



The Kansas Department of Agriculture
ANNUAL REPORT 2016





KANSAS DEPARTMENT of AGRICULTURE ANNUAL REPORT

The Kansas Department of Agriculture (KDA) is the state agency devoted to the total support of agriculture in Kansas. The department works for the entire Kansas agriculture sector, including farmers, ranchers, food establishments and agribusinesses. KDA is dedicated to providing support and assistance to make Kansas businesses successful and encouraging more farms, ranches and other agriculture businesses to expand in or relocate to Kansas.

KDA is made up of a variety of divisions and programs that perform different administrative, marketing, regulatory and other services. Included in this annual report are some of the highlights achieved by those divisions and programs in 2016.

Administrative Services	Agricultural Business Services	Agricultural Marketing	Animal Health	Water Resources
<ul style="list-style-type: none"> • Communications • Emergency Management • Fiscal • Human Resources • Information Technology • Legal • Office of the Secretary 	<ul style="list-style-type: none"> • Agricultural Laboratory • Dairy and Feed Safety • Food Safety and Lodging • Grain Warehouse • Meat and Poultry • Pesticide and Fertilizer • Plant Protection and Weed Control • Weights and Measures 	<ul style="list-style-type: none"> • Agribusiness Development • Economics and Statistics • International Marketing • Trademark • Workforce Development 	<ul style="list-style-type: none"> • Animal Disease Control • Animal Facilities • Brands Program <p>Conservation</p>	<ul style="list-style-type: none"> • Water Appropriation • Water Management Services • Water Structures

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PURPOSE:

To serve, promote and grow the state's largest industry.

VISION:

Kansas will provide an ideal environment for long-term, sustainable agricultural prosperity and statewide economic growth.



MISSION:

The Kansas Department of Agriculture is committed to a balanced approach of:

- Serving Kansas farmers, ranchers, agribusinesses and the consumers/customers they serve;
- Providing an environment that enhances and encourages economic growth of the agriculture industry and the Kansas economy; and
- Advocating for and promoting the agriculture industry, the state's largest industry, employer and economic contributor; while
- Helping to ensure a safe food supply, protecting natural resources, promoting public health and safety, protecting animal health, and providing consumer protection to the best of our ability.

GOALS:

The Kansas Department of Agriculture will achieve its vision and mission by:

- Creating a "best-in-state plus" work force and work environments with a positive culture and attitude;
- Working diligently to make the agency more innovative and efficient while streamlining program operations;
- Fulfilling and upholding statutory and regulatory obligations fairly, transparently, efficiently and effectively;
- Working with industry partners to guarantee the

interests of Kansas and the agriculture industry are considered in state and federal policy decisions;

- Providing customer support, timely responsiveness, educational resources, and critical information to all Kansans;
- Broadening the understanding and appreciation of agriculture and its economic contribution amongst Kansas citizens;
- Providing support and assistance to help make Kansas businesses more successful, grow rural communities, expand markets for Kansas agricultural products, level the playing field, grow the agricultural workforce, and encourage more farms, ranches and other agriculture businesses to expand in or relocate to Kansas; and
- Being a model state agency.

PRIORITY OBJECTIVES:

In order to achieve our goals and maintain an achievable focus, the following objectives are considered top priority:

- Improving customer service and compliance education for all customers and licensees;
- Streamlining and automating internal and external systems and continuing to identify opportunities for program and agency efficiencies in daily business activities;

- Performing daily responsibilities effectively and efficiently with a focus on customers served and cross training when appropriate;
- Evaluating and adjusting program, division and agency structure to continually improve effectiveness and efficiency;
- Eliminating unnecessary and outdated regulations and/or agency activities;
- Enhancing internal communications and professional development opportunities for agency staff;
- Recruiting and retaining high quality employees — the right people, doing the right thing, with the right attitude;
- Continuing to build upon a commonsense policy and regulatory agenda and influencing federal policy issues in accordance with industry needs and interests;
- Growing agriculture in the state, eliminating barriers to growth, developing workforce and building marketing activities in-state, out-of-state and globally;
- Developing strategic partnerships with Kansas State University and other potential partners to better serve Kansans and the agriculture industry; and
- Advocating for agriculture at all levels and providing industry outreach.

THE KANSAS DEPARTMENT OF AGRICULTURE IS COMMITTED TO A BALANCED APPROACH OF:

*Serving Kansas farmers, ranchers, agribusinesses
and the consumers/customers they serve*

WATER STRUCTURES

The Kansas Department of Agriculture took the lead in an endeavor to use LiDAR (a surveying method using light detection) to acquire high resolution topographic data across the entire state. The project started in 2006 with a partnership with the USACE with acquisition along the Kansas River corridor and portions of Wyandotte, Douglas and Shawnee counties. The 2016 portion of the project included approximately 15,000 sq. miles in all or portions of 15 counties in northwest and southwest Kansas. These were the last areas of the state without high resolution topo data. This data is being processed now and will be available through the USGS National Map and also will be hosted in Kansas at the KGS. Over the past 10 years, partners in the project have included the USACE, NRCS, USGS, EPA, FEMA, USFWS, the GIS Policy Board as well as local communities including Bourbon County, Harvey County and for the upcoming 2017 project Johnson County.

PESTICIDE & FERTILIZER

The pesticide and fertilizer program implemented online registration with Kelly Registration Systems and by the end of 2016, 68 percent of registrants had converted to online registration. At this time, the online system includes: pesticide product registration; private pesticide applicator certification; commercial pesticide applicator certification; pesticide business license; and pesticide technician registration. The program plans to add the remainder of the program's regulatory areas (pesticide applicator certification examinations; chemigation user permits and equipment operators; fertilizer products, tonnage, facilities and blenders; anhydrous ammonia storage facilities and nurse tanks; and soil amendment products) as well as a fully integrated inspection system to be operational online by the middle of 2017.

PLANT PROTECTION & WEED CONTROL

Plant protection and weed control assumed seed inspections from the former ACAP program in August. Transitioning inspections to PPWC will result in increased efficiency because the program already visits some of the licensed seed locations.

WEIGHTS & MEASURES

The weights and measures program was able to begin inspections of compressed natural gas fueling stations. To accomplish this with limited resources they provided training to private service companies, and licensed them to do the inspections. Requiring these stations to be inspected the same as other fuel stations ensures customers are receiving accurate fuel deliveries, and helps maintain a level playing field across competing fuel retailers.

15 KANSAS COUNTIES HAVE PARTICIPATED IN KDA'S TOPOGRAPHY PROJECT

68 PERCENT OF REGISTRANTS HAVE CONVERTED TO ONLINE REGISTRATION

NEW COMPRESSED NATURAL GAS NOW INSPECTED



CONSERVATION

The Division of Conservation provided 95 scholarships to the No-Till on the Plains winter conference in Salina to promote soil health education. These scholarships provided conservation district supervisors and first-time attendee landowners/operators an opportunity to attend one of the premier soil health events in the nation. Twelve individual conservation districts applied for soil health education funds from the DOC. These funds are used to assist the conservation districts with hosting soil health workshops at the local level. These workshops are a valuable way for local landowners/operators to get hands-on soil health training.

AGRICULTURAL LABORATORY

In an effort to establish national laboratory standards and implement a fully integrated national food safety system, laboratory accreditation has been identified as a critical element for ensuring the integrity and accuracy of laboratory testing. In 2015, the KDA laboratory (KDAL) successfully became ISO 17025 accredited in the microbiology section. Today they continue to implement the ISO standards throughout the lab with an overall goal of expanding accreditation to additional sections in subsequent years. During the fall of 2016, KDAL hosted the accrediting body, the ANSI-ASQ National Accreditation Board. In order to maintain accreditation as well as expand the existing scope, KDAL is required to complete and pass this extensive review of policies and procedures. As of January 2017, KDAL remains fully accredited in the microbiology section with plans to reach full accreditation in the feed section by April 2017.

WEIGHTS & MEASURES

After communication with several stakeholders, the weights and measures program began offering overnight inspection services for high volume liquid meters — from 4:30 p.m. until 7:00 a.m. They were approached by several companies wanting this service to better balance staffing and delivery schedules. Offering this service will allow companies to maintain their peak sales and delivery volumes during the day, while still allowing them to complete mandatory meter testing at times that are more convenient for them and their customers. Prior to this service it was routine for wholesale fuel suppliers to turn away several semis each day inspections were taking place.

95 SCHOLARSHIPS PROVIDED
TO PROMOTE SOIL HEALTH
EDUCATION

ISO BECAME ISO 17025
ACCREDITED IN
MICROBIOLOGY SECTION

NEW OVERNIGHT SERVICES
FOR HIGH VOLUME
LIQUID METERS

Providing an environment that enhances & encourages economic growth of the agriculture industry and the Kansas economy

COMPLIANCE EDUCATION

KDA is focused on providing opportunities for those who will lead the agriculture industry in the future, and that focus takes the form of strong participation in the Governor's Internship Program. In 2016, KDA employed 17–20 interns each academic term (fall, spring and summer). Student interns play a valuable role across the agency, offering unique talents and skills in specific program areas including marketing, communications and legal. Meanwhile, the students receive an introduction to state government, professional careers and agriculture across the spectrum of the industry.

AGRICULTURE MARKETING

Expansion of agribusinesses throughout the state is a key part of economic growth in the agriculture industry. The agribusiness development team works to provide resources and outreach to businesses seeking to expand and grow. KDA coordinated and hosted six agribusiness development workshops in partnership with the Kansas Department of Commerce, Kansas Department of Wildlife, Parks, and Tourism, Network Kansas, Small Business Development Centers, USDA Rural Development, and local level economic development representatives. The animal health field is a growing sector within Kansas agriculture, and in 2016 KDA partnered with Kansas Regenerative Medicine to organize and host the inaugural Kansas Veterinary Regenerative Medicine Symposium in Manhattan. There were 85 veterinarians, veterinary technicians and students in attendance for a full day of lectures and another day of wet labs for hands-on experience.

ECONOMICS/STATISTICS

The Kansas Department of Agriculture seeks opportunities to provide support to the Kansas agriculture industry through federal grant programs when available. In 2016, the KDA economist administered the Specialty Crop Block Grant Program, providing over \$265,000 in federal funds to specialty crop researchers and businesses in the state. This program, funded by the USDA-Agricultural Marketing Service, intends to enhance the competitiveness of fruits, vegetables, horticulture, and other specialty crops at the state and local level. In addition, Kansas received a \$1.3 million federal grant as part of the Biofuel Infrastructure Partnership (BIP) awarded through the USDA-Farm Service Agency. The KDA economist coordinated this program, in conjunction with other state partners, in order to support increased ethanol consumption and marketing in Kansas.

31 STUDENTS PARTICIPATED IN THE GOVERNOR'S INTERNSHIP PROGRAM IN 2016

6 AGRIBUSINESS DEVELOPMENT WORKSHOPS TO HELP EXPAND THE AGRICULTURE INDUSTRY

\$265K FOR SPECIALTY CROP SUPPORT IN KANSAS



AGRICULTURE MARKETING

Both inbound and outbound trade missions help businesses grow their existing exports or begin exporting for the first time. KDA leveraged funds from a State Trade Expansion Program (STEP) grant to take small businesses on outbound trade missions to China, Thailand and Ethiopia. The China trade mission featured six sorghum farmers and one KDA staff. In Thailand, two Kansas pet food companies and one KDA staff attended the Petfood Forum Asia and VICTAM trade show. Two Kansas companies and one KDA staff went to Addis Ababa, Ethiopia in late August. Kansas was the first state department of Agriculture to visit the U.S. Embassy in Ethiopia. As a result of the STEP grant trade missions, KDA participants recorded \$578,000 in actual sales with another \$1.35 million in projected sales over the next three years. In addition to the STEP grant trade missions, KDA led trade missions to Costa Rica, Japan and Uruguay. KDA also hosted inbound trade missions

in 2016 from 19 countries: Pakistan, Japan, Brazil, Costa Rica, France, Nigeria, South Africa, China, Madagascar, Paraguay, Benin, Cameroon, Central African Republic, Congo, Gabon, Mali, Niger, Mexico and Korea. KDA co-hosted two U.S. Meat Export Federation buyer teams from South Africa and South Korea during their visit to Kansas. It was an honor to host the South African meat buyer teams shortly after their markets reopened to U.S. beef for the first time since 2003. KDA also co-hosted several U.S. Grains Council buyer's teams after the Council's Export Exchange event in late October. KDA was a first-time participant of the event, where attendees reported sales of approximately 2.6 million metric tons of grains and co-products worth \$460 million.

GRAIN WAREHOUSE

2016 was a year of bumper harvests in Kansas, resulting in many more bushels of grain than could be stored in licensed storage space. The grain warehouse program has been busy approving ground storage as well as conditional storage. Ground storage refers to grain stored on the ground outside a grain elevator. Conditional storage refers to indoor grain storage space that isn't used in normal conditions, including bunkers, leased space, older silos, etc. The 2016 Kansas wheat harvest resulted in KDA approving 5.3 million bushels of ground storage and 9.8 million bushels of conditional storage. The 2016 fall harvest resulted in KDA approving 43.2 million bushels of ground storage for grain sorghum and 18.9 million bushels for corn along with 16.5 million bushels of conditional storage for the fall crops. All of these additional bushels become licensed storage for grain warehouses that warehouse receipts can be issued against and which must be accounted for both in quantity and quality by the warehouse.

19 DIFFERENT COUNTRIES
PARTICIPATED IN KDA
INBOUND TRADE MISSIONS

\$578K AS A RESULT
OF STEP GRANT
TRADE MISSIONS

2016 A YEAR OF BUMPER
HARVESTS FOR
GROUND STORAGE

Advocating for and promoting the agriculture industry, the state's largest industry, employer and economic contributor

WATER MANAGEMENT SERVICES

Long-term agreements reached among Kansas, Colorado, and Nebraska in August 2016 after more than two years of intense negotiations bring certainty, flexibility, and a more secure water supply to Kansans and all water users in the Republican River basin. To help restore streamflow into northwest Kansas which has been declining for decades, due in part to groundwater pumping in northeastern Colorado, Colorado has agreed to voluntarily retire an additional 25,000 acres from irrigated agriculture by 2027. The August agreement between Kansas and Nebraska ensures that Kansans in the Lower Republican River basin — in north-central Kansas — will be able to count on a usable water supply in dry times and that Nebraska will comply with the 1942 Republican River Compact that allocates the river's water between the three states. Top officials from Kansas, Colorado and Nebraska continue to meet regularly to build on common interests and strengthen the ties between our regional communities.

3 STATES PARTICIPATING IN A LONG-TERM AGREEMENT REGARDING THE REPUBLICAN RIVER BASIN

AGRICULTURE MARKETING

The future of agriculture relies on a skilled workforce. For the first time, KDA conducted a Workforce Needs Assessment Survey in 2016 that gathered data from more than 250 respondents who employ 12,000 Kansans. Results from the survey are currently being used to guide plans for development of industry training and certifications. Many respondents indicated that they plan to expand within the next three years, but the primary barrier to expansion is the cost of additional labor, including wages, benefits and training. Respondents expressed enthusiasm for collaborative efforts to set up training programs for employees, internships or job shadowing opportunities. One such partnership that came to fruition in 2016 was between ServiTech of Dodge City and Northwest Kansas Technical College. In addition, KDA works with high schools, community colleges and other educational institutions to promote career opportunities within the agriculture industry, including providing support for FFA and agriculture education across the state.

250+ WORKFORCE SURVEY RESPONDENTS

WATER MANAGEMENT SERVICES

The Kickapoo Tribe in northeast Kansas has been working to secure a more dependable water supply. As part of resolving ongoing litigation, KDA-DWR has been working with the Tribe and the Attorney General's office to establish and quantify a Kansas water right for the Tribe, the first of its kind in Kansas. Through close and cooperative negotiations, the Tribe and the agency reached a comprehensive agreement that quantifies the Tribe's water right and includes provisions to protect its water right into the future. The water right is one of several issues the Tribe is pursuing in a global settlement agreement with the state of Kansas and the federal government. The agreement must ultimately be approved by Congress.

1st TO ESTABLISH AND QUANTIFY A KANSAS WATER RIGHT FOR KICKAPOO TRIBE

EMERGENCY MANAGEMENT

Kansas is annually one of the top two states receiving cattle, and biosecurity in feedlots and dairies is vital to avoid disease introduction or to manage an existing disease. To create site-specific, written biosecurity plans, the Division of Animal Health, with the help of Dr. Larry Hollis, developed a template to be completed for an individual premises. The comprehensive template is being emailed, one chapter per month, to more than 250 feedlots, large dairies and consulting veterinarians that service these operations. This outreach project has been very successful and was also instrumental in gaining participants for our exercise and outreach activities.

WATER RESOURCES

The Vision for the Future of Water Supply in Kansas is a critical part of many efforts within KDA to preserve and protect natural resources in the state. Several of the Phase I Action Items shared a focus on education and outreach, and KDA led in the development of a multifaceted education and public outreach plan which addresses these action items. Five statewide meetings were attended by a broad working group made up of many agencies, educators and stakeholders with a strong interest in water education. Needs and strategies were identified at these working group meetings, and developed into a statewide education and marketing plan which was presented at 12 RAC meetings and finally shared at the Governor's Conference on the Future of Water in Kansas in November and presented to and accepted by the Kansas Water Authority.

WATER APPROPRIATION

In response to feedback received throughout the development of the state's *Water Vision*, the 2015 Kansas Legislature passed a law allowing for Water Conservation Areas to provide additional conservation options. WCAs provide Kansas water users a tool to gain flexibility in the use of their water rights in exchange for a commensurate measure of water conservation. Division staff help customers evaluate their options by analyzing water use and hydrologic conditions, and by forecasting the effects of the changes in operation proposed by the customers so that both the customers and the agency have good science behind their decisions.

250 FEEDLOTS RECEIVING
MONTHLY BIOSECURITY
TEMPLATES

5 STATEWIDE WORKING GROUP
MEETINGS HELD REGARDING
WATER VISION EDUCATION

WCAs PROVIDE MORE
OPTIONS FOR
KANSANS

Helping to ensure a safe food supply, protecting natural resources, promoting public health and safety, protecting animal health and providing consumer protection to the best of our ability

FOOD SAFETY & LODGING

In addition to all licensing, inspection and enforcement responsibilities for food establishments, food processing plants and lodging facilities, KDA's food safety and lodging program strives to provide education and quality service to these facilities. In each quarter of 2016, the program conducted six "Focus on Food Safety" classes around the state at no charge, as well as additional training by request or as part of a settlement agreement. As KDA works toward increased efficiency, the food safety and lodging program recently purchased USAFoodSafety, a new licensing and inspection software system. The program took advantage of the online renewal option and had nearly 40 percent of customers renew online which eliminated the need for added labor during the license renewal year.

MEAT & POULTRY INSPECTION

In 2016, the meat and poultry inspection program successfully passed their on-site audits in nine areas:

1. Statutory Authority and Food Safety Regulations
2. Inspection
3. Product Sampling
4. Staffing and Training
5. Humane Handling
6. Non-Food Safety Consumer Protection
7. Compliance
8. Civil Rights
9. Financial Accountability

The purpose of the on-site review is to verify that the meat and poultry inspection program has implemented and can maintain its inspection system in accordance with its submitted self-assessment and to determine whether the state meat and poultry inspection program is "at least equal to" the federal requirements. This finding allows the program to continue to receive its 50% funding from USDA and allows them to support the rural areas of the state.

DAIRY & FEED SAFETY

The Food Safety Modernization Act (FSMA) has ushered in several major changes in food production and processing requirements. KDA has made it a priority to reach out to the dairy and feed industry in Kansas to provide educational opportunities and materials to help them to meet FSMA requirements. The dairy program completed milk hauler training video and testing modules in 2016, and beginning early 2017, milk haulers and samplers employed in the industry may now go to the KDA website and select combinations of six training modules, view the video training and complete the associated test to meet licensing and certification requirements. The video modules will also be made available to other state dairy regulatory agencies for their use.

40% OF CUSTOMERS ARE RENEWING THEIR LICENSES ONLINE

9 ON-SITE AUDITS PASSED BY THE MEAT & POULTRY INSPECTION PROGRAM

6 TRAINING MODULES MADE AVAILABLE ON WEBSITE FOR MILK HAULERS AND SAMPLERS



WATER STRUCTURES

Owners of significant and high hazard dams are required to have Emergency Action Plans (EAP). Not all of these dams have an EAP; therefore, in 2016 the water structures program partnered with the Natural Resources Conservation Service and the U.S. Army Corps of Engineers through the Silver Jackets program to help watershed districts develop EAPs. This interagency project provides EAPs to watershed districts in Kansas that have made requests to the NRCS for assistance in completing the plans. These EAPs serve to reduce risk by providing actions and information to dam operators and emergency response personnel in the case of an emergency, including calling-trees, warning messages and evacuation routes. Five EAPs were finalized and four are pending approval.

DAIRY & FEED SAFETY

The feed industry faces major changes with the implementation of the Veterinary Feed Directive which went into effect Jan. 1, 2017. The feed program partnered with the Beef Cattle Institute at K-State to produce a series of Q&A videos directed toward livestock producers, veterinarians, feed mills and feed distributors.

ANIMAL HEALTH

All regulations have been reviewed to streamline, modernize and reduce the overall footprint of Division of Animal Health regulations. The Animal Facilities Inspection program successfully revoked and added language to its euthanasia regulation banning the use of inhaled carbon monoxide as a method of euthanasia of dogs and cats. In addition, a change in AFI policy now requires all pet animal foster homes to annually register/renew online only, updated from a quarterly, paper-based reporting system.

EMERGENCY MANAGEMENT

For the fourth year in a row, KDA conducted a multi-venue foreign animal disease exercise involving more than 250 participants. This year's exercise was titled "Afterburn" as a follow-up to the exercises we conducted in 2014 and 2015. This year Kansas was fortunate to have several industry partners participate which significantly enhanced the realism for the agency staff, industry partners and the federal and county partners as well. Internally, more than 200 KDA staff have taken some level of incident command structure training and about 60 serve on the core incident management team. The team activated and responded for three days and on the fourth day conducted a tabletop exercise to focus on how to assist farmers, ranchers and communities obtain the resources to recover from a devastating animal disease event.

9 NEW DAMS ARE DEVELOPING
EMERGENCY ACTION PLANS

AFI NOW REQUIRES ALL PET
ANIMAL FOSTER HOMES TO
REGISTER/RENEW ONLINE

250 PARTICIPANTS WERE
INVOLVED IN THE
"AFTERBURN" EXERCISE

2016 Kansas Ag Growth Summit

The Kansas Agricultural Growth Strategy project has been coordinated by KDA, with participation by more than 500 agricultural stakeholders. This project is a direct response to the call to action issued at the August 2015 meeting of the Governor's Council of Economic Advisors hosted by KDA. A highlight of the project was the inaugural Kansas Governor's Summit on Agricultural Growth, which was held in Manhattan in August 2016. The Summit brought together nearly 400 leaders from across industry sectors under one roof to talk about barriers, challenges, opportunities, growth goals and next steps.

Input from the Summit, as well as from smaller meetings both before and after the event, led to the identification of desired industry outcomes, which can be found at the Ag Growth website.

AG GROWTH SUMMIT

In August 2016, the Kansas Department of Agriculture hosted the first-ever Kansas Governor's Summit on Agricultural Growth, with nearly 400 leaders representing a variety of agricultural interests from across the state. Participants spent most of the morning in a series of interactive workshops identifying the challenges and opportunities within individual sectors from traditional agriculture areas like beef, pork and wheat to less well-known sectors like cotton, specialty livestock and unmanned aerial systems. A panel discussion during lunch brought attention to the importance of talent and workforce in agriculture, which was also a topic in the afternoon workshops, along with several other issues affecting all sectors across the industry. The Summit was coordinated by the Kansas Department of Agriculture, but was designed to open up the table and involve all facets of agriculture in planning for the future.

STRATEGIC PLANS

Through the first six months of 2016, the KDA ag growth team traveled the state to hold more than 250 one-on-one meetings with leaders from all sectors of Kansas agriculture, gathering information to identify challenges and opportunities for growth of the industry. This material was used during the Ag Growth Summit to guide discussions about actions needed within each sector of Kansas agriculture, and the input from those workshops has been compiled and shared with participants. The KDA ag growth team is now using all of that feedback to develop sector-specific strategic growth plans which can lead Kansas agriculture into a future focused on growth. Long-term growth is a goal we are committed to achieving. We are hopeful that the work we have begun together with the development of strategic growth plans for Kansas agriculture will result in an industry that grows stronger and grows smarter as it works to feed, power and clothe a growing global population.

2017 AG GROWTH SUMMIT

One of the most significant recommendations we received during this process was to make the Summit an annual event. Therefore, KDA will host the second annual Governor's Summit on Agricultural Growth on August 24, 2017 from 8:30 a.m. to 3:00 p.m. in Manhattan. A social event will be held the evening prior to the Summit.

For additional information on the Ag Growth Project, visit Agriculture.ks.gov/GrowAg



Kansas Agriculture by the Numbers

Agriculture is the largest industry, employer and economic driver in Kansas, accounting for nearly **43 percent of the state's economy** and valued at more than **\$64 billion**.

More than **229,000 Kansans**, or **12 percent of the state's workforce**, are employed in agriculture. Kansas is among the nation's leaders in beef cattle, sorghum and wheat production, and is one of the fastest growing regions for dairy production in the United States.

At **28.2 million acres**, Kansas has the second-most cropland of any state. Kansas farmers and ranchers not only tend these soils but they also work to improve management and conservation of our state's water resources. Through advancements of technology and research, Kansas farmers and ranchers will be instrumental in providing safe, nutritious food for the growing global population.

SOCIAL MEDIA STATS

Facebook

Total Likes: 9,946
New Likes: 2,596
Total Reach: 1,969,059

Twitter

Impressions: 613,929
New Followers: 320
Mentions: 325
Profile Visits: 8,173

Pinterest

Followers: 662
New Followers: 108
Avg. Daily Impressions: 301

Instagram

Total Followers: 723
Total Posts: 58



MARKETING STATS

Rural Business Development Workshops: 6

Outreach & Advocacy: 20 high schools visited

Farmers' Markets Workshops:

-Attended by 359 Kansans

Egg Grading Workshops:

-Hays (June 7) – 25 participants
-Lawrence (June 14) – 33 participants
-Wichita (June 21) - 22 participants

TRADEMARK PROGRAM STATS

Members: 332

Supporters: 49

Farmers' Markets: 75

Barcodes in use by member companies: 495

Fancy Food Show Participants:

-January 17-19 in San Francisco (8 members + Chef Alli)
-June 26-28 in New York (4 members + Chef Alli)

Annual Meeting & Farmers' Market Conference:

-85 attendees and 13 trade show exhibitors



— FROM THE LAND OF —
KANSAS

Kansas ranks

FIRST IN THE NATION in winter wheat production

In 2016, Kansas agriculture was valued at more than **\$64 BILLION** which accounted for nearly 43 percent of the state's economy.

MEAT & POULTRY INSPECTION

In fiscal year 2016, there were 50 inspected facilities, 35 custom-exempt facilities and 283 other meat and poultry businesses registered in Kansas. In FY 2016, a total of 65,692 inspection procedures were conducted by 27 inspectors.



DAIRY & FEED SAFETY

Over the past year, the dairy program aimed to achieve dairy farm and milk processing plant sanitation and enforcement scores greater than 90% on both state and federal milk surveys and check ratings. During 2016, 29 such survey audits were completed averaging a 92.9% sanitation score and a 95.5% enforcement score.



ANIMAL HEALTH

Since the program's reorganization in late 2014, Kendal Lothman, Kansas Brand Investigator, has recovered or identified more than a \$150,000 value in stolen or lost/found cattle. This includes nearly 60 head of stolen cattle recovered and 48 head of stray cattle identified and returned to their owners.





229,000+ KANSANS ARE EMPLOYED IN AGRICULTURE

ACCOUNTING FOR 12 PERCENT OF THE STATE'S WORKFORCE

ECONOMICS/STATISTICS

In order to provide accurate statistical data, the most recent version of Kansas Farm Facts was edited and published. In cooperation with the entire agency and stakeholders, the KDA economist completed monthly Economic Indicator Reports and the hay and sunflower market reporter provided weekly forage updates in both print and radio format.

MONTHLY
REPORTS
PROVIDED

LEGAL

The legal group has worked to streamline processes and more efficiently provide thorough and comprehensive legal services to all of the divisions and programs within the Kansas Department of Agriculture so that it can timely manage the 1,100-1,200 cases it receives each year, and meet the processing time frames developed in 2015.

OVER
1100
CASES

WEIGHTS & MEASURES

During 2016 KDA realized a 60 percent decrease in the time it takes to complete inspections, more than doubled the number of large scale inspections conducted, and increased the fuel efficiency of the vehicle fleet while decreasing the number of miles driven per inspection.

60%



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