

Legislative Report – Kansas Soybean Commission

January 17, 2024

Chairman Kerschen and members of the Kansas Senate agriculture and natural resources committee:

I am Ron Ohlde, Chairman of the Kansas Soybean Commission. I farm near Palmer in Washington County and represent District 4 on the KSC board. I have over two decades of experience as a Commissioner.

KSC is comprised of seven elected soybean farmers and two commissioners at-large. The elected farmers represent geographical districts in the state and are chosen through an election process conducted by the Kansas Department of Agriculture. We all volunteer our time to serve on the commission and strategically invest Kansas' checkoff funds. The farmer-led checkoff prioritizes research, promotion and market development efforts.

All soybean farmers in the U.S. participate in the checkoff by contributing one-half of one percent of the price received per bushel at the first point of sale. Half of the checkoff collection in Kansas remains here under KSC management and the other half is remitted to the United Soybean Board, which is comprised of 78 farmers from the 30 soybean-producing states.

In fiscal year 2023 – which ran July 2022 through June 2023 – our share of the collections totaled \$4,733,324. We spent \$7,980,901, utilizing our reserves to make some important investments. One of the exciting decisions of the year is our commitment to the future of agriculture at Kansas State University through the Ag Innovation Initiative, which aims to modernize facilities at the college and invites interdisciplinary collaboration. In May, we attended a groundbreaking ceremony for the first installment of the innovation project on the Agronomy North Farm. You can view a comprehensive breakdown of our expenditures in the enclosures.

The amount we have to invest each fiscal year is dependent on the strength of soybean prices and the volume of soybeans we are able to grow as a state. Soybean prices for 2023 averaged \$14.16, down over a dollar from a record 2022 average. The price peaked at \$15.60 in early July and hit a low \$12.52 in mid-October.

A challenge known to growers at various points in history, Kansas experienced a tough continuation of severe drought and intense heat. Despite what seemed like ideal rain in the early days of August for some regions of the state,

temperatures climbed those next few weeks and severely affected much of the state's crop. According to the National Agriculture Statistics Service, soybean production for the 2023 growing season totaled 104.8 million bushels across 4.03 million acres – down significantly from where we ranked just two years ago. These numbers put Kansas 13th in total production. Yield averaged 26 bushels per acre.

As a Commission, we aim to be thought-leaders for the future and invest our checkoff dollars in ways that benefit our state's enterprising soybean farmers and maintain a social license to farm. We strive to create “progress powered by Kansas farmers” with every dollar spent.

That is possible through funding market and new-use development, research and education and outreach efforts. The enclosed marketing plan details our priorities that we believe will boost the profitability of Kansas soybean producers by improving soybean quality and successfully marketing our product. To leverage our resources, some of our work is done through organizations we belong to; that list is included in the marketing plan.

Here are some highlights:

Production research is top of mind for growers and our checkoff investments reflect that. Commissioners selected a meaningful range of projects to be conducted in 2023 aimed at climate resiliency, yield preservation techniques, planting dates, soybean nutrition, soil health and fertilizer optimization.

Once the crop is grown and taken from the field, it must have a use lined up. Kansas is on its way to becoming a renewable fuel hub as construction continues on Bartlett's crush plant located in Montgomery County. Bartlett's terminal location in Great Bend is able to make use of a short rail to supply the Cherryvale location with central Kansas beans in addition to the inflow from southeast Kansas producers. That is expected to be operational in the coming months.

Adding on to the anticipated success of this new crush facility, Azure Sustainable Fuels, a Calgary-based company, announced in December it would construct a sustainable aviation fuel facility in Cherryvale, very near the soybean crush location.

To round out the exciting developments in the soybean oil utilization space, Scoular shared plans in March to convert a facility in Goodland to a dual oilseed crush plant, making use of both canola and soybeans. Operations are expected to begin in fall of this year.

Each year, KSC is fortunate to host industry professionals from around the world to showcase Kansas agriculture; 2023 was no different. One of the international highlights for the year was building upon our sister-state relationship with the Henan province in China. In late February, four delegates from Shennong Feed Technology visited the Kansas Soybean office and participated in valuable discussions about the quality of Kansas soybeans. Just a month later, a second group comprised of government officials from the Henan province made the trip to enhance collaboration with agriculture groups and the Department of Commerce.

It is difficult to adequately cover every single checkoff success with you in this report. Specifics are available upon request about any of the projects supported by the Commission, and many project stories are published in our Soy Notes newsletter.

Our administrative budget includes the cost of collections, audits, elections and other Commission expenses. An outside, accredited accounting firm audits KSC's financial records each year, ensuring checkoff dollars are spent according to acceptable, efficient business practices. Our complete FY2022 audit will be available at your request upon its completion, and the enclosed handouts include several relevant financial summaries. In addition, we are audited for compliance with USDA regulations every five years by USB.

Thank you for hearing this report from the Kansas Soybean Commission, given on behalf of our state's 16,000 soybean farmers.

Ron Ohlde, District 4
Palmer, Kansas

Kansas Soybean Commission
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Topeka, KS 66615-1207

www.kansassoybeans.org

Fiscal Year 2023 Financial Summary

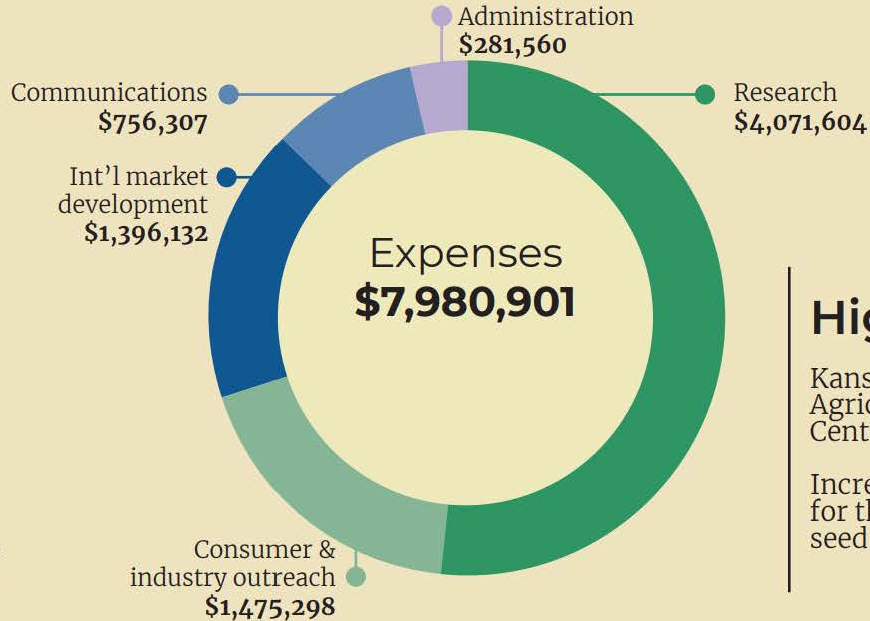
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KANSAS SOYBEAN COMMISSION
JULY 2022 - JUNE 2023



Net collections & other income
\$4,733,324

Remitted to USB & other state boards
\$5,423,007



Highlights

Kansas State University
Agricultural Innovation
Center initial investment

Increased research dollars
for the KSU Agronomy
seed breeding program

KANSAS SOYBEAN COMMISSION

FINANCIAL STATEMENTS
YEARS ENDED JUNE 30, 2023



Cummins,
Coffman &
Schmidlein

Certified Public Accountants, P.A.

KANSAS SOYBEAN COMMISSION
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INDEPENDENT AUDITOR'S REPORT

To the Commissioners
Kansas Soybean Commission
Topeka, Kansas

Opinion

We have audited the accompanying financial statements of the business-type activities of the Kansas Soybean Commission (the Commission), as of and for the year ended June 30, 2023 and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the business-type activities of the Kansas Soybean Commission as of June 30, 2023, and the respective changes in net position and cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinions

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Kansas Soybean Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Kansas Soybean Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.



Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Other Matters

Required Supplementary Information

Management has omitted Management's Discussion and Analysis that accounting principles generally 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 considered to be an essential part of the financial reporting for placing the basic financial statements in an appropriate operational, economical, or historical context. Our opinion on the basic financial statements is not affected by this missing information.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Kansas Soybean Commission's financial statements. The Budgetary Comparison Schedule, Schedule of Operating Expenses, and Schedule of Contracts are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The Budgetary Comparison Schedule and Schedule of Operating Expenses are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

In connection with our audit, nothing came to our attention that caused us to believe the Qualified State Soybean Board (QSSB) failed to comply with the terms, insofar as they relate to accounting matters of the Soybean Promotion, Research and Consumer Information Act of 1990 and the Soybean Promotion and Research Order (the Order) relative to the use of funds collected by the QSSB with the terms described in Section 1220.228(a) of the Order relative to prohibited uses of funds collected by the QSSB.

In connection with our audit, nothing came to our attention that caused us to believe the QSSB failed to comply with the terms, insofar as they relate to accounting matters of the Soybean Promotion, Research and Consumer Information Act of 1990 and the Soybean Promotion and Research Order relative to the investment of funds collected by the QSSB with the terms described in Section 1220.211(j). However, our audit was not directed primarily toward obtaining knowledge of such noncompliance in the use and investment of funds.



Cummins, Coffman & Schmidlein, CPA's, P.A.

Topeka, Kansas

December 5, 2023

KANSAS SOYBEAN COMMISSION
STATEMENT OF NET POSITION
Year Ended June 30, 2023

Assets

Current assets	
Cash and cash equivalents	\$ 6,419,075
Contract receivable due from Kansas Soybean Association	187,136
Accounts receivable	19,427
Prepays	-
Total current assets	<u>6,625,638</u>
Noncurrent assets	
Capital assets, net of accumulated depreciation	<u>949,825</u>
Total Assets	<u>\$ 7,575,463</u>

Liabilities

Current liabilities	
Accounts payable	\$ 2,410,577
Accounts payable - assessments	<u>124,924</u>
Total liabilities	<u>2,535,501</u>

Net Position

Net position	
Net investment in capital assets	949,825
Unrestricted	<u>4,090,137</u>
Total net position	<u>5,039,962</u>
Total liabilities and net assets	<u>\$ 7,575,463</u>

The accompanying notes are an integral part of these financial statements.

KANSAS SOYBEAN COMMISSION
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION
Year Ended June 30, 2023

Operating revenues	
Soybean assessments from first purchasers	\$ 8,651,488
Soybean assessments from other QSSBs	1,429,925
Less:	
USB remittances	(4,647,879)
QSSB remittances	(775,129)
KDA collection fees	(2,101)
KDA first purchaser audits	(6,099)
Net assessment revenues	<u>4,650,205</u>
Program refunds	10,215
KSU royalties	1,646
Penalties	4,204
Total operating revenues	<u>4,666,270</u>
Operating expenses	
Projects:	
Research	3,991,263
Other	3,627,737
Supportive services	
Administration	361,901
Total operating expenses	<u>7,980,901</u>
Operating profit (loss)	(3,314,631)
Non-operating revenues	
Gain on sale of capital assets	-
Interest income	67,055
Total non-operating revenues	<u>67,055</u>
Change in net position	(3,247,576)
Net position, beginning of year	<u>8,287,538</u>
Net position, end of year	<u>\$ 5,039,962</u>

The accompanying notes are an integral part of these financial statements.

KANSAS SOYBEAN COMMISSION
STATEMENT OF CASH FLOWS
Year Ended June 30, 2023

Cash flow from (used in) operating activities:	
Cash received from checkoff	\$ 10,068,309
Cash payments to USB	(4,771,425)
Cash payments to QSSBs	(775,162)
Cash received from others	35,300
Cash payments to suppliers for goods and services	<u>(6,423,945)</u>
Net cash from (used in) operating activities	<u>(1,866,923)</u>
Cash flow from (used in) capital & related financing activities:	
Payments for capital acquisitions	(30,475)
Proceeds from sale of capital assets	<u>-</u>
Net cash from (used in) capital & related financing activities	<u>(30,475)</u>
Cash flow from (used in) investing activities:	
Interest received	<u>67,055</u>
Net cash from (used in) investing activities	<u>67,055</u>
Net change in cash	(1,830,343)
Cash and cash equivalents, beginning of year	<u>8,249,418</u>
Cash and cash equivalents, end of year	<u>\$ 6,419,075</u>
Reconciliation of operating loss to net cash from (used in) operating activities:	
Operating income (loss)	\$ (3,314,631)
Adjustments to reconcile operating loss to net cash from (used in) operating activities:	
Depreciation	99,419
Change in assets and liabilities:	
Due from Kansas Soybean Association	19,235
Accounts receivable	(13,104)
Prepays	-
Accounts payable	<u>1,342,158</u>
Net cash from (used in) operating activities	<u>\$ (1,866,923)</u>

The accompanying notes are an integral part of these financial statements.

KANSAS SOYBEAN COMMISSION
NOTES TO FINANCIAL STATEMENTS

1. Organization and Significant Accounting Policies

Organization

In 1977, the Kansas Legislature created the Kansas Soybean Commission by adding it to then current state commodity statute checkoff legislation. In 1991, the legislature modified the state statutes to comply with Public Law 101-263, creating the Kansas Soybean Promotion & Research Fund (the Fund). The Kansas Soybean Commission (the Commission), which is authorized under K.S.A. 2-3011, 2-3012, and 2-3013, has been designated as the Qualified State Soybean Board (QSSB) and is directed to collect the fees resultant from the federal program.

Kansas House Bill 2674 effective July 1, 2000 privatized the Kansas Soybean Commission. Except for funds necessary to pay payroll expenses incurred through June 30, 2000 and payable in July, 2000, the balance of all funds and all liabilities associated with the Soybean Promotion & Research Fund were transferred to the newly created privatized commission created by this statute.

Basis of Presentation

The Commission is a special purpose government engaged in a single program that is accounted for as a business-type activity. Business-type activities account for activities that are financed and operated in a manner similar to private business enterprises where the intent is that the costs of provided goods and services to the general public on a continuing basis are to be financed through user charges or where the periodic determination of net income is considered appropriate.

Basis of Accounting

The financial statements of the Commission have been prepared in accordance with accounting principles generally accepted in the United States of America as applied to governmental units. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles.

Basis of accounting refers to when revenues, expenses and the related assets and liabilities are recognized in the accounts and reported in the financial statements. Measurement focus refers to what is being measured. The financial statements are prepared on the accrual basis of accounting and on an economic resources measurement focus in accordance with accounting principles generally accepted in the United States of America. Under the accrual basis of accounting, revenues are recognized when earned and expenses are recognized when the liability is incurred. With the economic resources measurement focus, all assets and all liabilities are included on the statement of net position. The statement of revenues, expenses and changes in fund net position presents increases (revenues) and decreases (expenses) in net total position. The statement of cash flows provides information about how the Commission meets the cash flow needs of its activities.

The Commission distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses result from providing services in connection with the Commission's principal ongoing operations.

KANSAS SOYBEAN COMMISSION
NOTES TO FINANCIAL STATEMENTS (continued)

1. Organization and Significant Accounting Policies (continued)

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Commission considers all highly liquid investments with an original maturity date of less than three months to be cash equivalents.

Capital Assets

All capital assets are valued at historical cost. Depreciation is based upon the estimated useful lives of the assets, generally three to thirty years, using the straight-line method. Expenditures for major renewals and betterments that extend the lives of capital assets are capitalized. When assets are retired or otherwise disposed of, the assets and related accumulated depreciation are reduced and any resulting gain or loss is recognized income for the period. The cost of maintenance and repairs is expensed as incurred. The Commission does not have a formal capitalization policy.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities recognized and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

2. Investment of Funds

Under provisions of K.S.A. 2-3008, 75-3170a, and Kansas House Bill 2674, assessments are collected by the Kansas Department of Agriculture. They deposit all funds received in payment of such assessments in a bank account established in the Kansas Soybean Commission's name in accordance with the provisions of the act.

The carrying amount of the Commission's deposits with financial institutions was \$6,419,075 and at June 30, 2023. The bank balance was \$6,699,668 at June 30, 2023. The bank balance is categorized as follows:

Amount insured by the FDIC or collateralized with securities held by the Commission in its name	\$ 29,975
Amount collateralized with CDARS or securities held by the pledging financial institution's trust department in the Commission's name	<u>6,699,668</u>
	<u>\$ 6,729,643</u>

KANSAS SOYBEAN COMMISSION
NOTES TO FINANCIAL STATEMENTS (continued)

2. Investment of Funds (continued)

Custodial Credit Risk

Custodial credit risk is the risk that in the event of a bank failure, the Commission's deposits may not be returned to it. The Act and Order require that deposits be collateralized, and that collateral pledged must have a fair market value equal to 100% of the deposits and investments, less insured amounts, and must be assigned for the benefit of the Commission. At June 30, 2023, there were no deposits exposed to custodial credit risk.

The amount categorized as collateralized with securities held by the pledging financial institution's trust department in the Commission's name at June 30, 2023 consists of \$3,095,700, in a partial ownership of a pooled investment held in a cash management account. The cash management account holds bonds issued by the Federal Home Loan Bank and Federal Farm Credit Bank. As funds are required in the checking account, money is transferred from the cash management account. Due to the short-term nature of these investments, the Commission did not take possession of the securities and therefore they are held by the bank in the Commission's name.

During the year ended June 30, 2020, three certificates of deposit accounts were set up through the Certificate of Deposit Account Registry Service. For the years ended June 30, 2023, the balances in the accounts totaled \$3,095,700. The CD's have thirteen-week maturities and Interest rates ranging from .5% to .7%. Interest earned is reinvested into the next certificates of deposit.

3. Capital Assets

Capital asset activity for the year ended June 30, 2023, consisted of the following:

	Balance July 1	Additions	Retirements/ Adjustments	Balance June 30
Capital assets not being depreciated:				
Land	\$ 151,541	\$ -	\$ -	\$ 151,541
Capital assets being depreciated:				
Vehicle	81,627	-	-	81,627
Equipment	1,209,431	30,475	-	1,239,906
Buildings	1,158,947	-	-	1,158,947
Total capital assets being depreciated	2,450,005	30,475	-	2,480,480
Less accumulated depreciation	(1,582,777)	(99,419)	-	(1,682,196)
Net capital assets being depreciated	867,228	(68,944)	-	798,284
Total capital assets	\$ 1,018,769	\$ (68,944)	\$ -	\$ 949,825

Depreciation expense was charged as a direct expense to programs in the amount of \$99,419 for the years ended June 30, 2023.

KANSAS SOYBEAN COMMISSION
NOTES TO FINANCIAL STATEMENTS (continued)

4. Risk Management

The Commission is considered an “agency, authority, institution or other instrumentality” of the state, and Commissioners and any employees are considered employees of the Commission for the purpose of Kansas Tort Claims Act. Generally, the Act imposes liability on a governmental entity for damages caused by the negligent or wrongful acts of its employees while acting within the scope of their employment.

5. Related Party Transactions

Kansas Soybean Association (the Association) is a separate legal entity that has the same internal management. The Commission contracts with the Association for program services. The amount paid under this contract in the years ended June 30, 2023, was \$1,274,450, respectively. The contract requires funds paid to the Association, but not spent on Commission projects, be repaid to the Commission at the end of the year. The contract also requires the Commission to reimburse the Association for expenses related to the Commission projects in excess of the contract amount. At June 30, 2023, the Association owed the Commission \$187,136, respectively, for amounts not spent on Commission projects. In addition, the Association owed the Commission \$6,511 in unreimbursed expenses as of June 30, 2023. In total, the Association owed the Commission \$193,647 as of June 30, 2023.

The Association produces a newsletter in which the Commission advertises. At June 30, 2023, no advertising was paid to the Association.

6. Concentrations

The Commission receives the majority of its funding from a federal check-off program. If this legislation was eliminated or significantly reduced, the State of Kansas check-off laws would take effect with little effect on the net collections by the Commission. In addition, the amount received by the Commission is dependent upon the number of bushels of soybeans produced in Kansas and the price at which they are sold. The Commission may be adversely affected if the production of soybeans and the selling price drops dramatically.

7. Budgets

The Kansas Soybean Commission’s Commissioners are required to prepare and approve annual budgets. Annual budgets are approved in the year preceding the fiscal year. The budgets are monitored throughout the year. The Commissioners must approve any modifications throughout the year.

8. Pre-SPARC Funds

Certain funds have been identified as pre-SPARC funds. These funds were collected before the national soybean checkoff (SPARC) collections began and were in the Kansas Soybean Commission’s FY 1992 fund balance on September 1, 1991. Since these funds are identified as state checkoff funds, they have different spending guidelines than federal funds. The initial pre-SPARC fund balance was \$990,221. The balance at June 30, 2023 was \$580,294. This amount is included in unrestricted net position in the accompanying statement of net position.

KANSAS SOYBEAN COMMISSION
NOTES TO FINANCIAL STATEMENTS (continued)

9. Net Position

Kansas House Bill 2674 requires the Commission's year end net position exceeding 125% of the previous five-year rolling average for annual expenditures be reported. At June 30, 2023, the net position was below the five-year average.

10. Leases

The Commission purchased audio and video equipment for approximately \$258,000 for the International Grains Program Institute (IGPI) at Kansas State University (KSU). The Commission owns and insures this equipment. The equipment is leased to IGPI, Department of Grain Science and Industry at no cost to KSU.

11. Subsequent Event

Subsequent events were evaluated through the date of the audit report, which is the date the financial statements were available to be issued. No events were found requiring disclosure in these financial statements.

SUPPLEMENTARY INFORMATION

KANSAS SOYBEAN COMMISSION
SUPPLEMENTARY INFORMATION
BUDGETARY COMPARISON SCHEDULE
Year Ended June 30, 2023

	Budgeted Amounts Original	Budgeted Amounts Final	Actual	Variance Favorable (Unfavorable)
<u>Operating revenues:</u>				
Soybean assessments-first purchases	\$ 10,566,600	\$ 10,566,600	\$ 8,651,488	\$ (1,915,112)
Soybean assessments-QSSBs	1,000,000	1,000,000	1,429,925	429,925
Less:				
USB remittances	(5,584,800)	(5,584,800)	(4,647,879)	936,921
Other QSSB remittances	(390,000)	(390,000)	(775,129)	(385,129)
KDA collection fees	(5,000)	(5,000)	(2,101)	2,899
KDA first purchaser audits	(2,000)	(2,000)	(6,099)	(4,099)
Net assessments revenues	<u>5,584,800</u>	<u>5,584,800</u>	<u>4,650,205</u>	<u>(934,595)</u>
KSU Royalties	-	-	1,646	1,646
Program funds	-	-	10,215	10,215
Penalties	-	-	4,204	4,204
Grants	-	-	-	-
Miscellaneous	-	-	-	-
Total operating revenues	<u>-</u>	<u>-</u>	<u>4,666,270</u>	<u>(918,530)</u>
<u>Operating expenses</u>				
Projects:				
Research	1,818,640	2,096,398	3,991,263	(1,894,865)
Other	4,105,175	4,176,836	3,627,737	549,099
Support services:				
Administration	296,802	296,802	361,901	(65,099)
Total operating expenses	<u>6,220,617</u>	<u>6,570,036</u>	<u>7,980,901</u>	<u>(1,410,865)</u>
Operating profit (loss)	<u>(635,817)</u>	<u>(985,236)</u>	<u>(3,314,631)</u>	<u>(2,329,395)</u>
<u>Non-operating revenues:</u>				
Gain on sale of capital assets	-	-	-	-
Interest income	20,000	20,000	67,055	47,055
Total non-operating revenues	<u>20,000</u>	<u>20,000</u>	<u>67,055</u>	<u>47,055</u>
Change in net position				
Net position, beginning of year	<u>6,020,327</u>	<u>4,474,571</u>	<u>8,287,538</u>	<u>3,812,967</u>
Net position, end of year	\$ <u>5,404,510</u>	\$ <u>3,509,335</u>	\$ <u>5,039,962</u>	\$ <u>1,530,627</u>

See independent auditor's report.

KANSAS SOYBEAN COMMISSION
SUPPLEMENTARY INFORMATION
SCHEDULE OF OPERATING EXPENSES
Years Ended June 30, 2023

Research program expenses	
Kansas State University	\$ 3,161,491
Pittsburg State University	102,934
No Till on the Plains	20,000
Seward County Community College	54,700
North Central Soybean Research Program	353,006
North Central Kansas Technical College	-
University of Kansas Center for Research	140,830
FAM Enterprises	12,000
Fort Hays State University	-
Research and consulting fees	84,743
Miscellaneous research expenses	61,559
Total research program expenses	<u>\$ 3,991,263</u>
Other program expenses	
International market development	\$ 1,396,132
Consumer information	181,005
Consumer advertising	-
Youth education program	23,227
Consumer awareness	68,209
Biodiesel	551,399
Industrial uses market development	251,100
Industry information and relations	400,358
Producer communications	756,30
Total other program expenses	<u>\$ 3,627,737</u>
Administrative support services	
Kansas Soybean Association administrative contract fees	\$ 237,208
Meeting expenses	19,023
Depreciation	83,094
Professional fees	6,915
Postage	-
Building and grounds maintenance	10,117
Office supplies	5,544
Total administrative support services	<u>\$ 361,901</u>

See independent auditor's report.

Kansas Soybean Commission FY2024 Marketing Plan

The mission of the Kansas Soybean Commission is improving the profitability of Kansas soybean producers. The Commissioners have identified the following priorities to work toward that mission:

1. Breeding/Production/Environmental Programs focusing on the most economical/efficient cropping systems with minimal impact on the environment including best management practices and crop protection/pest management; replacement of existing controls/seed treatments.
2. Animal/Human Nutrition studies that will increase the utilization of soybeans in the livestock feeding industry and new and innovative uses of soybeans as vital components in human nutrition.
3. Value-Added Projects developing and commercializing competitive industrial uses for soybeans including private entity cooperation.
4. Marketing Extension Program including extensive educational training of soybean pricing, crop disappearance/market share, crop insurance options, yield protection, farm program considerations and options in marketing available to Kansas soybean producers.
5. International market development with a focus on utilizing Kansas soybeans.

In addition, the Soybean Commission through its own work and through a contract with the Kansas Soybean Association promotes the nutritional benefits of using soybean products to consumers and, because of its benefits to the environment, energy security, and the farm economy, promotes the use of biodiesel as an alternative to diesel fuel. It also informs Kansas soybean producers of its activities through producer communications efforts and participates in Industry Relations programs both statewide and nationally.

The Commission directly funds the following programs to reach their mission:

1. Kansas State University research and outreach:
 - Development of Population-Based Tactics to Manage Key Kansas Soybean Insect Pests
 - Breeding Soybean to Improve Climate and Disease Resilience and Compositional Quality
 - Agricultural Research Experiences for Teachers (RET) – Using Soybean as a Model System
 - KSBI 2024: Continuing Biodiesel Education, Updating Equipment, and Enlarging the Bioproduct Portfolio
 - Soybean Nutrition and Planting Date (Dry-Down) Effects on Yield and Seed Quality
 - Improving Phosphorus Management for Soybean: Integrating Cover Crops and Fertilizer Placement and Time
 - Optimizing Residual Herbicides to Manage Pigweeds in Early Planted Soybeans
 - A Day Late and a Dollar Short – Early Soybean planting
 - Mitigating Soybean Root and Seedling Diseases in Kansas
 - Multiple Herbicide Resistance in Palmer amaranth and Use of Gene Editing for its Management
 - Soybean Production Systems to Improve Soil Health and Control Soil-Borne Diseases
 - Optimal Extrusion Processing Condition for Dog Diets Containing Prebiotic Levels of WSB
 - Improving Our Ability to Detect, Predict, and Manage Soybean Sudden Death Syndrome in Kansas
 - Biotech Approaches for Enhanced Disease Resistance in Soybean
2. The University of Kansas research and outreach on:
 - Expanding Biodiesel Education and Utilization through the Kansas Biodiesel Consortium
 - Performance-enabling Soybean-derived Materials for Next-generation Solid State Lithium-sulfur Batteries
3. Pittsburg State University
 - Soybean Oil-based Non-isocyanate Polyurethanes for Commercial Applications
4. Seward County Community College and Area Technical School
 - Kansas Biodiesel Consortium

5. Rock House Advisors
 - Soy Disinfectant (Derived from Soy Meal By-products)

6. North Central Soybean Research Program

7. Youth Education Programs
 - Ag in the Classroom
 - State and county fair soybean contests support
 - FFA program support
 - Family and Consumer Science (FACS) education program

8. Biodiesel – Industrial Uses Advertising
 - Kansas State University Football network
 - Others as approved throughout the year by the commission

9. Biodiesel
 - Clean Fuels Alliance America (CFAA) Membership
 - CFAA Environmental Analysis
 - CFAA Industry Communications
 - CFAA Market Expansion Drive
 - CFAA Quality Assurance Programs
 - CFAA State Energy Initiatives: Regulatory and Environmental Support
 - MEG Corp - Regional Petroleum Outreach Education
 - MEC Clean Cities Biodiesel Outreach and Training

10. Uses for Soybean Meal
 - Soymeal Information Center
 - Soy Aquaculture Alliance
 - SmithBucklin/USB Animal Nutrition Research Challenge (ANRC)

11. Producer Radio, TV and Print Outreach
 - WIBW radio, Topeka
 - KRVN radio, Lexington, NE
 - KKOW radio, Pittsburg, KS
 - KFEQ radio, St. Joseph, MO
 - KFRM radio, Clay Center, KS
 - KBUF radio, Garden City, KS
 - KXXX radio, Colby, KS
 - K-State Radio Network, Manhattan, KS
 - KTWU TV America's Heartland
 - KPTS TV America's Heartland
 - KCPT TV America's Heartland
 - Smoky Hills PTV Real Ag
 - KWCH TV, Wichita, KS
 - Farming Unlimited TV
 - Authentic Ag
 - Kansas Agricultural Network
 - Print Ads for specific promotions. Advertise to educate producers of soybean checkoff program sponsored by the KSC, *Straight Rows*. Work on earned media with *Kansas Farmer*, *High Plains Journal*, *Farm Talk*, *Midwest Producer*, *Grass and Grain*, etc.

12. *Soy Notes* Newsletter

13. Kansas Soybean Expo

14. No-till on the Plains organization
 - Improving Soil Health through Demonstration and Education

15. Field Days, Farm/ Trade Shows, Crop Tours

16. International Market Development work
 - Kansas State University
 - International Grains Program Institute
 - WISHH Program
 - Showcasing the Kansas Soy Industry and Attending IGP-KSU Feed Manufacturing Course
 - US Soybean Export Council
 - Americas Buyers Conference Support
 - Middle East & North Africa Soybean Meal Promotion
 - QSSB Support of Soy Excellence Commission
 - Ag Processing, Inc.
 - Promoting and Marketing of Ag Soy Products in Asia
 - Promoting and Marketing of Soybeans and Ag Soy Products in Latin America
 - USA Poultry & Egg Export Council
 - U.S. Poultry Marketing Activities in Armenia
 - Creating Demand for U.S. Poultry in Colombia's Foodservice Sector
 - Developing the Market for U.S. Poultry in Korea's Foodservice/Mass-Catering Sector
 - Expanding U.S. Poultry Ingredients to Mexico's Processing Industry
 - Creating Demand for U.S. Poultry in Vietnam's Foodservice Sector
 - US Meat Export Federation
 - Exporting Kansas Soybeans through US Pork
17. Collections, meetings, administration and audit procedures
18. Program and administrative work by the Kansas Soybean Association
(Attached projects including budgets for contracted and direct spending)
19. Leadership development and program management (Ag Leader Source)
20. First Purchaser Relations
 - Grain Grading Workshops
 - Kansas Grain and Feed Association - Annual meeting, trade show and other events
 - Kansas Agriculture Retailers Association
 - Kansas Coop Council
21. Soybean Production Yield Contest
22. USB Funded Cooperative Projects – to be determined
23. Consumer Awareness Media Program

FY2024 Kansas Soybean Commissioners

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District VII	Gary Robbins (Secretary) 28415 Saxon Road Emmett, KS 66422 (785) 535-4233	District VIII	Bob Haselwood 2130 SE 61 st Street Berryton, KS 66409 (785) 862-1048
District IX	Mike Froebe 15069 Jackson Rd. Mound Valley, KS 67354 (620)330-6666	At-Large	Raylen Phelon (Treasurer) 163 E 317 th Street Melvern, KS 66510 (785) 549-3532
At-Large	Lance Rezac 24500 Aiken Switch Road Onaga, KS 66521 (785) 889-4309	United Soybean Board Representatives: Dennis Gruenbacher, Andale Kurt Maurath, Oakley Lance Rezac, Onaga	

Kaleb Little, Administrator
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Kansas Soybean Commission**Organizational Memberships**

(Revised March 8, 2023)

Organization	Representative
111 - Coalition to Protect the Missouri River	Dennis Hupe
111 - Soybean Transportation Coalition (STC) #1	Phelon/Hupe
111 - Soybean Transportation Coalition (STC) #2	Robbins/Hupe
111 - USA Poultry & Egg Export Council (USAPEEC)	Haselwood/Hupe
111 - US Meat Export Federation (USMEF)	Keith Miller
111 - US Soybean Export Council (USSEC)	Wray/Little
111 - World Initiative for Soy in Human Health (WISHH)	Bob Haselwood
211 - North Central Soybean Research Program (NCSRP)	Ohlde/Hupe
211 - No-till on the Plains (NTOPI)	Dennis Hupe
211 - Kansas Soil Health Alliance	Dennis Hupe
311 - Soy Nutrition Institute (SNI Global)	Jancey Hall
351 - Central Kansas Clean Cities Coalition (CKCCC)	Dennis Hupe
351 - Clean Fuels Alliance America (Formerly NBB) (KSC)	Gruenbacher/Little
351 - Clean Fuels Alliance America (Formerly NBB) (KSA)	Haselwood/Hupe
351 - Fuel True Independent Energy & Convenience	None needed
351 - Kansas Association of School Boards (KASB)	None needed
351 - Kansas City Regional Clean Cities Coalition (KCRCCC)	Dennis Hupe
351 - Kansas Motor Carriers Association (KMCA)	None needed
351 - Mid-America Fleet Administrators (NAFA)	Kaleb Little
351 - Renew Kansas	Dennis Hupe
361 - Animal Agriculture Alliance (AAA)	Hupe/Hall
361 - Center for Food Integrity (CFI)	Dennis Hupe
361 - Kansas Farm Food Connection (KFFC)	Dennis Hupe
361 - Soy Aquaculture Alliance (SAA)	Wray/Little
361 - US Farmers & Ranchers Alliance (USFRA)	Dennis Hupe
411 - ASA Action Partnership (ASAAP)	Kaleb Little
411 - Kansas Agriculture and Rural Leadership (KARL)	Jancey Hall
421 - Kansas Coop Council (KCC)	None needed
421 - Kansas Grain & Feed Association (KGFA)	Dennis Hupe



SOY NOTES

for Kansas soybean farmers

News from the Kansas Soybean Commission — the soybean checkoff | December 2023

Ciampitti leads modern, complex research

It does not take a long conversation with Dr. Ignacio Ciampitti to understand how much he values being people-centric. Yet, it is easy to talk at length with the Kansas State University Agronomy professor and researcher as he discusses projects on the docket in the Ciampitti Lab.

The lab setting is a modest room on the inner corridors of Throckmorton Hall at K-State. There, students work diligently to study crop samples collected from various soybean states. On a particular day in November, the students quantify levels of nitrogen in seed tissues to determine how much came out of the atmosphere versus the soil. It is part of a project funded by the Kansas Soybean Commission and North Central Soybean Research Program that studies soybean quality and various conditions that affect such a value.

The research rolls nitrogen fixation, sulfur fertilization, planting dates and dry-down conditions into one seed quality analysis to generate a dataset and ultimately inform the creation of decision-making tools.

“The project is complex because, as any farmer knows, there are multiple factors [in the field],” Ciampitti says. “One of the key components



Top: Dr. Ignacio Ciampitti works out of Throckmorton Hall on the Kansas State University campus. Throckmorton is home to the College of Agriculture Department of Agronomy and many of its faculty. **Bottom left:** Small capsules are meticulously filled with crushed soybean seed tissue in an effort to quantify nitrogen pulled from the atmosphere and soil. **Bottom right:** Collected samples of soybean seed wait to be analyzed in the Ciampitti Lab at K-State.

is trying to understand how much nitrogen the plants are really fixing and how much of the nitrogen is coming from the soil. We want to understand this for a couple reasons - we want to make sure the plant can always be competitive and yield well, and we also want to make sure the plants are yielding well years down the road.”

He explains that as much as 70 percent of the nitrogen in a soybean crop is taken out of the field at harvest. To maintain a neutral “nitrogen

budget,” the plants must fix an amount equal to what was previously removed. Existing research indicates applying nitrogen fertilizer to soybeans prompts little to no response, putting emphasis on the ability for soybeans to fix available nitrogen. Ciampitti’s project looks to determine methods to boost the fixation process to continually make up for what is lost.

“For me, trying to understand the fixation process and see how we can help it is critical for thinking about

long-term productivity and sustainability of the crop,” he says. “There are multiple uses of soybeans in the market, and we want to make sure we have enough supply for the future.”

According to the project description, surprisingly little is known about the amounts of nitrogen fixed by soybeans. That prompts many questions about the amount of the element removed with high-yielding soybeans - or in stressful environments - and whether the soil reserves can keep up. One potential solution to boosting nitrogen fixation could be sulfur fertilization.

“One of the key factors we are looking at is sulfur,” Ciampitti shares. “Sulfur, or the lack of, could be impacting the ability of the soybean plant to fix nitrogen.”

He explains that symptoms presenting as a nitrogen deficiency in soybeans could really be an issue with the sulfur levels, which would be much more simple to solve. It is an example of how one factor in the field can impact another and ultimately impact yields, he says.

Yields are also susceptible to changes in the seed filling and dry-down stages of soybean growth. This adds another layer to Ciampitti’s project. He explains that soybean seeds lose three to four



A student prepares to analyze data in the Ciampitti Lab at K-State.



Soy Notes is a service of the Kansas Soybean Commission - the soybean checkoff.
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- Vice Chairman Keith Miller
- Secretary Gary Robbins
- Treasurer Raylen Phelon

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- Director of Field Services Dennis Hupe
- Director of Communications Amanda Manville
- Director of Operations Adam O'Trimble
- Director of Programs & Outreach Jancey Hall
- Comms & Membership Specialist Josey Mestagh
- Administrative Assistant Meghan Bechard



percentage points of moisture each day from 60 percent moisture at the time the plant reaches maturity to an ideal 13 percent at the time those seeds should be harvested. It is difficult, however, to be in the field on the exact day moisture reaches the ideal threshold. A few days too late could mean dollars lost.

To manage the dry-down stage, Ciampitti envisions a prediction tool that helps farmers prioritize their fields. To get there, interdisciplinary work with weather scientists and other experts is vital, he says, because it would connect weather data with crop data in a format that is practical for farmers.

The next layer of the project studies how various crop conditions impact crop nutrition. Protein content and yield tend to have an inverse relationship, Ciampitti says. As yield accumulates, energy within the plant produces carbohydrates first.

“The nitrogen fixation aspect of the project is important to me because I care about the productivity of farmers and making sure that our soybean production is sustainable,” Ciampitti shares. “The quality aspect of the project is important because I care about farmers getting more value for their crop in the future.”

He says the industry often overlooks quality in lieu of productivity. The U.S. has reached a good level of productivity, he adds, and can begin to identify the best practices to manage high-quality soybeans. So far, the team has collected data from over 200 fields across two years to track what those practices are. The emphasis on protein quality in the current study and being more precise in identifying “protein hotspots” within fields could tap into a whole new premium for soybeans. He believes they can utilize science to get ahead of the market.

Ciampitti approaches all research with forward thinking, saying, “I feel that, as a university, part of our role is to help farmers think toward the future. I want to ensure if I am working with the checkoff or industry that we are being innovative. There are going to be more and more challenges to address.”

Feedback from farmers is vital in the success of Ciampitti’s research projects year after year. He shares that he tries to keep the research relevant and relies on conversations with farmers to guide new research ideas and proposals. Ciampitti and members of his team are in contact with farmers every week and utilize Extension events to

make connections.

“By just listening to farmers, you start to think about how you can solve those problems they face,” he says. “You think for each scenario how to manage the crop better. We don’t need to be perfect; we just need to be better. We move one step forward any time we do a research project.”

Ciampitti says his passion was always to discover ways to help farmers, all the way back to his early life in Argentina. He has roots in farming and earned his bachelor’s and master’s degrees in agronomy and soil science, respectively, at the University of Buenos Aires. Following his doctoral studies in crop physiology and plant nutrition at Purdue University, Ciampitti landed at K-State in 2013.

It was at K-State that the Ciampitti Lab was created. Tenets of the lab, according to Ciampitti, are keeping it people-centered and allowing students to feel a sense of independence much like they would find out in the industry. The students are hand-selected to create a connected and creative space for the team to work on applied research.

“Our goal at the end of the day is to create more value for farmers and position soybeans as a crop that can generate more revenue,” Ciampitti concludes.

Commodity Classic registration opens

Registration and lodging opened for the 2024 Commodity Classic in Houston, Texas. The largest farmer-led trade show in America runs February 28 through March 2, 2024, and offers growers exciting education sessions, vast networking

opportunities, and memories to last years.

United Soybean Board Vice President of Market Intelligence Mac Marshall and American Soybean Association Economist Scott Gerlt are scheduled to lead an Agricultural Outlook ses-

sion Friday, March 1. USB intends to operate a trade show booth to engage visitors.

Check www.commodityclassic.com for all the details on this premier agricultural event.

Kansas Soybean Expo to bring fun, fame in Jan. '24

Affiliates of the soybean industry in Kansas should be gearing up to attend the 2024 Kansas Soybean Expo. The annual event set in Topeka returns January 10 to the Maner Conference Center in conjunction with the Topeka Farm Show.

“The Kansas Soybean Expo kicks off each new year with valuable networking and insights ahead of another crop season,” Expo Co-chair Brett Neibling, Highland, says. Neibling leads the Kansas Soybean Association Committee tasked with planning the event. “In 2024, we have an outstanding lineup of speakers planned and encourage all soybean growers across Kansas to consider attending.”

The scheduled agenda for Expo includes valuable information on research, managing risk and weather forecasting. Participants can hear from Kansas State Uni-

versity agronomic specialists on the changing research landscape, learn top marketing tactics from Kansas State University agricultural economists and understand upcoming weather patterns from Joe Lauria, Fox 4 Kansas City meteorologist. To close out a day of learning, Dave Lewis Entertainment plans to amp up the fun with the Game Show Road Show featuring trivia and fun that “transcends age and gender.”

While Expo provides growers with a preview of the upcoming crop year, it also celebrates the preceding season with the announcement of the 2023 Yield and Value Contests winners. Additional awards for Friend of Soy and Meritorious Service are presented at the luncheon.

Notably, former senator Pat Roberts, an icon in agriculture, is the invited luncheon speaker. Roberts began rep-

resenting Kansas in the U.S. Senate in 1997 following a long tenure in the U.S. House of Representatives from 1981 to 97. He is the first person to chair both the House and the Senate agriculture committees. In 2020, Roberts retired after four Senate terms.

Kansas Soybean Expo brings together soybean producers in Kansas for a day of learning, industry updates and networking. The Kansas Soybean Association organizes the event with check-

off funding from the Commission. Expo is a free event. Registration and exhibits open at 8:30 a.m. with the program scheduled to begin at 9 a.m.

Visit kansassoybeans.org/expo to view the agenda and register for Expo to reserve your seat. Online pre-registration is not required but is recommended to expedite the registration process on the day of Expo.

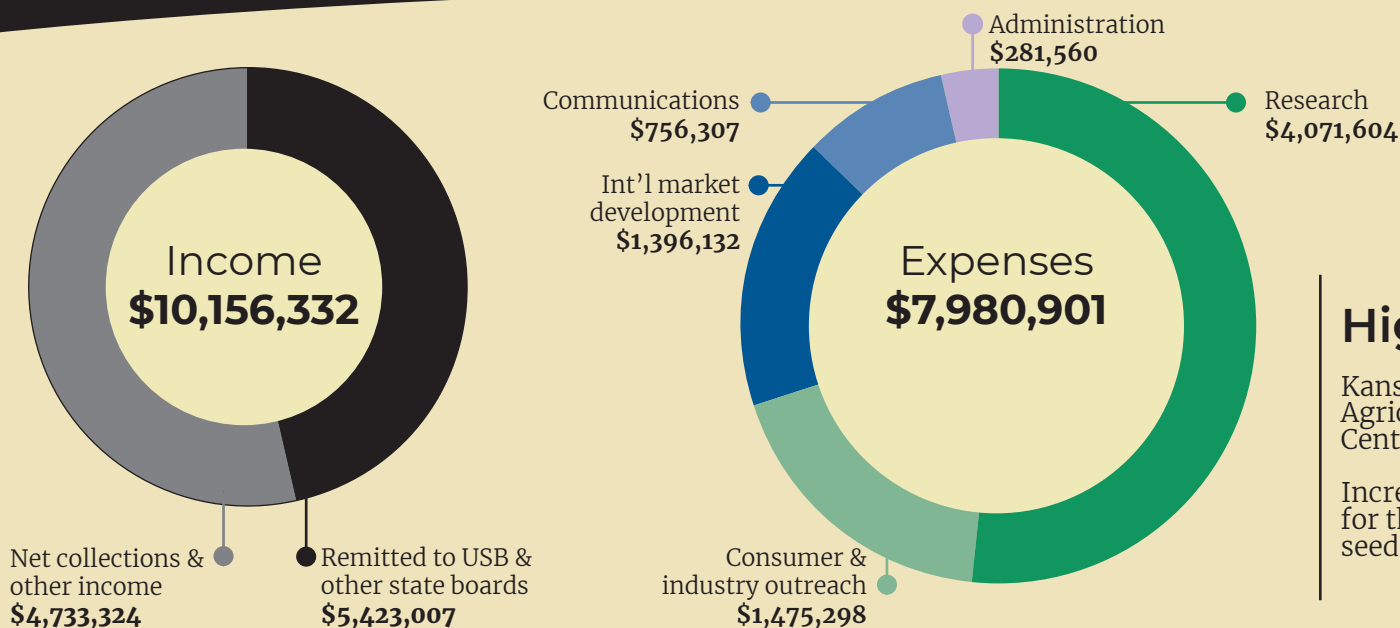


Attendees of the 2023 Kansas Soybean Expo enjoy the keynote session from Comedian C. Willi Myles.

Fiscal Year 2023 Financial Summary

not officially audited

KANSAS SOYBEAN COMMISSION
JULY 2022 - JUNE 2023



Highlights

Kansas State University Agricultural Innovation Center initial investment

Increased research dollars for the KSU Agronomy seed breeding program

Corn, Soybean Schools coming to four state locations

The Kansas Soybean Commission is partnering with Kansas Corn to host Corn and Soybean Schools in January 2024. These daylong seminars equip growers with the latest management practices in crop production and commodity marketing.

Previously, each commodity organization hosted its own shortened workshop focused on crop specific management practices. By combining both crops into one event, growers can maximize their time and leave prepared to manage a wider scope of their operation.

“The integration of both corn and soybean schools will provide timely and relevant information for growers across our state to make complex decisions on their farms,” Dr. Ignacio Ciampitti, Kansas State University Department of Agronomy, says. “The one-day schools will cover up-to-date and specific topics for both corn and soybeans: crop production practices, weed control, soil fertility, insect and disease updates, and price and market perspectives, among several topics.”

Four events are scheduled across the state in January. The first Corn and Soybean School takes place January 16 in Parsons at the Southeast K-State Research and Extension building.

Key speakers include Dr. Sarah Lancaster, K-State agronomy discussing weed control and Dr. Gretchen Sassenrath of the southeast research station sharing about cropping systems specific to that region of Kansas.

Dr. Dorivar Ruiz Diaz, Dr. Jeff Whitworth and Dr. Rodrigo Onofre are on the agenda to discuss their areas of expertise comprising soil fertility, insect pressure and crop diseases, respectively.

Growers in central Kansas may consider attending the January 17 school at AGCO in Hesston. Ciampitti kicks off this event to share agronomics for corn and soybean production. Dr. Ajay Sharda is set to cover planter technology research findings and Dr. Dan O’Brien plans to discuss marketing tactics. Whitworth and Onofre close out the day.

The third Corn and Soybean School event takes place January 18 in Garden City at the Corteva Agriscience Research Center. Speakers comprise Dr. Jonathan Aguilar presenting on irrigation practices, Dr. Augustine Obour presenting on fertility, Dr. Randall Currie presenting on weed control and O’Brien discussing markets.

The final school is scheduled January 19 at John Deere in Olathe. O’Brien kicks off the day to share about markets followed by Sharda’s presentation on planter technology. Ciampitti, Ruiz Diaz and Lancaster all join to share their expertise with growers.

Corn and Soybean Schools are free to attend. Register by January 9 at www.kscorn.com/schools.

Participants may earn Certified Crop Advisor and Continuing Education Unit Credits. Morning refreshments and a hot lunch are provided at these in-person schools.



FIND A CORN AND SOYBEAN SCHOOL NEAR YOU

January 16 Parsons, KSRE Research Station

January 17 Hesston, AGCO Corporation

January 18 Garden City, Corteva Agriscience

January 19 Olathe, John Deere Ag Marketing



Atkinson takes first time seat on USB

Charles Atkinson, Great Bend, is set to join the United Soybean Board as a Kansas director following his appointment from the U.S. Department of Agriculture.

“Seeing the work that has been done to enhance the value of soybeans through the checkoff intrigued me,” Atkinson says. “I’d like to work closely with the advancement of new technology, renewable fuels and new uses to continue increasing demand and value of our soybeans worldwide.”

Atkinson completed a 38-year career with the National Resource Conservation Service and is now a crop adjuster in near Great Bend and is also the sixth generation of a family farm in Columbus which grows soybeans, corn, wheat, cover crops and hay in

addition to managing a cow-calf herd. His father, Marion, and son, Matthew, manage the farm’s daily operations. Dennis Gruenbacher, Andale, retired from service on USB after six years representing Kansas soybean farmers. Atkinson’s term begins at the USB December meeting in St. Charles, Missouri.