

ARKANSAS CORN & SORGHUM PROMOTION BOARD MEETING
Zoom Only

Minutes

April 4th, 2024
8:30 a.m.

Members Present via Zoom: Matt Smith, Trent Dabbs, Matt Gammill, Tommy Young,
Jason Felton & Kenny Falwell

Members Absent: Jacob Appleberry

Chairman Tommy Young commenced the Arkansas Corn & Grain Sorghum Promotion Board meeting at 8:35 a.m. and welcomed all members and guests present on Zoom. A quorum was established.

Chairman Young then presented the minutes from the board's previous meeting held on February 21st & 22nd, 2024.

Chairman Young then asked for a motion to approve the previous meeting minutes.

Moved by Falwell, seconded by Dabbs.

Motion carried.

Chairman Young then introduced Mr. Inoussa Zaki from the Arkansas Department of Agriculture to present the board's updated financial report for the period that ended on March 31st, 2024.

ATTACHMENT 1

Zaki explained to the board that their finances for this period are notably strong compared to his somewhat conservative forecast.

Zaki told the board that the total gross collections at the end of March were valued at \$1,003,850, with \$997,167 in gross collections for corn, and \$6,682 in gross collections for grain sorghum.

Zaki also told the board that they netted \$995,219 during this period, with a total revenue of \$3,478,234. Zaki valued the board's total expenditure for this period at \$1,347,184.

Zaki also informed the board that they held a reserve fund balance of \$894,583, further mentioning that he expects this reserve balance to increase to upwards of \$900,000 as the fiscal year comes to an end over the next few months.

Chairman Young then asked Zaki if he expected the reserve balance to increase closer to \$1,000,000 by July, adding that there were likely many corn farmers across the state that may have not sold their corn quite yet.

Zaki mentioned that he was working with more conservative numbers in his forecast and answered that he does project the reserve to be in the millions by the end of the fiscal year.

Chairman Young then asked for a motion to approve the financial report.

Moved by Falwell, seconded by Dabbs.

Motion carried.

Chairman Young then introduced the next agenda item concerning the proposal from Rebecca Lochmann with the University of Arkansas at Pine Bluff, who previously presented at the 02/22/2024 board meeting on their research project proposal entitled, "Use of Corn Protein Concentrate in Plant-Based Diets for Largemouth Bass to Optimize Production Sustainability and Profitability."

Chairman Young briefly recapped what was discussed about this project at the previous board meeting, highlighting that the board was interested in whether other additional species of fish could be included in the project proposal.

Chairman Young added that he had done some of his own private research on this topic and found that largemouth bass is mostly a niche market that exists primarily in Florida, with little to no market in Arkansas. Chairman Young mentioned that he personally felt as though the board should not fund niche markets of this nature at this time.

Chairman Young then opened the floor for any comments on this discussion.

Member Kenny Falwell added that he thinks the corn farmers of Arkansas would not want to see their money spent on research like this, since there would be no direct benefit to them. Some discussion ensued.

Member Matt Smith then mentioned that he was not present at the previous board meeting to see the full project presentation, but he does see where members Falwell and Young are coming from on this topic. Some further discussion ensued.

Chairman Young then asked for a motion not to fund this research project proposal from Rebecca Lochmann.

Moved by Smith, seconded by Falwell.

Motion carried.

Chairman Young then introduced the next agenda item concerning an update report from the Deane Robinson Seed Company.

Prior to the presentation on the research project from Deane Robinson Seed Company, Chairman Young addressed concerns about the company's lack of responsiveness to this board, which was particularly noted during the previous board meeting held in February.

Chairman Young asked Deane Robinson Seed company if they would like to continue receiving funding from this board, and presenter James Watkins indicated that they would like to still receive funding from the board, citing apologies and some explanation on behalf of the company.

Chairman Young then asked Watkins who exactly was doing the research, and Watkins answered that it was himself and William Johnson. Some discussion ensued.

James Watkins then gave the research project presentation from the Deane Robinson Seed Company on "Sequestering Carbon in Corn Production System," requesting a continued proposed funding amount of \$18,195. **ATTACHMENT 2**

Chairman Young then asked if there were any questions.

Member Falwell asked the presenter if he saw any problems with future presentations to the board regarding the results of these studies. Watkins answered that he does not foresee any further issues in the future and again apologized for the miscommunication. Chairman Young provided a brief overview of expectations moving forward and some discussion ensued.

Chairman Young then asked if William Johnson is no longer working on their project, and Watkins answered that he is not.

Chairman Young asked Watkins if there were any problems moving forward with Johnson no longer working on their research project. Watkins answered that he does not foresee any more issues moving forward, further assuring the board.

Chairman Young then asked if there were any further questions and there were none.

Chairman Young then introduced the next agenda item concerning the discussion of continued support to the Arkansas Corn & Grain Sorghum Producers Building located on the Jackson County Extension Center Campus.

Chairman Young reminded members that during the previous board meeting, there was a discussion about allocating \$10,000 annually for the general upkeep and maintenance of the AR Corn & Grain Sorghum Producers Building. Chairman Young also mentioned that this funding commitment is an item that the board will need to address on an annual basis.

Chairman Young then requested a motion from the board to approve the continuation of providing \$10,000 in funding for the current year to the Arkansas Corn & Grain Sorghum Producer's Building situated on the Jackson County Extension Center Campus.

Moved by Falwell, seconded by Felton.

Motion carried.

Chairman Young then introduced Member Falwell to present the report to the board on the National Corn Growers Association (NCGA) Corn Congress held at Commodity Classic in Houston, TX.

Member Falwell noted that the NCGA was formed in 1957, representing 40,000 dues-paying members, and advocating for the interests of over 300,000 corn farmers in the United States. Member Falwell further emphasized that the focus of the NCGA is to develop and support the implementation of new markets aimed at advancing the corn industry.

Member Falwell provided an overview of discussions held during the NCGA Corn Congress meeting, highlighting the contentious issue of mandatory base acre updates for corn growers, which was a resolution proposed by northern corn states. This resolution passed during this Corn Congress session. Additionally, Member Falwell mentioned that Senator Boozeman's office strongly opposes this mandatory base acre update requirement, noting that Sen. Boozeman is the chairman of the U.S. Senate Committee on Agriculture.

Member Falwell then gave his report on the Commodity Classic Conference that was held in Houston, TX. He highlighted the conference's significant scale and noted his enthusiasm for witnessing the latest agricultural innovations showcased at the annual trade show.

Member Falwell then asked if there were any questions on his report and there were none.

Chairman Young then provided a brief overview of the Southern States Caucus meeting held during Corn Congress. He highlighted a resolution drafted by the Texas Corn Growers Association, that would propose voluntary base acre updates with certain caveats, which he deemed more reasonable than imposing mandatory base acre requirements. Furthermore, Chairman Young mentioned a visit from Sen. Boozeman's office during the Southern States Caucus meeting, where they expressed their inability to support a mandatory base acreage resolution passed by the NCGA.

Additionally, Chairman Young underscored the significant influence of market dynamics on acreage bases, stressing that imposing a mandatory base acreage requirement for corn farmers would not align with the best interests of Arkansas farmers.

Chairman Young and Member Falwell then discussed handheld technology from Leaftech Ag, a company they encountered at the Commodity Classic trade show. Leaftech Ag claims to have

handheld technology that will instantaneously provide nutrient content results for corn leaf tissue, which is a major departure from the traditional lab sampling and testing associated with analysis like this. Member Falwell highlighted the company's confidence in the efficacy of their technology, prompting the desire to present this information and technology to the board.

ATTACHMENT 3

Chairman Young then raised the topic with Dr. Nathan Slaton from the UofA, suggesting the possibility of the corn board purchasing the handheld device. He inquired whether the UofA would consider using the purchased device as part of an ad hoc study.

Dr. Slaton responded by expressing that he would like to do a more research on the technology and the company itself before agreeing to such a proposition. He noted the prevalence of companies making similar claims, cautioning that the technology may not consistently align with laboratory analysis results. Dr. Slaton assured the board that he would investigate the matter and provide an official recommendation.

Chairman Young then launched into the discussion regarding the board's summer meetings.

Chairman Young asked Dr. Slaton if he had any recommendations for research stations that he feels the board should visit this year.

Dr. Slaton referred to the board's visit to the Pine Tree Research Station last year, noting its extensive corn research activities. He expressed his intention to delve deeper into the board's research projects to provide a recommendation for the board's next visit.

Additionally, Dr. Slaton explained that he would like to find a date that accommodates everyone's schedules to do such a visit, and assured the board that once a date is determined, that he would take charge of coordinating a visit to a research project.

Chairman Young reminded Dr. Slaton of two upcoming meetings scheduled for the summer that he should consider: one with the National Corn Growers Association (NCGA) from July 15 – 18, 2024, and another with the U.S. Grains Council (USGC) from July 29 – 31, 2024.

Chairman Young then initiated the discussion regarding the funding of the Deane Robinson Seed Company's research project.

Member Falwell acknowledged the potential value of the proposed research for the industry but expressed reservations about the unknown aspect, particularly regarding Mr. Watkins' quality of work, which is unfamiliar to the board. He noted his higher confidence in the work quality of William Johnson, whose work he was more familiar with.

Chairman Young then asked Zaki what the funding amount given to the Deane Robinson Seed Company was last year, and Zaki answered that it was \$18,195.

Some discussion regarding the research project ensued.

Member Felton inquired whether anyone was aware of other entities contributing to funding this research from Deane Robinson Seed Company. Administrator Bray responded that the AR Soybean Promotion Board currently funds the exact same project conducted by the Deane Robinson Seed Company. Some discussion ensued.

Chairman Young then asked for a motion to continue to fund the Deane Robinson Seed Company for \$18,195 for their research on "Sequestering Carbon for Corn Production System."

Moved by Felton, seconded by Falwell.

Motion carried, with a recusal from Dabbs.

Chairman Young then asked if there were any other business to address before the board.

Dr. Slaton then mentioned that Jason Kelley is planning to do a Corn College this year at the Mariana station in early August. He said that he will share details once they are established. Some discussion about this ensued.

Chairman Young then asked for a motion to adjourn.

Moved by Falwell, seconded by Felton.

Meeting adjourned at 9:39 a.m.



Tommy Young, Chairman

ATTACHMENT 1

Corn and Grain Sorghum Board Financials Total Annual Collections

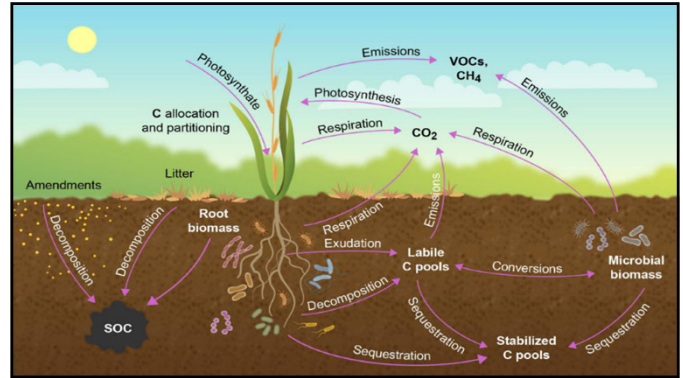
	June 2023	March 2024	Forecast 2024
Beginning Fund Balance	\$ 2,156,313	\$ 2,483,014	\$ 2,483,014
Revenue			
Gross Collections	\$ 1,050,172	\$ 1,003,850	\$ 1,070,077
Corn	\$ 1,044,635	\$ 997,167	\$ 1,063,230
Grain Sorghum	\$ 5,538	\$ 6,682	\$ 6,847
Rev. & Treas. Dept. 3%	\$ 33,606	\$ 31,473	\$ 33,172
Other Income	\$ -	\$ 22,843	\$ 22,843
Transfers to CGSPB (Net)	\$ 1,016,567	\$ 995,219	\$ 1,059,748
Total Revenue	\$ 3,172,880	\$ 3,478,234	\$ 3,542,762
Expenses			
Payments to Research	\$ 965,315	\$ 1,292,298	\$ 947,120
Payments to Research	\$ 492,117	\$ 10,000	\$ 345,178
Payments to Research	\$ 351,470		\$ 1,053,801
Preapproved Research			
AMCOE			
U S Grains Council			
Membership	\$ 68,525	\$ -	\$ 142,532
Export Exchange-Medallion Sponsorship		\$ -	\$ 15,000
U.S. Grains Meeting	\$ 1,169		
National Corn Growers Association			
Membership	\$ 28,000	\$ 28,000	\$ 56,500
Promotion			
Commodity Classic	\$ 2,438		\$ 8,000
Arkansas Farm Bureau Foundation			
County Meetings			\$ 5,001
Ag in the Classroom	\$ 10,000	\$ -	\$ 20,000
Producer Conference			\$ 5,001
Other Promotion	\$ 271,500		\$ 4,500
Total Promotion	\$ 381,632	\$ 28,000	\$ 256,534
Board Travel Lodging	\$ 4,133	\$ 3,554	\$ 7,001
Board Travel Meals	\$ 1,771	\$ 3,408	\$ 10,001
Board Travel Other		\$ 2,327	
Board Travel Mileage		\$ 605	
Office Supplies		\$ 45	
Postage		\$ -	
Admin Expenses		\$ 4,423	
Board Exp.	\$ 5,904	\$ 14,361	\$ 17,002
Website	\$ 9,000	\$ 2,526	\$ 17,000
Total Board Exp.	\$ 14,904	\$ 16,886	\$ 34,002
Total Expenditures	\$ 2,205,438	\$ 1,347,184	\$ 2,636,635
Outstanding Commitment		\$ 1,196,467	
Ending Fund Balance	\$ 967,442	\$ 934,583	\$ 906,127

ATTACHMENT 2

Sequestering Carbon in Corn Production System

William Johnson Jr., Ph.D., CCA and James Watkins, M.S., CCA
Deane Robinson Seed Company

1



2



3



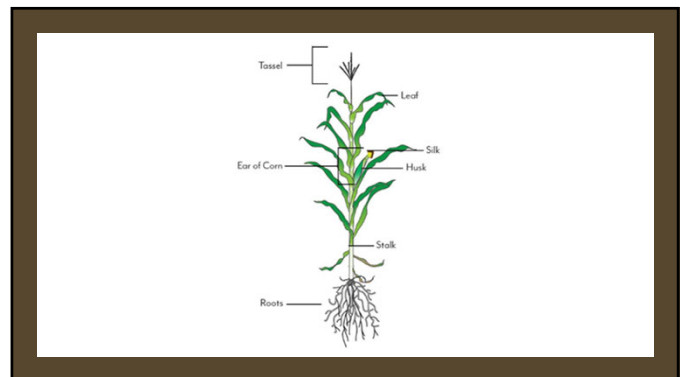
4

Agronomics

Grower	Planting Date	Population thousands	Yield Bu/a
Morton	4/14/2023	35	DKC 246 P 234
Walt	3/31/2023	34	DKC 238 P 228
Watkins	5/4/2023	35	DKC 148 P 213

DKC 65-99 Pioneer P1718VYHR

5



6



7

Sample Analysis

- Waypoint Analytical
- Total dry weight
- Total combustible carbon

8

Sequestered Carbon

Hybrid	Root	Stalk	Leaves	Shuck	Silk	Cob	Grain	Carbon
	%	%	%	%	%	%	%	Tons/acre
DKC 65-99	13.8	22.4	14.1	10.3	0.8	16.1	23.0	9.1
P1718VYHR	12.2	22.8	15.3	9.7	1.0	15.4	23.6	9.2

9

Carbon Revenue

- James Hansen, retired NASA Scientist
 - Proposed a \$15/ton tax for carbon emissions
 - Proposed a \$15/ton tax credit for carbon sequestered
- Corn carbon credit of \$150 per acre

10



11



12



13

Leaftech_{ag}

**TARGETED NUTRIENT
APPLICATION TECHNOLOGY
SIMPLE, TIMELY, AND TARGETED**

DELIVERING RESULTS

IN MINUTES VS DAYS
FOR CENTS VS DOLLARS

TARGETED NUTRIENT APPLICATION
FOR IMPROVED NUTRIENT STEWARDSHIP

Identifies 11 Nutrients with up to

97% ACCURACY

*when compared to a lab analysis



(618) 704-3055 | www.agtechgroup.com

SCAN

Provides the grower with precise inputs for optimal yields and crop quality, developing real time actionable recommendations in hours instead of days

PRESCRIBE

Integrates management solutions by connecting timely and accurate data for the best action, providing up to 13.5 million data points per scan with hundreds of scans per field

APPLY

Meet nutrient needs at peak times to ensure optimal crop yields and quality while minimizing costs



Reaching a crop's production potential with improved environmental stewardship and sustainability.



**Testing takes 30-45 seconds
and \$0.195/data point!**

**Featuring unlimited scans for
corn, cotton, and soybeans.**

More crops available soon!

INCLUDES:

- Scanning Hardware
- Software
- Battery
- Charger
- Hard Case
- Training

CURRENT NUTRIENTS MEASURED

- Nitrogen
- Phosphorus
- Potassium
- Sulfur
- Zinc
- Copper
- Iron
- Boron
- Manganese
- Magnesium
- Calcium
- Leaf Water Content

Up to 97% Accuracy vs. Lab

**Contact us at (618) 704-3055
to learn more!**



info@agtechgroup.com
www.agtechgroup.com



SIMPLE • TIMELY TARGETED

30x more site specific
data points at 3% of the cost
in 3-5 minutes vs 3-5 days as
compared to current methods

Growth Stage	Deficient	Low	Sufficient	High	Max
V17					
N_pct			3.68		
P_pct			0.39		
K_pct			2.05		
Mg_pct			0.3		
Ca_pct				0.98	
S_pct			0.27		
B_ppm		4			
Zn_ppm		36			
Mn_ppm	18				
Fe_ppm			123		
Cu_ppm		8			



- This is a subscription based service
- Scanners to be returned to LeafTech Ag upon completion of growing season or discontinued use.
- Defective Scanners will be replaced within one business day
- If defects are due to manufacturing error or normal wear and tear, there will be no replacement fee.



Targeted Nutrient Application Technology



Application of nutrients to a crop
are restricted by today's costly
and inefficient practices and
record nutrient cost . . .
UNTIL NOW!



618-704-3055

info@agtechgroup.com • www.agtechgroup.com