

THE Agricultural Business Council of Kansas City

September 30, 2013

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DEVELOPMENTS

AHC Gains New Business:

Stason Animal Health is relocating its headquarters from Vancouver, Washington to Kansas City, Kansas where it will operate from the Biological & Technology Center on the University of Kansas Medical Center Campus. CEO Diana Wood said she is moving the company, which is in the early stages of developing drugs for companion animals, to the Animal Health Corridor to take advantage of the "available resources and personnel for animal health product development, as well as low operating costs and several incentives programs for new companies."

Council Celebrates 10 Years and Welcomes Back Congressman Sam Graves



The Agricultural Business Council of Kansas City is pleased to back Congressman Sam Graves, who was the Council's first speaker in October 2003, as their featured speaker at the upcoming October 16 luncheon meeting.

Congressman Sam Graves is a life long resident of Missouri's Sixth Congressional District. As a small businessman and a sixth-generation, full-time family farmer,

Sam spent his life working to make Missouri a better place to live, work, and raise a family.

[Click here to register.](#)

AFBF Chief Covers Wide Swath of Ag Issues

In remarks to the Agricultural Business Council of Kansas City last week during its monthly luncheon meeting, Bob Stallman, president of the American Farm Bureau Federation, said there was some good news in the otherwise ongoing struggle agriculture faces against activists and policy makers who are "ignorant [of the issues] or agenda driven." In only three years, the U.S. Farmers and Ranchers Alliance, (USFRA) has emerged to set the record straight at a time when "the threat to agriculture is worse than ever."



Stallman credited the USFRA with bringing 80 sometimes-disparate agriculture groups together to refute accusations and distortions promulgated by the media and anti-agriculture activists. He suggested

Highs Plains Aquifer Losing

Water: Kansas State University researchers published a report last month in the *Proceedings of the National Academy of Sciences of the United States of America* estimating 69 percent of the water in the High Plains Aquifer system could dry up in 50 years if farmers continue to irrigate at their current rates. The study cited water is being pumped out faster than it can be naturally recharged. Natural replacement accounts for only about 15 percent of the volume used. For more information about the NAS and its publications, contact www.pnas.org.

PAF Gets New Sponsors:

Archer Daniels Midland Company (ADM) is donating \$75,000 to Agricultural Business Council of KC member Progressive Agriculture Foundation (PAF) to teach children and their parents how to stay safe and healthy on the farm, on the ranch and at home.

Vance Publishing is the newest farm media sponsor of PAF and its Safety Day program. It is the eleventh farm media company to support PAF programs. Vance will promote the Safety Day program as well as PAF sponsors in their agricultural publications.

Pols Want Plum Island off the

Block: Four New York and Connecticut legislators have petitioned the Obama administration to stop the sale of the Plum Island Animal Disease Center. Senators Charles Schumer, D-NY and Kirsten Gillibrand, D-NY, along with Representatives Tim Bishop, D-NY and Joe Courtney, D-CT, told the Office of Budget and Management that construction of NBAF in Manhattan, Kansas, is "ill-advised" and the sale was an attempt to minimize

agriculture is holding its own, and staked that claim on a comment from Michael Pollen who noted, "We'd never been challenged by what we said until the USFRA [got involved in the discussion]."

Changing the mindset of farmers is as important as changing consumers' minds, Stallman said. Consumers want to be connected to farmers, and must have the opportunity to talk with farmers - and vice versa.

"We don't have to say how important agriculture is when it represents 20 percent of the economy," he emphasized. But there is work to be done. Immigration is integral to agriculture, Stallman said, but he wasn't sure legislation could be passed in the House

Stallman also talked about crop insurance describing it not only as a lifeline for farmers but a safety net for local communities, keeping them in business, too, when things go bad in agriculture. "Crop insurance allows farmers to manage risk, and have some skin in the game."

The Farm Bill needs reform, he stressed, and Congress needs to move forward to get that reform. Otherwise, what happens? "We revert to 1948."

Marquee Speakers Set for AFA Conference



Agriculture Future of America and its partners have selected over 550 top collegiate students from across the nation as 2013 AFA Leaders Conference delegates. With a record number of applicants, AFA is looking forward to welcoming its most qualified student delegation yet to Kansas City, Missouri, November 7-10.

These students will engage with agriculture professionals, learn from leaders in the industry and listen to top speakers including Bob Treadway, Treadway & Associates; Tim Clue, writer and comedian; and Dr. Temple Grandin, Colorado State University.

Through engaging sessions and interactive panels, the Conference is designed to equip students with the skills they need to be successful as the next generation of agriculture leaders. Students will be placed in one of four tracks based on age and experience.

On Friday, Nov. 8, students will interact with professionals from the Kansas City area as well as across the nation through the AFA Opportunity Fair. Fair exhibitors have a variety of internships and fulltime positions. Information about graduate school and study abroad opportunities will also be available. (Students participate in the fair by track, allowing exhibitors to tailor their messages. If your company would like to participate in the AFA Opportunity Fair, please visit www.agfuture.org/opportunityfair.)

Friday evening, following the fair, AFA student delegates and guests will celebrate agriculture at the 2013 Leader in Agriculture Award Dinner at which AFA Leader and Academic scholars will be recognized. Conferring the honors will be Bob Stallman and Vanessa Kummer. Stallman is the 11th president of the American Farm Bureau Federation and the chairman of the U.S. Farmers and Ranchers Alliance. Kummer, a North Dakota farmer, is immediate past chair of the United Soybean Board. To purchase tickets for the AFA Leader in Agriculture Award dinner, or to sponsor a table, visit www.agfuture.org/leaderinag.

concerns "about the enormous costs of the NABF facility, originally estimated at \$450 million."

Farming Is Rocket Science: In a highly complementary piece on American agriculture in the September 7 issue of the Economist Magazine, British columnist pen named "Lexington" wrote why American farmers and ranchers are different from the European variety after recently visiting the Nebraska State Fair. **Click here to read more.**

PEOPLE

The Federal Reserve Bank of Kansas City named **Nathan Kauffman** assistant VP and Omaha Branch executive effective next week. He'll be in charge of agricultural and rural economic analysis, including publication of the *Tenth District Survey of Agricultural Credit Conditions*, the national *Agricultural Finance Databook* and the *Main Street Economist*.

Kansas agriculture consulting and accounting firm Kennedy and Coe added **Greg Krissek** to its staff in Wichita and **Dennis Roddy** to its Saline office. Krissek was director of government affairs for ethanol maker ICM in Colwich, Kansas. Roddy was senior vice president at Frontier Farm Credit in Manhattan.

The National Grain and Feed Association hired **Jared Hill** as its new director of legislative affairs. Hill has been an agriculture and trade counsel to Sen. Charles Grassley, R-Iowa. Before joining Grassley's staff, he was a

NAFB Fundraiser Coming Up

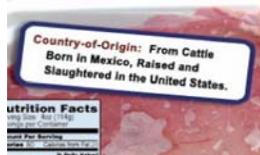
The National Association of Farm Broadcasting Foundation fundraiser auction takes place on Thursday, November 14. Contact the NAFB office in Platte City, Missouri for details and additional information about how to participate: 816-431-4032; www.nafb.com.



You can also participate in the funding of the NAFB's scholarship and intern activities by becoming a member of the NAFB Foundation Booster Club. Your donation to the NAFB's long-standing tax exempt organization will go toward scholarships, internships and educational grants for students and broadcasters.

"NAFB has a rich heritage of internships and scholarships for those who aspire to enter our ranks," says Ken Root, NAFB past president. "We have been a self-sustaining industry due to our ability to mentor the next generation, but today, that trend is diminishing due to decreased emphasis on agricultural broadcast journalism at land grant universities, increased attractiveness of jobs in agribusiness and shrinking numbers of stations/networks with multiple person farm departments."

The Future of COOL



The requirement of more specific country-of-origin labels, a ruling upheld recently in U.S. district court, could mean more information will be available for meat consumers to make purchasing decisions. But it could also lead to economic loss for the U.S. meat industry and its trading partners. "More segregation (in the labels) will lead to more cost," said Glynn Tonsor, associate professor of agricultural economics at Kansas State University.

On Sept. 11, a U.S. district judge refused to stop the government from requiring more specific labels on beef, pork, poultry and lamb products sold in stores. The ruling was a win for advocates of mandatory country-of-origin labeling (COOL) policy and a loss to U.S. meat packers and others wanting to abolish the policy, who view COOL as a low benefit, high cost scenario.

The revised policy requires packers to list individually the countries where the animal was born, raised and slaughtered. For instance, a revised label on a package of beef sirloin steak might state, "Born in Mexico, raised and slaughtered in the United States." Before, the label for that same product more simply read, "Product of Mexico and the United States."

Tonsor said packers could more directly see added costs, as more specific labeling would require more bookkeeping and ensuring that all meat in each package, other than ground meat, came from the same source and was marked correctly.

It is unclear if or how the WTO will intercede as this moves forward, Tonsor said, but this is a multi-year process that was not completely resolved from this recent ruling.

partner in the Des Moines-based law firm of Beving, Swanson & Forrest, and previously served as the government relations manager for the Iowa Corn Growers Association.

EVENTS

Antimicrobial Use in Food

Animals: The National Institute for Animal Agriculture is presenting a symposium "Bridging the Gap Between Animal Health and Human Health" November 12-14 at the Kansas City Airport Marriott. The speakers are animal, human and environmental health specialists and will provide the latest scientific bodies of information and separate the facts from perceived facts, says event co-chair Nevil Speer, Ph.D., Western Kentucky University. Participants will include Dr. Robert Tauxe, Center for Disease Control and Dr. Mike Apley, Kansas State University. For more information visit the NIAA website: www.niaa.com.

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A Good Vintage in Missouri

The Missouri Wine and Grape Board has selected the 2013 Best of Class honorees from local wine makers, including the 2013 Missouri Governor's Cup which was awarded to Stone Hill Winery for its 2011 Estate Bottled Norton. Stone Hill's 2011 Estate Bottled Norton also won the C.V. Riley Award and the Best of Class award for a Dry Red Wine. This is the first Missouri wine to have won the Governor's Cup, C.V. Riley and Best of Class awards in the same year.



"This competition truly showcases the top wines in Missouri," said Jim Anderson, Executive Director of the Missouri Wine and Grape Board. "This year, more wines were entered than ever before, which is a direct reflection of the quality of wines Missouri is producing."

The Missouri Wine Competition is a premier competition designed to recognize and promote quality wines made in the state. The Governor's Cup recognizes the best wine in Missouri and the winner was determined by a panel of nine judges from across the U.S and one industry judge.

Stone Hill Winery, the oldest winery in Missouri, was established in 1847. Stone Hill boxed its two millionth case of wine this year. The winery, located in Hermann, has received many awards, including multiple past Governor's Cup awards.

The Governor's Cup winner was selected from the 10 Best of Class honorees:

- **Sparkling:** Noboleis Vineyards, Noblevescent
- **Dry White:** Montelle Winery, 2012 Chardonel
- **Semi-Dry White:** Adam Puchta Winery, Traminette
- **Sweet White:** Blumenhof Vineyards, 2012 Valvin Muscat
- **Dry Red:** Stone Hill Winery, 2011 Estate Bottled Norton
- **Semi-Dry Red:** Stone Hill Winery, 2012 Steinberg Red
- **Sweet Red:** Pirtle Winery, Mellow Red
- **Fruit Wine:** Ladoga Ridge Winery, Peach
- **Late Harvest/Icewine:** Montelle Winery, 2012 Vidal Icewine
- **Distilled Product:** Montelle Winery, Peach Brandy

Beware Over-The-Phone Chemical Scam



Missourians planning to purchase chemicals, such as herbicides and insecticides, should be aware of a new scam. The Department of Agriculture has received several reports from farmers, gardeners and homeowners across the state of an over-the-phone chemical sales scam. This recent scam features a telephone solicitor offering what they claim to be a high-quality herbicide, comparable to

name-brand products, below store prices.

The Department suggests consumers ask any person selling agricultural chemicals for a copy of the product label. Properly registered and labeled products will be marked with the following information:

- The product's EPA registration number.
- A list of the product's active ingredients with their percentages.

Steve Lightstone
CC Capital Advisors

Damon New
First State Bank & Trust

Don Nikodim
Missouri Pork Association

Diane Olson
*Missouri Farm Bureau
Federation*

Kristen Parman
*Livestock Marketing
Association*

Jared Spader

Amber Spafford
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Kansas Farm Bureau

Steve Taylor
Missouri Agribusiness Assoc.

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U.S. Premium Beef

Bob Thompson
Bryan Cave LLP

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*Kansas Corn Growers
Association*

Shrene White
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Loyd Wilson
Missouri Dept. of Agriculture

Ex Officio Members

Mike Beam
Kansas Livestock Association

Gina Bowman
CVR Energy

Elvin Hollon
Dairy Farmers of America

Staff

Bob Petersen
Executive Director
bob.petersen@agbizkc.com

Dennis McLaughlin
Contributing Editor
dmacwriters@gmail.com

Erica Venancio
Director of Member Services
erica.venancio@agbizkc.com



www.agbizkc.com
816-569-4020 phone
P.O. Box 26426

- The number of feet or acres the product will cover.
- Requirements to dilute before use.
- The company's name, address and telephone number.

Consumers may call the Department's Bureau of Pesticide Control at 573-751-5504 to verify whether a product is registered for use in Missouri. The Department also has an online Pesticide Database where consumers may search for pesticides registered for use in Missouri. The online database allows consumers to search for products by company name, product name or EPA ID number. Consumers looking for a pesticide applicator can search the Department's Pesticide Applicator database to find a custom applicator in their area.

For more information on the Missouri Department of Agriculture, its pesticide control and other consumer protection programs, visit the Department online at **mda.mo.gov**.