

United Sorghum Checkoff Program
Board of Directors Conference Call
January 6, 2010
Minutes

Call to Order – Roll Call

Bill Greving

Members Present:

Dale Artho
Billy Bob Brown
Bill Greving
Jeff Casten
Louise Rigdon
Earl Roemer
Greg Shelor
Troy Skarke
Jerry Van Zee
James Vorderstrasse
Stewart Weaver

Members Absent

Gary Kilgore
Bill Kubecka

Guests Present

Tim Lust
Virgil Smail
Jeff Dahlberg
Sue Ann Claudon
Joy Fassauer
Florentino Lopez
Craig Shackelford

Marketing Committee has presented 6 proposals before the Board to approve. The committee met on December 29, 2009 via conference call.

Troy Skarke

Florentino gave a brief description of the information on developing four feeding nutrition handbooks (swine, poultry, beef, and dairy). The cost of each proposal ranges from \$13,000 to \$15,000.

Florentino Lopez

Troy Skarke made the motion to approve the four proposals for handbooks as presented by the Marketing Committee. Louise Rigdon Seconded.

Chair Greving called for a vote.

Dale Artho – yes

Billy Bob Brown – yes

Jeff Casten – yes

Bill Greving – yes

Louise Rigdon – yes

Earl Roemer – yes

Greg Shelor – yes

Troy Skarke – yes
Jerry Van Zee – yes
James Vorderstrasse – yes
Stewart Weaver – yes
Motion Passed Unanimously

The question was raised if the nutrition handbooks could be added to our web site. Virgil Smail stated that there is a place on the web site where they can be added.

Troy Skarke then asked Florentino Lopez to review the proposal by AgriEnergy to conduct ethanol industry/grower meetings in key geographic regions to support increased use of Sorghum in Ethanol plants.

Louise Rigdon made the motion to approve this proposal for \$38,500 as presented by the Marketing Committee. Jeff Casten Seconded.

Jeff Casten mentioned one ethanol plant in Kansas that was no longer utilizing sorghum due to having installed a corn oil extracting facility. We need to be proactive with the ethanol industry to ensure that they consider sorghum as a feedstock.

Chair Greving called for a vote:

Dale Artho – yes
Billy Bob Brown – yes
Jeff Casten – yes
Bill Greving – yes
Louise Rigdon – yes
Earl Roemer – yes
Greg Shelor – yes
Troy Skarke – yes
Jerry Van Zee – yes
James Vorderstrasse – yes
Stewart Weaver – yes
Motion Passed Unanimously.

McCormick feed nutrition support contract with USGC

Troy Skarke asked Florentino Lopez to review the proposal submitted by McCormick, Inc. This contract is to facilitate a series of round table discussions with leaders in the animal nutrition industry. The purpose is to try to change the mindset in the industry that sorghum is a good feed source. The proposal is for \$13,000.

Troy Skarke made the motion to approve this proposal as presented by the Marketing Committee. Louise Rigdon Seconded.

Chair Greving called for a vote:

Dale Artho – yes
Billy Bob Brown – yes
Jeff Casten – yes
Bill Greving – yes
Louise Rigdon – yes
Earl Roemer – yes
Greg Shelor – yes
Troy Skarke – yes
Jerry Van Zee – yes
James Vorderstrasse – yes
Stewart Weaver – yes
Motion Passed Unanimously.

Dale Artho thanked Florentino Lopez for presenting a good financial summary of how these proposals fit in the 2010 budget and made it easier for the Board to review.

Virgil then asked to clarify that \$75,000 for International Market Trials was included in the USGC 2010 contract. This is in addition to the \$78,000 for market support activities at USGC. The \$75,000 for international market trials was approved in the 2010 budget. The committee only wanted to clarify that this activity is part of the USGC contract for 2010.

Chair Greving asked if there was any new business. He then reported that when he assigned the committee chairs, he also intended for the committee members to stay on their respective committees for 2010.

After asking if there was any additional business, and hearing none, Chair Greving adjourned the conference call.