addressed in 2020. The Board received the 2020 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: efficacy of P and K fertilizer mediums, crop insurance reviews, projects relating to limiting input costs, and others. Chairman Cannatella encouraged members to not wait until the January funding meeting to reach out to LSU Leadership for project ideas.

Chairman Cannatella then discussed availability of LSU personnel and facilities for the January meeting. After discussion, it was tentatively scheduled that the funding meeting for the LSGRP would be held at the Dewitt Livestock Building in at LSU's Alexandria Dean Lee Station on **January 15, 2019 beginning at 8:00 am.**

The FFA the proficiency awards and sponsorship request were next considered. The FFA activities and awards program were briefly discussed, and it was noted that some Louisiana students had placed nationally in multiple events and even took home 1<sup>st</sup> place in one event.

**ACTION NO. 5** A motion was made by Carlos Polotzola, 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 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, particularly in heating of large US cities, 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. McCann noted that California's mandates on renewable energy have driven demand for Louisiana produced Biofuels. Brown read some statistics from NBB on the value that biodiesel provides the La. Soy producer. A full voting membership with a seat on their Board requires a contribution of \$10,000.

**ACTION NO. 6** A motion was made by Damian Glaser, seconded by Garret Marsh 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 2020.

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, who will not be returning to the board in 2020. Charles Cannatella asked members to consider serving once Ater's term had ended. 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 and stated he would attend their meetings at the 2020 Commodity Classic. AMCOE Contributions were discussed, and with potential reduced overall LSGRPB budget, the Board recommended budgeting in January at a lower contribution to AMCOE at \$60,000 tentatively. Final funding decisions would be set at the January meeting.

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, 2019. 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. 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. McCann reminded members that in 2020, if they are not reappointed to the board, they'd still be required to complete a training for any time served on the board in that calendar year.

Kyle McCann then discussed preliminary findings of the USB Compliance Audit. The report had not been finalized, but they will be distributed upon USB approval. McCann cautioned the board that another audit would likely come with his retirement from the Executive Director position, per USB protocol. McCann announced there were no findings, giving LSGRPB a "clean" audit report; with only suggested measures for improvement. Some of the discussed suggestions included: Need for written policies and procedures, more detailed collections reports from LDAF rather than just "net" figures, and separation of duties. The Board will review these findings further at a future meeting, but would consider them when filling the vacancy of Exec. Director.

Kyle McCann continued by reminding the board this would be his last meeting as Exec. Dir. Of the LSGRPB, due to his promotion within La. Farm Bureau. McCann introduced Andy Brown as his successor with LFBF and gave the history of this position's role administratively with LSGRPB. Cannatella then recommended to the board to consider Brown for this role, as well as continue the Board's history of contracting the Exec. Dir. to provide administrative

accounting services.

**ACTION NO. 7** A motion was made by Garrett Marsh, seconded by Carlos Polotzola and carried to appoint Andy Brown as the Executive Director of the LSGRPB beginning in 2020 upon the resignation of current director Kyle McCann, including accounting services contracted at \$5,000.

**ACTION NO. 8** A motion was made by Carlos Polotzola, seconded by Damien Glaser and carried to add Andy Brown as an administrator for LSGRPB bank accounts giving him viewing access to prepare and review Board financial statements.

**ACTION NO. 9** A motion was made by Carlos Polotzola, seconded by Garret Marsh and carried, that the Board award Kyle McCann \$2,000 and Jessica Lange \$590 for administrative services performed in 2019.

Kyle McCann then discussed suggested changes for efficiencies to banking and other accounting and administrative services. First, McCann reviewed the history of the soybean "investment account" and its original purpose. With current interest rates and lack of activity with that account, McCann suggested moving those funds into the soybean money market account and closing the investment account to streamline accounting. McCann also discussed previous suggested changes to the sorghum account from audit reports. Currently, the sorghum account does not have the ability to make timely payments with no checkbook. McCann has historically has paid sorghum contracts from the corn account and reimbursed the corn account with sorghum dollars. Acquiring a checkbook for the sorghum account would clean that up and make a suggested procedural correction of past audits.

**ACTION NO. 10** A motion was made by Dan Turner, seconded by Carlos Polotzola and carried, that the Board move soybean dollars from the "investment account" into the money market account and close the "investment account". Also, to obtain a checkbook for the sorghum account.

Kyle McCann then thanked the board for the work they do and described his enjoyment of 30+ years of service as Executive Director. The Board thanked McCann for all the hours he spent and a job well done. Andy Brown shared his background and experiences with the group and thanked the Board and McCann for their faith in his ability to continue a history of excellence from the position and the Board.

Rogers Leonard was then asked to update the board on the LSU Soybean Specialist search. Leonard said a great candidate had been identified and had been offered the position. Leonard and Salassi would be negotiating with the young man in coming days and hoped to have him start after the first of the year. The Board shared their pleasure in this news.

There being no other business the meeting was adjourned.

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Charles Cannatella,  
Chairman

# **AGENDA**

## **LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD**

**November 22, 2019**

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- I. CALL TO ORDER**
- II. MINUTES OF PREVIOUS MEETING**
- III. FINANCIAL REPORTS:**
  - Audit
  - LDAF Collections Report
  - Cash Statement
  - Preliminary Assessment Projections
- V. BOARD DISCUSSION:**
  - Research and Funding Priorities
  - Research Proposals for 2020
  - Louisiana FFA Foundation
  - Louisiana Radio Network (LN) Report & Proposal – Kyle Coats and Don Molino
  - National Biodiesel Board – Membership
  - Selection and Funding of Grain Sorghum Projects for 2020
  - USDA/USB outreach and recruiting
  - Organizational Funding & Representation (USGC, NCGA, MSSB, AMOCE)
  - Ethics Training and Disclosure Reminder
  - Accounting/Administrative Services
- VI. FUNDING MEETING DATE:**
- VII. OTHER BUSINESS**
- VIII. ADJOURN**

# MINUTES

## LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

April 10, 2019

Johnnie Mae's Restaurant  
Vidalia, Louisiana

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**MEMBERS PRESENT:** JK Bordelon, Charles Cannatella, Glen Brown, Darrell Vandeven, Thomas Ater, Garrett Marsh, Dustin Morris and Damian Glaser

**MEMBERS ABSENT:** Dan Turner, Scott Wiggers, Kim Frey and Carlos Polotzola,

**OTHERS PRESENT:** Kyle McCann

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Chairman Cannatella called the meeting to order and reviewed the agenda. The minutes of the previous meeting were reviewed.

**ACTION NO. 1** A motion was made by JK Bordelon, seconded by Glenn Brown and carried, to approve the minutes of the previous meeting of January 16, 2019.

The Board then considered nominations to the United Soybean Board (USB). Kyle McCann reviewed the qualifications necessary for someone to serve on the USB. He also reviewed the nomination process. The USB meetings and activities were also discussed. Two individuals expressed interest in serving, Charles Cannatella and Kyle Dill.

The Board next considered the nominees.

**ACTION NO. 2** A motion was made by Damian Glaser, seconded by Garrett Marsh and carried, to nominate Charles Cannatella and Kyle Dill to the USDA to serve on the USB.

**ACTION NO. 3** A motion was made by Glenn Brown, seconded by Damian Glaser and carried, to prioritize the nominees with Charles Cannatella as the preferred nominee (Charles Cannatella #1, Kyle Dill #2).

The Board then discussed allocating residual funds of the LSU AgCenter towards research projects. There were four options that the LSU Agcenter asked the Board to consider and offer a recommendation on the allocation of the residual funds. Dr. Rogers Leonard with the LSU AgCenter had sent a brief description of the projects.

**ACTION NO. 4** A motion was made by Glenn Brown, seconded by Dustin Morris and carried, to recommend the residual funding be allocated to two projects; 1) Plant Pathology to support expanded efforts on nematode research, 2) AgEconomics and Agribusiness addressing risk management, crop insurance research and farm bill education.

The Board was then updated on staffing changes. Kyle McCann will start serving as the Assistant to the President of the Louisiana Farm Bureau Federation (LFBF) on May 1<sup>st</sup>. Andy Brown has been hired by LFBF and as part of his assignment will be working soybean issues and staffing the Board. This transition will take place through the end of the calendar year. Mr. McCann expressed his thanks to the Board and willingness to assist them in any way.

There being no other business the meeting was adjourned.

  
\_\_\_\_\_  
Chairman

\_\_\_\_\_  
Date

LOUISIANA SOYBEAN AND GRAIN RESEARCH AND PROMOTION BOARD

ASSESSMENTS, REFUNDS & TRANSFERS BY COMMODITY

FOR THE PERIOD ENDING OCTOBER 2019

	SOYBEAN		WHEAT	
	Month	YTD	Month	YTD
Assessments	\$268,883.87	\$342,756.73	\$0.00	\$1,723.47
Less 3% Due LDAF	\$5,295.92	\$7,512.10	\$0.00	\$35.30
Net Assessments	\$263,587.95	\$335,244.63	\$0.00	\$1,688.17
Late Fees Received	\$0.00	\$0.00	\$0.00	\$0.00
Late Fees Refunded	\$0.00	\$0.00	\$0.00	\$0.00
Subtotal	\$263,587.95	\$335,244.63	\$0.00	\$1,688.17
Less:				
Refunds	\$0.00	\$0.00	\$0.00	\$0.00
Misc. Expenses	\$0.00	\$0.00	\$0.00	\$0.00
Board Transfers	\$263,587.95	\$335,244.63	\$0.00	\$1,688.17
Due to Board				
	CORN		SOYBEAN BUSHEL ASSESSED	
	Month	YTD	Month	YTD
Assessments	\$104,133.83	\$183,356.34	6,290,256.54	8,212,169.99
Less 3% Due LDAF	\$2,059.52	\$4,452.60	<b>Qtr Ending 12/31</b>	
Net Assessments	\$102,074.31	\$178,903.74	6,290,256.54	
Less:				
Refunds				
Misc. Expenses	\$0.00	\$0.00		
Board Transfers	\$102,074.31	\$178,903.74		



**LOUISIANA SOYBEAN & GRAIN RESEARCH & PROMOTION BOARD  
CURRENT CASH POSITION - WORKSHEET - 11/20/2019**

	<u>SOYBEAN</u>	<u>WHEAT/CORN</u>	<u>SORGHUM</u>	<u>TOTAL</u>
<b>CURRENT ASSETS</b>				
CASH in MM	\$3,124,656.54	\$712,309.68	\$12,041.13	\$3,849,007.35
Investment Account	\$205,115.15			\$205,115.15
Operating Acct.	\$13,751.24			\$13,751.24
<b>TOTAL</b>	<u>\$3,343,522.93</u>	<u>\$712,309.68</u>	<u>\$12,041.13</u>	<u>\$4,067,873.74</u>
<b>Account Receivables</b>				
USCP 2019			1,279.77	\$1,279.77
<b>TOTAL</b>	<u>\$3,343,522.93</u>	<u>\$712,309.68</u>	<u>\$13,320.90</u>	<u>\$4,069,153.51</u>
<b>ENCUMBRANCES</b>				
USB 2nd Qtr	\$131,793.98			\$131,793.98
*Accounting 2019	\$2,205.00	\$295.00		\$2,500.00
LN 2019	\$5,766.00			\$5,766.00
NCGA/AMCOE 2019		\$42,500.00		\$42,500.00
LSU AGCTR 2019	\$623,136.00	\$115,106.00	\$ 4,250.00	\$ 742,492.00
<b>TOTAL</b>	<u>\$762,900.98</u>	<u>\$157,901.00</u>	<u>\$4,250.00</u>	<u>\$925,051.98</u>
<b>Reimbursement</b>				
** Sorghum 19		\$4,250.00	(\$4,250.00)	
<b>UNDESIGNATED FUNDS</b>	<u>\$2,580,621.96</u>	<u>\$558,658.68</u>	<u>\$4,820.90</u>	<u>\$3,144,101.54</u>

**\* General Expenses are split based on gross income 88.2% Soybean and 11.8% Wheat/Corn.**

**\*\* Wheat/Corn (Grain account) will be reimbursed by Sorghum for payment of 2019 research projects with LSUAGCT**

**2019 ASSESSMENT INCOME ESTIMATES - 11/19/2019**

		<b>CORN</b>	<b>WHEAT</b>	<b>NEW SORGHUM</b>	<b>OLD SYSTEM SORGHUM</b>
HARVESTED ACRES		550,000	15,000		6,000
AVERAGE YIELD		170	46		95
TOTAL PRODUCTION		93,500,000	690,000		570,000
SLIPAGE %	5	4,675,000	34,500		28,500
TOTAL COLLECTIONS BU.		88,825,000	655,500		541,500
GROSS COLLECTIONS		\$444,125.00	\$3,277.50		\$2,707.50
REFUNDS					
Percent		0.10	0.10		0.10
TOTAL		444.13	3.28	25% pass back	2.71
COLLECTION COST		4,572.53	639.67		
NET COLLECTIONS		<b>\$439,108.35</b>	<b>\$2,634.55</b>	<b>\$1,050.00</b>	<b>\$2,704.79</b>
<b>TOTAL: WHEAT AND CORN</b>		<b>\$441,742.90</b>			

**SOYBEANS**

HARVESTED ACRES		860,000			
AVERAGE YIELD		48			
TOTAL PRODUCTION		41,280,000			
SLIPAGE %	5	2,064,000			
TOTAL COLLECTIONS BU.		39,216,000			
PRICE EST.		<b>\$8.00</b>	<b>\$8.25</b>	<b>\$8.50</b>	<b>\$9.00</b>
GROSS COLLECTIONS		\$1,568,640.00	\$1,617,660.00	\$1,666,680.00	\$1,764,720.00
COLLECTION COST		6,787.80	6,787.80	6,787.80	6,787.80
TOTAL COLLECTIONS		\$1,561,852.20	\$1,610,872.20	\$1,659,892.20	\$1,757,932.20
U.S.B. REMITTANCE		\$780,926.10	\$805,436.10	\$829,946.10	\$878,966.10
NET COLLECTIONS FOR SOYBEANS		<b>\$780,926.10</b>	<b>\$805,436.10</b>	<b>\$829,946.10</b>	<b>\$878,966.10</b>

	PAGE	2019 FINAL FUNDING LEVELS				2020 REQUESTS				2020 FINAL FUNDING LEVELS				
		Soybean	Corn / Wheat	Grain Sorghum	Soybean	Corn / Wheat	Grain Sorghum	Soybean	Corn / Wheat	Grain Sorghum	Soybean	Corn / Wheat	Grain Sorghum	
<b>CONTINUING PROJECTS</b>														
Evaluation of Optimal Crop Insurance Usage in Louisiana														
Connor, Lawson	25	27,973	1,371		25,000	1,973	1,000							
Economic Analysis of Farm Programs and Commodity Costs and Returns for Soybean and Grain Production in Louisiana														
Deliberto, Michael	13	3,924	5,576	500	5,886	8,362	752							
<b>Communications</b>														
2020 Soybean and Grain Research and Promotion Report														
Gould, Frankie	146	3,500	1,000	500	3,500	1,000	500							
Enhancing Grain Sorghum Insect Pest Mgmt Strategies for Louisiana														
Brown, Sebe	132			500			500							
Managing Foliar Diseases and Head Blights of Grain Sorghum														
Price, Trey	125			2,600			2,500							
<b>Commodity Totals</b>		<b>35,397</b>	<b>7,947</b>	<b>4,100</b>	<b>34,386</b>	<b>11,335</b>	<b>5,252</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>NEW PROPOSALS</b>														
Investigation of Weed Management Programs in Louisiana Feed Grains														
Stephenson, Daniel	157					9,000	500							
Disease Resistance and Fungicides for Disease Management in Central and South Louisiana														
Padgett, Boyd	168				27,450	8,550	1,650							
		<b>0</b>	<b>0</b>	<b>0</b>	<b>27,450</b>	<b>17,550</b>	<b>2,150</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Totals by Commodity</b>		<b>35,397</b>	<b>7,947</b>	<b>4,100</b>	<b>61,836</b>	<b>28,885</b>	<b>7,402</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
		<b>2020 Estimated Revenue (USCP Passback)</b>												
		<b>1,050</b>												
		<b>4,916</b>												
		<b>5,966</b>												
		<b>2020 Total Projected Sorghum Dollars</b>												



# The Louisiana Soybean Report

A PROPOSAL TO THE LOUISIANA SOYBEAN AND GRAIN  
RESEARCH AND PROMOTION BOARD

Offered by Kyle Coats and Don Molino

The Voice of Louisiana Agriculture Radio Network



## OUR AWARD WINNING FARM BROADCASTERS



**Don Molino**

Senior Farm Broadcaster

*\*2018 National Farm Broadcaster of the Year by the National Association of Farm Broadcasting*

*\*2017 Radio Lifetime Achievement award from the Louisiana Association of Broadcasters*



**Carey Martin**

Senior Farm Broadcaster

*\*NAFB Horizon Award Recipient*

### The Voice of Louisiana Agriculture Radio Network

*Produces a variety of programs that air at the times when farmers need them, with market news, analysis and the latest events in agriculture. In addition to offering informative local news features, we also present national and international news and tell Louisiana producers how actions on the national scene will affect their operations here at home.*



19 stations in  
Key Agriculture  
Parishes across  
the State.

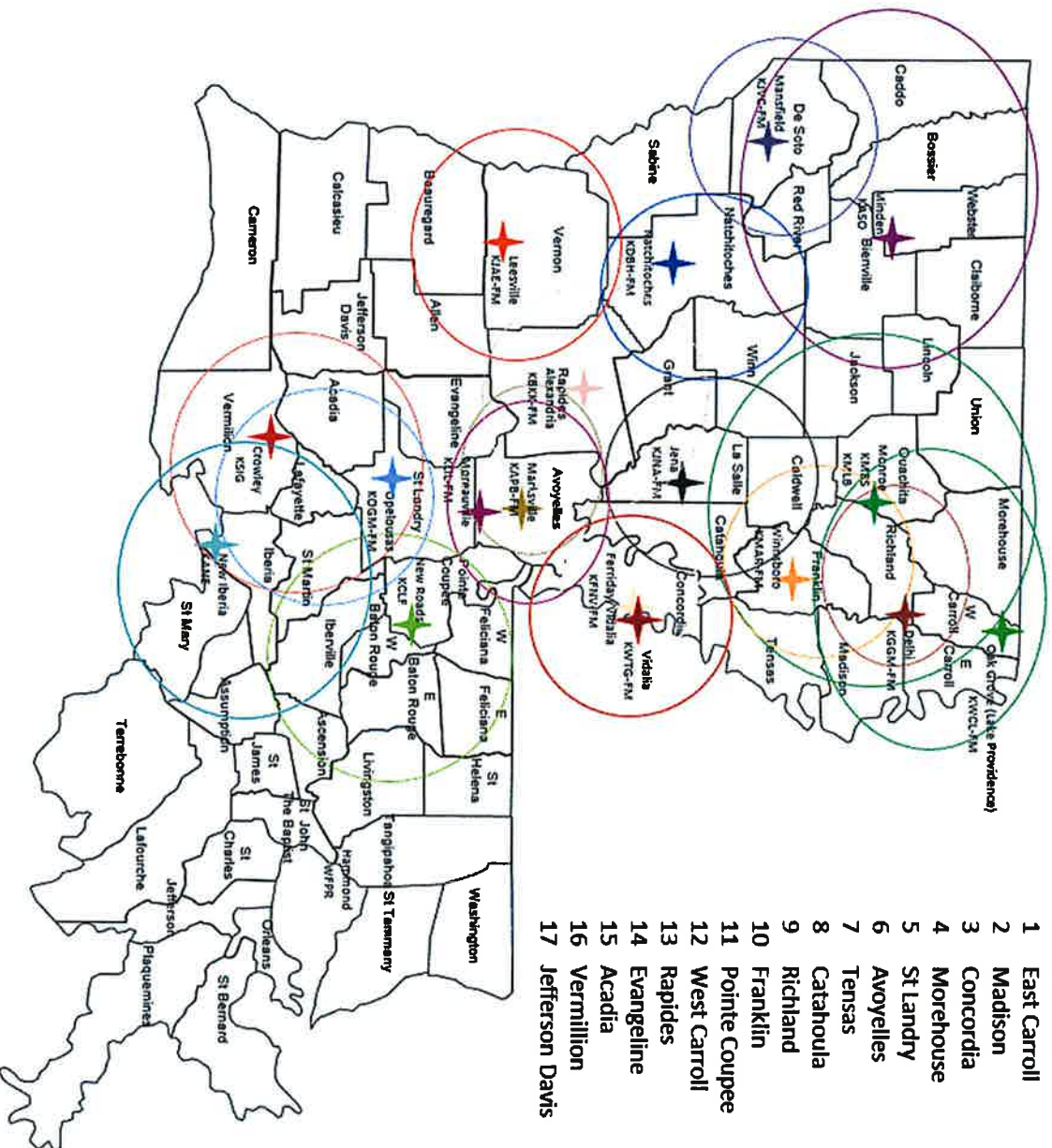
- KANE, New Iberia
- KAPB-FM, Marksville
- KASO, Minden
- KBKK-FM, Pineville, LA
- KCLE, New Roads
- KDBH-FM, Natchitoches
- KFNV-FM, Ferriday/Vidalia
- KGGM-FM, Delhi
- KJAE-FM, Leesville
- KJNA-FM, Jena
- KJVC-FM, Mansfield
- KLIL-FM, Moreauville
- KMAR-FM, Winstboro
- KMBS, Monroe/West Monroe
- KMLB, Monroe
- KOGM-FM, Opelousas
- KSIG, Crowley
- KWCL-FM, Oak Grove
- KWTG-FM, Vidalia

\*Updated November 2019

# WE COVER LOUISIANA LIKE A BLANKET

## Top Parishes For Soybeans Planted

- | Rank | Parish          |
|------|-----------------|
| 1    | East Carroll    |
| 2    | Madison         |
| 3    | Concordia       |
| 4    | Morehouse       |
| 5    | St Landry       |
| 6    | Avoynes         |
| 7    | Tensas          |
| 8    | Catahoula       |
| 9    | Richland        |
| 10   | Franklin        |
| 11   | Pointe Coupee   |
| 12   | West Carroll    |
| 13   | Rapides         |
| 14   | Evangeline      |
| 15   | Acadia          |
| 16   | Vermillion      |
| 17   | Jefferson Davis |





## OUR PROGRAMS AND BROADCASTS

5:00 a.m.	Louisiana Cotton Report Summary of Cotton Industry current events.
5:30 a.m.	The Morning Report Market information, agri-news and analysis.
7:05 a.m.	Market Preview Analysis of the previous days activity, a preview of today.
9:45 a.m.	Opening Markets Market prices at the open.
10:35 a.m.	Mid-Morning Markets The latest on all commodity trading.
11:27 a.m.	Livestock Markets Mid-Day cattle and hog prices.
12:15 p.m.	Noon Report Commodity pricing updates from major markets, plus news and commentary. <b>Every Tuesday ---- The Soybean Report</b>
1:50 p.m.	Closing Markets Final grain and cotton prices.
2:27 p.m.	Closing Livestock Market Closing cattle and hog prices.
3:05 p.m.	Market Finals Settlement prices on major commodity exchanges & analysis.





**The Soybean report continues to provide an outreach opportunity for the Board to have growers updated EVERY WEEK with the latest information regarding Soybeans.**

**A continuous stream of information to growers!**

**THE DAILY VOICE**  
Louisiana Agriculture

**The Latest News In Louisiana Agriculture**  
By Don Molino  
Soybean Growers

**Click here to subscribe**

**Wednesday, November 2**  
The latest news in Louisiana Agriculture

**Louisiana Soybean Growers**  
Remember to attend December, grow owners gear up to harvest prices are depressed ask on their judgments from growers, to sell. Depends why that this year has not been the best for production due to unfavorable weather such as heavy rains. [READ A WATSON MOORE](#)

**Soybean Board Meeting Q&A** Check the annual November Project Review Meeting of the Louisiana Soybean and Oat Growers and Promoters Board will be held November 18th and 19th in Baton Rouge at the LSU Baton Rouge campus. [LEARN MORE](#)

Support Our Soybean Growers  
Agribusiness 101

USA Rice  
LSU AgCenter  
LSU Agriculture

Don Molino's radio report every Tuesday is followed by the story in the Wednesday newsletter: "The Daily Voice". This is emailed to 1,700 subscribers in the LA Agri-business community. It is also posted to the Facebook and Twitter feeds of "This Week in Louisiana Agriculture", which combined have over 6,000 followers.





## [Jake Slobe October 15, 2019 Agtech, News](#)

### **Rantizo becomes first company fully licensed for drone spraying in 10 states**

Lask week Rantizo, an agtech drone spraying startup, added 5 more states to its list of eligible operations. With the latest approvals, the Rantizo footprint has grown beyond the Midwest, spanning into eastern and southern states as well.

The Iowa City agtech startup is now licensed and approved to provide drone spraying services in 10 states across the country.

In July, Rantizo became the first and only company approved for drone spraying in the state of Iowa. Shortly thereafter, expansion into Wisconsin occurred. Just a few weeks following that, Nebraska, Illinois, and Minnesota were added to the approved territories. Now the company has added South Dakota, Pennsylvania, Georgia, Louisiana, and Missouri to areas its approved and intends to operate within.

Arizona, Oregon and California are expected to be approved in the near future. Rantizo CEO, Michael Ott says that having a solid plan before embarking on state by state approvals has been crucial to the company's rapid expansion across the U.S.

"We have been diligent in working with the FAA and states for necessary licensing," said Ott. "As a market leader in this space, it has been important to us to go through the proper channels to ensure the sustainability of drone spraying for the agricultural industry."

With each state that Rantizo has added to their approved territory, new opportunities have come along as well

"Growers of everything from cotton to lettuce, watermelons to sorghum have looked at Rantizo as a solution for their fields," said Rantizo Marketing Lead Emily Carlson. "Our team has been on the road and all over the country in the past several weeks and each time we reconvene it's exciting to learn about new opportunities on the horizon."

Last month, Rantizo won the 2019 John Pappajohn Iowa Entrepreneurial Venture Competition and was awarded \$40,000.

"Getting into new states outside of our immediate backyard is part of our strategy," Ott said. "Now we are not only in multiple states, but we've begun to represent Rantizo drone spraying as a viable option for growers in multiple regions across the country as well."



# Actual Reports

## **[United Soybean Board Project Sets Stage for Mississippi](#)**

### **[River Dredging – July 10, 2019](#)**

ST. LOUIS — The United Soybean Board's commitment to improve market conditions for farmers hits a new bottom — the Mississippi River bottom. USB has approved funding to support environmental assessments (research) and education of this important improvement to our infrastructure system located near the Port of New Orleans.

"Every decision we make at USB is led by the driving interest in improving market opportunities for U.S. soy," said Keith Tapp, USB Chair. "Our exploratory research on deepening the Mississippi River ship channel has the potential to improve global competitiveness and capabilities, which in turn makes it easier to deliver our product to customers and enhance farmer profitability."

The project sets the foundation needed to improve the draft of the lower Mississippi River from 45 feet to 50 feet. According to a **[report by the Soy Transportation Coalition](#)**, the change would increase the competitiveness of the leading export region for U.S. soybeans. The current depth of 45 feet on the lower Mississippi River is typically dredged to at least 47 feet to ensure the vessels do not hit the bottom of the riverbed. The report concludes that deepening the channel to 50 feet will allow a load increase from 66,000 metric tons to 78,000 metric tons, saving upward of \$20 per metric ton when loading greater volumes onto one ship. The savings are expected to translate to a margin of 13 cents per bushel for barge river elevators exporting soybeans and increase revenues by \$461 million.

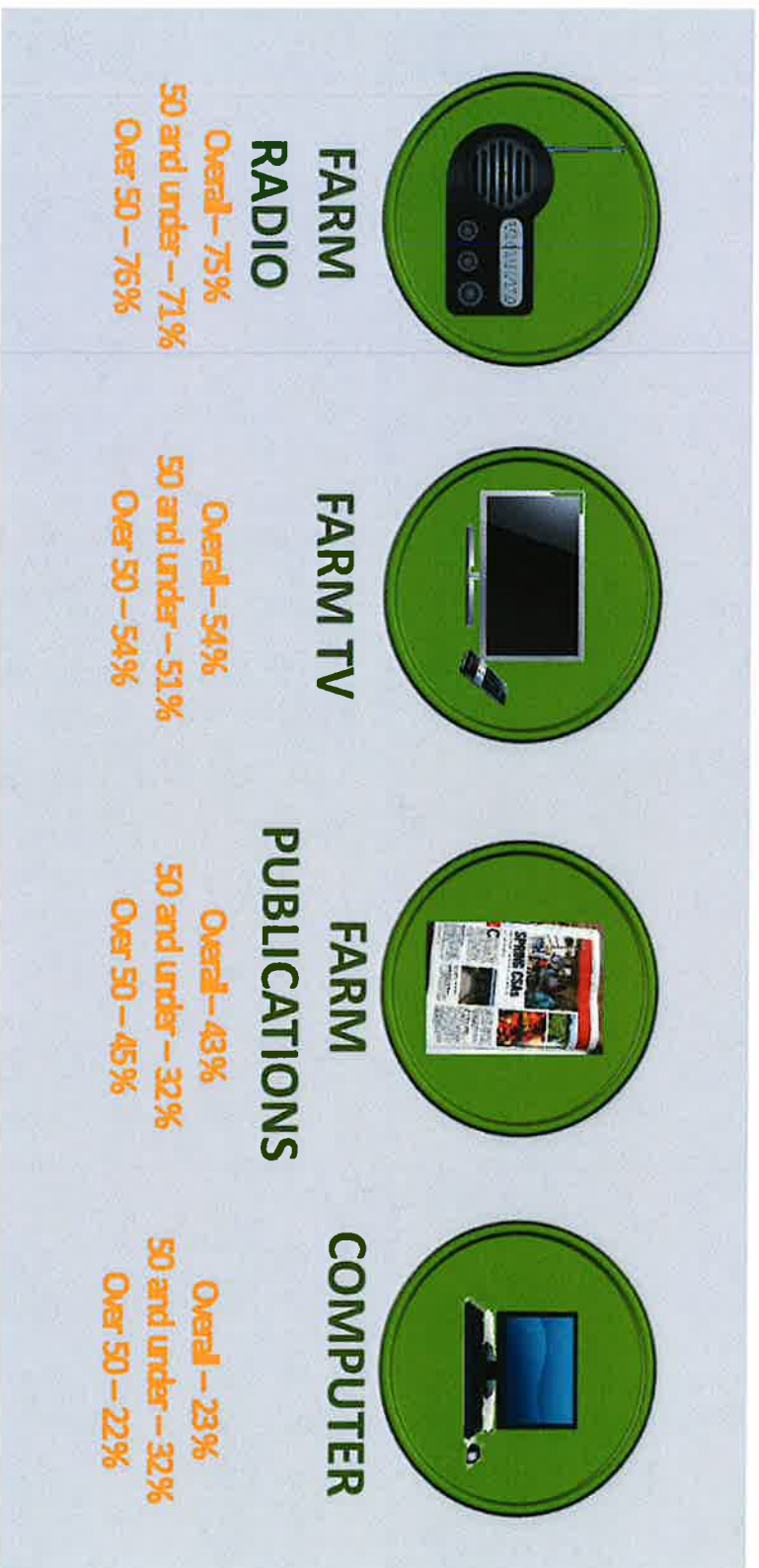
USB is providing \$2 million to help offset the research, education and promotion costs related to the project. The American Soybean Association, the Soy Transportation Coalition and several state soybean groups are also partnering to carry the project beyond USB's initial investment. The physical work to dredge the river would ultimately be paid by state (25%) and federal (75%) governments. Project work would begin after federal funding is secured.

"The Mississippi River is the top exit spot for U.S. soy," said Tapp. "Maintaining and expanding our international customers will require enhancing each link in the supply chain. This is a great example of the entire soy industry working together to reach a shared goal that carries significant benefits for all farmers."

USB's 73 farmer-directors work on behalf of all U.S. soybean farmers to achieve maximum value for their soy checkoff investments. These volunteers invest and leverage checkoff funds in programs and partnerships to drive soybean innovation beyond the bushel and increase preference for U.S. soy. That preference is based on U.S. soybean meal and oil quality and the sustainability of U.S. soybean farmers. As stipulated in the federal Soybean Promotion, Research and Consumer Information Act, the USDA Agricultural Marketing Service has oversight responsibilities for USB and the soy checkoff. For more information on the United Soybean Board, visit [www.unitedsoybean.org](http://www.unitedsoybean.org)



## During this time of year, what are your daily news sources for farming, agricultural news, weather and markets?





# Louisiana Soybean & Grain Research Promotion Board January 2019 Diversity Outreach Program- Get Involved Results

10 :30 second announcements were broadcast over the 19 affiliates of The Voice of Louisiana Agricultural Radio Network at no charge.

Total number of announcements broadcast:

10 announcements x 19 affiliates = 190 total announcements.

Total number of times the announcement was heard:

101,000\* (gross impressions).

**nielsen**\*Results derived from Nielsen Tapscan report



# Soybean Report Radio & E-newsletter 2019 Outreach Campaign Results

**Weekly** :30 second radio announcements were broadcast to promote the Tuesday Soybean reports.

Total number of report promos: **1,320** (60 promos x 19 affiliates = 1,140 total promos).

**These 1,320 promos were heard a total of 767,000 times. \***

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**Every Tuesday** at 12:15PM, senior farm broadcaster Don Molino airs a one minute Soybean Report over The Voice of Louisiana Agriculture Radio Network.

Total number of Soybean Reports: 988 (52 reports x 19 affiliates = 988 reports). Additional bonus reports were run in unsold inventory.

**These reports were heard a total of 665,000 times. \***

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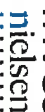
**Every Wednesday**, the E-Newsletter, “The Daily Voice”, features the “Soybean Report”, and is sent to 1,700 subscribers. This report includes all of the latest news and research information important to soybean and grain farmers in Louisiana. Additionally it is posted to the Facebook and Twitter feeds of “This Week In Louisiana Agriculture”, which has a combined 6,000 followers.



# 2020 - You Will Receive: Every week -----

- **Every week**, we will produce and air a :60 second Soybean Report. This report will air in a fixed position on The Voice of Louisiana Agriculture Radio Network. Proposed time is every Tuesday at 12:15pm. Nielsen research indicates these reports will be listened to **1,055,600 times\*** in 2020.
- **Every other week**, The Voice of Louisiana Agriculture Radio Network will use promotional time to tell listeners about the Soybean Report. (minimum of 26x per year)
- **Every week**, 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 feeds of “This Week In Louisiana Agriculture”, where it can be read by a combined 6,000 followers.
- **PLUS** – The Voice of Louisiana Agriculture Radio Network will commit to 10 statewide :30 second announcements in support of your diversity outreach program at no charge as part of this program. (\$3,100.00 value)

Investment: only \$186 per week. Total for 2019: \$9,672.00.

 \*Results derived from Nielsen Tapscan report



**THE VOICE OF  
LOUISIANA  
AGRICULTURE**  
RADIO NETWORK

**THANK YOU FOR ALLOWING US TO HELP  
YOU REACH LOUISIANA'S AG COMMUNITY!**



**Kyle Coats  
Local Sales Manager**



**225-802-3609**



**[kyle@louisianaradionetwork.com](mailto:kyle@louisianaradionetwork.com)**



**[www.voiceoflouisianaagriculture.org](http://www.voiceoflouisianaagriculture.org)**

**THE LOUISIANA SOYBEAN AND GRAIN  
RESEARCH AND PROMOTION BOARD**

**Summary of Funding Requests - 2020**

**Louisiana Soybean & Grain Research & Promotion Board**

	Soybean	Corn/Wheat	Grain Sorghum	Totals
<b>2019 Funded Proposals</b>	\$1,255,242	\$279,833	\$8,600	<u>\$1,543,675</u>
<b>2020 Continuing Requests</b>	\$973,855	\$200,101	\$5,252	\$1,179,208
<b>2020 New Proposals</b>	\$794,929	\$194,125	\$2,150	\$991,204
<b>Commodity Totals</b>	\$1,768,784	\$394,226	\$7,402	
		<b>Total Requested for 2020</b>		<u>\$2,170,412</u>

## Louisiana Biodiesel

### Impact on Louisiana Soybean Farmers

#### Today

**Biodiesel adds 93 cents per bushel. (FCStone Int.)**

#### 2018

**Added \$32 per acre.**

**Added \$39,000,000 in total value to LA soy crop.**

#### Production – 1,000,000,000 gals. aprox.

Diamond Green Diesel, LLC 14891 Airline Drive Norco, LA 70079	Clay Bryant	504-471-1314
Louisiana ECO Green, LLC P.O. Box 399 Bourg, LA 70343	Gerard Thomassie	985-677-6033
REG Geismar, LLC 36187 Hwy 30 Geismar, LA 70734	Kati Stanley	515-239-8184
REG New Orleans, LLC 118742 River Rd St. Rose, LA 70087	Katie Stanley	515-239-8184

#### Distribution

<u>Business Name/Location</u>	Phone	Blends
Delta Fuel Company 2205 Julia St Rayville LA 71269	318-757-3975	Any
Delta Fuel Company, Inc 2295 Hwy 15 Winnsboro LA 71295	318-435-9167	Any
Delta Fuel Company, Inc 8134 Hwy 84 W Ferriday LA 71334	318-757-3975	Any



**MICHAEL K. GLOVER**  
**CERTIFIED PUBLIC ACCOUNTANT**  
*(A Professional Accounting Corporation)*

9437 BROOKLINE  
BATON ROUGE, LOUISIANA 70809  
(225) 295-1860

**INDEPENDENT AUDITOR'S REPORT**

Board Members of the  
Louisiana Soybean and Grain Research and Promotion Board  
Department of Agriculture and Forestry  
Baton Rouge, Louisiana

**Report on the Financial Statements**

I have audited the accompanying financial statements of the business type activities of Louisiana Soybean and Grain Research and Promotion Board, a component unit of the State of Louisiana, as of and for the year ended June 30, 2019, and the related notes to the financial statements, which collectively comprise of Louisiana Soybean and Grain Research and Promotion Board basic financial statements as listed in the table of contents.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

My responsibility is to express opinions on the financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Governmental Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion of the effectiveness of the entity's internal control. Accordingly, I express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluation the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinions.

**Opinion**

In my opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities of the Louisiana Soybean and Grain Research and Promotion Board a component unit of the State of Louisiana, as of June 30, 2019, and the respective changes in financial position, and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## **Other Matters**

### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America, require that the budgetary comparison information be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. I have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to my inquiries, the basic financial statements, and other knowledge I obtained during my audit of the basic financial statements. I do not express an opinion or provide any assurance on the information because the limited procedures do not provide me with sufficient evidence to express an opinion or provide any assurance.

Management has omitted the Management's Discussion and Analysis that accounting principles general accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of the financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. My opinion on the basic financial statements is not affected by this missing information.

### *Other information*

My audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise of the Louisiana Soybean and Grain Research and Promotion Board basic financial statements. The accompanying supplemental schedules as listed in the table of contents are presented for purposes of additional analysis and not a required part of the basic financial statements.

The accompanying supplemental schedules and the Division of Administration Annual Fiscal Report listed in the table of contents is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the audit procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or the basic financial statement themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In my opinion, the accompanying supplemental schedules and the Division of Administration Annual Fiscal Report listed in the table of contents is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

## **Other Reports**

### *Internal Control Over Compliance*

In accordance with *Government Audit Standards*, I have also issued my report dated August 24, 2019, on my consideration of Louisiana Soybean and Grain Research and Promotion Board internal control over financial reporting and my test of its compliance with certain provision of laws, regulations, contracts and grants agreements and other matters. The purpose of that report is to describe the scope of my testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Louisiana Soybean and Grain Research and Promotion Board internal control over financial reporting and compliance.

*Compliance with the Act, and Order*

In accordance with the Soybean Promotion, Research and Consumer Information Act of 1990 (the Act), the Soybean Promotion and Research Order (the Order), I have also issued my report dated August 24, 2019, on my consideration of Louisiana Soybean and Grain Research and Promotion Board compliance in the use of funds collected by the Board. The purpose of that report is to provide negative assurance regarding compliance with the Act and the Order, which describe the use of funds collected by the Board insofar as they related to the accounting matters. That report is not a required report by *Government Auditing Standards* but is a required report by the Qualified State Soybean Board (QSSB).

*Michael K. Glavin APAC*

Baton Rouge, LA  
August 24, 2019