

# Kentucky

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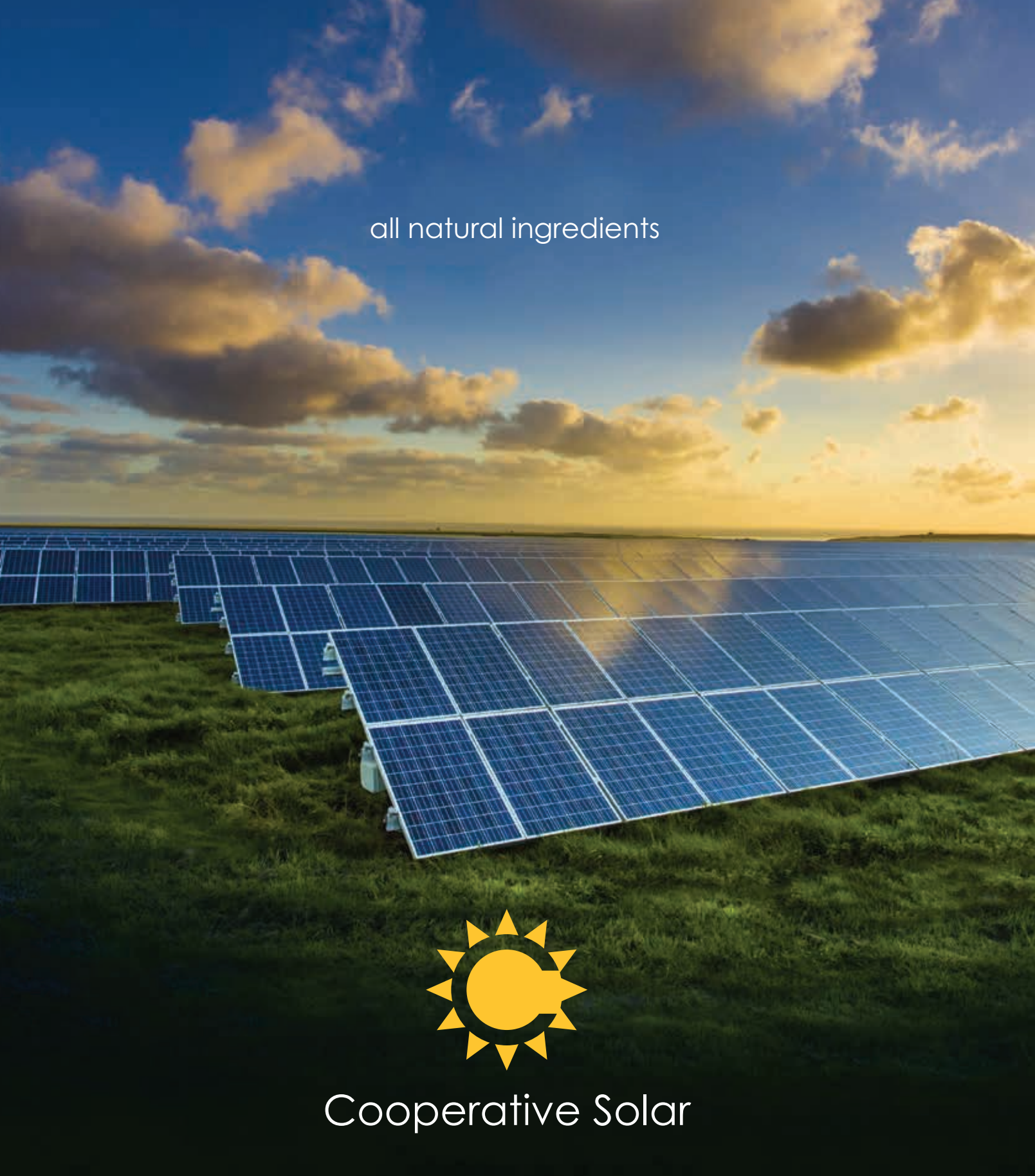


## 2017-2018 KENTUCKY FFA STATE OFFICER TEAM



OCTOBER 2017





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KENTUCKY FARM BUREAU NEWS  
Volume 16 | No. 8  
October 2017

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2017-2018 Kentucky FFA State Officer Team

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One of the greatest things about living in Kentucky, for me, is the changing of the seasons. It's a wonderful sight and experience, and of the four seasons we enjoy in this state, fall is my favorite for a lot of reasons. First and foremost, it is a time of harvest when we see the benefits of all the hard work we've put in on the farm since early last spring.

The harvest season is really what we work for each year. It's what keeps us on the farm and enjoying this rural way of life. But fall is also a time of transition for us in many ways. Our children have made their way back to school; football games are once again on our Friday and Saturday night schedules; that pot of chili on the stove fills the whole house with a wonderful smell we haven't experienced all summer, and nearly every doorstep is decorated with a variety of pumpkins.

The fall season is also a time when many of our urban neighbors make a trip to the country, adding to this agri-tourism industry that has become such big business in the Commonwealth.

This is a fun time of the year to live in Kentucky and to be a part of rural America. For many of our farm families, they have called these communities home for generations. There's a real value to living in our small towns and on the farm, and at no time does that become more evident than during the fall of the year.

I believe there is much to be optimistic about, right now. The overall economy of the country has improved, there are indications that net farm income will rise for the first time in a few years and our crops look to be some of the best yet.

That's not to say we still don't have issues to confront, challenges to face and concerns to discuss. But I hope you find comfort in knowing that Kentucky Farm Bureau never stops advocating for our agricultural way of life, no matter the season or whether times are good or not so good.

There is much to be done as we, as an organization, work through the process of developing our next set of priority issues to address those concerns, challenges and issues in the coming months ahead.

But for now, I think it's a good idea to relax for a bit, take a seat on the front porch and marvel at the world around us; the bright colors, the chill in the air and the knowledge of knowing we are carrying on a tradition in rural America that was brought here generations ago.

I hope your harvest is bountiful, your football team is a winner and that pot of chili never runs out, at least until next spring.

**Mark Haney**  
President  
Kentucky Farm Bureau



# 2017 County Annual Meetings

All times are local

**Anderson County**  
October 10, 2017, 5:30 p.m.  
Eagle Lake Convention Center

**Franklin County**  
October 3, 2017, 6:30 p.m.  
Franklin County Extension office

**Lawrence County**  
October, 17, 2017, 6:00 p.m.  
Down Home Grill, Louisa

**Floyd County**  
October 19, 2017, 7:00 p.m.  
Jenny Wiley State Park

**Jefferson County**  
November 7, 2017, 7:30 p.m.  
Jefferson County Farm Bureau office

**Marion County**  
October 9, 2017, 7:00 p.m.  
Knights of Columbus in Lebanon

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98TH ANNUAL MEETING | NOVEMBER 29 - DECEMBER 2, 2017  
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Kentucky Farm Bureau is a voluntary organization of farm families and their allies dedicated to serving as the voice of agriculture by identifying problems, developing solutions and taking actions which will improve net farm income, achieve better economic opportunities and enhance the quality of life for all.

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## comment

COLUMN



I clearly remember my brother and I jumping from bale to bale of tobacco at the warehouse trying to peel a blue and white cap off my dad's head. Even at five or six years old, I knew that the KFB logo on my dad's cap meant something special! In fact, I cannot recall a time when the words "Kentucky Farm Bureau" did not make sense to me.

However, the meaning of the words has changed as I have transitioned through various stages of life. The overall theme that I have gained from my experiences with Farm Bureau (the organization) is that Kentucky Farm Bureau truly does love Kentucky.

KFB has been a home for mine and many other families across the state for nearly 100 years. As I was growing up, it provided me fond memories with my dad (who is an agency manager in Nelson County.) From riding around taking pictures of properties his agency insured to attending board meetings to getting wonderful home cooked meals. Every step along the way I got to meet the great people who made up Kentucky Farm Bureau at the local level.

FFA alike, has a family and nurturing atmosphere. FFA has led me to places I never thought I would see, people that I never would have met and experiences that can only be described as once in a lifetime. And the leadership skills I have learned will stay with me for a lifetime. Having the support from organizations like KFB helps FFA and other student groups continue to provide valuable skills to their members.

While the funding they provide to 4-H and FFA is critical, the opportunities for individuals to grow and develop through established programs are even more important. I had the opportunity to participate in Farm Bureau's Institute for Future Agriculture Leaders (IFAL) and the Outstanding Youth Contest. In doing so, I was able to develop my ability to communicate for and about agriculture. Being an FFA member and participant in multiple Farm Bureau events, I can honestly say those two organizations have introduced me to 75 percent of the friends I now have and has provided me with various connections that will not be lost.

The blue and gold jacket of FFA holds a special place in my heart, but most of that can be attributed to Kentucky Farm Bureau's presence in my life. KFB has provided numerous examples of what premier leaders in agriculture should look like and has molded my perception of the kind of influence I should have as a leader. Kentucky Farm Bureau is family that is present in all stages of life, ready to guide and serve in any way possible. I have so much to thank the Lord for in life, but Farm Bureau has been among my greatest blessings. I'm convinced that KFB loves KY, but I speak for myself and many others when I say that Kentucky loves Kentucky Farm Bureau.

**Martin Williams**  
President  
Kentucky FFA



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# Annual KFB Golf Classic Celebrates Education by Raising Scholarship Funds

The 22nd Annual Kentucky Farm Bureau (KFB) Golf Classic proved to be a success once again in the organization's efforts to help member families send their children to college. This year, more than \$40,000 was raised for the event. All of the money goes toward the scholarship fund and serves the state Farm Bureau scholarship program.

Since it was established in 1953, the KFB Education Foundation has awarded approximately 1,738 scholarships worth nearly \$3 million to students of KFB member families. This year, 280 golfers participated and 55 hole sponsors stepped up to help make the Golf Classic possible.

David S. Beck, KFB Executive Vice President, said supporting education continues to be a top priority at KFB.



"Since so much of our policy at Kentucky Farm Bureau is related to education, this event is one of the single most important things we do," he said. "Over the years, students from all across Kentucky have attended college thanks, in part to the contributions made by our Education Foundation. And no matter what field of study they choose,

ultimately this investment in our young people and their futures will benefit them, their families and all of Kentucky."

During award recognitions for both morning and afternoon flights, Beck personally thanked all those in attendance and the sponsors for helping to make the annual event such a success for so many years.

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# Kentucky Career and Technical Education Update

KFB honors top CTE educators; reauthorization of Perkins legislation is pending in Senate



In keeping with its long-term policy support of Career and Technical Education (CTE), Kentucky Farm Bureau (KFB) once again honored Kentucky's top CTE educators this year by way of the KFB Career and Technical Education Awards.

These awards are presented at the annual CTE Summer Program, which was attended this year by 1,485 Kentucky career and tech teachers and administrators. The Kentucky Association for Career and Technical Education (KACTE) provides the logistic management of the conference and manages the CTE awards program.

The national Association for Career and Technical Education has established award categories that serve as the basis for state award categories given each year. The six award winners named in Kentucky this year included:

Bethany Mattingly, the 2017 CTE New Teacher of the Year, is an agriculture teacher and FFA advisor at Seneca High School in Jefferson County.

Rosemary Jones, is the 2017 Carl Perkins Community Service Award winner. She is a Family and Consumer Science educator and FCCLA advisor at Bell County High School.

Mitzi Holland received the 2017 Career Guidance Award. She is a college and career counselor at Monroe County High School.

Career and Technical Administrator of the Year honors went to Diane MacKenzie, who is a Career Pathway Specialist for Jefferson County Public Schools.

Dr. Rebekah Epps is the 2017 CTE Postsecondary Teacher of the Year. She is an Associate Professor at the University of Kentucky where she instructs preservice teachers in Agricultural Education.

Lee Ann Daugherty is the 2017 CTE Teacher of the Year. She teaches

Agriculture and is FFA advisor at Butler County High School.

KACTE Executive Director Mike Stone said the educators named to this year's award list are indicative of the excellence in CTE being taught across the Commonwealth.

*"The big picture, when it comes to CTE is, it's finally being recognized across the educational community for its overall value to students," he said. "We are getting that recognition on the academic side and are certainly seeing the importance of CTE recognized on the private sector side."*

Stone noted how important those relationships are especially from businesses and organizations calling KFB's support of CTE and the awards, "staunch and essential" for its many years of involvement in educational endeavors.

*"Farm Bureau is one of the leaders in the effort to support CTE and in the last 10 to 15 years we've seen that effort broaden to a wide range of other organizations that recognize if our country is going to succeed, we have to have people to fill the technical and infrastructure jobs that form the basis for our economy," he said.*

One major form of funding support for CTE comes from federal legislation first known as the Carl D. Perkins Career and Technical Education Act, which provides federal support for CTE programs in all 50 states and the territories. The Act was first authorized in 1984.

The most recent re-authorization, known as the Strengthening Career and Technical Education for the 21st Century Act, is currently making its way through Congress. The House passed the bill out of that chamber last June. As of press time, the Senate had not passed its bill. The current legislation is set to expire on September 30. However, a bill has been introduced to temporarily extend the current Federal Perkins program.

A summary of the House version notes that an update to this legislation has not taken place in more than a decade and no longer reflects the challenges and realities faced by today's students, something this new version addresses on many levels.

According to information from the

House's Education and Workforce Committee, "The Strengthening Career and Technical Education for the 21st Century Act will help more Americans earn a lifetime of success by:

- Empowering State and Local Community Leaders
- Improving Alignment with In-Demand Jobs
- Increasing Transparency and Accountability
- Ensuring a Limited Federal Role

Kentucky Department of Education Commissioner Stephen Pruitt has been supportive of the state's CTE programs since he took the position in September 2015. He said as CTE has become more prevalent, the need to get a federal bill passed is more important than ever before.

*"With the tightening of state budgets over the past few years, the need for federal funds provided through the Perkins legislation is critical to career and technical education programs here in Kentucky and across the country," Pruitt said.*

*"We want our students and teachers to have every available opportunity to continue their success. In recent*

*The big picture, when it comes to CTE is, it's finally being recognized across the educational community for its overall value to students.*

*—Mike Stone*

*years, there's been a heightened awareness of the value that comes with career and technical programs. Not only do our students benefit, but so too does the state as a whole, with a more educated and skilled workforce, and a greater ability to attract business, industry and new jobs to Kentucky."*

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# Kentucky Welding Institute Provides Hands-On Training for Real World Jobs

More and more the conversation of worker shortages comes up in relationship to many job sectors. The agriculture industry has experienced worker issues for some time, but those in manufacturing and construction fields also have concerns including finding enough skilled workers for positions related to welding.

While automation has been a part of the welding industry as technology has

advanced, the need for trained welders continues to grow in many industrial sectors. For years, secondary tech schools and postsecondary institutions have offered career and technical programs and welding classes at different levels, but many in the industry say the gap keeps growing as the average age of the welding workforce continues to climb.

Seeing that need inspired the creation of the Kentucky Welding

Institute in Flemingsburg. KWI was started by a group of community investors including the Hinton family, known for their success in the rural business community with an operation consisting of five retail farm supply locations and feed mills based out of Flemingsburg.

*“Just over two years ago we were having conversations about all of the students from this region who were getting into the welding field, and had been for years, with a lot of them going off to other welding institutions in other states,”* said Adam Hinton. *“We started discussing the idea of all the jobs that are here and the opportunity to educate those students close to home.”*

The idea became a reality in the form of a state-of-the-art facility that would not only provide classroom experience for those attending but a real-world working environment.

Ashley Applegate serves as the lead instructor at KWI. He said when students come to the school, they are experiencing a real work environment similar to what they will find on a job site.

*“Our school runs like a job so instead of your typical program starting at 8:30, we want our students to start early. So, we start our day at 6:00 in the morning and I have students that beat me here every morning,”* he said. *“These students aren’t showing up like it’s some class they don’t want to attend; they want to be here. They have the drive to be here.”*

And they are coming from everywhere. Applegate, who ran his own welding business for nearly 20 years, said the school has students from across the country attending which will, in turn, send those Kentucky trained welders back to jobs in their respective home areas.

But there are also many local students taking advantage of the training provided at KWI for jobs here and throughout the nation. In either case, the trainers and students there see themselves as one big family.

*“Welding with all these students*

*from all over the country, I’ve learned that we are all the same; we may talk differently and eat different foods, but we’re all really one person when it comes to welding,”* said Blake Hawkins, a 2016 KWI graduate. *“You’re really like family once you work on the job with them.”*

KWI students spend about an hour each day in a classroom setting then the remaining seven hours honing their skills as welders. This classroom rotation usually lasts three months, while the entire program only takes about six months.

While each student will have a different experience entering the job market after they complete their certifications at KWI, the goal of the school is to get each one gainfully employed.

Welding with all these students from all over the country, I’ve learned that we are all the same; we may talk differently and eat different foods, but we’re all really one person when it comes to welding. You’re really like family once you work on the job with them

–Blake Hawkins  
2016 KWI graduate

Hawkins is an example of the success that can be found in the industry. In fact, his testimony is listed on the KWI website, stating, *“I could not have asked for better training. Where else can you walk out in six months with a pocket full of certifications, a padded resume, and confidence in your skill? I turned 19 at a refinery in Texas making \$37 per hour and \$129 per diem. In eight months, I had worked for three industry-leading companies and grossed \$100,000. I owe it all to my KWI experience.”*

At KWI students can earn industry credentials from the American Welding Society (AWS), the National Center for Construction Education and Research (NCCER), the Occupational Safety and Health Administration (OSHA), the Mine Safety and Health Administration (MSHA), and the American Safety and Health Institute (ASHI).

KWI also offers a custom welding course for students who already

possess some level of training and/or skill. What makes KWI even more unique is the fact that the training is designed by industry for industry needs, and led by welders still in the field. Upon graduation, students will receive job placement assistance for life and two weeks of brush-up or test prep annually after the first year. For more information, visit their website at <http://kwi.us/>.



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Pictured from left: Jim Akers, BGSY COO; Dean Nancy Cox, UK College of Agriculture, Food and Environment; Nikki Whitaker, Ky. Cattlemen's Association; Secretary Terry Gill, Kentucky Cabinet for Economic Development; Keith Rogers, Kentucky Department of Agriculture; Lexington Mayor Jim Gray; Gene Barber, BGSY Board Chair and Owner; Carla Blanton, Chair Commerce Lexington; Father Danny Fister; and former Ky. Governor Ernie Fletcher.

## Bluegrass Stockyards New Facility:

Remembering the past and looking toward the future

Blue Grass Stockyards (BGSY) has been a part of the livestock industry in Kentucky since 1946 and perhaps more importantly is one of the largest markets in the eastern part of the country. But a devastating fire experienced at the original historic location, built near downtown Lexington, completely leveled that facility in January of 2016.

As detrimental as the fire was, owners of BGSY never had a doubt about rebuilding the facility and doing so in the same area as the original market while making it a reality as quickly as possible.

Fast forward to September 8, 2017 and a ribbon cutting ceremony was held at the new market that promises to be a landmark in its own right due to the forward thinking of the company's Board of Directors and its owners.

*"The old place was very special and it was really important to us to try and create some ties back to it. The new sales ring was actually designed off the blueprints created in 1976 when the old*

*sales ring was built so when you walk in, it feels like you're going into the old one,"* said Jim Akers, COO. *"It is as close as we could make it with today's building codes and everything that we could do to tie back to that heritage, we tried to do."*

The new facility also utilizes bricks that were removed from the old site that dated back over 100 years and re-claimed wood which came from local tobacco barns used in the entrance area of the new building. In addition to the sales area, the structure will be home to several retail businesses, a classroom area and a museum that contains many artifacts related to the original stockyards facility and the local agriculture industry.

This model of the new facility didn't entirely come about after the fire. Several years ago during a time when efforts were made to move BGSY out of its downtown location, Board Chair and second generation owner Gene Barber had a vision to create a one-stop shop for farmers and to bring the community together with the idea.

*"The fire just created the environment to make that dream come true,"* said Akers.

Bringing the community and the stockyards together is an important part of the plan with this new facility and vital to agriculture as a whole, he noted.

*"I think, at this point in history, it is critical for all of agriculture, not just the livestock business, to help the consuming public understand where their food comes from and how it gets to them,"* said Akers. *"There are so many misconceptions about our food supply and I've always believed that the more we help consumers understand what farmers do and what service providers like us do, the more comfortable they will be."*

Akers acknowledged the fact that it took several local and state leaders to make the new stockyards a reality, most of which attended the recent ribbon cutting held days before the first sales began.

*"A lot of people have come together to cooperate at a high level to pull*

*off a project of this magnitude in the time frame that we had,"* he said. *"There's been a lot of work done by a lot of people."*

And as those first sales began in the new location, Akers said individuals from all over the country had called and wanted to be there during this time because of connections they have had over the years with BGSY.

*"They just wanted to be a part of getting the business re-established, and I'm anxious to see their faces when they see that sales ring looks just like the old one,"* he said.

Customer allegiance has played a big part in the success of BGSY especially since the fire. The livestock marketing company has six other locations throughout the state in addition to its internet sales and Akers said BGSY customers utilized those options and facilities while construction was taking place at the Fayette County market.

*"We're excited to be finished with construction and ready to get back to work for our customers here, but one of the very gratifying things about all of this has been the loyalty of our customers going to other locations, driving an extra 30 or 40 miles during this period of time to continue to do business with Blue Grass,"* he said.

Akers also pointed out the "magnificent" job done by BGSY employees at all these locations to take care of those customers during this time of rebuilding and as they do every day.

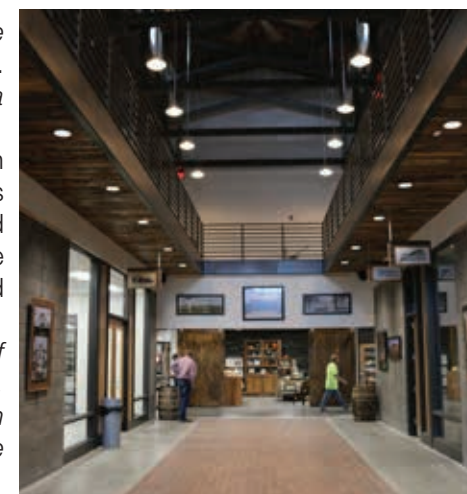
Barber said the opening of this new stockyards venue is likely the highlight of his life.

*"I've always wanted to figure out what to do to leave a legacy and I think we have made a facility that will be respected and looked upon as being great for the ag industry for years to come,"* he said.

Barber added that he still has a lot of memories of the old facility and losing it to the fire is probably something he will never get over.

*"About the toughest thing I ever had to do was say goodbye to that old place, but we tried to bring a lot of it here. I hope that someday, people will look back at this place and remember where it came from,"* he said.

Akers said the decision to build the market back here in Fayette County was as much about the heritage of



The new facility has a connection to the past in many ways. The old structure burned in January, 2016.



the company and owners because this is their home.

*"It made a lot of sense for this market to be here,"* he said. *"When people see this new place I hope they realize the commitment our organization has to agriculture, specifically to the livestock business and what a huge vote of confidence it is for our owners to build a facility like this. To go through the hurdles of building it in an urban*

*community and to expose ourselves to the public and invite them in to see what we do, those are all monumental moves for an organization like ours."*

During the ribbon cutting ceremony, a host of local and state officials joined Akers and Barber to open this new facility that is not only state-of-the-art but serves as a connection to the past and a pathway to the future of agriculture in Kentucky.

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Cooperative Solar Farm One is located in Clark County.

# Solar Farm to Harvest Energy from the Sun

For anyone traveling east along Interstate 64 in Clark County, the view will include traditional farms and beautiful landscapes along with one of the most unique energy related projects in the state.

East Kentucky Power Cooperative (EKPC) is in the process of installing 32,300 solar panels that will comprise its 60 acre Cooperative Solar Farm One.

EKPC will own and operate the farm on behalf of the 16 Kentucky Touchstone Energy Cooperatives located throughout the state.

Nick Comer, EKPC External Affairs Manager said for a number of years, many of their cooperative members have asked for an option related to renewable power, something that has not always been affordable in the past.

"In recent years the cost of producing power with solar panels has decreased quite a bit while the technology has improved, so this year EKPC and our 16 cooperatives moved forward with building a solar farm," he said.

While these solar installations aren't

necessarily new, the project at the Clark County facility is rather unique in that it is a community solar arrangement.

"If you are a member of one of our 16 cooperatives you can actually license one or more of the panels located on the farm," said Comer. "You don't have to put anything on your roof or worry about the maintenance of it; our cooperatives own and we operate it and participants get the benefits."

What customers will have to do though is enjoy the credit they will receive on their monthly bill based on the amount of energy their respective panels collect. The panels will cost a customer about \$460 each.

"That is a one-time payment and for the next 25 years, they get credit on their monthly power bill," said Comer. "We think that is a good, affordable and fair arrangement for our members."

He also said that in today's world, people are more familiar with renewable power and solar technology even though some of that technology has been around for many years.

"I remember being in school and having calculators that were powered by solar energy so that idea isn't new," said Comer. "But the technology has improved in recent years while the price for solar panels has come down so, to that extent, it is more in the grasp for a lot of people to purchase or license the panels and use those to offset their power bills."

So far the solar farm has generated a lot of attention with it being so visible to highway traffic and with that has come a bit of education needed to explain just what the farm is about and how it will work.

"This is something different for Kentucky. When you travel in the Southwest and into California, you'll see large solar installations but this is new here and we are in a fairly visible spot so many people are driving by and they have questions about this solar field," said Comer. "We've had many requests for tours, and that is something we hope to do once construction is complete, but there is a bit of a challenge acclimating



The finishing touches are being made to the solar panels and the facility is expected to be fully operational by late 2017.

Kentuckians to getting their power from solar facilities."

But all the questioning is something viewed as being positive as co-op members are learning more and more about the technology and how this will save them money on their energy bills.

In somewhat simplistic terms, Comer explains that this kind of farm is harvesting the energy from the sun and from a farming/rural community standpoint, there are already many farmers that have implemented solar technology over the years to power equipment in remote locations of their operation.

Whether a customer is familiar with this technology or just learning, good relationships with their members is paramount for Kentucky's Touchstone Energy Cooperatives. So investing educational time is welcomed and it is the hope that their customers will really take an interest in this new venture.

"As an electric cooperative, we are member owned, so our members all have a vital role in any of the projects we do and we hope they take ownership of this program," said Comer.

Cooperative Solar Farm One is expected to be fully operational by late 2017 and customers will begin seeing credits on their energy bills by early 2018, noted Comer.

"After we are up and running, members in our 16 cooperatives will be able to continue licensing panels," he said. "Of course, throughout the year, the amount of electricity you get from the sun will vary depending on the

amount of sun we receive. The credits will vary month to month but according to our calculations, we think that over a course of about 15 years, the panels will pay for themselves."

Comer added that for those who are interested in using solar power, Cooperative Solar Farm One is a very good option. More information is available at [www.CooperativeSolar.com](http://www.CooperativeSolar.com).

Kentucky's Touchstone Energy Cooperatives includes:

- Big Sandy RECC, Paintsville, Ky.
- Blue Grass Energy, Nicholasville, Ky.
- Clark Energy Cooperative, Winchester, Ky.
- Cumberland Valley Electric, Gray, Ky.
- Farmers RECC, Glasgow, Ky.
- Fleming-Mason Energy, Flemingsburg, Ky.
- Grayson RECC, Grayson, Ky.
- Inter-County Energy Cooperative, Danville, Ky.
- Jackson Energy Cooperative, McKee, Ky.
- Licking Valley RECC, West Liberty, Ky.
- Nolin RECC, Elizabethtown, Ky.
- Owen Electric Cooperative, Owenton, Ky.
- Salt River Electric, Bardstown, Ky.
- Shelby Energy Cooperative, Shelbyville, Ky.
- South Kentucky RECC, Somerset Ky.
- Taylor County RECC, Campbellsville, Ky.



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# Markets

## BIODIESEL USE OF U.S. SOYBEAN OIL TO RISE

Last month, USDA forecast 2017/18 domestic use of soybean oil for biodiesel 550 million pounds higher to 7 billion pounds. This followed the August 28 Commerce Department notification of a preliminary countervailing duty on biodiesel imports from Argentina and Indonesia -- sources for nearly 80 percent of all U.S. biodiesel imports. This action followed a finding that their biodiesel imports were unfairly subsidized and damaging U.S. producers. For January-December 2016, U.S. imports of biodiesel from Argentina and Indonesia totaled 1.475 million and 370,000 metric tons, respectively. The preliminary ad valorem duty rates range from 50-64 percent on Argentine imports and 41-68 percent on Indonesian imports, which reflect the estimated value of the subsidy. A separate determination of antidumping duties is due later this fall. The effect of the countervailing duties has been seen already. U.S. biodiesel imports should fall sharply and encourage higher output by domestic producers. Expanding demand and higher prices for soybean oil (which accounts for approximately half of U.S. biodiesel feedstock) would follow. In response, USDA raised its forecast of the 2017/18 average price for soybean oil to 32.5-36.5 cents per pound from

31-35 cents last month to reflect the new market environment. However, higher prices may constrain export demand. USDA lowered its forecast of exports for 2017/18 by 200 million pounds to 2.1 billion, compared to 2.55 billion in 2016/17.

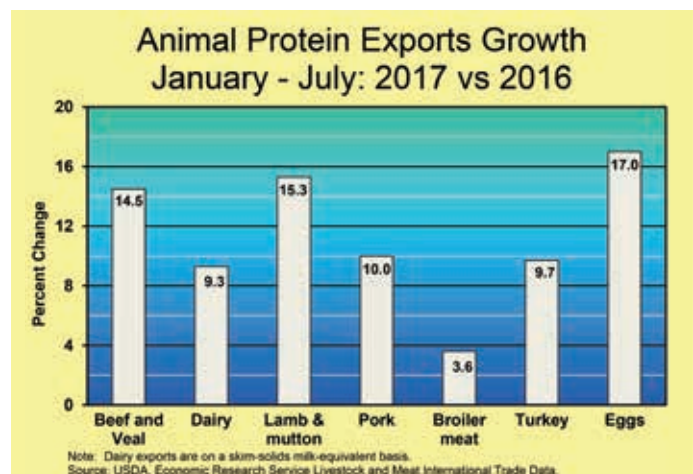
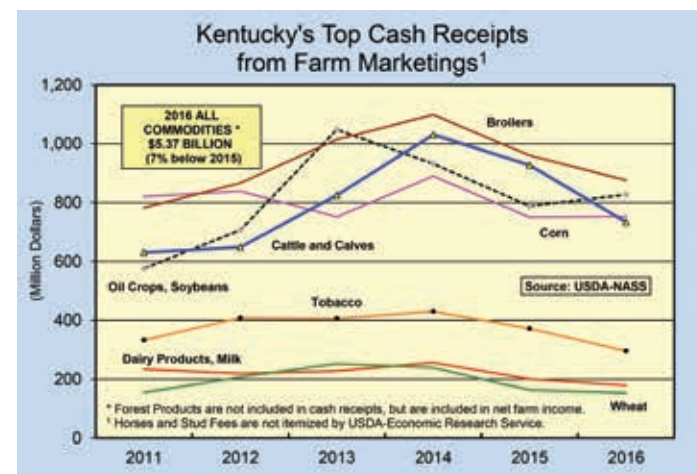
## U.S. AG EXPORTS AND IMPORTS FORECAST LOWER

Fiscal 2018 agricultural exports are projected at \$139.0 billion, down \$800 million from the revised fiscal 2017 forecast, largely due to reductions in corn and cotton export forecasts. Corn exports are forecast down \$1.6 billion to \$8.0 billion due to lower prices and volumes related in part to strong competition from South America. Oilseeds and product exports are forecast up \$500 million to \$33.0 billion, driven by record soybean exports. Exports of livestock, poultry, and dairy products are up \$600 million, due to higher dairy and pork exports. Horticultural product exports are forecast to increase \$1.0 billion, led by tree nuts and fresh fruit and vegetables. Agricultural exports to China are forecast \$300 million higher to \$22.6 billion. Higher exports to Canada and Mexico are forecast at \$21.2 billion and \$18.8 billion, respectively. U.S. agricultural imports are forecast at \$115.5 billion, down \$700 million from the record level set in fiscal 2017 due

to reductions in livestock and dairy products, oilseeds and products, and sugar and tropical products. The U.S. agricultural trade surplus is expected to decline moderately by \$100 million in fiscal 2018 to \$23.5 billion.

## MILK PRODUCERS CONTINUE EXPANSION

The size of the milking herd in 2018 is forecast at 9.450 million head, up only 0.6 percent, as the growth rate has slowed slightly. The milk per cow forecast is 23,295 pounds; this would represent growth of 1.4 percent from 2017. Overall milk production for 2018 is forecast at 220.1 billion pounds, up 1.9 percent from the 2017 forecast. The export forecast on a milk-fat basis is 9.2 billion pounds, unchanged from 2017; higher exports of butterfat products are balanced out by lower cheese exports. Imports on a milk-fat basis for 2018 are forecast at 5.7 billion pounds, down from 6.1 billion this year and 7.0 billion in 2016. Domestic use for 2018 is projected at 216.3 billion pounds, up 2.1 percent from 2017. Reduced product price forecasts have resulted in lower Class III and Class IV price forecasts, at \$16.00-\$17.00 and \$15.10-\$16.20 per cwt, respectively, for the year. The all-milk price for 2018 is now forecast at \$17.55-\$18.55 per cwt, compared to \$17.70-\$17.90 for 2017.



# COUNTY CORNER

Snapshots of County Farm Bureau activities



## ALLEN COUNTY

Allen County Farm Bureau held a Legislative Appreciation and Elected Officials cookout and meeting in Scottsville. Pictured from left to right in the first row: State Representative Wilson Stone, Al Pedigo, County President, Jon Crosby with Senator Rand Paul's office, Ron Cook, magistrate, Dennis Harper, magistrate, Tony Wolfe, magistrate. Second row: Judy Garmon, County Secretary-Treasurer, Sara Jones, County Director, Tracy Oliver, PVA, Dr. Tim Gardner, County Director, Bart Jones, County Director, Paul Napier, County Director, Dennis Arterburn, County Director, State Senator David Givens.



## BOONE COUNTY

During the Congressional District 4 meeting, Congressman Thomas Massie spoke at at Bob Schwenke's farm in Boone County.



## BOURBON COUNTY

Bourbon County FB board members were on hand when Bourbon County Judge Executive Mike Williams signed a safety proclamation.



## CHRISTIAN COUNTY

On August 21st, 2017, Hopkinsville, Kentucky celebrated the Great American Solar Eclipse. The Western Kentucky State Fair asked if any Farm Bureau Members could help out with selling the Eclipse ornaments. There were over 2,000 in attendance at the Fairgrounds. Jennifer Rives, Ladies Chair, and Helen Knight, a Farm Bureau board member, offered their help for this event.



## TRIMBLE COUNTY

Farm Safety Week Proclamation signing in Trimble County. Pictured from left: B.G. Wingham, Trimble County FB Vice President; Trimble County Judge Executive Jerry Powell; and Jerry Oak, Trimble County FB President.



## HARDIN COUNTY

During Hardin County Farm Bureau's Annual Meeting they honored the memory of 4-H'er, Audrey Shoulders, by auctioning her 4-H Country Ham. The proceeds from the auction, \$8,600, will go to the formation of the Audrey Shoulders Hardin County 4-H Country Ham Project Endowment. Audrey Shoulders was an active FFA member and 4-H'er, along with being an archery shooter. Hardin County Farm Bureau and Hardin County 4-H Council raised a total of \$11,100 for the Audrey Shoulders Endowment.



## OWEN COUNTY

Owen County FB had its Legislative Appreciation Dinner on September 5. Pictured is Owen County President David Chappell presenting State Representative Phillip Pratt with a Certificate of Appreciation.



# CANDID CONVERSATION

## Kentucky 4-H Officer Team

KFB Candid Conversation presents a discussion about the topical issues facing the agricultural industry in a question and answer format with a member of the agricultural community. In this column, the Kentucky 4-H State Officer Team will answer questions about their involvement in that organization and how valuable it has to been to them and other 4-Hers. This year's officer team members are: Deborah Myers, President; Noah Carter, Vice President; Mattea Wyatt, Secretary; and Brandon Darby, Treasurer.

### How or why did each of you first get involved in 4-H?

**Deborah Myers:** As a proud third-generation 4-H Member, the 4-H Program has been part of my life for as long as I can remember. My grandfather was a 4-H Youth Development Agent, my mother a 4-H'er and National 4-H Congress delegate, and then, our family tradition passed to me. Although, I began my 4-H journey following in my family's footsteps, I soon developed a personal passion for the 4-H Program and its mission of empowering youth to reach their fullest potential. Over the course of my eight years as a 4-H Member, my love for the 4-H Program has only grown, and I am honored to serve as the 2017-2018 Kentucky 4-H President and strive to advance our 4-H Program.

**Noah Carter:** I got my start in the 4-H program in the local community service club in my county. My 4-H club leader took our group to a newly built horse facility. This is where I discovered my true passion, the Kentucky 4-H Horse Program. From that day forward, I persistently asked my parents for one until they finally broke down and bought me my first horse. The Kentucky 4-H Horse Program has afforded me the opportunity to participate in a variety of local, district, regional and state 4-H



Pictured from left: Deborah Myers, Brandon Darby, Noah Carter and Mattea Wyatt.

events. These events included horse shows, speeches, demonstrations and other contests offered in the program.

**Mattea Wyatt:** 4-H has been a tradition in my family for four generations. My great-grandmother was a 4-Her in my county, my grandfather was president of my local 4-H club that I now preside over, my uncle was a State Teen Council member, and my mother was active in the State Fashion Revue. At the age of seven I followed in their footsteps as a Cloverbud. I started getting involved in my county's Horticulture Club and I loved it. Then I started becoming involved with Issues Conference and State Teen Council. 4-H has given me so many different opportunities and has taken me to so many different places.

**Brandon Darby:** Looking back, I don't actually know when or how I first got involved in 4-H. One of my earliest memories, however, is the week that my family and I spent camping out at the Midland County Fairgrounds, in Michigan, for the county's 4-H Fair when I was four years old. My brother and I had raised pigs that year and were showing them in the fair. When my

family and I moved to Kentucky in 2006, my brother and I started showing goats across the state, and my involvement in 4-H grew from there. So I guess my answer is that 4-H has always been a part of who I am, and it will continue to be for the rest of my life.

### 4-H has a close relationship with FFA. Do members participate in many agriculture-related activities or projects?

**Deborah Myers:** I truly value the bond between 4-H and FFA in Kentucky and appreciate the common goals both youth development organizations share. Most certainly, 4-H Members from across the Commonwealth participate in agriculture-related activities and projects. Since I was nine-years-old, I have had the great opportunity to develop as an agricultural advocate and leader through a variety of 4-H Programs: raising livestock, showing horses, growing vegetables, curing country hams, and so much more. Thanks to the support of organizations like the Kentucky Farm Bureau, 4-H Agricultural Programs are stronger than ever and empowering the development of tomorrow's agriculturalists.

**Noah Carter:** FFA and 4-H both have amazing programs and I am very proud to say that I have been a part of each one of them! The two organizations have many events that are closely related and many events that differ within our two youth organizations. Participating teens have the opportunity to be active in both groups and gain different types of skills that will help them get ready to face challenges and achieve success in the real world. While our organizations are very different, we all share one thing in common. We both want teens to develop into young successful leaders.

**Mattea Wyatt:** 4-H is a wonderful opportunity for youth in Kentucky, whether they are from rural or urban areas, to become involved in agriculture. In my personal experience, I have been actively involved in the horticulture judging contest. Two years ago, I won State 4-H Horticulture Judging Grand Champion Individual and Grand Champion Team. My team and I went to Erie, Pennsylvania to represent Kentucky. In Erie, for the National Horticulture Convention, we interacted with numerous people from FFA and 4-H that share a love for horticulture across the country.

**Brandon Darby:** There are numerous agriculture-related projects for youth to participate in. Personally, my experience with these programs comes from the six years that I spent in the goat project. My family and I traveled around the state, from Murray to Morehead, showing our Boer goats at county and district 4-H shows. Occasionally we would show at a livestock expo and I would see other 4-H and FFA members showing their livestock projects, including cattle, sheep, and swine. Through the years I was involved in the 4-H livestock program, I gained an appreciation for agricultural programs and those involved in them, and plan to continue my agricultural involvement into college by being active in the University of Kentucky's Dairy Club.

### What kind of activities that aren't necessarily related to agriculture are available through 4-H?

**Deborah Myers:** One of my favorite aspects of the 4-H Program is our ability to reach a spectrum of youth through our diverse programming.

4-H offers programs in seven main areas: agriculture; communication and expressive arts; family and consumer sciences; health; leadership; natural resources; and science, engineering and technology. Whether an individual is interested in singing or robotics, 4-H provides programs that foster their development as a leader and citizen.

**Noah Carter:** There is something for everyone in the 4-H program. While I have been active in the horse program and the State Teen Council, there are many more areas of involvement for youth to become active. Agriculture is a major area of interest and involvement for 4-H members but there are many more great activities. Some of these activities include sewing, rocketry, robotics, cooking, state leadership boards, speeches, demonstrations and much more!

**Mattea Wyatt:** In 4-H there are so many different opportunities that anyone can be involved in. There is anything from performing arts troupe, to fashion revue, to shooting sports, to 4-H camp. In these activities youth not only get to find their passion, but also learn how to become a leader along the way. 4-H is not just about agriculture it is a youth development organization that strives to prepare youth for their futures.

**Brandon Darby:** Two of my favorite project areas outside of agriculture in 4-H are the entrepreneurship and communications projects. I became active in the entrepreneurship project when I was entering middle school and started my own woodworking business. I created and sold calendar frames, trivets, and the "World's Hardest Four-piece Puzzle". The 4-H communications project, I believe, is one of the most impressive projects offered. 4-H'ers have the chance to give numerous speeches and demonstrations throughout their time in the program. In my county and across the state I have met numerous 4-H'ers who have been involved in this project and have been amazed by the skill that they exhibit in public speaking.

### If you had to choose the most important thing you have learned by being involved in 4-H, what would that be?

**Deborah Myers:** Although 4-H has taught me countless lessons and instilled invaluable skills within me, if I were to identify the most important thing I have learned through my 4-H involvement it would be to strive to make my community, country, and world a better place. In an age when most people serve themselves, 4-H taught me to place the needs of others before myself.

**Noah Carter:** I would say that the most important thing that I have learned in 4-H would be my public speaking skills and the ability to communicate with others. I have been given so many opportunities to speak in front of different sizes of groups. This will be helpful when I apply for jobs after college or when I have to speak in front of a large group of people.

**Mattea Wyatt:** I have to say that the most important thing I have learned is staying true to myself. When I was younger, I was very shy. 4-H has taught me to stand up for myself and to speak my opinions and thoughts. I am no longer the follower I am now a leader.

**Brandon Darby:** The most important thing that I have learned from my involvement in the 4-H program is the knowledge that I've learned about myself. Through 4-H, I learned that I enjoy working in video production, and that I want to pursue it as a career. I've also learned to be comfortable with who I am, and to come out of my shell to become a leader and be true to myself

### What do you tell other students, who are new to 4-H or are contemplating joining, about the organization?

**Deborah Myers:** When speaking to students who are not knowledgeable of 4-H, I share my 4-H story; how 4-H transformed a timid, awkward, homeschooled, nine-year-old girl into a confident speaker, experienced leader, and active citizen. Furthermore, I share how 4-H introduced me to lifelong friends who share my passion for making the best better and support my endeavors. Although fully conveying the impact of the 4-H Program is challenging, I attempt to open their eyes to the world of opportunities 4-H holds for them.



**Noah Carter:** *I tell the students that 4-H has truly made me into the person I am today! Without this amazing program, I would very likely be a person who wouldn't be able to effectively communicate and start up a conversation with individuals or groups. I would not have the skills and confidence to hold a conversation with people that could potentially help me in the future.*

**Mattea Wyatt:** *I always tell people 4-H has changed me into a better person and a better citizen. 4-H is an organization that teaches you skills that will be useful for the rest of your life. When I go to local elementary schools and encourage youth to join 4-H, I tell them that they not only get to make lifelong friendships, but also have fun and learn about becoming a leader while doing it.*

**Brandon Darby:** *I talk to youth about the variety of programs available to them through the 4-H program. I tell them that whether they are interested in agriculture, cooking, photography, robotics, or any other of the numerous*

*projects, there is something for them. I also tell them about the lasting friendships they can make, and how there are people in 4-H across the state that I have come to consider a second family.*

**How beneficial do you feel your involvement in 4-H now will be later in life?**

**Deborah Myers:** *Undoubtedly, my 4-H involvement will launch me into my future as an individual equipped to excel in any situations I may encounter. I am so very appreciative of the 4-H Program for playing an integral role in the development of my leadership, communication, and citizenship skills. I know, wherever my future takes me, I will utilize the skills 4-H has instilled within me daily.*

**Noah Carter:** *I feel that my involvement in 4-H will help me with anything and everything that life throws at me. I want to pursue a career in Cooperative Extension so that I will be able to give back to a program that has been good to me and one that I love so*

*much. I believe it will open up a world of opportunities for me and possibly a lifelong career.*

**Mattea Wyatt:** *Being involved in 4-H has opened up many opportunities and created personal connections with people that will continue to be a part of my life. The friendships made throughout this time will be lifelong. The knowledge I have gained in 4-H will constantly be used as I am become a leader in society.*

**Brandon Darby:** *I am where I am today because of 4-H. The people and support I encountered through the 4-H program are what have pushed me to become the leader I am today. I came into 4-H as a shy, timid kid who didn't talk much and had trouble making friends. Now, I have the honor to serve this amazing program as State Officer who can stand and deliver a speech in front of 700 people. The skills and confidence that I've gained through my involvement with the 4-H program will be carried with me throughout the rest of my life.*



## Enrollment Open

### KENTUCKY FARM BUREAU CERTIFIED ROADSIDE FARM MARKETS

This sign welcomes customers to some of the best farm markets in Kentucky.

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## **WHETHER YOU HAVE FIVE ACRES OR 5,000, A FINANCIAL ADVISOR IS AN IMPORTANT CONSULTANT FOR YOUR OPERATION**

By Steve Allard, Senior Vice President and Chief Credit Officer, Farm Credit Mid-America

### **IT'S TIME TO ADD A FINANCIAL PLANNER TO YOUR TEAM**

From large investments to managing and paying employees, farming is a complicated business venture. Any non-farming enterprise with this level of complexity – from Wall Street to Silicon Valley – relies on a team, not a single person, to run it. Many producers know they cannot be a true jack-of-all-trades and they often reach out to other experts for counsel, but some haven't considered asking for help with financial planning.

One of the most common knowledge gaps farmers have is in finance. With measures like profit margins, liquidity and equity considerations, even the smallest operations have complex financial considerations to weigh. Tried-and-true spreadsheets may not be the most effective way to plan. The truth of the matter is this: No matter the size of your operation or other experts you reach out to, it's probably time to consult with or hire a financial advisor.

#### The CFO role

Most farmers are excellent at running day-to-day operations. But from precision technology to animal welfare, it's nearly impossible to truly master all the skills modern farming demands. Increasingly, producers turn to other professionals to help fill in any gaps in expertise, consulting an agronomist to understand the relationship between soil fertility and yield or a veterinarian for guidance on animal health. A financial advisor or chief financial officer (CFO) should be the next member of your extended team.

The primary role of the CFO is straightforward: manage a business's finances to ensure the business can meet its goals. In practice, however, the role involves intense attention to detail regarding past and current performance, plus projections for the future. Since an operation's goals aren't necessarily all financial, it takes finesse to understand how to plan appropriately.

One of our customers at Farm Credit Mid-America is an Indiana grain producer with more than 5,000 acres. Several years ago, he hired a part-time financial advisor and says it's one of the best financial decisions he's made for his farm. "Using a financial advisor allows you to start planning and know what you have. Doing an overall review of your operation is really beneficial. We can tweak and do a lot of little improvements like marketing and machinery costs on our own, but I have to have a view of the big picture. And that's where the financial advisor comes in."

When it comes to finances, many farmers look at their end-of-the-year balance sheets and simply ask, "Did I make money or lose money?" Most don't have the time or background to dig in and develop a deep understanding of why they ended the year above or below breakeven. A CFO can take a neutral view of how your operation is performing and provide recommendations for investments and ways to cut back on expenditures. A good financial advisor can hone in on problem areas and help you plan for goals that are years down the road.

#### Hiring a CFO

As you look for your CFO, pay as much attention to soft skills as you do to education and experience. Finding an individual you trust and who works well with your family and team is extremely important. Don't assume you have to hire someone on a part-time basis. Our customer from Indiana began with a fee-based accountant and gradually transitioned to having a more permanent CFO role within his operation.

Running a modern farm takes a team of well-qualified consultants; be sure to consider working with a financial advisor. Whether you have five acres or 5,000, finding a true financial advisor is an important step toward effective financial management and planning for the future.



The information in the report is derived from Farm Credit Mid-America's experience in rural and agricultural lending, and does not take into account the financial needs of particular individuals. This content is intended to be informational and is not a substitute for detailed advice on your specific situation.

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