

# coloradoC.Q.

Fall Quarter 2019 Volume 19, No.2

CORN QUARTERLY

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*Colorado C.Q. (Corn Quarterly) is a publication of the Colorado Corn Growers Association (CCGA). Members of CCGA are dues-paying, politically active farmers who focus on policy that impacts the state's corn producers and broader ag community. They engage in education and outreach, among other endeavors.*

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## From the CEO

Colorado Corn advocacy organizations have covered a lot of ground over the last couple decades. Advancing home-grown renewable energy and energy independence, bringing E-85 to Colorado, and helping increase demand for corn through ethanol promotion and education.

Protecting and advancing agricultural interests at the Capitols, both state and federal. We've helped advance the adoption of precision agriculture technology, and guarded producers' freedom to farm as they maintain their right to choose how they farm – their tools, techniques, practices, strategies. We've worked to create communication pathways to bridge gaps between the non-agricultural public and the stewards of the land. We've invested in projects to improve education, to promote, and to increase markets for corn, and invested in research to increase production efficiency through improved water and nutrient management capability. We've learned the value of working together and built relationships with many folks in other sectors of agriculture along the way.

Often, success in both organizations has taken on the appearance of something much bigger than any individual state's efforts - because our work supports the much larger collaborative, involving topics like: ethanol promotion, Farm Bill development, plant genetics messaging, and improving trade relations. Other times, the success lies in what we helped prevent from happening – by way of legislation and regulatory affairs, for example. Both types of accomplishments are valuable and collectively make a difference for producers of field corn and for agriculture. Either type of accomplishment risks going unnoticed by the casual observer.

I didn't expect - or intend - to be in this position for quite this long. But I was driven to stay involved with and to serve agriculture - the industry into which I was born, inoculated, and unable to seriously consider escaping. This phase of my career path intersected the organizations of Colorado Corn in 2003. For sixteen years, it has been more than a full-time job, one that had the tendency to soak up all available waking hours that could be committed.

I have often referred to this endeavor as the "toughest job I've ever loved" to coin a phrase from what I remember as an advertising slogan from mid-sixties era Peace Corps commercials. I joke about being an "agricultural missionary" or a "professional meeting attender". Both have valid reasons for being cited, and come with the territory if committed to a job of this type.

The greater commitment is demonstrated by those who voluntarily serve commodity organizations like the Colorado Corn Administrative Committee and the Colorado Corn Growers Association. They serve because they know the work needs to be done, and somebody's got to do it. Their commitment and effort is expended on behalf of all, yet they receive no direct compensation – only the satisfaction of knowing they contributed to something bigger than themselves, bigger than their own farming operation for the greater good of all their peers. These board members determine the vision and direction, evaluate projects, and establish budgets for the two



**Mark Sponsler**

## From the CEO

corn organizations. They engage with lawmakers and regulators, with officials elected and appointed, in Colorado and across the country. They examine proposals, spreadsheets, contracts, and listen to countless reports and presentations.

Our organizations would be nothing without them.

In June, I communicated to the two boards of directors my intention to make a career change, and by the end of December, there will likely be someone different in the Executive Director position.

It has been an honor to serve the corn producers of Colorado and the agricultural industry, and my good fortune to develop so many great relationships with agricultural producers, ag industry leaders, and fellow staff members. They are most treasured to me.

I have appreciated the many opportunities to make a difference ...and I do believe we have.



Mark Sponsler  
Executive Director

## What's in a name?

**CQ** is a code used by wireless operators, particularly those communicating in Morse Code, and by voice operators to make a general call (known as a CQ call). Transmitting the letters **CQ** on a particular radio frequency is an invitation for any operators listening to respond. It is still widely used in amateur radio.

Be sure to check out all the cool facts about **History & Uses of CQ Call** including how its variant became the SOS code.

<https://en.wikipedia.org/wiki/CQ>



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## CCGA Spotlights

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For more than 30 years, CVS Ag has been committed to providing holistic, environmentally sustainable and profitable solutions for agriculture. The Airoso family's story began in the early 1900's when Julie Airoso-Locke's grandparents immigrated to the United States and settled in Tulare County as dairy farmers. Airoso-Locke knew from a young age she wanted to continue her family's rich agricultural history in the Central Valley. In 1987, CVS Ag opened its doors in Tulare County. The company continues to thrive under the leadership of Airoso-Locke and her sons, Justin and Jacob, as a premier, leading edge family-owned company committed to offering holistic agricultural products.

"Our family's goal is simple — to help our customers, who are our neighbors, friends and community members, improve productivity, profitability and sustainability the healthiest and safest way possible for the land that we steward," said Airoso-Locke. "Our family helps customers with applying products on your farming operation at the right rate and the right time. We are passionate about using our products to help our customers succeed."

We know everyone in business is always looking for ways to get ahead. And although we need to do more with less, we must do it the right way. Leading and forward-thinking farmers use soil management strategies in their efforts to improve fertility, maximize yield and reduce ecological impact. At CVS Ag, we provide the best products with the best service from a family-owned company.

"We're much different from a traditional fertilizer or animal health company. Our products are focused on improving soil health," Airoso-Locke said.

Allow the team at CVS Ag to help you think differently about your agriculture operation's needs. Contact Julie Locke at (559) 906-4204 or [JLocke@cvsag.com](mailto:JLocke@cvsag.com). Together, let's succeed from the ground up.

### Member Perk Spotlight

#### Updated Member Perk



*Cabela's*

#### BUSINESS SALES

With the recent purchase of Cabela's by Bass Pro Shops, Colorado Corn Growers Association is pleased to offer a member benefit with Bass Pro Shops-Cabela's Business Sales! The program provides discounts for CCGA members, which can save you up to 30% on all business purchases and 15% on gift cards.

Farmers, ranchers, and other business owners are provided discounts on purchases with the option of adding the Colorado Corn logo to any Bass Pro Shops or Cabela's merchandise for free, or customize your order using your own farm, ranch or business logo for a modest fee. Certain restrictions apply.

Hunting season is near and so are the holidays. For product selection, please visit [www.basspro.com](http://www.basspro.com) or [www.cabelas.com](http://www.cabelas.com).

**For details on this updated perk, be sure to call the office at 970-351-8201.**

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# CCGA Recent Activity

## State Legislative Tour

Colorado corn, wheat, and dairy farmers coordinated a tour August 19th for state legislators. While the tour was centered on grain and dairy production efficiencies, this beautiful field of sunflowers made for a great photo opportunity.



Pictured in a field of sunflowers are Becky Brooks; Sealy II lobbyist for CCGA, Representative Susan Lontine (D); and Kim Reddin, CCGA staff.

Special thanks to Empire Dairy, Midcap Farms, and Helzer Farms for taking time to share their stories and be hosts for the tour!

## Straight From Washington D.C.

Staff and farmer members of CCGA traveled to Washington D.C. the week of July 15, 2019 for National Corn Grower Association (NCGA) Action-Team meetings, Corn Congress, and numerous appointments with our elected officials on Capitol Hill. *(continued on page 5)*



Ann Cross, CCGA staff and Brad Moffat (OH) listen to a presenter during the July Engaging Members Action Team meeting in D.C.

## MORE NOTEWORTHY MEMBER PERKS



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### NCGA Action Teams

Representing Colorado corn farmers on national A-Teams in 2019 included:

Mark Sponsler, CEO - Corn Production & Quality

Ann Cross, Executive Coordinator -  
Engaging Members Committee

Mike Lefever - CCGA Delegate, Market Access Action  
Team Chair, nominee for NCGA Board of Directors

Rod Hahn - CCGA Alternate Delegate, NCGA Corn PAC

A commodity-based program for permanent disaster assistance was presented to NCGA's Risk Management Action Team. Presenting on behalf of CCGA's Public Policy Committee, was Kim Reddin, Colorado Corn's Communications Director.

### Corn Congress & D.C. Hill Visits

Three farmer members and two staff members from Colorado took to Capitol Hill in Washington D.C. to advocate for a wide range of issues impacting Colorado producers.



Kim Reddin and Mike Lefever stand with Representative Jason Crow (D-CO) outside his D.C. office following their visit talking about the importance of better infrastructure, free trade, and upholding the RFS.

Colorado team members included Mike Lefever, Rod and Lila Hahn, Mark Sponsler, and Kim Reddin. They were able to meet with nearly every Congressional office representing Colorado. Topping their list of priorities was ratification of USMCA (the new NAFTA), funding necessary infrastructure improvements to locks and dams, and upholding the Renewable Fuel Standard by fixing the excessive refinery waivers.

### Trend-Yield Adjustments

Ahead of Corn Congress, Kim Reddin, with Colorado Corn and Brad Weddelman, with Combest-Sell and Associates

(representing Southwest Council of Agribusiness) met with six staff members at the Risk Management Agency (RMA) offices for a status update on the agencies progress resolving T-yield disparities with corn and wheat.

Results: Wheat yields were updated and published in June. Corn yields are currently under review and will be published by November 30, 2019. Due to staffing limitations, RMA reviews T-yields every three years and previously applied a ten-percent limit on the increases it would allow. RMA has increased the limit to 20% and stated when actuarial data is sufficient, increases of greater than 20% will be allowed.

### Colorado Water Congress

Summer Conference of the Colorado Water Congress was August 20-22 in Steamboat Springs. Held annually, the conference is known for covering relevant topics and having diverse and highly regarded speakers. The summer conference is considered the premier event for water in the state.



Donald Valdez (Rep-D), Vice Chair of the Rural Affairs & Agriculture Committee and Randy Wenger, Colorado Corn Growers Assn. Public Policy Co-Chair enjoyed comparing notes in the hallway.

Randy Wenger, Co-Chair of CCGA Public Policy Committee, was appointed to be CCGA's voting member of the Colorado Water Congress State Affairs Committee. He was joined by Becky Brooks, Sealy II lobbyist for CCGA. Their involvement helps CCGA keep a pulse on matters pertaining to water policy, conservation, management, and funding for the state's water plan. For example, CCGA was following two water bills prior to the close of the legislative session in May. Both bills were referred to the Interim Water Resources Review Committee which took place at the summer conference. Becky and Randy were in attendance for that session to continue monitoring what happens to those bills.





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
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# NCGA – State Water Quality Working Group Meeting

State and NCGA staff who deal with environmental and sustainability issues like water quality met in Colorado the week of September 9th to discuss efforts by farmers to assure both the quality and quantity of water society will need in the future.

The group represents fifteen NCGA affiliated corn states from Ohio to Colorado. During their meeting they discussed successes and compared notes regarding the challenges farmers face as they increase sustainability efforts while balancing society's future need for increased productivity.

**Background on the Water Quality Working Group:** Late in 2016, the National Corn Growers Association (NCGA) undertook an effort to provide support for five state corn associations (Minnesota, Iowa, Illinois, Indiana, and Ohio). Those five states were or felt they were facing severely acute and serious threats of state water quality policy making that would regulate corn farmers' use of nutrients. The states wanted to engage with each other, compare notes, and explore ideas about ways in which their associations might best deal with these threats and pressures. This effort became known as the NCGA-State Water Quality Working Group.



Members of the Water Quality Working Group in Colorado.

Fresh on everyone's mind at that point was the developments around the Clean Water Act TMDL for the Chesapeake Bay, which was driven by EPA, but with the collaboration of at least some of the Bay states. Yet, after the Bay TMDL and other federal developments, NCGA



One of several presentations included an Ammonia Deposition Panel Moderated by Mark Sponsler, CEO of CCGA. Panelists included Bill Hammerich, Colorado Livestock Association; Kristi Gebhart, National Park Service; and Koren Nyquist, Rocky Mountain National Park.

had (working with others in US agriculture) successfully helped EPA refocus its efforts away from top-down solutions and instead look to the states for initiatives and solutions. The good news, EPA was intentionally going to look to the states to solve problems, with EPA's help. The bad news was the onus for getting things done was now on the states, with the associated challenges for state agricultural organizations.

While applicable federal policy was still important for what was occurring in these states, the primary source of pressures was coming from within the state public and private policy-making and political interests. NCGA was asked to support the states' efforts to consider and respond to these situations, where each state's response could be different, and NCGA was not expected to seek new federal policies to help the states in these circumstances (although good ideas and opportunities at the federal level would not be ignored).

The first meeting of this Working Group took place on January 7-8, 2016 in Minneapolis, MN. The group has convened in-person and via webinar numerous times since then and is now up to fifteen states including: Colorado, Iowa, Illinois, Indiana, Kansas, Kentucky, Maryland, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.



## NCGA - Actionables, Activities, & Announcements

### Colorado Farmer Elected to NCGA Board

Mike Lefever, farmer and past president of the Colorado Corn Administrative Committee (CCAC), was elected to serve on the National Corn Growers Association (NCGA) board during Corn Congress in Washington D.C. July 17, 2019.



Recently elected NCGA Board of Directors pictured left to right: Mike Lefever (CO), Chris Edgington (IA), Dennis McNinch (KS), and Tom Haag (MN).

One of four appointments, Lefever and Dennis McNinch (KS) join re-elected board members Chris Edgington (IA) and Tom Haag (MN). All were elected to three-year terms which start Oct. 1, the start of NCGA's 2020 fiscal year. They will serve alongside eight other directors.

### National Sound Bites

#### Status: Caution, Challenges Still Ahead

**Renewable Fuel Standard** – As many ethanol plants idle or close, firm requests continue to be directed at the Trump Administration to pressure the EPA to stop the harm caused by RFS waivers, account for projected waivers beginning with the pending 2020 RFS volume rule, which restores integrity to the RFS.

#### Status: Progress is in Progress

**WOTUS** – EPA released its final rule September 12, to repeal the harmful 2015 definition of Waters of the U.S. (WOTUS). This puts clarity and certainty one step closer for farmers. Efforts by NCGA, CCGA, and other state affiliates submitted comments and will continue to be active in the rulemaking process.

**Japan Trade Deal** – Initial details look positive for agricultures, especially for U.S. corn as Japan is our #2 for corn and pork, our number 8 for DDGs and top market for beef.

#### Status: Cautiously Optimistic?

**USMCA** – Since the August recess, negotiations between House Democrats and U.S. Trade Representative Lighthizer have increased, proposals and briefings are being

exchanged, and optimism about the progress is evident. The crazy political climate should not get in the way of passing USMCA, but it is anyone's guess?

#### Status: Standby

**Glyphosate** – NCGA submitted comments in support of EPA's proposed interim registration review. EPA has proposed management measures on pesticide release height, wind speed and droplet size to address pesticide spray drift. EPA has also proposed measures to prevent or reduce weed-resistance, which includes giving farmers better information on mode of action, the need for scouting, and how to report potential weed resistance issues, to maintain glyphosate as a tool for growers.

EPA is required to review pesticide registrations every fifteen years to comply with the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA), but can issue interim decisions as needed to account for completed risk assessments and the availability of new data. After reviewing public comments, EPA will release a decision in early 2020 with enforceable restrictions. After EPA completes an endangered species assessment for glyphosate by 2020, EPA will release a final registration review decision.

### First Corn Ambassador Class

In late July, the first class of NCGA Corn Ambassadors, co-sponsored by Syngenta, met in Minneapolis, MN. The class of aspiring leaders got an inside look at the important roles their state corn association has with regards to membership and advocacy. Syngenta trainers provided exposure to hands-on sales tools that will help energize recruitment and political engagement in their state association.



Corn Ambassadors include: Ann Cross (Colo.), Kerri Bell (Iowa), Nick Davis (Iowa), Jocelyn Schlichting Hicks (Minn.), Travis Stewart (Minn.), Ashleigh Fischer (Mo.), Brice Fischer (Mo.), Trent Frye (Kan.), Kyler Millershaski (Kan.), Deb Ohlde (Kan.), Karson Duncanson (Minn.), Dirk Diehl (Mo.), Natoshia Diehl (Mo.), Brian Brown (Neb.), Michael Dibbern (Neb.), and Justin Minnaert (S.D.).



# CU Lynx Motor Sports Team Competes on E85

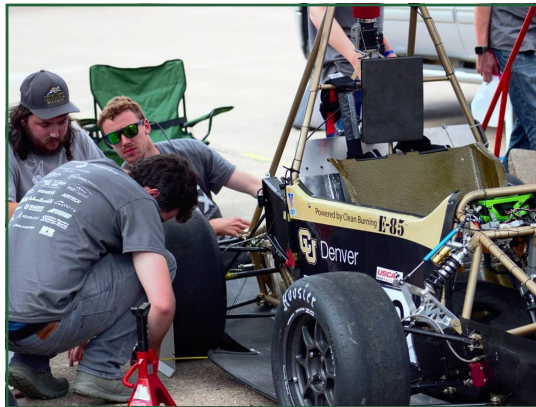
A team of CU Denver's engineering students designed, fabricated and tested their own race car and then competed in the International Formula SAE racing competition June 20-22, 2019 in Lincoln, Nebraska.

Last September, students began building the car. From the frame to a new intake design, and late-night simulations (along with lots of coffee) to the Engineering Student Senior Design Competition, a lot of hours are spent working on the car. These dedicated students also took time to participate in the Clean Cities Day at the Capitol in April. enjoyed talking about our E85 powered FSAE car with those who attended.

Colorado Corn Administrative Committee (CCAC) was a proud sponsor again this year, and thrilled the students chose clean burning, high octane E85 to fuel their car.

At the competition in Lincoln, Lynx Motorsports scored the higher than any other Colorado team in Design and Business presentation. And, they successfully completed the endurance race where 50% of all cars broke down. Congratulations for another successful year, Lynx Motorsports! Just a couple weeks later they took the car to new heights on the Pikes Peak International Raceway.

For more photos and videos of the car, check out Lynx Motorsports on Facebook.







ADMINISTRATIVE COMMITTEE [ EST. 1987 ]



## LIVESTOCK FEED, BIOFUEL, BIODEGRADABLE PLASTIC . . . AND MORE

Colorado Corn Administrative Committee manages the state's corn check-off program of one penny per bushel of grain corn produced. Dollars generated from the check-off are invested in the advancement of feed, fuel, and fiber products made with corn. From developing and securing markets, to crop research and education, the committee is focused on the future of the industry, its members, consumers, and the environment.



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# Cloudy to Partly Sunny Outlook on Grain Trade at

Record-breaking weather delays, narrow margins, and the continued geopolitical uncertainty were the overriding topics throughout much of the 59th Annual Board of Delegates meeting of the U.S. Grains Council (USGC) July 29-31 in Cincinnati, Ohio. Amid that backdrop, USGC examined major short-term and long-term market trends and future market development work. While changes and challenges are not in short supply, opportunities and optimism are evident. As Bruce Rohwer, board member of Iowa Corn Growers and NCGA pointed out, "Tomorrow's markets are developed today."

The mixed forecast was scattered throughout the meeting and started with USGC Chairman Jim Stitzlein's formal introduction of Ryan LeGrand, the Council's new President and CEO. LeGrand expressed his 'measured enthusiasm' about the organization's role in finding new and more robust markets for U.S. grains with a twenty-million-dollar allocation from the Agricultural Trade Promotion (ATP) program and ten percent match from the Council.

LeGrand addressed the challenging days ahead of U.S. agriculture saying, "We've had to learn to be nimble as markets change and grow, and we will need to meet this challenge continually as markets we work with will change even faster in the future." LeGrand went on to share how he envisions the Council will do these things with the help of their staff around the world, their valued members, friends and allies at the U.S. Department of Agriculture's Foreign Agricultural Service (FAS) and the U.S. Trade Representative's office.

Colorado corn growers Jeremy Fix, Mike Lefever, and Troy Schneider attended the conference as representatives of the state's grain corn industry. All three serve on the Colorado Corn Administrative Committee's (CCAC's) Market Development Action Team (MDAT). As USGC delegates, they also serve on one of the Council's Advisory Teams. They view their involvement at this level as key components to building regional and national partnerships to improve and expand trade and export opportunities for the grain corn industry in Colorado. The connections and information they gain are also used to shepherd MDAT projects and develop partnerships across the state.

## Advisory Teams

USGC has seven Advisory Teams: Asia, Ethanol, Innovation and Sustainability, Middle East/Africa South Asia, Trade Policy, Value-Added and Western Hemisphere. Each team met during the annual meeting to allow members to give input and set priorities to determine the Council's course of action for the coming

year. At the conclusion, every A-team reports the top three or four priorities to the board of delegates and board of directors.

Mike, Jeremy and Troy are uniquely positioned on different USGC A-teams to ensure farmer's voices from Colorado are heard when it comes to trade policy, our largest buyers, and especially included in areas where market expansion is possible. Mike, Jeremy, and Troy provided the following highlights from their A-team meetings.

## Western Hemisphere - Mike Lefever

Mexico is the largest export market of U.S. corn. Brazil is the largest export market for U.S. ethanol. The Council's new CEO headed up the Mexico City office the last few years. Western Hemisphere includes North, Central and South America. The U.S. currently ships grain to almost every country in the Americas.



"Much of our time was spent discussing the U.S. Mexico Canada Agreement (USMCA, the new NAFTA). Part of those discussions included how the Council could mitigate some of the damages, should passage not occur this calendar year. Our A-team also worked on ways to increase exports to Brazil. China is dumping billions of dollars into Brazil's infrastructure, which brought up a discussion of how outdated the U.S. infrastructure has become. Roads, bridges, locks and dams, and rail customers will naturally gravitate to the quickest and cheapest transportation. If we lose these customers, they will be very difficult to get back.

"Everything the Western Hemisphere A-team touches, either directly or indirectly effects Colorado. Most of our corn is shipped out of state in the form of beef and pork. Mexico is one of our top meat export customers, and Canada is the eighth largest buyer of U.S. ethanol. All this equals corn grind and moves our industry products out of the country, which in turn increases the price of our commodity.



# U.S. Grains Annual Board of Delegates Meeting

## Trade Policy – Jeremy Fix

Based on the current trade conditions, now may be the most important time to have someone from Colorado on this Advisory team. “While everything is cyclical and we shouldn't worry too much, global trade of grain is changing, and we need to be aware of outside risks. Between trade disputes, regulations, currency manipulation, terrorism in important shipping lanes like the Strait of Hormuz, production challenges, and even questionable reports from the USDA, opportunities will arise whether producers are a bull or a bear.



“Exports of agricultural products to China are down from \$26 billion in 2014 to \$6 billion currently in 2019. China is investing heavily in South American infrastructure in order to increase efficiency and to cut volatility in order to create a more consistent supply. This said, African Swine Flu or ASF, primarily in Asia, is causing major disruptions. With tariffs on both sides, the situation with Huawei is a major hindrance to successful trade negotiations as the Chinese hard-liners see the tactics of the U.S. being meant to isolate them on a global scale. Long story short, China has been through a lot in their 3000 years of existence and a recession is among the least of their struggles.

As a whole, the Trade Policy A-team decided to change its rhetoric on policy requests of the Trump Administration. They need to know time is of the essence and if the industry does not get something done on the trade front soon, our market share will be diminished for much longer than a presidential term. This fight is threatening our livelihood and the way we support our families. The Administration and Congress both need to know that.

“Cincinnati was not all doom and gloom. Optimism was high regarding the ratification of USMCA. This agreement is very close to the finish line and offers a better trade

relationship with our neighbors to the north and south. For passage to occur, it will take a continued grass-roots effort from farmers like you and me to make sure our legislators know and believe the benefit this agreement will bring. If you don't have enough to do already, reach out to our Congressmen and women and our two senators. Let them know we need this deal ratified now.

## Middle East/Africa/South Asia - Troy Schneider, newly elected Team Lead

This team might need a new name due to the fact the EU has been part of this team's focus over the past few years. South Asia (India, Bangladesh, Sri Lanka, Pakistan) is also included for this team.

“Population growth of India and South Asia over the next ten to twenty years will provide opportunities for sales of ethanol. With a new focus on South Asia, USGC is establishing an office in India to better meet its ambitious agenda in the region.

“Brexit. A whole new set of Free Trade Agreements will need to be worked out with the UK.



“Agriculture Trade Promotion (ATP) funding is to be used to reach new markets, such as Africa. While China is investing in South American infrastructure, we need to be investing in the African infrastructure to help move corn and corn co-products to the people of Africa. Note: the ATP funding will not go into infrastructure, it will help us build demand for our products. As demand builds, better infrastructure will be key to move our products inland quicker.

*(continued on page 13)*



# U.S. Grains Annual Board of Delegates Meeting

*(continued from page 12)*

## General Session Speaker Highlights

### **Ron Dulin, consultant from Euromonitor International**

Speaking about Euromonitor's research into "megacities" Dulin explained most of these cities are in the developing world, including China and India. The future food and energy demand will be driven in these areas of high population with rapid increasing food consumption and the need for better air quality. By 2030 nine percent of the world population will live on three percent of the world's land.

### **Ken Smithmier, director of market research for agricultural markets at ClipperData**

Smithmier talked about global grain flows and how weather and intervening market forces will cause short-term and long-term effects with respect to agricultural products, namely grains and ethanol. Smithmier reviewed the seasonal and cyclical fluctuations of the global grain market and factors that could impact U.S. competitiveness including ongoing trade policy negotiations, changing fuel standards for ocean-going ships, and infrastructure development in South America.

A USGC press release stated, "The name of the game in today's challenging agricultural trade environment is emerging markets, and the USGC set its sights on India, Africa and new opportunities for ethanol sales."

### **Scott Sindelar, CEO of Edewise Trade Advisers, former USDA Foreign Agricultural Service (FSA) official**

India is one of the world's fastest-growing economies with a young population - 45% are under the age of 25. Sindelar stated, "There is significant potential for U.S. agricultural and food products in India, but expectation must be balanced by the reality of India."

### **Kurt Shultz, senior director of global strategies for U.S. Grains Council**

"More than half the global population growth will occur in Africa by 2050, which will drive feed demand that can be captured with additional focus on capacity building and marketing. The Council works where the market does not. Africa and the Middle East show an opportunity for expansion of commercial feed production. We've worked in Morocco, Tunisia, and East Africa, but with the availability of Agricultural Trade Promotion (ATP) funding, we're planning on new programs in both East and West Africa."

*(continued on next page)*





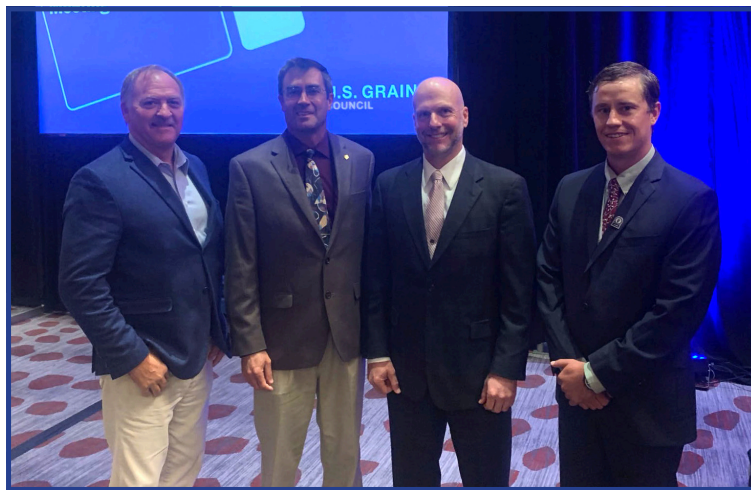
## U.S. Grains Closing Highlights

On the final day of meetings delegates of USGC elected Darren Armstrong as chairman. He is a farmer from North Carolina representing the Corn Growers Association of North Carolina. "To be successful with global trade, you have to find a way to make it happen," said Armstrong during his incoming comments, announcing his chairman year's theme "Make Something Happen."

For a complete list of USGC Officers, Advisory Team Leads, and Sector Leads visit <https://grains.org/about/leadership/>

Troy, Mike, and Jeremy invite anyone with questions to stop and ask them. "We would be glad to visit with you. Through the Council's work of 'Developing Markets, Enabling Trade and Improving Lives' Colorado Corn is truly helping "develop tomorrow's markets today" and sincerely hope by sharing our experience, we are demonstrating how and where the administrative committee is putting our investment to work.

Special thanks to Mr. Tom Sleight, Past President and CEO of USGC, for his decades of service to us, the farmers of America. The Council would not be where it is today if not for his work, leadership, and friendship.



Corn grower members and newly elected Chairman of the U.S. Grains Council left to right are: Mike Lefever, Troy Schneider, Darren Armstrong (Chairman), and Jeremy Fix.

## GRAIN EXPORTS ADD BILLIONS TO THE U.S. ECONOMY

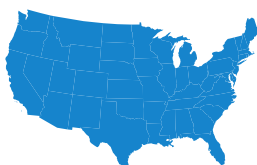
RESULTS FROM U.S. GRAINS COUNCIL/NATIONAL CORN GROWERS ASSOCIATION VALUE OF TRADE STUDY

GRAIN EXPORTS ACCOUNT FOR  
**\$55 BILLION**  
IN ECONOMIC IMPACT.

**274,000 JOBS**  
ARE LINKED TO GRAIN EXPORTS.



**EVERY JOB** created  
by grain exports supports an  
additional **3.9** U.S. jobs.



**\$19.1 billion**

in U.S. feed grains  
and grain products  
were exported.



**U.S. GRAINS SUPPORTED NEARLY**

**\$38 billion**

in business sales in the  
U.S. economy during  
2016 beyond the value of  
the products themselves.



See the complete results updated with 2016 figures for each state and selected Congressional districts at: [www.grains.org/tradevaluemap](http://www.grains.org/tradevaluemap)



**U.S. GRAINS  
COUNCIL**  
[www.grains.org](http://www.grains.org)



# Historical Analysis of South Platte River Salinity to Identify Severity, Trends, and Potential Sources

Salinity has been a concern since the earliest civilizations developed irrigated agriculture. Ancient societies, reportedly as far back as 2400 BC in Mesopotamia and Peru's Viru Valley, were based on irrigated agriculture that first flourished and then failed due to soil salinization. Today's agricultural communities need to monitor salinity conditions before crop yields decline and eventually irreversible damage occurs to soils that prevents crop cultivation. The many recent changes to water appropriation and management in Colorado may be contributing to increased salinity in the South Platte River Basin. Potential salinity sources include Municipal wastewater treatment facility (WWTF) sewage effluent, agricultural runoff, road deicing solutions, geologic formations, and produced water from oil and gas development.

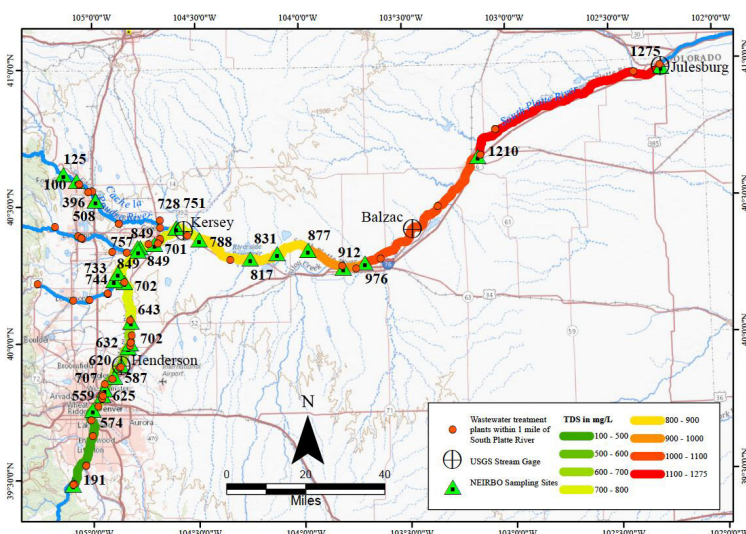
The Colorado Corn Administrative Committee (CCAC) has been proactive in funding research to assess salinity conditions and the threat to irrigated agriculture in the South Platte River Basin. The CCAC funded South Platte River sampling in September 2018 that confirmed salinity concentrations increase dramatically through the Denver Metro area and reach levels that can damage soils, reduce crop yields, and require treatment for municipal use. Corn yields begin to decrease significantly at Total Dissolved Solid (TDS) concentrations of 1,000 milligrams per liter (mg/l) and the sampling indicated concentrations over 1,200 mg/l in the lower basin (Figure 1).

Based on this scoping-level sampling, the CCAC was awarded a Colorado Water Conservation Board (CWCB) Water Supply Reserve Fund (WSRF) grant to further

investigate salinity. The project titled "Historical Analysis of South Platte River Salinity to Identify Severity, Trends, and Potential Sources" aims to determine if salinity concentrations are a concern for the sustainability of irrigated agriculture. This project is underway and results are anticipated this October.

Salinity concentrations continually fluctuate due to river flow and changing salt input to the South Platte River. Preliminary study results indicate that average TDS concentrations gradually increase downstream, but temporary spikes have approached 2,000 mg/l near Weldona, which was the furthest downstream continuous monitoring station available for analysis. The implication is that irrigation water quality can vary significantly depending on location, time, and the prevailing flow conditions. Under these conditions crop yields can decrease and salt loading to soils is a concern.

This study is an example of how the CCAC is using corn assessment funds to raise awareness, protect irrigated agriculture, and advocate for Colorado producers.





**Colorado Ag Water Alliance**  
"Committed to the preservation of agriculture through the wise use of Colorado's water resources"

**PHASE 2:**  
**IMPLEMENTING**  
**THE COLORADO**  
**WATER PLAN**

**The Ag Water Summit**  
**December 2-3, 2019**

**The Ranch - Larimer County Fairgrounds**  
**Loveland, Colorado**

**Register for this event at [coagwater.org/summit](http://coagwater.org/summit)**



### ARC/PLC Election & Enrollment Dates

Program implementation for 2019 ARC and PLC started **September 3, 2019**.

Enrollment for the 2020 crop year will begin **October 7, 2019**.

Deadline to complete 2019 election and enrollment is **March 15, 2020**.

2020 election and enrollment deadline is **June 30, 2020**.

**\*\*2020 contract election on the farm will be the same as 2019 and cannot be updated or changed for the 2020 program year.\*\***

*Note: RMA expects to publish updated T-Yields Nov. 30, 2019*

## Hey, Colorado FFA Chapters

### Colorado Corn FFA Grant Applications Due Nov. 15, 2019

Is your chapter working on a project, but in need of funding?

The Colorado Corn FFA Grant is here to help!

Colorado Corn's FFA Grant awards range from \$500 with a maximum of \$5,000 per applying chapter.



Projects must be within three main categories:

1. Improvement of Capabilities (software, curriculum, technology, equipment etc.)
2. Program Development (agriculture-based)
3. Scholarship Program (within/administered by the FFA Chapter)

For full details and grant application email Ann Cross at [across@coloradocorn.com](mailto:across@coloradocorn.com) or call 970-351-8201.

Only FFA Chapters within the state of Colorado are eligible.

For consideration, applications must be completed in full, postmarked or emailed no later than Friday, November 15, 2019.



This year American AgCredit increased our cash patronage distribution to **a full 1%**, resulting in a record \$86 million cash back to our loyal members — \$26 million more than 2017.

**IT PAYS TO BE A MEMBER.**



**AMERICAN AGCREDIT**

Find out how it works at [AgLoan.com/patronage](http://AgLoan.com/patronage)  
or call us at 800.799.6545

A part of the Farm Credit System. Equal Opportunity Lender.



### UK Roundtable

A small group of Colorado agriculture leaders met in late August with Ambassador Alexandra Hall Hall, the British Embassy U.K. Brexit Counsellor. Hall Hall is based in Washington D.C. and is spearheading the task of explaining the U.K.'s departure for the European Union to U.S. audiences. The gathering, hosted by Colorado Farm Bureau, was an open dialog between state industry leaders, Hall Hall, and the Department of Agriculture. The exchange was valuable on several fronts including how shipping/product demand is likely to change for ag producers under Brexit.



Ambassador Alexandra Hall Hall, the British Embassy U.K. Brexit Counsellor



Troy Schneider, CCAC President; Sue M. Taylor, VP Dairy Economics and Policy for Leprino Foods; and Cheyenne McEndaffer, Director, Export Services/Access for U.S. Meat Export Federation talking about the impact of Brexit with Ambassador Hall Hall.

### Weary Rural Roads?

Let CDOT know about what is and is not working with the roads and where maintenance needs to be focused.

Recently, a group of farmers and ranchers in northwest Colorado submitted comments to CDOT. Money and resources were sent to help reconstruct a road based on the feedback received.

Visit CDOT's website and use the opportunity to make comments! <https://www.codot.gov/programs/colorado-transportation-matters/your-transportation-plan>

### Governor Polis and Plant-Based Meat Alternatives

In August, Governor Polis made a bold move at a meeting with the Department of Agriculture and his move was met with an equally swift response from the beef industry. During the meeting Polis suggested Colorado take advantage of economic opportunities arising with plant-based meat alternatives. Colorado Cattlemen's Association and Colorado Livestock Association were among the first to respond in defense of animal based protein and their place at the table.

As members of Colorado's agriculture community and a trusted feed source for beef, dairy, and poultry operations, CCAC and CCGA board and staff members were compelled to offer the industry's support. Calls and letters were sent to the state's trade organizations letting them know both entities of Colorado Corn are available to assist with any consumer outreach, education, promotion or grassroots efforts.

### Blockchain in Agriculture Request from CDA

Earlier this year, the Colorado State Legislature passed House Bill 19-1247, which directs the Commissioner of Agriculture to convene an advisory group to study the potential applications for blockchain technology in agricultural operations and to report to the general assembly by January 15, 2020.

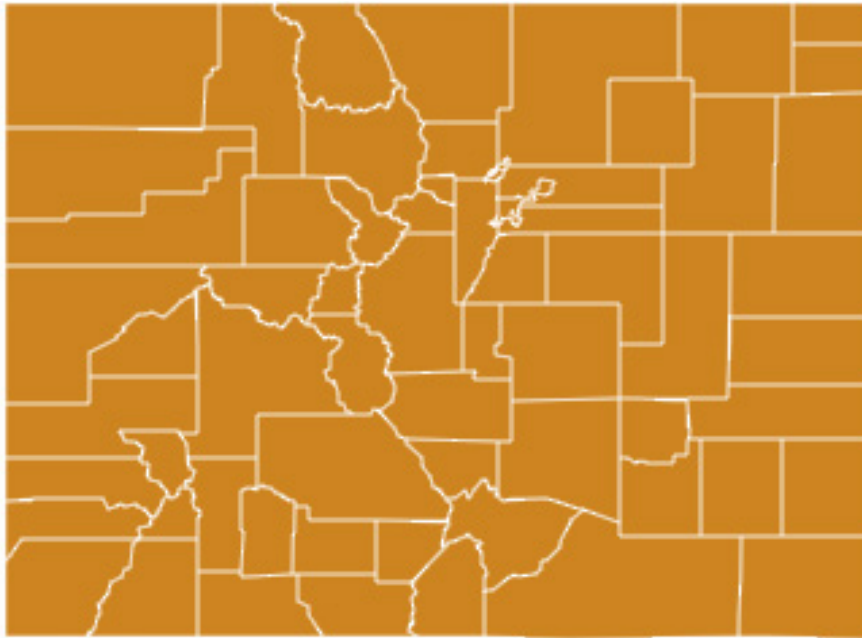
As a result, the Colorado Department of Agriculture is gathering existing ag-related blockchain research so that we can report the data required by House Bill 19-1247 and begin to assemble a blockchain advisory group.

Blockchain application in agriculture has the potential to make it easier to track, manage, and transact in all kinds of agricultural assets, from crops, to inventory, to precision data. By providing the technology infrastructure for things like digitization, automation, and tracking, blockchain could create new options for collecting data and automating farm management, which drive farmers' bottom lines in modern agriculture.

If you or your organization have relevant research to share, on a voluntary basis, to help further the advancement of blockchain technology in agriculture, the Colorado Department of Agriculture invites you to submit it before October 11, 2019.



# COLORADO CORN PRODUCTION



## Issues that matter to Colorado Corn Farmers

- Water Efficiency/Water Quality/Water Rights/Water Storage
- Biotechnology - Genetic engineering can improve a plants efficiency with water, is more resistant to pests and diseases to reduce pesticide use or elevate a natural trait.
- Environmental Stewardship and Conservation –By working together for Colorado and improving our land, soil health, water, and natural habitats we can ensure a vibrant community to work in, live in, play in, and for visitors to enjoy.
- Cleaner Air & A Choice at the Pump - Blending ethanol into the current fuel supply is a cleaner burning, high octane option for all vehicles 2001 and newer. And, corn is a renewable energy source that absorbs carbon from the atmosphere.
- Transportation & Trade - From roads and bridges to locks and dams, infrastructure is critical to maintaining markets and market prices at a profitable level. Getting our products to their final destination in a timely and cost-effective manner is a priority.



**\$447,000,000**

Total Output from Grain Trade to Colorado's Economy



**\$153,300,000**

Contribution to Gross State Product



**\$104,800,000**

Value of Corn Exported



**\$16,000,000**

Value of Ethanol Exported



**\$18,600,000**

Value of DDGS and CGF Exported



**\$39,100,000**

Value of Corn Equivalent to Meat Exported

Source: NASS, ERS, U.S. Grains Council and Informa Agribusiness Consulting



**CCGA & CCAC  
Upcoming Events & Activities**

*Save The Date!*

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**CCGA Annual Meeting**

**December 4th ~ Greeley Doubletree**

Ag Issues Roundtable to include State, Regional, and National Experts on  
Trade, Markets, and Farm Bill Program Selection.

***Speakers and Agenda will be Announced Soon.***

**CCGA & CCAC Celebration Dinner  
& Entertainment To Follow!**