

Consolidated Notes from Sorghum Sector Workshop
August 30, 2016

Identify Kansas' advantages.

- There is an established commitment to sorghum-related research
 - University research covers all areas from production to human and animal consumption.
 - Strong international research linkages – access to diverse genetic material as a result of global research partnerships
- Kansas is among the nation's top sorghum-producing states
 - Adapt to Kansas rotation and climate
 - Potential awesome new congressman.
- Kansas has strong leadership on the state and national levels
- Good rotation crop
- Vast majority of ethanol plants accept sorghum and corn
- Quality
- Excellent fit to soil/climate in Kansas
- Model to learn from in Kansas wheat, Kansas corn, and Kansas soybean

What does growth look like to you? What should our industry goals be?

- Funding for sorghum research
- Develop food grade market and IP Program
- Consistent supply for ethanol and feed
- Achieve a 10 percent growth in acres
- Establish a sorghum innovation center in Kansas
 - Work with CSIP
- Pet foods
- Reduced price differential to corn and price, price, price

Identify barriers to growth.

- Better genetics
- Need new markets to complement existing crops and markets
- EPA
- No mandate for E-15
- University infrastructure is aging and faculty and staff are very susceptible to poaching
- Weeds vs chemical issues
- Seed is too cheap (lack of incentive for seed company investment)
- Lack of research funds allowed to human-grade product development
- Lack of political support for trade deals
- Need to be listed on CBOT and KCBOT
- Competition for acreage with other commodities in Kansas

- Transportation costs, including in-state freight rates
- Need for segregation/storage to meet niche markets
- Insect
- GMO corn

Identify untapped opportunities and ideas for growth.

- Develop new markets for sorghum as livestock and ethanol feedstock, and as a food and pet food ingredient
 - Food grade
 - Go beyond to extract things like amino acids and other nutrients locally
 - Value add before leaving the state or country
 - Plastics
- Increase research funding
- Containers
- Look to export markets for additional growth potential (Mexico)
- Irrigated sorghum in western Kansas
- Gluten-free
 - Consumer demand for “unique”/ancient grains, etc. (“out of the box” ingredients)

What do we do next? What’s our action plan?

- Develop funding for research
- Expand markets
- Encourage public/private partnerships
- Maintain Sorghum Innovation Center
- Add value to Kansas exports
- Incentivize intermodal transportation and shipping markets
- Encourage pet food market and niche food market