

2023 Annual Report



**Indiana State Department of
Agriculture**

November 2023

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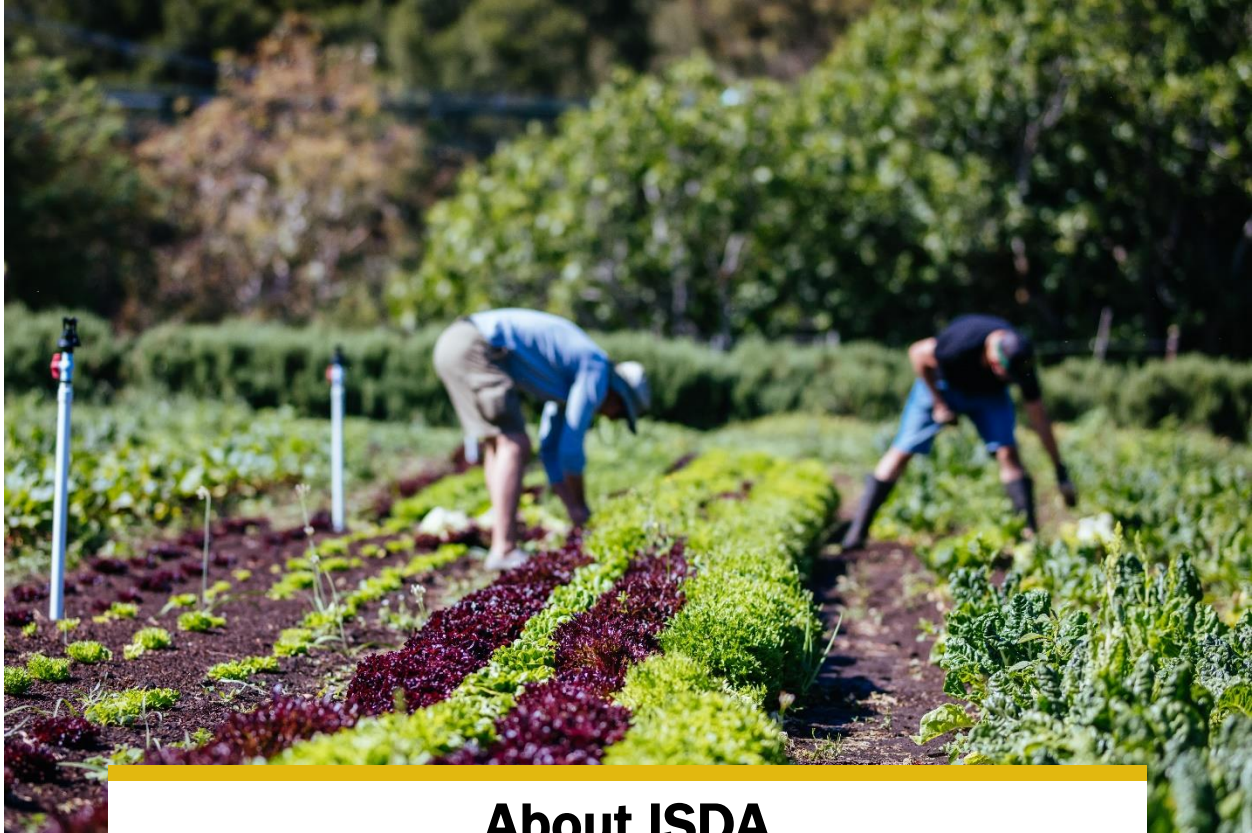
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This Report encompasses ISDA completed or planned projects from January 2023 to October 2023.





About ISDA

Vision: Indiana agriculture will be a global leader in innovation and commercialization for food, fuel and fiber production.

Mission: ISDA will support growth in Indiana agriculture by serving as an advocate at the local, state and federal level; defining and nurturing economic opportunity in the food, fuel and fiber sectors; and enhancing the stewardship of natural resources on agricultural land.

Strategies & Initiatives

Advocacy: Serve as an advocate for Indiana agriculture at the local, state and federal level.

Environmental Stewardship: Enhance the stewardship of natural resources on agricultural land in a manner that creates value-added opportunity for producers and assists agriculture stakeholders with current and future regulatory challenges.

Economic Opportunity: Define and nurture economic opportunity, including technology development, in the food, fuel and fiber sectors.



Advocacy

Communications

ISDA Communications team serves as a subset of ISDA Advocacy because they are the main point of contact for projects related to public relations, media relations and constituent responses.

This team hosts the following events each year:

- Spring Hoosier Homestead Program (which honors the longevity of Hoosier farms, owned by the same family for over 100 years) where they welcome 200 Hoosiers to the capitol to receive this historic award. Estimated attendance was 1600
- Celebration of Agriculture at the State Fair. Estimated attendance was 200.
- Summer Hoosier Homestead Program where they welcome 1000 Hoosiers to the State Fair to receive this historic award
- Celebration of Agriculture, highlighting the ISDA Photo Contest Winners, the Lt. Governor’s AgriVision Award, Purdue Extension Women in Ag Award. Estimated attendance was 200
- Governor’s Poultry Presentation in November at the Statehouse. Estimated attendance was 50

For media and public relations, they oversee four social media sites and numerous social media campaigns.

- Social following
- Press release pickup
- External newsletter
- Internal newsletter

They also staff and prep ISDA Director for all interviews and speeches/ presentations

- 26 media interviews given by ISDA staff to agricultural, local and national media
- 20 public speaking events for ISDA Director Don Lamb

Social Media Following

		Facebook	Twitter	Instagram	LinkedIn Connections	LinkedIn Followers	Directors Twitter
2022	Nov.	10576	10576	10,576	772	10576	134
	Dec.	10543	10543	10,543	777	10543	138
	Jan.	11,488	10,551	3,028	781	1,050	142
	Feb.	11,529	10,551	3,033	785	1,072	143
	Mar.	11,632	10,554	3,086	803	1,199	190
	April	11,632	10,554	3,086	803	1,199	190
	May	11,725	10,553	3,111	803	1,224	203
2023	June	11,785	10,544	3,121	814	1,247	209
	July	11,925	10,553	3,158	827	1280	213
	August	12,001	10543	3186	844	1302	225
	Sept.	12,097	10,542	3,227	859	1,327	231
	Oct.	12,212	10,546	3,260	890	1,341	240
	Nov.	12,290	10,584	3,281	897	1,352	250

Press Releases

2023 Releases Sent	Opens	Clicks	Pickups
29	179,352	14,721	429

Ag Insider Newsletters

	Sent	Opens	Open Rate
Nov '23	26,037	7,337	28%
Dec '23	25,931	7,115	27%
Jan	25,334	5,320	21%
Feb	25,273	4,549	18%
March	25,149	6,539	26%
April	25,085	4,766	19%
May	24,920	4,984	20%
June	25,145	5,783	23%
July	24,377	5,363	22%
August	24,290	5,830	24%
Sept	24,215	8,426	28%

Media & Social Media Campaigns

- Planting Safety, April
 - State partners: ISP, DHS, INDOT
- Stand Up for Grain Safety Week, April
- Harvest Safety, September
 - State partners: ISP, DHS, INDOT

Indiana FFA

- Membership (2022-23)
 - 13,980 Members
 - 223 Chapters (130 of these chapters increased their membership from the previous year)
 - New chapter: Westfield
 - 3297 students participated in Career and Leadership Development Events throughout the year. (Some students are duplicated in this number if they participated in multiple events.)
 - 403 State FFA Degrees awarded.
 - 2,875 attended the State FFA Convention held at Purdue University. (Attendance includes members, teachers, sponsors, and other guests)
 - 991 students participated in leadership training and camps. (Some students are duplicated in this number if they participated in multiple events.)
- This past year we worked with National FFA and Lilly Endowment on a \$3 million grant to help strengthen Indiana FFA chapters. The primary areas we are focusing on teacher



professional development, recruitment and retention, curriculum development, capital support, and marketing.

Professional Development

- Teacher Professional Development grants – 25, \$3,000 grants distributed in 2023.
- University/Professional Development Tuition Assistance – Five grants distributed for Universities/Organizations to develop PD for Ag Teachers.
 - Curriculum Development
- Curriculum and materials being developed by Indiana Ag Teachers focused on the Principles of Agriculture Course. Targeted for release spring 2024.
 - Recruitment and Retention Programs
- Mentorship Program Coordinator hired- Duane Huge recently retired teacher from Danville High School.
 - 31 Beginning Teachers and 27 Mentors selected for the 2023-2024 program.
- New program name Mentoring Indiana's Beginning Agriculture Teachers (MI-BAT)
 - Capital Support provided by Lily Endowment
- The Leadership Center is working through the development of a new cabin layout that will be more accessible and conducive for year-round chapter use. Additionally we are seeking grants for students from underrepresented or marginalized populations to participate Indiana FFA programs.
- Classroom Enhancement Grants – Seven \$10,000 grants for classroom improvements were awarded in 2023.
- A 3rd party marketing company has been hired to work alongside National FFA staff to develop a recruitment and retention toolkit for teachers to utilize for the promotion of their program.



Policy

ISDA works with elected officials on the local, state and federal level to benefit all Hoosiers involved in the agriculture industry. The department's function is to educate and to serve those who have the power to improve the direction of the agriculture industry in Indiana. The department works with state agencies, rural communities, consumers, producers and agricultural organizations to ensure Indiana has laws and regulations that are based in science and do not impede economic development in agriculture.

Our team serves as a regulatory ombudsman by assisting agricultural businesses with the permit process required to conduct business in Indiana. We promote the growth of agricultural businesses by serving as a liaison between agricultural businesses, state agencies and local units of government.

Regulatory Ombudsman – ISDA elevated its efforts in connecting agricultural groups, businesses and individuals with decision makers in our state regulatory agencies. ISDA will continue to work and collaborate with our counterpart agencies in our efforts to adopt regulations and policies that encourage the growth and development of Indiana agriculture.

Legislative Policy – ISDA testified and supported several agricultural bills during the 2023 session. Most notable was House Enrolled Act 1557, which directs ISDA to conduct an inventory of lost farmland in Indiana from 2010-2022. Also, House Enrolled Act 1132 created the Land Use Task Force to study and make recommendations regarding areas where food insecurity exists, development growth trends in rural, suburban and urban communities, and community growth issues. ISDA testified per the request of State Rep. Kendell Culp.

Administrative Rulemaking – Recent statutory changes from House Enrolled Act 1623 changed the way state agencies adopt regulations and rulemaking. Specific to ISDA, the legislative team has helped the Indiana Grain Buyers and Warehouse Licensing Agency reconfigure their rulemaking processes in order to adopt new rules.

Constituent Services – A key feature of our policy team is ensuring that constituent inquiries on policies, regulations, land use, or economic development are timely answered and compiled in a way to make them available for future reference. The team has answered dozens of constituent inquiries such as questions on:

- a. State health codes
- b. Export requirements
- c. Transportation regulations
- d. Taxation issues
- e. Permitting requirements

Economic Development Assistance – Our team worked with the Economic Development division on a number of projects to facilitate a greater understanding of the regulatory landscape as it applies to producers, processors, and agribusiness. We meet individually with businesses to provide guidance on permits, health codes, licenses, and taxes and connect them with the relevant regulatory agencies for a deeper look into regulatory compliance.

National Association of State Departments of Agriculture (NASDA) – ISDA attended the National Conference of NASDA and participated in other key issue-based forums. ISDA continues to serve as a source of information for the group especially as it impacts Indiana agriculture. Of particular note, the NASDA National Conference will be held in Indianapolis in September 2024.

Farm Bill – The farm bill is an omnibus, multiyear law that governs an array of agricultural and food programs. Every five years, Congress looks to pass an appropriation to fund the bill. On Sept. 30, 2023, the Farm Bill expired. The new Farm Bill funding is currently in limbo, but ISDA has been working with NASDA and our federal legislators on the needs and wants for Hoosier Farmers and businesses.

Letter to Congress on Behalf of Lt. Gov. Suzanne Crouch – On behalf of Lt. Gov. Suzanne Crouch, ISDA sent a letter to Congress encouraging them to consider and accept initiatives and opportunities that would help Hoosier farmers in the Farm Bill. The following recommendations were sent:

- a. Fund conservation efforts;

- b. Prioritize animal disease management and prevention;
- c. Promote trade;
- d. Connect rural communities;
- e. Support Ag research; and
- f. Fund specialty crop block grant programs.

Land Use Assistance/Indiana Land Resources Council (ILRC) - Since Indiana is a home rule state, the team also serves as a resource for local communities that are dealing with land use and zoning issues, especially as they relate to agriculture. The team provides model agricultural zoning ordinances and other zoning tools to assist local decision makers in community planning. We also provide assistance on issues of state preemption/home rule and agriculture's economic impact on local governments. Throughout the year, the team provided information and presented to several organizations on land use and zoning issues and assisted several counties by offering land use presentations and information on agricultural zoning.

Economic Development

Jobs & Investment

AgBioscience contributes \$58.1 billion to Indiana's economy. 2022 was a banner year for Indiana with over \$22.0 billion invested in the state, where 3 out of 5 top venture deals belong to AgBioscience companies. Indiana agriculture represented \$1.4 billion of this 2022 investment. Large 2022 deals include the Elanco (\$300 million, 570+ jobs), Liberation Labs (\$115 million, 45 jobs), Taranis (\$40 million in Series D funding and investing \$10.5 million, adding 60 new high wage jobs), MPS Egg Farms (\$50 million investment along with Hello Nature to create a specialty fertilizer facility) and Corteva headquarters (4th largest company in the state by market cap) were committed to Indiana. While the four most recent quarters are slightly less at \$0.92 billion investment, the AgBioscience environment is gaining momentum every day. The foundation of attraction for AgBioscience companies is Indiana's core crop and livestock products sold, where corn and soybeans represent over \$10 billion dollars along with Indiana's ability to attract talent.

Quarter	Projects	Jobs	Investment	Avg Wage
4 (2022)	2	46	\$20,286,000	\$23.96
1 (2023)	7	167	\$443,272,758	\$28.21
2 (2023)	7	378	\$406,902,114	\$27.65
3 (2023)	2	67	\$47,212,227	\$28.97
Total	18	658	\$917,673,099	\$27.18

Agriculture is more than large AgBioscience companies and traditional row crops and livestock. Measured investments through incentives are typically large CapEx projects with large numbers of jobs created and those above regional job wages. We realize that many smaller agribusiness and "mom and pop" operations are under counted. Therefore, ISDA Economic Development has moved towards increasing our relations with Indiana Small Business Development Centers, specifically the AgBusiness Initiative. In March 2022, ISDA signed an MOU with the Indiana Economic Development Corporation (IEDC) to establish the Agribusiness Initiative, an agriculture specialty advising service as a part of the Indiana Small Business Development Center (ISBDC). As of 2023, three ISDA Economic Development staff have been onboarded as ISBDC Agribusiness Advisors, providing no cost and confidential business advising services to Indiana agribusinesses participating in international agricultural trade. Most importantly, these small business projects are entered into IEDC's Neroserra software to count towards the overall

economic impact and creation of agricultural related jobs. Partnerships like this support the overall health of the Indiana economy.

- ISDA works hand in hand with AgriNovus, Indiana Economic Development Corporation (IEDC), Indiana Small Business Development Centers (ISBDC) and the Indiana Economic Development Association (IEDA) to attract, expand and retain agribusinesses within the state. We have emphasis relationships and let our partners know that we are all on the same team for the benefit of Indiana.
- Over the past year, ISDA Economic Development identified three strategic areas where significant voids exist for Indiana agriculture. These three areas; food co-packing, cold storage and distribution, capital for local meat processing expansion needs, and relationships with Local Economic Development Organizations (LEDO) were focused on for potential solutions. For example, ISDA met with several regional agricultural strategy planning groups, specifically Southwest Central Indiana Region, North Central Indiana Region, and I-74 Regional Economic Development Model Agribusiness Strategy. These Rural Economic Development Models supported by grants from IEDA and the Purdue Center for Regional Development with matches from local economic development offices identified key ag strategies that are aligned almost perfectly with ISDA goals. Key to leveraging agriculture economic development opportunities is Agriculture Asset Maps that were developed for these Rural Economic Development Models. This Local Economic Development Organizations engagement with the ability to focus on their specific regional agriculture assets and key strategies places ISDA in a lead position to help drive new agribusiness while retaining and expanding past investments.
- ISDA Economic Development meets monthly with the Indiana Meat Packers and Processors Association (IMPPA) and the Indiana Board of Animal Health (BOAH). A significant issue identified is the lack of capital for meat processing expansion projects. These projects require processing and packaging equipment, rail space, cold storage, retail space, assistance with inspections and addressing wastewater issues. Because meat processors are backed up, local livestock producers often must wait six months (74% respondents to December 2022 survey) to over a year to book processing appointments. These delays force many local livestock producers to move their cattle to auctions where they are purchased and moved out of state, often to “Big Four” (Tyson Foods, JBS, Cargill and National Beef Packing) meat processors. An ISDA Economic Development analysis of the need for meat expansion projects for the small and very small meat processors yielded over \$51.2 million in meat expansion projects over the next three years. If these meat expansion projects had access to capital, over 383 new jobs at a payroll value of over \$11 million would be added to the state economy.

Grants

- To address meat expansion needs for Indiana small and very small meat processors, ISDA Economic Development was awarded \$15 million for a Meat and Poultry Intermediary Loan Program (MPILP) by USDA Rural Development in 2023. ISDA is partnering with IEDC and ISBDC to roll out this revolving loan program in early 2024. Key stakeholders such as IMPPA and the Indiana Bankers Association are part of the program development to ensure transparency and local bank participation that preserves local business

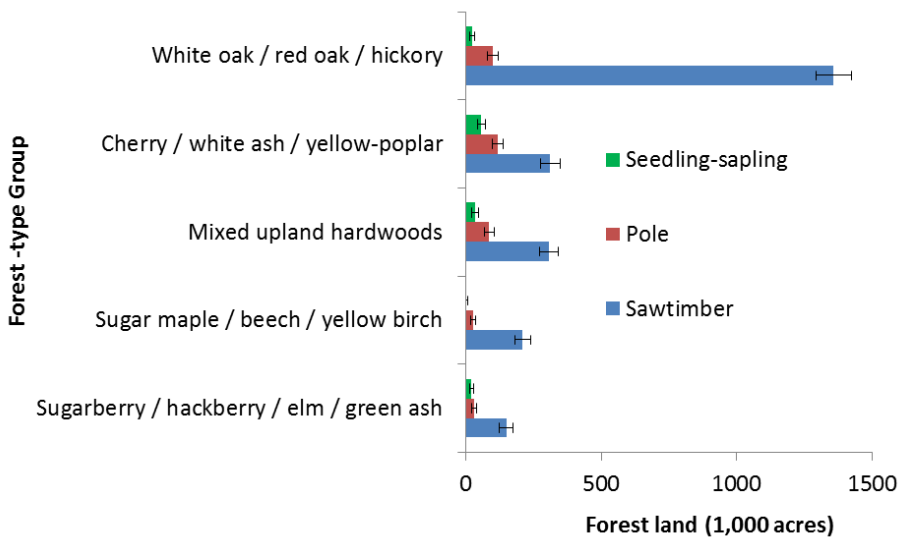
relationship. Since the MPILP grant supports a revolving loan program with low interest rate access to capital, principal and interest payments will be used to pay administrative costs while allowing for the relending the money out to perpetuity through sound, conservative loan decisions.

- USDA Agriculture Marketing Service (AMS) notified ISDA that we were awarded a grant in the Resilient Food Systems Infrastructure (RFSI) program with a state allocation of \$8,082,536 to address critical needs for middle of the food supply chain. ISDA will be leading solutions that address key strategic needs in food co-packing, cold storage and processing and packaging equipment. ISDA will be undertaking a RFSI state led activities program that uses technology solutions to address food supply chain issues along with hiring a Food Distribution Manager who will assist producers and agribusiness in getting their products to distributors, restaurants, agritourism businesses, schools, correctional institutions, and other public and private businesses. Additionally, a “Gate to Plate Incentive Program” will be established that rewards distribution channels for using locally grown and processed foods and getting them directly to Indiana consumer’s plates. The Chief Philanthropy Office of Gleaners Food Bank said it best, “We don’t have a food shortage problem, we have a food distribution problem.” Through a combination of efforts of incentivizing distributors to buy wholesale from local producers and processors and connecting those distributors with local vendors such as hotels, restaurants, grocery stores, farmers markets, schools, and colleges, and even food banks, ISDA and its partners will address these distribution problems over the course of the grant. There will be two rounds of awards, up to \$100,000 each specifically for equipment and then larger, complex infrastructure awards ranging from \$100,000 to \$3 million dollars. The RFSI grant performance period is three years and will require grant support roles within the Economic Development Division to administratively support this significant investment to the middle of the food supply chain.
- ISDA Economic Development administers Indiana's Specialty Crop Block Grant Program (SCBGP). Indiana’s state allocation from USDA AMS was \$484,000 for 2023. Projects for 2023 include “Education and Outreach Activities to Improved Food Safety for Small Farms,” “Safe Harvest and Processing of Traditional and Gound Harvest Apples for Hard Cider,” and “Enhancing the Indiana Honey Market: NMR as a Tool for Honey Characterization and Authentication.” Our ISDA Economic Development team made several site visits to past SCBGP sub-awardees and possible future applicants. Specialty crops such as watermelons, tomatoes, bell peppers, eggplant, cucumbers, jalapenos, banana peppers, cantaloupes, potatoes, sweet corn, honey, apples, peaches, blueberries, flowers, peppermint, and spearmint are important to the agriculture economy of the state and can often be found locally at farm fresh markets and farmers markets.

Hardwoods

Indiana has a rich heritage of farmland and forestry production. Indiana hardwoods are worth over \$10.5 billion annually in primary and secondary hardwood markets, from lumber to furniture. Agriculture — defined to include both farm and forest production— plays an integral part in the state’s economy. Indiana forests (5 million acres) are known for quality hardwoods, can boast that more than 70,000 workers were attached to logging, sawmill manufactures, furniture production and other wood product establishments scattered throughout the state. As detailed in the 2019 State Hardwood Strategy, the forests of Indiana are an under-utilized, renewable natural resource with statewide timber growth exceeds removals for harvest and natural tree mortality by 2.3 times.

Eighty-four percent of Indiana’s forest land is privately owned and is heavily populated with oaks and hickories (71.7 percent) and ash, cherry, tulip poplar and other hardwood trees (13.6 percent). The figure below from our Indiana Forest Inventory & Analysis program shows the Area of forest land by five common forest-type groups and stand-size classes. Error bars represent 1 standard error or a 68-percent confidence interval.



International Trade

With nearly 95 percent of the world’s consumers and two thirds of the purchasing power located outside of the United States, marketing globally provides Indiana hardwood manufactures with more opportunities to drive business growth.

ISDA’s Hardwood Economic Development Program Manager has an important focus on international markets and can help Indiana businesses navigate the exporting process. Some activities staff can assist with include:

- Determining the company’s readiness to expand into foreign market
- Market research
- Regulations
- Trade Shows
- Trade missions
- Accommodated site visits for international customers



Working in conjunction with the American Hardwood Export Council (AHEC) and the Hardwood States Export Group (HSEG) ISDA’s Hardwood Economic Development Program Manager. attends various international trade shows in China, Middle East, Vietnam, India and Mexico. Trade leads are collected and directed to the hardwood export companies that include logs, lumber and veneer.

Over 300 qualified trade leads were collected from September 2022 to September 2023. These leads have resulted in an overall increase in business for the hardwood community with tens of thousands of dollars in new business of veneer, lumber and log sales in 2023.

ISDA International Trade and Engagement Summary

2023	Event
February	DelhiWood Woodworking & Industry Trade Show in Jodhpur & New Delhi, India
March	DubaiWood Woodworking & Industry Trade Show in Dubai, U.A.E.
March	Inbound Delegation IEDC & ISDA host business delegation from Singapore
April	Inbound Delegation ISDA hosts state ag leaders from Arunachal Pradesh, India
April	USDA FAS Agribusiness Trade Mission to The Netherlands
May	Inbound Delegation ISDA hosts Minister of Ag from Hungary
June	USDA FAS Agribusiness Trade Mission to Japan
August	Tri-National Agricultural Accord with U.S., Mexico, and Canada in Saskatchewan
August	Inbound Delegation ISA hosts Chinese trade delegation after Soy Connex NYC event
October	Inbound Delegation IHLA and ISDA host hardwood industry delegation from Türkiye

International Trade Activity Descriptions

USDA FAS Agribusiness Trade Missions | ISDA participates in outbound ATMs to build relationships with government leaders and industry experts while seeking export opportunities for Indiana agribusinesses.

Hardwood Industry Trade Shows | ISDA exhibits at hardwood industry trade shows to promote Indiana and U.S. hardwood suppliers in the American Hardwood Export Council pavilions. ISDA and other participating state departments of agriculture collect and share trade leads to their private industry companies in alignment with ISDA’s Hardwood Strategy.





Inbound Delegations | Also known as reverse trade missions, inbound events enable ISDA to host government and industry leaders to promote foreign direct investment, bilateral trade, and build key relationships to support Indiana agribusinesses. Inbound events are co-hosted with ISDA partners.

Tri-National Agricultural Accord | This annual meeting between state and provincial agricultural leaders and federal partners from United States, Mexico, and Canada is a forum to identify and discuss areas of collaboration and priorities for the North American trading partners.





ISDA International Trade Director, Andrew Sherman in the Netherlands with USDA Undersecretary for Trade and Foreign Agriculture Alexis Taylor.







Trade Missions with USDA Foreign Agricultural Service and NASDA

Country	Trade Mission Activity
<p data-bbox="280 205 451 273">Amsterdam, Netherlands</p> 	<p data-bbox="553 205 1377 273">USDA FAS Agribusiness Trade Mission to the Netherlands April 2023</p> <p data-bbox="553 279 1365 384">Drew Sherman USDA Trade and Foreign Agricultural Affairs Under Secretary Taylor Launches Trade Mission to the Netherlands</p>
<p data-bbox="207 415 524 447">Tokyo & Osaka, Japan</p> 	<p data-bbox="553 415 1386 447">USDA FAS Agribusiness Trade Mission to Japan June 2023</p> <p data-bbox="553 453 1395 552">ISDA Director Don Lamb; Drew Sherman USDA Under Secretary Kicks Off Agribusiness Trade Mission to Japan</p>
<p data-bbox="233 562 498 594">Saskatoon, Canada</p> 	<p data-bbox="553 562 1338 630">32nd Tri-National Agricultural Accord (TNA) in Canada August 2023</p> <p data-bbox="553 636 1398 741">ISDA Deputy Director Katie Nelson; Drew Sherman State and provincial agriculture officials gather to strengthen food security and trade across North America - NASDA</p>
<p data-bbox="253 751 479 783">United Kingdom</p> 	<p data-bbox="553 751 1419 819">Agricultural Trade Mission to the United Kingdom November 2023</p> <p data-bbox="553 825 1308 930">ISDA Director Don Lamb British Embassy sponsored delegation of SDOA Directors, Commissioners, & Secretaries</p>

International Trade Shows and Conferences

Country	Trade Show Activity
Jodhpur & New Delhi, India 	DelhiWood Woodworking Industry Trade Show February 2023 Drew Sherman
Dubai, United Arab Emirates 	DubaiWood Woodworking Industry Trade Show March 2023 Chris Gonso

*In addition to the Hardwood trade shows attended by Drew and Chris, ISDA distributes leads from relevant American Hardwood Export Council trade shows in which they did not attend, including Egypt, UAE (2022), Germany, China, Mexico, Vietnam (2023), and Türkiye. Inbound Delegations hosted in Indiana

Inbound Delegation Activity	Country
Enterprise Singapore March 2023 David Coates; Drew Sherman IEDC hosted a delegation from Singapore to explore opportunities in Indiana for economic development, Foreign Development Investment, and sourcing products for F&B sectors.	Singapore 
Ministry of Industries and Agriculture April 2023 ISDA Director Don Lamb, David Coates, Drew Sherman ISDA hosted a delegation of state government officials responsible for agriculture and other productive industries in Arunachal Pradesh, India. Tour included a dairy farm, Don Lamb's farm, popcorn manufacturer, and Purdue.	India 
Hungary Minister of Agriculture May 2023 ISDA Director Don Lamb, Deputy Director Katie Nelson, Drew Sherman. ISDA hosted Minister Istvan Nagy on behalf of LG Crouch to discuss agricultural issues, opportunities for collaboration, and	Hungary 
Chinese Delegation visits IN following Soy Connex in NYC August 2023 ISDA Director Don Lamb; Drew Sherman Indiana Soybean Alliance hosted a trade team of 15 companies from China that purchase Indiana ag products. ISDA attended with invite from ISA.	China 
Agriculture Industry Delegation from Israel August 2023 Drew Sherman; David Coates IEDC & ISDA hosted a small delegation of agribusiness leaders from Israel with current or prospective business operations in Indiana during Rally conference.	Israel 
Hardwood Sector Tour for Turkish Hardwood Buyers October 2023 Chris Gonso, Erica Heater IHLA and ISDA will host a delegation from Türkiye and facilitate tours following the National Hardwood Lumbermen's Association conference in Louisville, KY.	Türkiye 



May 2023- Hungarian Delegation visited Indiana

Domestic

- ISDA Hardwoods Program works with a variety of partners to deliver initiatives and grow the hardwood industry as outlined in the 2019 Indiana Hardwood Strategy domestically. Key initiatives include:
 - Working with Indiana Hardwood Lumbermen’s Association on the Hoosier Hardwood Festival
 - Assisting Indiana Tree Farm Committee with its outreach efforts and recognitions and awards programs
 - Partnering with Indiana Division of Forestry and Purdue University to provide Woods on Wheels educational program:
 - <https://www.in.gov/isda/divisions/economic-development/hardwoods/woods-on-wheels>
- ISDA Hardwoods program delivers market data, analysis and information through a variety of venues:
 - Regular weekly Hardwood Price Reports
 - Presentations to groups and associations
 - Hosting booths to provide Indiana industry information
 - [2023 Indiana Hardwoods Primary Mills Directory](#)
 - [2023 Indiana Hardwoods Logger Directory](#)
 - [2023 Indiana Hardwoods FSC Certified Directory](#)
 - [2022 Indiana Hardwood Export Statistics](#)
- Economic Development – ISDA’s Hardwoods team works directly with Indiana Economic Development Corporation and local county economic development directors (LEDO) supporting their activities on a county or regional level. Business retention and expansion was identified as a key strategy in the Hardwood Strategy and ISDA’s Hardwoods Program reaches out directly to Indiana hardwood manufactures to foster large capital expenditure projects that can utilize the state’s many incentive funding pools and resources.

- Forest Stewardship Council Chain of Custody Program – ISDA’s Hardwood Program Manager administers the Division of Forestry’s program under the Forest Stewardship Council sustainability standards. In 2023, 53 Chain of Custody audits were completed.
- Answered over 700 constituent and partner requests on topics of hardwood/ag industry/ Forest Stewardship Council or other job-related data beyond items mentioned above.
- Provided critical information to ISDA Legislative Affairs team for potential issues or legislative needs for Indiana Hardwood businesses.

Dairy

There are over 700 dairy farms in Indiana and 95% of them are family-owned. Dairy farming adds over \$810 million to the Hoosier economy. Dairy foods are among the safest and most highly regulated foods available. During the last decade, Indiana dairy farms are using 30% less water, emitting 19% less greenhouse gases, using 21% less land with 20% less manure produced. Many Indiana dairy farms have adopted technology such as robotic milkers and robotic feed aisle cleaners to reduce waste. An emerging trend in Indiana is the transportation of dairy manures to large biodigesters that are producing clean energy and selling carbon credits to western states.

- Indiana was invited to participate in Dairy Business Builder Grant program from the Dairy Business Innovation Alliance in the Fall 2022. Dairy Business Builder Grants are competitive grants up to \$100,000 over an eleven-state region for dairy value-added products such as cheese, ice cream, milk beverages and yogurts. ISDA oversaw eight Indiana dairy applications that yield five Indiana awarded grants for the total sum of \$410,043. Indiana applications ranged from “Rebuilding Southern Indiana’s Dairy System Through a Local Farmer Collective”, “Dairy Beverage Business Expansion” to “Manufacture and Sales of Goat Milk Caramel Sauce”. In the Spring 2023, another Indiana dairy business was awarded \$100,000 to “Expansion of a Specialty Artisan Creamery Producing Unique Handcrafted Cheeses.”
- ISDA Economic Development works directly with Indiana Dairy Producers, American Dairy Association Indiana, Indiana Dairy Industry Development Board, and Indiana Milk Quality Professionals as part of the Dairy Strategy 2.0 to support dairy innovation, consumer education, and overall economic development opportunities.
- Several ISDA personnel attended a professional media training workshop hosted by American Dairy Association Indiana to learn how to handle difficult media situations that are designed to trap and mispresent livestock animal welfare.

Market News & Livestock

- ISDA supports USDA Ag Marketing Service by providing livestock auction data for upload into their Livestock Market News database. Over 70,000 receipts of livestock were reported annually by two ISDA Market News reporters. Our Market News reporters are truly experts in the visual grading of livestock. Our Market News team also reports on the sale of hay and straw at Northern Indiana auctions. Livestock represented at these auction houses at various locations include feeder cattle, replacement cattle, replacement dairy cattle, slaughter cattle, slaughter sheep and lambs, and slaughter goats. Of these, Indiana’s reporting on slaughter cattle sets the benchmark for the Midwest and draws many buyers from out of state. Simply stated, our livestock producers have access to feed stocks such

as corn, soybean and distillers' grains that make some of the best yielding and tasteful beef available.

- ISDA Market News team organized two Meat Grading Workshops, one at Purdue University Boilermaker Butcher Block and the other at Dewig Meats in Southern Indiana. These workshops were attended by over forty livestock producers and for many it was the first time that they have experience viewing a carcass. These Meat Grading Workshops are instrumental in helping livestock producers understand how to get their beef graded "Choice" or "Prime" by better understanding the science and art to meat grading. One livestock producer sent the following *"The workshop Friday was "SO" valuable! The classroom session of seeing the live animals then traveling to Dewig's was AWESOME. To see the cuts of the ribeyes in relation to the live animal conditioning was so valuable."*

LPGMN Hosts Live Cattle and Carcass Evaluation Event for Producers

by Livestock, Poultry & Grain Market News Division Staff

Livestock, Poultry & Grain Market News Division (LPGMN) Officer In Charge Jodee Inman (pictured right) and Market News staff with the Indiana State Department of Agriculture (ISDA) hosted a producer-centered class in southern Indiana on Friday, August 25, focusing on slaughter cattle evaluation both live and on the rail. This unique experience provided producers a first-hand lesson in live slaughter cattle grading via video footage from the previous week, followed by studying those same cattle in carcass form at a nearby locker.



Attendees from farm operations in Indiana and Illinois joined the training which began with a classroom session on USDA Market News and updates with the Indiana Department of Agriculture. Videos of nine slaughter animals were shown and evaluated by attendees in the classroom with education on the characteristics of Select, Choice, and Prime grades, as well as Yield Grades, provided by Jodee Inman and state reporter Gordon Lowry. This allowed producers to study each animal as a reporter would evaluate the animals in an auction setting, but with plenty of time to pause for insight and discussion on each animal.



Immediately following the classroom portion, attendees were welcomed into the cooler (pictured above) at Dewig Meats in Haubstaudt, Indiana, where the carcasses of those same cattle were available to study. For some in attendance, this was their first time seeing carcasses in a processing facility, so all were given a tour of the plant and given an up-close lesson in breaking down a side of beef.

The event was a positive experience for everyone with much appreciation shown to USDA, ISDA, and Dewig Meats for their exceptional hospitality and service.

- ISDA Economic Development is working with USDA Ag Marketing Service for a local meat grading pilot program. Traditional meat grading at "Big Four" (Tyson Foods, JBS, Cargill and National Beef Packing) meat processors uses cost prohibitive equipment for the small and very small meat processors in rural Indiana. This gave the "Big Four" meat processors a significant marketing advantage over the small meat processors of being able to use recognized USDA Select, Choice and Prime labels. ISDA has been on site visits with USDA personnel to address the possibility of using inexpensive smart phones and quarter hour time slots that would reduce meat grading fees for small meat processors. ISDA advocates with USDA to create fair and equitable solutions for our small and very small meat processors. This type of information is valuable to the livestock producers who all to often rely on beef genetics. We envision a future where Indiana beef becomes a recognized brand that is desirable by our consumers. Through feed management training with our abundant feedstocks, local meat grading initiatives, and brand marketing this can be achieved in a relatively short time.

Diversified Agriculture

ISDA Economic Development works with various agriculture stakeholders to support everything from row crops to aquaculture.

- Several members of the ISDA Economic Development team are part of an Indiana Industrial Biotech coalition. Our roles include providing practical insight to farmer practices while considering the potential of significant projects that address Sustainable Aviation Fuel, Bioplastics, and Alternative Pet Foods. ISDA is working with AgBioscience leaders, academic partners such as Purdue University and Indiana University, and innovative Venture Capital investors to evaluate and set the stage for a food future that embraces alternate proteins such as those that use Indiana soybeans.
- ISDA Economic Development on an invite from our friends at AgriNovus is supporting a local aquaculture startup call Attaraya. Their “Shrimp Box” approach to raising freshwater shrimp in cargo shipping containers won a Time “Innovation of the Year” 2022 award. They are working on “Proof of Concept” and ISDA is helping with introductions to professional agriculture contract growers who can help them formulate financially valid contracts. The lead business development person with Attaraya said it best, *“without a contract growers’ model and profitability for the farm producer, we would soon be out of business”*. Shrimp Box freshwater shrimp is initially being marketed as a premium protein product showing up in fine restaurants in major cities. The possibilities of extending a sustainable model that conserves water and grows proteins with limited land use over to potentially feeding the masses is intriguing and valuable for consideration in view of the rapid worldwide population growth.
- When the news came that a major poultry processing plant closed in Corydon, Indiana, the ISDA Economic Development team mobilized to access the economic impact to the region while looking to connect possible solutions. While there were 348 jobs at risk at the processing plant, hatchery and grain mill, ISDA staff were addressing the loss of grower contracts at 51 farms that placed these family farms at risk of financial ruin. These family farms purchased grains from local farmers and provided poultry litter that fertilizes their fields. They purchased equipment from local dealers and propane to keep their poultry barns operating in four seasons. ISDA contacted our friends at Indiana Rural Health to be available to the family members who endured the financial and emotional stress. ISDA also worked with other integrators such as turkey, ducks, egg laying, broilers and even aquaculture to hopefully assist these farm families in making a pivot to another type of operation.
- ISDA Economic Development team made several farm visits to learn more about natural foods and regenerative farming practices. As more Indiana consumers want to know where their foods are coming from and what practices the farmers are using, ISDA is interested in supporting these types of farming practices. Farmers who are using regenerative farming practices are reporting less usage of herbicides and pesticides, while conserving water that traditionally runs off and carries valuable soil into our streams and rivers. Soil



conservation is economic development and ISDA looks to further support initiatives that conserve water and take care of our valuable Indiana soils.

Indiana Grown

- Over 1800 members, represented in all 92 counties.
- Opened the first of its kind airport store “The Farmers’ Market featuring Indiana Grown” alongside SSP America, where they sell over 15 members products.
- Hosted our first Indiana Grown member symposium, bringing together members throughout the state to network, connect to resources and learn about expanding and supporting their businesses.
- Visited over 135 Indiana Grown member farms, businesses, and operations.
- Hosted our first photo contest within the program in the Spring 2023 and a second in the fall with over 50 submissions.
- Launched official Indiana Grown apparel.
- Hosted a pop-up market in June 2023. More than 700 guests shopped from over 55 vendors with sales in excess of \$25,000.
- Record sales and revenue during our 2023 Indiana Grown State Fair Marketplace – highlighted over 100 vendors products. Revenue exceeded \$100,000 dollars.
- Participated in 25 networking, tradeshow and promotional events highlighting the Indiana Grown program.
- Hosted our 1st Farmer’s Market Challenge – bringing awareness to the over 250 Indiana based farmer’s markets. Winner will be visited in late September.
- Launched in partnership with IOT the Indiana Grown Farmer’s Market mobile application, bringing awareness and highlighting markets thru mobile devices.

Over 17k followers on social media and over 175,000 website impressions.

Commission Members

- Mike Hoopengardner
- Mayasari Effendi
- Chef Jeff Bricker
- Nicky Nolot
- Rachel Boyer
- Marcus Agresta
- Leah Rowan
- Gina Johnson
- Jennifer Rubenstein



IG Member Newsletters

	Sent	Opens	Open Rate
Jan	2,391	1,124	47%
Feb	2,418	1,185	49%
March	2,414	724	30%
April	2,440	1,049	43%
May	2,453	809	33%
June	2,515	1,132	45%

July	2,523	1,161	46%
August	2,542	1,169	46%
Sept	2,555	1,124	44%

Indiana Grain Buyers and Warehouse Licensing Agency

Created by the Indiana General Assembly in 1975, the Indiana Grain Buyers and Warehouse Licensing Agency administers the Indiana Grain Buyers and Warehouse Licensing and Bonding Law (Ind. Code § 26-3-7). The agency's responsibilities include the licensing and compliance of commercial operations that purchase grain from producers in Indiana. Today, the agency operates as a regulatory division within ISDA with approximately 200 licenses issued to grain elevators, warehouses, feed mills, ethanol plants, soybean processors, and food grade facilities. Collectively, these licensees operate 341 grain facilities across Indiana and can store more than 637 million bushels of grain (2022).

Mission

To ensure the financial integrity of Indiana's grain marketing infrastructure, while allowing the industry to be competitive, innovative, and efficient.

Independent Performance Review

The Agency contracted with Crowe, LLP to conduct an independent performance review required under Ind. Code § 26-3-7-3(g).

In April, Crowe provided the agency with a report summarizing the findings from the performance review Crowe conducted. The report sets forth a series of recommendations for improving the agency's auditing practices and procedures. The report noted that the agency's ability to perform its statutory functions would benefit from, among other things, a comprehensive auditing manual, risk-based auditing plans, additional human capital and technological capabilities, and improved public awareness and understanding of the agency's role and functions.

In July, the agency issued a plan that identifies five strategic starting points based on the recommendations in the report:

1. Human Capital & Talent Development
2. Policies & Procedures
3. Technology (Management & Inspection Software Development)
4. Public Resources
5. House Enrolled Act 1623 (2023)

Direct Appropriation from the General Fund

In 2023, the agency received its first direct appropriation in the state budget of \$600,000. The agency is using this allocation to improve the agency's operations, practices, and procedures, as follows:

- *Human Capital & Talent Development.* The agency has updated the personnel structure of its main office by creating two new positions and redefining the scope and duties of existing roles to establish a central processing and depository team. This team will focus on increasing productivity of multiple components of the agency's operations. These changes will enable agency personnel to specialize in specific aspects of the agency's operations and increase the Agency's overall capacity to perform its statutory functions.

- *Software Development.* The agency has begun efforts to develop a new management software to be used in its day-to-day operations, which will improve management of licenses, warehouse receipts, and other information collected during the licensing process; automation of the moisture meter inspection program; and create a one-stop self-service portal to streamline interactions between licensees and the agency. The development of this new software will help lower costs and improve efficiency for both the agency and its licensees.
- *Policies & Procedures.* The agency has begun to prepare materials for use in the development of policies and procedures manual, including by documenting its existing procedures and processes in detail. These efforts will also assist with the development of new management software discussed above.
- *House Enrolled Act 1623.* In accordance with the provisions of House Enrolled Act 1623, the agency has begun preparing for the updated rulemaking process. The agency’s new and updated rules will reflect the formalization of the agency’s processes and procedures in the manual. The results of this updated rulemaking process will improve the efficiency of the agency and transparency for its licensees and the public.



Revenue

The agency received the following revenue through daily operations during the 2022/23 fiscal year:

Licensing Fees	\$359,375	64%
Moisture Meter Inspection Fees.....	\$119,600	21%
Contracted Services	\$51,903	9%
Fines & Sanctions	\$34,125	6%
Total	\$565,003	100%

Improved Payment Options

The agency has updated its online payment options for licensees resulting in a number of internal and external benefits. Licensees now have access to easier and more cost-effective payment options through the agency’s website. Additionally, these new payment options enable the agency to improve its internal processes and traceability.

Licensees are now able to use the agency’s website to pay annual license fees, moisture meter inspection fees, and fines and sanctions. Online payment options now include credit cards (2.25% convenience fee), debit cards (1.5% convenience fee), and e-checks (\$0.65 flat rate). The agency will continue to accept paper checks via mail service providers.

House Enrolled Act 1483 (2021)

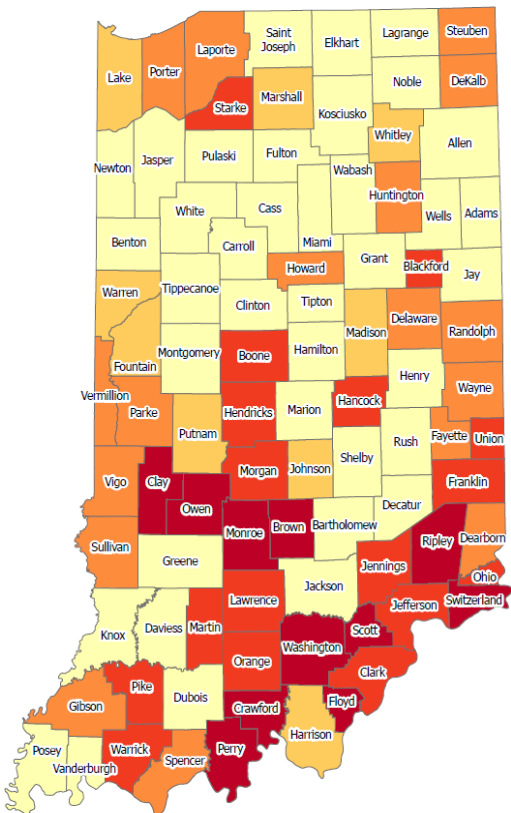
The agency is continuing its ongoing efforts to communicate to licensees and grain producers regarding the requirements of Ind. Code § 26-3-7-26.5(b) Pursuant to Ind. Code § 26-3-7-26.5(b), all licensees must complete payment obligations to sellers before January 1, 2024, where the payment obligations arise under a deferred pricing agreement in connection with a grain purchase entered into before July 1, 2021.

The agency’s most recent efforts to communicate the above to licensees, grain producers, and the public include official notices from the agency as well as collaborative efforts with various industry publications and organizations. To date, the agency has distributed two official notices to its licensees, the first on July 3, 2023, and the second on October 6, 2023. In addition, the following publications have included content explaining the requirements of Ind. Code § 26-3-7-26.5(b) in articles published on the following dates and via the following media: Hoosier Ag Today (July 18, 2023); Morning Ag Clips (August 2, 2023); Farm World (August 11, 2023); and the September 2023 issue of the Hoosier Farmer. In addition, the agency will be posting reminders regarding the above on ISDA social media platforms in October, November, and December of 2023.

Licensee Data

As of December 31, 2022, the Agency had 204 active licenses issued to approximately 185 different entities. Licensees reflect the vast diversity of Indiana agriculture and include grain elevators, soy processors, poultry, starch, popcorn, swine, ethanol, wheat milling, and non-GMO and organic grain. The table on the right shows the breakdown of licensees by statutory type.

Type of License	Total Licensees
Grain Bank	3
Warehouse	3
Grain Buyer	74
Buyer-Warehouse	124
Total	204



The breakdown of licensees by county is as follows:

- 11 counties have zero licensees
- 17 counties only have one licensee
- 17 counties have two licensees
- 9 counties have three licensees
- 38 counties have four or more licensees

The number of licensed facilities and the storage capacities of those facilities in 2020, 2021, and 2022 were as follows:

	2020	2021	2022
Total Licensed Facilities	353	344	341
Total Storage Capacity (bu)	643,979,584	638,854,242	637,711,181
Total Storage Capacity Mean (bu)	3,371,621	3,380,181	3,410,220
Total Storage Capacity Median (bu)	908,935	877,974	1,007,133

In 2022, licensees reported that they purchased over 1.5 billion bushels of grain from producers and paid producers approximately \$12.6 billion for those bushels. Additionally, the total amounts of bushels purchased from producers by licensed facilities and the total amounts paid to producers for those bushels in 2020, 2021, and 2022 were as follows:

	2020	2021	2022
Total Amt Purchased from Producers (bu)	1,374,338,887	1,625,850,502	1,535,709,304
Total Amt Purchased from Producers Mean (bu)	6,385,492	7,892,478	7,601,720
Total Amt Purchased from Producers Median (bu)	1,460,768	1,373,660	1,584,703
Year Over Year Net Change (%)	-0.76	18.30	-5.54
Total Amt Paid to Producers (\$)	7,124,547,850	10,539,977,784	12,634,470,586
Total Amt Paid to Producers Mean (\$)	33,765,630	51,164,941	62,238,771
Total Amt Paid to Producers Median (\$)	8,502,754	10,441,543	13,958,834
Year Over Year Net Change (%)	4.17	47.94	19.87

Indiana Grain Indemnity Program

Created by the Indiana General Assembly in 1995, the Indiana Grain Indemnity Program is established under Ind. Code § 26-4 as a separate entity from the agency to provide certain coverage to grain producers for losses incurred due to the failure of a grain buyer or warehouse operator licensed under the Indiana Grain Buyers and Warehouse Licensing and Bonding Law (Ind. Code § 26-3-7).

The program is managed by a thirteen-member board of directors consisting of ten voting members – made up of five grain producers, three grain merchandisers, and two agriculture lenders – and three non-voting members: the attorney general, the treasurer of state, and the director of the agency. Pursuant to Ind. Code § 26-4-3-5, the board of directors met twice this year – first on April 5 and again on July 20.

Since its inception in 1995, the program has compensated over 580 grain producers more than \$17.9 million for losses incurred due to failures covered by the program. The fund balance for the program was approximately \$32.4 million at the close of the 2022/23 fiscal year, a 1.21% year-over-year net increase.

The Agency and the Program work closely together, but are independent entities under Indiana law.

Soil Conservation

Mission: Increase agricultural economic benefits by assisting Indiana's farmers in the application of advanced agronomic technologies while improving upon Indiana's soil health and water quality.

Capacity & Impacts

The Division of Soil Conservation is fully staffed as of September 5th.

- 23 Resource Specialist Technicians
- 5 Soil and Water Conservation District (SWCD) Support Specialists
- 7 Programmatic and Leadership Staff
- 1 Intern



Reporting: January 1, 2023 to October 2023. *Note: the majority of practice reporting comes in at the end of the calendar year.*

- Number of Best Management Practices Installed: 378
- Acres enrolled in the Conservation Reserve Enhancement Program (CREP): 1,373
- Trees planted in floodplains through CREP Bottomland Timber Establishment: 107,358
- Sediment prevented from entering waters of Indiana: 29,500,000 lbs/year
 - Phosphorus reduced from entering waters of Indiana: 11,400 lbs/year
 - Nitrogen reduced from entering waters of Indiana: 32,400 lbs/year
- Facilitated/Hosted trainings focused on SWCD supervisors & staff: 17
- Clean Water Indiana Grant Applications: 49

In May 2023, The State Soil Conservation Board allocated \$1,840,000 to matching funds for local conservation efforts through Indiana's 92 Soil and Water Conservation Districts.

Clean Water Indiana (CWI)

Clean Water Indiana benefited from a new appropriation in the state budget which increased funding available by \$5,000,000 per fiscal year.

The State Soil Conservation Board voted in May 2023 to allocate over \$2,000,000 to the Clean Water Indiana competitive grant program.

- Record number of CWI applications with a total demand over \$4,500,000, which is double the available funding of roughly \$2,300,000.
- CWI grants will be awarded in October 2023.

Conservation Reserve Enhancement Program (CREP)

The State Soil Conservation Board voted in May 2023 to allocate \$2,000,000 to CREP. ISDA is working to expand Indiana's CREP program statewide by early 2024. This program provides financial incentives to private land users for water quality practices across Indiana. Typically, every state dollar is matched 1:7 bringing a substantial federal investment to Indiana.

EPA Gulf Hypoxia Program

Indiana's Mississippi River Basin Soil Sampling has currently enrolled upwards of 6,000 acres. This program aims to connect land users who do not regularly soil sample with nutrient recommendations in line with Tri-State Fertility Recommendations (a partnership between Purdue University, Michigan State and Ohio State that oversee sample, handling and testing soils) as well as provide an avenue for small farms, pasture and feed growers, and specialty crop growers to make the right nutrient decisions for their operations. This program is funded through EPA's Gulf Hypoxia Program.

Agreements & Partnerships

Kankakee River

ISDA is the lead partner on large Regional Conservation Partnership focused on water quality and water quantity in the Kankakee River. This project brings together 43 partners including the Kankakee River Basin and Yellow River Basin Development Commission:

- Goals: 3,000 acres of conservation cover, 800 acres of wetlands developed, 2 miles of 2-stage ditch developed
- Total Request From USDA's Natural Resource Conservation Service: \$7,954,545
- Total Partner Support: \$7,954,777.64
- Total Project Cost: \$15,909,322.65

Western Lake Erie Basin

ISDA is the lead partner of an on-going multi-state effort to protect the Western Basin of Lake Erie from harmful algal blooms by reducing phosphorus and sediment loading. This project brings 37 partners to the table and focuses on 18 counties in Indiana, Ohio, and Michigan:

- Goals: Utilize each state's nutrient reduction and state Domestic Action Plan (DAP) to promote conservation practices that will help reach a 40% reduction in dissolved phosphorus. Enroll 220,000 acres into USDA-NRCS Environmental Quality Incentives Program (EQIP).
- Total Request from USDA's Natural Resource Conservation Service: \$7,780,779
- Total Partners Support: \$9,370,405
- Total Project Cost: \$17,151,184