



President— Barry

Spoke Newsletter

Wednesday October 11 2017

Attendance: 27 (60%) Attendance with make ups: 29 (64%)

Program Wednesday, October 18, 2017

Lorin Krieger - John Deere Precision Ag Manager

Program arranged by Wayne Casper

Program Wednesday, October 11, 2017

Kelly Brunkhorst, Executive Director of Corn Board

Trade Matters to Nebraska's Ag Economy



Kelly Brunkhorst was raised on a diversified grain and livestock operation that is still operated by his parents south of Wauneta, NE. Following graduation from the University of Nebraska-Lincoln, with a degree in Mechanized Systems Management – Business, Kelly continued in his enjoyment of agriculture by managing a feed mill for Bartlett Foods, a private swine operation, then becoming a district sales manager for Crow's Hybrids. Following a job with the Nebraska Grain and Feed Association, Kelly joined the staff of the Nebraska Corn Board where he held the position of Director of Research for ten years prior to becoming the Executive Director of both the Nebraska Corn Board and Nebraska Corn Growers Association. Kelly volunteers back to agriculture by serving on the boards of Alliance for the Future of Agriculture in Nebraska, Nebraska 4-H Foundation and Nebraska Agriculture Leadership Council.

95% of the world's population lives outside the U.S. That's why trade matters to Nebraska's Ag economy With the productivity of U.S. agriculture growing faster than domestic demand, U.S. farmers and agricultural firms rely heavily on export markets to sustain prices and revenues. And while most of the corn produced in Nebraska stays in the state to be processed through livestock or ethanol plants, exports are still a critical factor in the economic success of Nebraska's corn farmers. At the end of the day, a bushel of corn that leaves the U.S. for a foreign marketplace is a bushel of corn that adds value to the corn we grow and process right here in Nebraska, about 1 in 3 bushels of U.S. corn is exported in some form. Without exports, that corn would stay here in the U.S., creating a huge surplus and depressing prices all across the country, including here in Nebraska. Corn producers in Nebraska are especially well positioned to benefit from international trade. You have an abundant and reliable supply of corn, and you're a top producer of red meat. More than one-fourth of your pork and about 14 percent of your beef is exported, allowing Nebraska to capitalize on the world's growing appetite for high-quality red meat.

A Rotary Thank You to Kelly Brunkhorst for very important and informative presentation on Renegotiating Trade Agreements

Lincoln East Rotary Club
Meetings at Valentino's—70th & Van Dorn
Noon Luncheon starting @ 11:45 a.m.

October 11 2017

Red meat exports help put corn farmers in the black. In 2015, red meat exports added 45¢ per bushel to the price of corn. Based on an average yield of 200 bushels per acre at \$3.60 per bushel, that's an additional \$90 per acre in revenue for a corn farmer.

Relationship building continues to be important, but we've shifted our primary focus during these missions to activities that have an immediate or near-term impact on demand and sales. The Board has aggressively asked for the business, and it's making a measurable impact. The China mission alone resulted in nine purchase agreements for Nebraska beef and pork exports to that nation. In Europe, the market share for Nebraska beef has grown from 5 percent in 2015 to 50 percent today. Red meat exports help put corn farmers in the black. In 2015, red meat exports added 45¢ per bushel to the price of corn. Based on an average yield of 200 bushels per acre at \$3.60 per bushel, that's an additional \$90 per acre in revenue for a corn farmer. The Japanese would insist on having access to what they called 'Interstate 80 beef'. The quality of Nebraska beef is something that is truly prized in Japan and throughout Asia.

A key to global growth for Nebraska Ag products lies in identifying specific consumer preferences or expectations in a marketplace and matching our producers and our packers to supply that demand chain.

United States agricultural exports have been larger than U.S. agricultural imports since 1960, generating a surplus in U.S. agricultural trade. This surplus helps counter the persistent deficit in non-agricultural U.S. merchandise trade. At the same time, leaders in Washington, D.C. have made trade a hot topic as they propose to rethink America's current trade agreements and participation in trade talks. Chris Novak, CEO of the National Corn Growers Association, said there is some value in taking a second look at trade agreements to ensure that the U.S. is getting a fair shake. But there is a downside, especially when it comes to breaking apart multilateral agreements involving several countries and, instead, negotiating one-on-one with individual nations. "You're more or less going back to Ground Zero, but now, instead of one negotiation, you have a dozen or more," said Novak. "History has shown us that these negotiations are not something you can hammer out overnight. It can take three to five years or more—even with a bilateral deal."

Farmers are the most international of any businesspeople in the United States today.

Question: If we don't have a trade agreement in place, can we still sell ag products to other countries? A Not having a trade agreement in place does not totally shut out the U.S. from doing business with a nation. But if there is no trade agreement, countries can establish quotas on the amount of product they import from any single country or impose duties and tariffs. If the U.S. has to pay a duty or tariff to ship its corn into a country—and a competitor such as Brazil, for example, does not—that puts the U.S. at a price disadvantage.

The North American Free Trade Agreement (NAFTA) is a trilateral trade agreement between the U.S., Canada and Mexico that was implemented in 1993. "NAFTA has been a significant boon to Nebraska agriculture," said Alan Tiemann, a Seward, Nebraska, farmer, Nebraska Corn Board Director and former chairman of the U.S. Grains Council. "It makes sense that we have free and open trade with our neighbors to the north and south." Since 1994, U.S. corn exports to NAFTA partners have increased by a factor of seven! "The U.S. has a logistical advantage in terms of serving the Mexico market," said Tom Sleight, President and CEO of the U.S. Grains Council. "We can ship by truck, rail or water—and our proximity provides for lower transportation costs. We have a better grading system and a reliable supply of high quality corn." Nebraska is especially well positioned to serve the Mexico market. Several grain elevators and cooperatives have shuttle trains that go directly to livestock producers and food processors in Mexico,

Here's how Nebraska stacks up nationally in some key agricultural products: #1 Commercial red meat production 8.009 billion lbs. #1 Cattle on Feed 2.47 million head #2 All Cattle & Calves 6.450 million head #2 ethanol Production 2+ billion gallons #3 Corn Production 1.7 billion bushels #4 All Dry edible Beans Production 2.766 cwt #5 soybean Production 314.1 million bushels #6 All hogs & Pigs 3.4 million head

*Lincoln East Rotary Club members extend their congratulations to
Tony Messineo, Jr. for his recognition as Nebraskan of the Year*

30th Annual
**NEBRASKAN
OF THE YEAR**



BUSINESS LEADER — PHILANTHROPIST — FRIEND

*Anthony (Tony) O.
Messineo, Jr.*

Presented By

Lincoln
Rotary
Club 14



**October 10, 2017
Embassy Suites, Lincoln, Nebraska**

TOGETHER, WE MAKE A DIFFERENCE

Join us **Wednesday, October 25th**
at the 48th & O Runza® location

15% of sales

**From 5—8p.m. will be donated to the
Rotary International Zambia Project.**

Invite your family, friends, co-workers &
Neighbors to dine-in, carry-out or drive-thru
to help support Rotary International!



48TH & O Street



Anniversaries & Birthdays

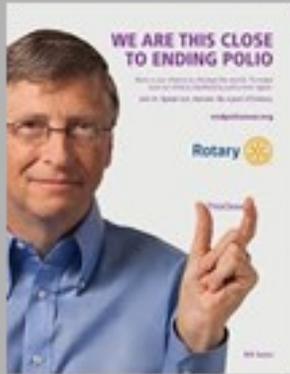
Week of October 4

Birthdays:

NONE

Anniversaries

NONE



Happy Dollars

Charles Erickson	\$1.00
Gregg Schnasse	\$1/00
Gene Roth	\$5.00
Duane Tappe	\$2.00
Blake Collingsworth	\$2.00
Gloria Collingsworth	\$3.00
Paul Horton	\$2.00
Deb Durre	\$1.00
Gordon Bair	\$5.00
Dale Lloyd	\$1.00
Barry Stelk	\$5.00



Cashier Duty

October—Deb Durre

*We need volunteers for the following:
Month of November*

*Please let Dick Cumming know when
you plan to volunteer*

Make Ups

Chris Klingenberg
David Miller

Concession F.B.
Social



Greeter Duty

October	Paul Horton
November	Gene Roth
December	Dean Douglas
January	Greg Schnasse

Thank You to All Volunteer Greeters

Guests & Visitors

Ruby James
Terry Wittle
Diane Tappe
Kelly Brunkhorst

Steve Grosserode
Club #14
Duane Tappe
Speaker

Lincoln East Rotary Club October Speaker Schedule

October 18th—Lorin Krieger - John Deere Precision Ag Manager—arranged by Wayne Casper

October 25th—Maury Johnson, Blue River Hybrids, Organic Seed Company

*Lincoln East Rotary Club
Spoke Newsletter
Published by Wayne Casper*