

2024 Annual Report



**Indiana State Department
of Agriculture (ISDA)**

November 2024

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This Report encompasses ISDA completed or planned projects from Oct, 2023 to Oct,2024.





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.

The Indiana State Department of Agriculture (ISDA) reports to the Lt. Governor, Indiana’s Secretary of Agriculture and Rural Development. Major responsibilities include advocacy for Indiana agriculture at the local, state and federal level, managing soil conservation programs, promoting economic development and agricultural innovation, serving as a regulatory ombudsman for agricultural businesses and licensing grain firms throughout the state.



ISDA Organization Chart



* Contract Position
Updated 8/19/2024

Advocacy

Communications & Outreach

The ISDA Communications team serves as the main point of contact for projects related to public relations, media relations and constituent responses.

This team hosts the following events each year:

- The Hoosier Homestead program honors the longevity of Hoosier farms, owned by the same family for over 100 years. The spring Hoosier Homestead Program at the Statehouse had an estimated attendance of 500. The summer Hoosier Homestead Program at the Indiana State Fair had an estimated attendance of 1000.
- Celebration of Agriculture at the Indiana State Fair, highlighting the ISDA Photo Contest Winners, the Lt. Governor's AgriVision Award, Purdue Extension Women in Ag Award and the Indiana Landmark's Award for Rural Preservation with an estimated attendance of 200.
- Governor's Poultry Presentation in November at the Statehouse with an estimated attendance of 50.

The Communications team also staff and prepare ISDA staff and Director for all interviews and speeches and presentations.

- In 2024, ISDA staff engaged in over 30 interviews with agricultural, local and national media
- In 2024, ISDA Director Don Lamb spoke at more than 30 public events for ISDA

Media & Social Media Campaigns

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

- Planting Safety, April
 - State partners: ISP, DHS, INDOT
 - External partners: Hoosier Ag Today, Keystone Cooperative
 - YouTube PSA Video has 235 views
- Stand Up for Grain Safety Week, April
- Solar Eclipse on The Farm (April 8, 2024)
 - Distributed 500 glasses and created a website page with solar eclipse information
- Indiana Family of Farmers Media Tour (April 15, 2024)
 - ISDA Communications planned three media tour stops to Hoosier farms, invited ag media and garnered 13 pickups/stories
- Harvest Safety, September
 - State partners: ISP, DHS, INDOT
 - External partners: Hoosier Ag Today, Keystone Cooperative
- Growing Indiana Magazine
 - Partnership with Farm Flavor (Journal Communications) where they draft and review stories, print 10,000 magazines for distribution

Social Media Following

	Facebook	X	Instagram	LinkedIn Connections	LinkedIn Followers	Directors Twitter	
2023	Oct.	12,212	10,546	3,260	890	1,341	240
	Nov.	12,290	10,584	3,281	897	1,352	250
	Dec.	12,376	10,534	3,308	908	1,384	248
2024	Jan.	12,390	10,523	3,317	910	1,393	214
	Feb.	12,441	10,519	3,337	917	1,420	252
	March	12,540	10,515	3,410	929	1455	253
	April	12,645	10,521	3,449	933	1,467	261
	May	12,722	10,510	3,458	947	1,498	266
	June	12,799	10,509	3,487	959	1,519	269
	July	12,856	10,488	3,499	982	1,546	272
	Aug.	12,908	10,480	3,530	991	1,575	274
	Sept.	12,996	10,475	3,595	1,006	1,599	275
	Oct.	13,156	10,472	3,609	1,020	1,635	280

ISDA has seen social media growth throughout 2024 due to the communications team’s dedicated effort to raising awareness of the department and their commitment to ensuring ISDA has strong social media content year-round.

Press Releases 2024

Sent	Opens	Clicks	Pickups
52	244,822	33,609	692

2024 External Newsletters

ISDA sends out a monthly external newsletter to public subscriber list which contains over 22,000 people and the open rate is consistently at 20%.

Indiana FFA

Membership (2023-24)

- 14,497 members
- 230 Chapters (125 of these chapters increased their membership from the previous year)
- New/Reactivated chapters: Central Nine, Dugger Union, Fishers, Purdue Polytechnic, New Castle and Tell City
- 5,179 students participated in Career and Leadership Development Events throughout the year (some students are duplicated in this number if they participated in multiple events)
 - New Career Development Event added this year: The Indiana FFA, Unified Horticulture CDE, provides FFA members with intellectual disabilities the chance to participate in a tailored competitive event that builds valuable skills for life after high school. In its inaugural contest in 2024, 15 members competed, learning to identify flowers, fruits, and vegetables, and complete real-world tasks like filling online grocery orders. The contest fosters inclusivity by pairing participants with fellow FFA members for support. This event not only helps competitors gain job-ready skills but also promotes a sense of belonging within FFA. The success of this CDE has inspired Indiana FFA to develop more unified contests to further engage all members.

- Indiana FFA was awarded Eastern Region Innovation Award from the National Association of Supervisors of Agricultural Education in 2024
- 412 State FFA Degrees awarded
- 2,759 attended the State FFA Convention held at Purdue University (attendance includes members, teachers, sponsors and other guests)
- 890 students participated in leadership training and camps (some students are duplicated in this number if they participated in multiple events)

Worked with National FFA and Lilly Endowment on a \$3 million grant to help strengthen Indiana FFA chapters. Primary focus areas include teacher professional development, recruitment and retention, curriculum development, capital support and marketing

Professional Development

- Twenty-five Teacher Professional Development grants distributed
- Five University/Professional Development Tuition Assistance grants to universities and organizations to develop professional development for Ag Teachers
- Curriculum and materials being developed by Indiana Ag Teachers focused on the Principles of Agriculture Course was released in the summer of 2024
 - Recruitment and Retention Programs
- Mentoring Indiana's Beginning Agricultural Teachers
 - Mentorship Program Coordinator hired
 - 31 Beginning Teachers and 31 Mentors selected for the 2024-2025 program
 - Capital Support provided by Lilly 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, nine chapters (194 FFA members) participated in leadership programming at the Indiana FFA Leadership Center with grants provided by Lilly Endowment
- Thirteen Classroom Enhancement Grants awarded
- Developing a recruitment and retention toolkit for teachers to utilize for the promotion of their program, set to launch November 2024

Policy and Regulatory Affairs

ISDA's policy team 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 advocate, educate and serve those who have the power to improve the direction of the industry in Indiana. The department also works with other state agencies, rural communities, consumers, constituents, producers and agricultural organizations to ensure Indiana has laws and regulations that are based in science and do not impede economic development in agriculture. Below are a few key 2024 highlights from the policy team.

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

Inventory of Lost Farmland – In 2023, the Indiana General Assembly passed House Enrolled Act 1557, which tasked ISDA to take an inventory of lost farmland. In 2024, ISDA published the full

report which determined that there has been an approximate overall reduction of 345,682 farmland acres, or a 1.89% decrease from 2010-2022.

Legislative Policy – ISDA supported and monitored several agricultural bills during the 2024 legislative session, including:

- Senate Enrolled Act 140 – Directs ISDA to create an updated Indiana Drainage Handbook, which has not been updated since 1999. The bill also established an advisory board that is made up of numerous stakeholders including farmers, environmental groups, engineers, local, state and federal partners and agency experts
- House Enrolled Act 1183 – Impacting agriculture broadly, this law bars foreign adversaries from purchasing property, notably farmland, in Indiana on or after July 1, 2024
- House Enrolled Act 1417 – Directs ISDA to conduct an economic impact study on the value of farmland to a local economy. This study is ongoing and is a collaborative effort with multiple stakeholders

Administrative Rulemaking – Statutory requirements from House Enrolled Act 1623 (2023) changed how state agencies adopt rules and regulations. ISDA’s policy team assisted the Indiana Grain Buyers and Warehouse Licensing Agency with moving their rules through the rulemaking process. As a part of that process, the policy team testified in front of the State Budget Committee to seek approval from the legislative branch for fees, fines and penalties the department may assess licensed grain buyers and warehouse operators in Indiana.

Constituent Services – A key feature of the policy team is ensuring that constituent inquiries on policies, regulations, land use or economic development are answered timely and compiled in a way to make them available for future reference. The team has answered dozens of constituent inquiries on many topics, including state health codes, export requirements, transportation regulations, taxation issues and permitting requirements.

National Association of State Departments of Agriculture (NASDA) – ISDA hosted the 2024 NASDA Annual Meeting in September. The conference featured respected industry leaders covering a broad range of topics, from animal health to economics and trade, along with other key issue-based forums. ISDA continues to serve as a resource for the group especially as it impacts Indiana agriculture. Along with the annual meeting, ISDA attended the 2024 NASDA Policy Conference in Washington, D.C., where members voted on policy issues impacting agriculture for the next year. ISDA also attended the Midwest Association of State Departments of Agriculture regional meeting in Missouri.

Farm Bill – The Farm Bill is a multiyear federal law that governs an array of agricultural and food programs. Every five years, Congress looks to pass an appropriation to fund the bill. The bill was set to expire on Sept. 30, 2023, but an extension was passed to fund the bill for another year. On Sept. 30, 2024, the Farm Bill officially expired. ISDA has been working with NASDA and the state’s federal legislators on what Hoosier farmers and businesses need included in a new Farm Bill.

Letter to Congress – In August 2024, ISDA signed onto a trilateral advocacy letter signed by American, Canadian and Mexican states and provinces expressing shared concerns with California’s Proposition-12 and Massachusetts’ Question 3. The letter laid out a list of concerns including but not limited to, the cost of out-of-state producers to become compliant with the new

requirements, the cost passed along to the consumer that is associated with producers becoming compliant, and the impact of a sub-federal government regulating out-of-state and out-of-country producers.

Economic Development

Jobs & Investment

The Division of Economic Development is available to provide guidance, information and encouragement to interested agribusinesses and organizations entering new markets and expanding sales. Whether that is through international trade missions or local expansion initiatives, ISDA is here to help link Hoosier businesses to a variety of industry organizations, state and federal programs, international contacts and more.

Corn, soybeans and the livestock sector represent Indiana’s core agriculture commodities. These commodities along with energy, water and the ability to attract workforce talent allows for significant ag-bioscience investments throughout the state. For agribusinesses, the last four quarters of committed investments where:

Quarter	Projects	Jobs	Investment	Avg Wage
2023 Q4	6	790	\$297,170,682	\$27.89
2024 Q1	7	419	\$607,798,078	\$26.00
2024 Q2	8	504	\$298,312,105	\$30.59
2024 Q3	4	345	\$143,533,216	\$31.60
Total	25	2,058	\$1,346,814,081	\$29.02

Indiana Economic Development Corporation (IEDC) – Incentivized Agribusiness Investments - Incentivized agribusiness projects increased from 18 in the previous four quarters to 25 new projects in 2024. The number of new jobs created by these projects projected also increased by 1,400 new jobs over the previous year. Average wages also increased by \$1.84 per hour to \$29.02 per hour, yielding an average wage of \$60,361.60 per year. The total CapEx investment for agribusiness also increased by a record \$429,140,982.

The Economic Development Division realizes that not all agricultural investments receive or qualify for state and local incentives, and therefore many smaller projects are often not counted. ISDA focuses on bringing the smaller CapEx investments to the attention of local economic development organizations and the business development team at IEDC. ISDA Economic Development is uniquely positioned to represent these rural counties for economic development investments that work well with their existing resources and talent pools. ISDA’s ability to connect and understand rural agriculture investments gives Indiana the opportunity to bring the right kind of businesses to rural communities.

BioInnovation –ISDA connected with ag-bioscience leaders, bioprocessing consultants, academic faculty, commodity organizations and local economic development organizations to create an Indiana specific branding and marketing program on industrial bioprocessing. BioBond Adhesives, Inc., a portfolio company of Big Idea Venture’s Generation Food Rural Partners

Fund, announced its grand opening of its headquarters and development laboratories in Lafayette in Q3 2024. BioBond is poised to launch four plant-based adhesives and coating products in Q4 2024, using Indiana corn and soybeans in its formulations. BioBond Adhesives will replace some petro-based adhesives and coatings that are a major source of volatile organic compounds and microplastics thereby reducing daily exposures to these harmful substances. The attraction of BioBond Adhesives, Inc. to Indiana was through a combined effort of AgriNovus, Beck's Hybrids, IEDC, ISDA, USDA Rural Development and Greater Lafayette Commerce.

AgroRenew is an \$83 million investment that broke ground in June 2024 to build a 200,000-square foot bioplastic processing facility at the Knox Industrial Park. The manufactured bioplastic for transformational packaging will be created from more than 100 million pounds of processed watermelon rinds that would have become food waste and could scale bioplastic manufacturing by using a railroad spur under development to bring in other food wastes from outside locations. They plan to employ nearly 300 people.

As a result of this past summer's governor-led trade mission, ISDA was introduced to a Brazilian company which was doing due diligence to evaluate site locations for a U.S. headquarter. This trade mission, which included Director Lamb and AgriNovus CEO Mitch Frazier, helped IEDC secure the commitment of a Brazilian company that has committed to making a significant investment in Indiana. Sustainea and Primient announced a co-location partnership for the supply of corn dextrose from Primient's facility in Lafayette to Sustainea's first Bio-MEG (monoethylene glycol) plant. Sustainea's planned facility represents an investment of approximately \$400 million and will produce a renewable, plant-based alternative to petroleum-based MEG. Adding Primient's feedstock to Sustainea's Bio-MEG plant will significantly reduce the need for traditional fossil-based plastics by producing bioproducts for beverage bottles, food containers, apparel and footwear. Sustainea plans to begin production in 2028 and create up to 191 new, high-wage jobs in the coming years to support its growth.

Grant Programs

In 2024, ISDA expanded its federal grant and loan portfolio from \$2.5 million to over \$25.5 million. To administer these significant investments in Indiana agriculture, ISDA adjusted staffing in order to effectively administer these programs.

Economic Development has other federal grants like the Specialty Crop Block Grants. ISDA collaborates on other grants with partners, such as the Dairy Business Builder Grants, Stellar Pathways and Local Food Purchase Assistance. ISDA also promotes grants such a Rural Energy for America Program and Manufacturing Readiness Grants to Hoosier agribusinesses.

Manufacturing Readiness Grants – Several small-and medium-sized agribusinesses have benefited from Manufacturing Readiness Grants that leverage technologies from advanced communications to robots to the Industrial Internet of Things and beyond. B Nutty, LLC in Porter County invested in a packet sorter and filler system for automated production to supply the USDA's Ready-to-Use Supplemental Food program. Buchan Sawmill Inc. in Allen County implemented a machine vision system to electronically manage and execute saw cuts, which minimize waste and maximize lumber efficiency. John's Butcher Shop, Inc. in Elkhart County is integrating an automated multi-head weigher and bagging machine into their production line to effectively meet customer demands and diversify product offerings. Landmark Ag Solutions in White County is building a heavily automated, on-demand seed treatment facility that will deliver a solution-based soybean to farmers that best match current growing conditions.

Mayasari LLC in Decatur County specialized in Indonesian foods and produces a proprietary tempeh recipe from local food grade soybeans. They are investing in commercial-grade automation equipment to enhance production capacity and product equality. ISDA has witnessed firsthand the value of these matching grants for up to \$200,000 to agribusiness, especially in rural areas where much of the technology improves efficacies, production output and addresses labor shortages.

Meat and Poultry Intermediary Loan Program– ISDA partnered IEDC and the Indiana Small Business Development Centers to roll out a first-of -its-kind revolving loan program for small and very small meat processors in Indiana. ISDA worked with the Indiana Meat Packers and Processors Association and the Indiana Board of Animal Health to establish a priority scoring system for the most impactful use of the Meat and Poultry Intermediary Loan Program revolving loan funds. ISDA also worked with the Indiana Bankers Association to develop a Meat and Poultry Intermediary Loan Program Review Board that ensures transparency and local bank participation that preserves local business relationships. ISDA opened Meat and Poultry Intermediary Loan Program applications on April 1, 2024, and thirty-four applications from small and very small meat processors have been submitted. The total ask of these applications exceeds \$57 million with total CapEx investment in the state representing over \$138 million and over 415 new jobs created. To date, \$1.5 million has been obligated with a robust pipeline that is expected to see at least one-half of the \$15 million funded by the end of the first quarter of 2025.

Resilient Food Systems Infrastructure– The United States Department of Agriculture (USDA) Agricultural Marketing Service allocated \$8,082,536 to Indiana through the Resilient Food Systems Infrastructure grant program, a three-year grant program supporting efforts to address critical needs for middle of the food supply chain through increasing distribution, aggregation, storage capacity, market expansion and facility updates/expansions. Ninety-one applications were submitted to ISDA with a total ask of \$45,105,398. After a thorough vetting process, 18 of these applications were selected to move forward to USDA for review and approval, seven infrastructure projects and 11 special equipment projects. Working collaboratively on a common goal, RFSI grantees and staff will strive to strengthen and grow local and regional food systems.

Specialty Crop Block Grant Program– The Economic Development Division administers Indiana's Specialty Crop Block Grant Program..Indiana's state allocation in 2024 from USDA Agricultural Marketing Service was \$513,696. Sixteen applications were submitted by specialty crop growers throughout the state. Projects for 2024 include Bee Great LLC's "Single Brood Chamber Honeybee Management in Cold Climates" and Purdue University's "Fostering of Market Access and Reduction of Food Safety Risk for Indiana Specialty Crop Growers." The awarded projects will highlight the specialty crops honey and cantaloupe respectively. The continued support of producers of specialty crops and those who study agriculture innovations are a part of ISDA's mission and this ongoing support and collaboration is essential to Indiana's agriculture industry.

Stellar Pathways – Stellar Pathways is a regional economic development program through the Office of Community & Rural Affairs (ORCA). This is a multi-agency grant program with representation for rural communities from ORCA, ISDA, Indiana Housing & Community Development Authority, Indiana Destination Development Corporation, Indiana Department of Transportation and Indiana Department of Natural Resources (DNR). ISDA has the responsibility of supporting the selection of \$200,000 in grants for use in the Stellar Food & Agricultural Program. There are four finalist counties (Dearborn, LaGrange, Wabash and

Warren) of which two will be announced as award winners in December 2024. The ISDA Stellar Pathway funds will assist the awarded counties in addressing food insecurity and access to local foods. Roughly 40% of Indiana’s population lives across 76 rural counties and Stellar Pathways will have a significant economic impact on two selected finalists.

Farm Stress Grant – ISDA concluded the multi-year USDA National Institute of Food and Agriculture (NIFA) grant, Farm Stress Grant – ISDA – Call Center. This grant in the amount of \$559,605 was sub-awarded out to Purdue University and the Indiana Rural Health Association. The purpose of the sub-awards was to establish a Farm Stress Call Center and establish and offer training seminars to assist farmers with mental health issues. This included public promotion of stress reduction and mental wellness promotion to farmers, farm families and agribusinesses.

Hardwoods in Indiana

Indiana hardwoods are worth over \$10.5 billion annually in primary and secondary hardwood markets, from lumber to furniture. Agriculture, including 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).

ISDA has a hardwoods program manager that is a shared position with DNR. The inter-agency sharing of this position allows for the hardwoods program manager to be fully engaged developing, promoting and implementing programs that support the sustainable management and economic development of the Indiana hardwood industry. Working closely with Indiana hardwood landowners, state forestry, hardwood loggers, lumbermills, value-added hardwood manufacturers and the Indiana Hardwood Lumberman’s Association, this program director is vital in both domestic and international economic development opportunities. ISDA also serves on several Indiana Hardwood Lumberman’s Association subcommittees that are addressing labor challenges and Indiana hardwood brand marketing.

ISDA works with a variety of partners to deliver initiatives and grow the hardwood industry. Key initiatives include:

- 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](#)

ISDA 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](#)

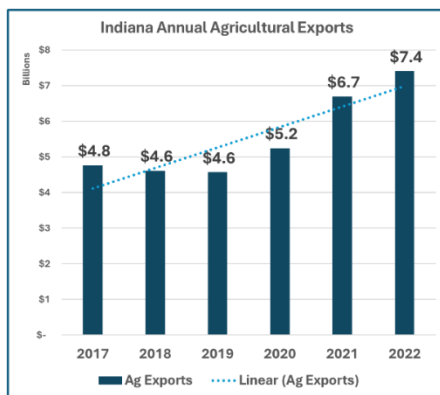
○ [2022 Indiana Hardwood Export Statistics](#)

ISDA’s team works directly with IEDC and local county economic development directors supporting their activities on a county or regional level. Because business retention and expansion was identified as a key strategy ISDA 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.

Food Insecurity – ISDA dispenses \$2,000,000 annually to eleven local food banks that provide food assistance to the underserved throughout the state. These funds are allocated based on a calculation by the Indiana State Department of Health, using The Emergency Food Assistance Program which captures poverty and unemployment levels in each county. Over the past year, ISDA has engaged several of these local food banks to learn more about their needs and explore ways to help in a spirit of collaboration. ISDA has continued working with Gleaners, which is responsible for sourcing local foods and moving them into the food distribution network. Gleaners will be utilizing a Resilient Food Systems Infrastructure (RFSI) special equipment award to add a refrigerated semi-trailer that will allow them to pick up to 1.5 million pounds annually of local, fresh fruits, vegetables and eggs and bring them to the Indianapolis warehouse location where these items can be repackaged and distributed to meet the needs of families who need these foods most.

International Trade

International trade is vital to the continued growth of Indiana’s agricultural economy. Indiana’s diverse agricultural products – from commodities such as corn, soybeans, poultry, pork and hardwood to value-added food products – are exported all over the world, stimulating economic growth through income generation and job creation. Indiana is the seventh top agriculture exporter among U.S. states, exporting \$7.4 billion in 2022. The agricultural export market supports more 45,000 jobs in Indiana.



TOP 10 COMMODITY EXPORTS		
1	\$2.6B	Soybeans
2	\$1.3B	Corn
3	\$838M	Feed & other Feed Grains
4	\$472M	Soybean Meal
5	\$394M	Pork
6	\$313M	Vegetable Oils
7	\$273M	Other Poultry Products
8	\$260M	Grain Products
9	\$233M	Other Plant Products
10	\$201M	Other Livestock Products
	\$425M	All Other
\$7.4 B		Total Exports

ISDA is the leading state agency to advocate for Indiana agriculture in international markets. ISDA’s international trade team seeks to expand agricultural exports by:

- Providing education, training and capacity building for new and existing exporters
- Assisting with business-to-business matchmaking between Indiana suppliers and international buyers
- Increasing participation in international marketing activities, such as trade missions and tradeshows
- Connecting Indiana companies with financial assistance and resources

- Leveraging network to connect Indiana companies with technical service providers and industry experts

The different activities ISDA takes part in to create, expand and maintain long-term export markets for Indiana's agricultural products include:

- Outbound Trade Missions
- Inbound Trade Missions
- Tradeshows
- Business-to-Business Matchmaking
- Education, Training and Capacity Building
- Individualized Advising
- Foreign Government and Industry Engagement

Hardwoods and International Trade – With nearly 95% 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 program 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 and the Hardwood States Export Group, ISDA 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 2023 to September 2024. 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 2024.

To effectively deploy department resources, ISDA considers many factors as it prioritizes target export markets. While the below factors are important to consider, ISDA works alongside Hoosier agribusinesses to identify and pursue markets that align with their specific priorities and objectives.

- Preference for **market diversification** to reduce dependence on Canada, Mexico, Japan and China
- Size and growth of **middle-class consumer base** in target market, which drives consumption of high-value products
- Target market has **import-dependence** on products made in Indiana
- Preference for markets that have existing **free trade agreements** with U.S., simplifying market entry process for new exporters

- **Alignment with market development strategies** among Indiana agricultural groups, leveraging existing investments and efforts to maximize impact

International Trade & Engagement Activities: Outbound Activities – ISDA participates in outbound trade missions and tradeshows to represent Indiana’s agricultural interests with foreign governments, international businesses and importers of US products. ISDA’s goal in participating in trade activities is to promote the export of Hoosier agricultural products, connect Indiana suppliers with foreign buyers and to identify and pursue opportunities for market development.

Feb. 9-17, 2024 | Indiana Soybean Alliance-led trade mission | Jakarta, Indonesia

Indiana Soybean Alliance (ISA) coordinated with U.S. Soybean Export Council (USSEC) to organize a market development mission for food grade soybeans intended for tempeh and tofu production in Jakarta and Mataram, Indonesia.

Feb. 18-23, 2024 | NASDA Emerging Market Program (EMP) | Havana, Cuba

Director Lamb participated in a NASDA EMP trade mission to Cuba, along with Commissioners, Secretaries and Directors of seven State Departments of Agriculture. The EMP is a USDA Foreign Agricultural Service program intended to promote exports of U.S. agricultural commodities that are developing market-oriented economies.

March 5-7, 2024 | Woodshow Dubai, Hardwood industry tradeshow | Dubai, U.A.E.

ISDA exhibited at Woodshow Dubai on behalf of the Hardwood States Export Group and in coordination with American Hardwood Export Council to promote the U.S. hardwood industry and collect trade leads from foreign importers looking to source U.S. logs, lumber and veneer products from U.S. sawmills and exporters. ISDA collected and distributed more than 70 trade leads to Indiana suppliers after this event.

March 23-29, 2024 | USDA FAS Agribusiness Trade Mission to Korea | Seoul, South Korea

ISDA representatives traveled to South Korea to meet with government, industry and importers to promote the export of Indiana agricultural products. The mission was led by the USDA Under Secretary Alexis Taylor, and engaged 49 U.S. companies in over 600 B2B meetings, resulting in more than \$67M in projected 12-month export sales to South Korea.

March 26-31, 2024 | Interzum Guangzhou, Hardwood industry tradeshow | Guangzhou, China

ISDA exhibited at Interzum Guangzhou on behalf of the Hardwood States Export Group and in coordination with American Hardwood Export Council to promote the U.S. hardwood industry and collect trade leads from foreign importers looking to source U.S. logs, lumber and veneer products from U.S. sawmills and exporters. ISDA collected and distributed more than 50 trade leads to Indiana suppliers after this event.

April 14-17, 2024 | Governor-Led Economic Development Mission to Brazil | Sao Paulo, Brazil

Director Lamb represented ISDA on a Governor-led trade mission to Brazil focusing on agricultural interests. The trade mission included meetings with Indiana companies that have operations in Brazil, including Eli Lilly, Corteva, Elanco, etc. and including government-to-government meetings and business development meetings. ISDA was joined by AgriNovus and Indiana Soybean Alliance and Indiana Corn Marketing Council representatives to further promote Indiana’s agricultural interests.

April 20-28, 2024 | USDA FAS Agribusiness Trade Mission to India | New Delhi, India

ISDA representatives traveled to India to meet with government, industry and importers to promote the export of Indiana agricultural products. The mission was led by the USDA Under Secretary Alexis Taylor, and engaged 11 SDOAs and 47 U.S. companies to participate in the largest trade mission that USDA FAS has ever hosted. The ATM followed India's reduction in tariffs on a variety of U.S. agricultural products, including lowering the tariffs on duck and turkey from 30% to 5%. ISDA was joined by one Indiana exporter and representatives from Indiana State Poultry Association and Indiana Soybean Alliance and Indiana Corn Marketing Council.

June 22-27, 2024 | SylvaWood, Hardwood industry tradeshow | Shanghai, China

ISDA exhibited at SylvaWood on behalf of the Hardwood States Export Group and in coordination with American Hardwood Export Council to promote the U.S. hardwood industry and collect trade leads from foreign importers looking to source U.S. logs, lumber and veneer products from U.S. sawmills and exporters. ISDA collected and distributed 45 trade leads to Indiana suppliers after this event.

July 8-11, 2024 | Focused Trade Mission for Private Label, Retail, & Foodservice | Mexico City, Mexico

ISDA coordinated with Food Export-Midwest to plan, organize and recruit companies to participate in a trade mission to meet with Mexican importers and distributors. Companies participate in business-to-business meetings, retail tours, industry briefings and connect with Food Export's In-Market Representatives in Mexico, who can simplify market entry for new and existing exporters. ISDA's contributions led to this event being the largest FTM that Food Export has executed in the last five years.

July 20-28, 2024 | Indiana Soybean Alliance-led trade mission | Jakarta, Indonesia

Indiana Soybean Alliance (ISA) coordinated with U.S. Soybean Export Council (USSEC) to organize a market development mission for food grade soybeans intended for tempeh and tofu production in Jakarta and Mataram, Indonesia. The Indiana delegation included ISA, ISDA, oilseed exporters, soybean farmers and an Indiana-based tempeh manufacturer. ISDA met with government and industry entities to promote use of U.S. soybeans in local tempeh production and identify opportunities for Indiana exporters.

Sept. 7-13, 2024 | USDA FAS Agribusiness Trade Mission to Vietnam | Ho Chi Minh City & Hanoi, Vietnam

ISDA representatives traveled to Vietnam to meet with government, industry and importers to promote the export of Indiana agricultural products. The mission was led by the USDA Under Secretary Alexis Taylor, and engaged 9 SDOAs and more than 30 U.S. companies in over 400 B2B meetings. ISDA was accompanied by one Indiana company and representatives from Indiana Soybean Alliance and Indiana Corn Marketing Council. ISA/ICMC simultaneously sponsored and coordinated promotional events for U.S. pork and poultry, one in Ho Chi Minh City and the other in Da Nang, Vietnam.

Sept. 10-13, 2024 | FMC Premium, Hardwood industry tradeshow | Shanghai, China

ISDA exhibited at FMC Premium on behalf of the Hardwood States Export Group and in coordination with American Hardwood Export Council to promote the U.S. hardwood industry and collect trade leads from foreign importers looking to source U.S. logs, lumber and veneer

products from U.S. sawmills and exporters. ISDA collected and distributed 45 trade leads to Indiana suppliers after this event.

International Trade & Engagement Activities – Inbound Activities

ISDA hosts inbound delegations of business, industry and government representatives to showcase agricultural assets in Indiana, including farms, processing and manufacturing facilities, agribusiness, industry and government entities and other stakeholders. These reverse trade missions allow Indiana exporters to build trust and rapport with importers and related stakeholders and can be essential activities in promoting both trade and foreign direct investment.

May 23, 2024 | Meeting with Ontario Ministry of Agriculture, Food and Rural Affairs

During the IEDC Global Economic Summit, ISDA had a bilateral meeting with the Ontario Ministry of Agriculture, Food and Rural Affairs. Ontario, due to its proximity, agricultural production and processing and large concentration of consumers, is the largest provincial trading partner with Indiana.

June 13-18, 2024 | Japan Delegation of Emerging Leaders

The International Center hosted 5 emerging leaders in agriculture from Japan for a week-long program focusing on expanding participation of underrepresented groups in agriculture. ISDA contributed to the program by sharing lessons learned through Indiana FFA and through programs that promote both participation and leadership for women in agriculture offered by industry partners.

Sept. 16, 2024 | Japan Delegation with USDA International Climate Hub

ISDA coordinated with the USDA FAS International Climate Hub to host a delegation of Japanese officials, researcher and farmers to foster international cooperation on climate-smart agriculture, demonstrate innovative U.S. sustainable farming practices and strengthen agricultural trade relations between the U.S. and Japan. The delegation toured farms with climate-smart practices, visited Purdue University and met with Elanco and Corteva. They also heard from National FFA and Indiana FFA on engaging youth within the agricultural industry.

Sept. 23-26 | Foreign Ag Attaché Meeting & Tour

While Indiana hosted the NASDA Annual Meeting, ISDA organized a meeting with 23 top-level agricultural diplomats from 20 foreign embassies based in Washington D.C. ISDA senior leadership provided the delegation an overview of Indiana agriculture, state and federal ag policy updates, soil and water conservation initiatives, economic development activities and programs and agricultural exports. Following the NASDA programming, the delegation met with representatives from Indiana Farm Bureau, National FFA Org, Purdue University, two farming operations, a large egg production facility, a value-added food manufacturer and other agricultural stakeholders. These foreign agricultural attachés represent their respective countries' interests in ag trade and investment.

International Tradeshows – Tradeshows provide visibility for a company and generate both domestic and international sales leads. ISDA's approach to tradeshows is to provide technical assistance and resources for exhibiting companies at international tradeshows, as well as U.S. tradeshows that have substantial international visitors.

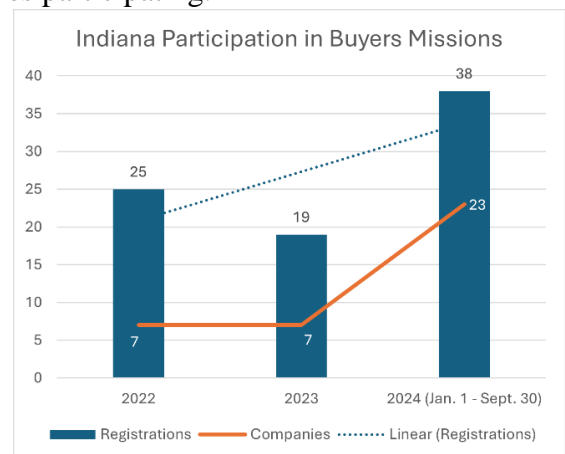
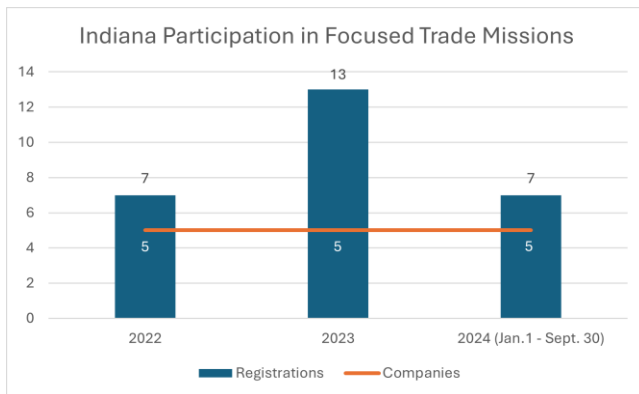
In May 2024, the Sweets and Snacks Expo, hosted by the National Confectioners Association, was held in Indianapolis. This expo is an international tradeshow, hosting over 16,000 attendees

from over 90 countries in 2024. At this expo, ISDA hosted an Indiana Pavilion. The exhibitors in the pavilion received the National Confectioners Association member rate saving each of them \$1,450. ISDA staff provided pre-show and on-site support to exhibitors to maximize each company’s time and investment at the event. Alongside the Sweets and Snacks Expo, Food Export-Midwest hosted the Sweets and Snacks Buyers Mission to connect U.S. suppliers with qualified international buyers. During the Buyers Mission, 48 U.S. suppliers – 12 of which were Indiana companies – participated in over 300 targeted business-to-business meetings with 18 foreign buyers from 16 countries.

In 2025, ISDA will expand its tradeshow strategy. ISDA will host an Indiana Pavilion at the Sweets and Snacks Expo in Indianapolis again, but increase the pavilion size from 700 square feet to over 2,000 square feet. Additionally, ISDA has reserved booth spaces for Indiana companies within NASDA’s A Taste of the States pavilion at the National Restaurant Association show in Chicago in May 2025. By exhibiting with ISDA in this pavilion, Indiana companies will receive enhanced booth amenities and services at no additional cost.

Engagement with Food Export-Midwest and U.S. Cooperators – The federal government encourages the expansion of agricultural exports through several market development programs, including the Market Access Program, Emerging Market Program and Regional Agricultural Promotion Program. Federal funds are then allocated to State Regional Trade Groups and U.S. Cooperators to administer programs that invest in market entry and promotion activities to open and develop new and emerging export markets.

According to Indiana Code (IC 15-11-6-1), ISDA is required work in partnership with Food Export-Midwest, an State Regional Trade Group that serves 13 midwestern states by administering federal dollars for value-added agricultural product promotion. Food Export-Midwest executes over 40 market entry activities annually, both in the US and around the world. ISDA recruits Indiana companies to participate in these activities year-round. The number of new companies that have created an account with Food Export has more than doubled from 2023 to 2024 YTD; increasing from eight new-to-program suppliers in 2023 to 19 through September 2024. Participation in Food Export’s in-person market entry programs remains strong. Over the last three years, five Indiana companies have participated in an average of nine focused trade missions per year. Buyers missions have shown the most growth, with twice as many registrations and three times as many distinct companies participating.



Additionally, ISDA is a member of one U.S. Cooperator, the American Hardwood Export Council. Through this, ISDA partners with other State Departments of Agriculture (SDOAs) to represent U.S. hardwood suppliers at international wood industry tradeshow, gathering and

distributing trade leads to Indiana sawmills and hardwood product exporters. More than 250 trade leads were collected directly by ISDA and hundreds more via other SDOA partners at tradeshows that ISDA did not attend.

ISDA also coordinates with several other U.S. Cooperators on various activities, including the U.S. Soybean Export Council, U.S. Grains Council, U.S. Meat Export Federation, U.S.A. Poultry and Egg Export Council, U.S. Dairy Export Council, U.S. Livestock Genetics Export, Inc. and others. These memberships and partnerships enable ISDA to more comprehensively serve Indiana exporters in each industry segment, providing segment-specific expertise and representation in global markets.

Financial Assistance – ISDA connects Indiana agribusinesses to financial resources for international marketing and promotion. The two cost-share programs that ISDA actively promotes to Indiana companies are Food Export’s Branded Program and IEDC’s IN-STEP program.

The Branded Program is administered by Food Export and funded by the USDA Foreign Agricultural Service Market Access Program and Regional Agricultural Promotion Program (RAPP). Participants in this program receive 50% cost reimbursement with a maximum of \$300,000 for eligible international marketing and promotional expenses. Between Jan. 1 and Sept. 30, 2024, Indiana has doubled the number of Branded Program participants from 2023. As shown in the table below, 2024 funding is lower than previous years. This was impacted by the expiration of Agricultural Trade Promotion (ATP) funding on Dec. 31, 2023, RAPP funding not being awarded until July 2024 and the Farm Bill delay.

Indiana Branded Program Participation			
	Contracted Companies	Allocated Funds	Average Funds per Company
2022	7	\$910,095.84	\$130,013.69
2023	6	\$492,675.00	\$82,112.50
2024 (YTD)	12	\$244,540.40	\$20,378.37

The Indiana State Trade and Export Promotion (IN-STEP) program is a cost-share funding program funded by the Small Business Administration and administered by IEDC that aids Indiana small businesses in developing and expanding export-related activities. Participants in this program receive 80% cost reimbursement with a maximum of \$15,000 for international marketing and promotional expenses.

Dairy

As part of the Indiana Dairy Strategy 2.0, ISDA supported a dairy that was looking to add a 6,500-dairy cow operation in Rush County. Through a \$60 million dairy farm investment, they proposed building an additional \$35 million biodigester to manage the dairy cow manure and turn it into renewable energy and carbon credits. The ISDA economic development team, which had previous training from American Dairy Association Indiana and from connections with other large scale dairy operations and biodigesters, was able to create talking points that helped gain a zoning variance approval for this \$95 million investment.

ISDA Economic Development Division serves as the Indiana state collaborator for the Dairy Business Builder Grant program from the Dairy Business Innovation Alliance. Since the Fall of 2022, Indiana dairies have been awarded eight Dairy Business Builder grants totaling \$683,902. For example, Kuehnert Dairy Farm in Fort Wayne was awarded \$100,000 in December 2023 to add the value-added production of cheese curds to their Kuehnert Milk House. Now available, these farm fresh cheese curds such as original, fiery habanero, zesty ranch, roasted garlic and smokehouse BBQ flavors provide a new source of revenue to the dairy while utilizing excess milk production.

Market News & Reporting

ISDA supports USDA's Agricultural Marketing Service by providing livestock auction data for upload into their Livestock Market News database. More than 92,684 receipts of livestock were reported annually by two ISDA Market News reporters. ISDA's Market News reporters are truly experts in the visual grading of livestock. The 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.

Category	Commodity	Total Receipts
Cattle	Feeder Cattle	12,709
	Replacement Cattle	260
	Replacement Dairy Cattle	2,049
	Slaughter Cattle	<u>47,671</u>
Total Cattle		62,789
Sheep	Slaughter Sheep/Lambs	23,651
Goats	Slaughter Goats	<u>6,244</u>
Grand Total		92,684
Forages	Hay/Straw	5,200 tons

2024 Livestock Auction Total Receipts – During 2024, ISDA entered into a USDA Agriculture Marketing Service cooperative agreement to evaluate the reporting of organic milk and organic forages as part of the Market News Program in 2025. ISDA currently grades and reports over 92,684 total receipts for Market News on beef, goats, sheep and hay by attending auctions through the state and uploading sales data into the USDA Market News database. This reporting of auction prices allows farmers to know that they are receiving fair prices for their livestock and forages.

Carcass Grading Workshops – ISDA offered meat grading workshops at Purdue University Boilermaker Butcher Block and Dewig Meats in southern Indiana. These workshops were attended by more than 40 livestock producers and for many it was the first time that they have experienced viewing a carcass. These meat grading workshops are instrumental in helping livestock producers understand how to get their beef graded Select, Choice or Prime by better

understanding the science and standards used to evaluate the outcome of their genetics and feed programs.

Diversified Ag

ISDA works with various agriculture stakeholders to support everything from large ag-bioscience attractions down to small agribusinesses. Some recent examples of agricultural successes in Indiana are:

- Vital Farms announced in Q3 2024 and investment of \$80 million to add a world-class egg washing and packing facility located on a 72-acre campus in Seymour, Indiana. This new facility will enable Vital Farms to continue growing its pasture-raised egg business while generating over \$350 million in additional revenue for the brand. The new facility in its first phase will support approximately 165 family farmers producing the leading U.S. brand of pasture-raised eggs by retail dollar sales.
- Last year the news came that a major poultry processing plant was closing in Corydon affecting 350 employees and over 50 poultry grower farm families. The ISDA team mobilized to assess the economic impact to the region while looking to connect new integrators to the poultry farmers who were left without contracts and empty poultry barns. While this story continues, ISDA has helped several poultry farmers move into pasture raised eggs and raising pullets which meant additional significant operational changes and financial commitments to their barns. ISDA worked with the IDEM to address poultry farmer concerns with changes in their confined feeding operation and the addition of concrete floors. ISDA continues to seek additional solutions for the local community as well as the poultry grower families who are still without contracts, with a promise to help as long as it takes. ISDA's commitment to these farmers includes assistance from the Indiana Poultry Association and ISDA's counterparts in Kentucky.

Indiana Grown

- Over 1500 members, represented in all 92 counties
- Hosted the 2nd annual Indiana Grown Symposium, bringing together members throughout the state to network, learn from educational speakers and engage in content focused on Indiana Agritourism. 232 registered attendees
- Hosted the first Indiana Grown Showcase, connecting Indiana Grown businesses with buyers from retailers, distributors, restaurants and chefs. This event allowed members to grow their business by being connected to wholesale buyers. There were 68 Indiana Grown members vending at the showcase with over 300 attendees registered to attend representing distributors, restaurants, retailers, chefs, etc.
- ISDA visited over 128 Indiana Grown member farms, businesses and operations
- Hosted two photo contests, raising awareness of Indiana agriculture
- Hosted a pop-up market in September 2024 with over 65 vendors – sales exceeded \$35,000
- Hosted the Indiana Grown Marketplace during the Indiana State Fair, over 90 members participated from across the state with sales exceeding \$100,000
- Designed and launched an Indiana Grown awareness campaign, highlighting members across the state with over one million impressions combined throughout the campaign from social highlights and media opportunities

- Curated and launched the first Indiana Grown Holiday gift box highlighting Indiana Grown products packaged and shipped directly to consumers for the holiday season. The boxes sold out and shipped to over 25 states
- Participated in 32 networking, tradeshow and promotional events highlighting the Indiana Grown program across the state
- Hosted the 2nd annual Indiana's Ultimate Farmers Market challenge, awarding Coffee Creek Farmers Market from Chesterton, the winner.
- Indiana Grown hosted tours tailored to legislative members State Rep. Kendell Culp, State Sen. Sue Glick, State Rep. Robb Greene and State Rep. Jeffery Thompson. At the tours, Indiana Grown and Indiana Grown members highlighted local agriculture and showcased small businesses within each specific district

Indiana Grown has over 25,000 followers on social media and over 148,000 website impressions.

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 licensees issued to grain elevators, warehouses, feed mills, ethanol plants, soybean processors and food grade facilities. Collectively, these licensees operate 336 grain facilities across Indiana and can store more than 614 million bushels of grain.

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). This review was presented to the General Assembly in April 2023. In July 2023 the agency launched a strategic plan based on the recommendations in the report.

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 and redefined the scope and duties of existing roles. The agency is now fully staffed.
- *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. Go-live is anticipated in Q2 of 2025.
- *Policies & Procedures.* The agency has begun to prepare materials for use in the development of policies and procedures manual, including 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 2023/24 fiscal year:

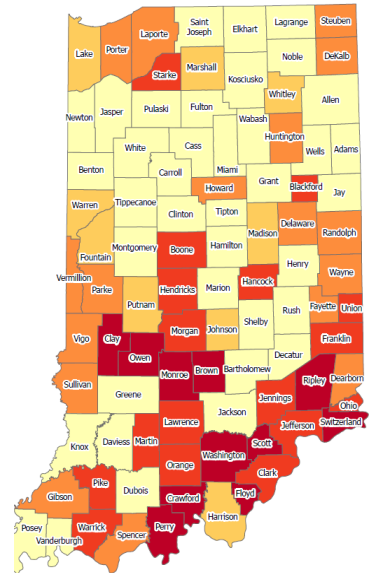
Licensing Fees	\$361,500
Moisture Meter Inspection Fees.....	\$118,200
Contracted Services	\$51,217
Fines & Sanctions	\$37,250
Total	\$568,167

Improved Payment Options – The agency has updated its online payment options for licensees. Licensees now have access to easier and more cost-effective payment options through the agency’s website, enabling 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.

Licensee Data – As of Dec. 31, 2023, the agency had 206 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	80
Buyer-Warehouse	120
Total	206

- 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 2021, 2022 and 2023 were as follows:

	2021	2022	2023
Total Licensed Facilities	344	341	336
Total Storage Capacity (bu)	638,854,242	637,711,181	614,785,725
Total Storage Capacity Mean (bu)	3,380,181	3,410,220	3,073,929
Total Storage Capacity Median (bu)	877,974	1,007,133	860,145

In 2023, licensees reported that they purchased 1.459 billion bushels of grain from producers and paid producers approximately \$12.2 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 2021, 2022 and 2023 were as follows:

	2021	2022	2023
Total Amt Purchased from Producers (bu)	1,625,850,502	1,535,709,304	1,459,548,279
Total Amt Purchased from Producers Mean (bu)	7,892,478	7,601,720	7,017,059
Total Amt Purchased from Producers Median (bu)	1,373,660	1,584,703	1,476,244
Year Over Year Net Change (%)	18.30%	-5.54%	-4.9%
Total Amt Paid to Producers (\$)	10,539,977,784	12,634,470,586	\$12,276,762,975
Total Amt Paid to Producers Mean (\$)	51,164,941	62,238,771	\$59,022,898
Total Amt Paid to Producers Median (\$)	10,441,543	13,958,834	\$13,206,967
Year Over Year Net Change (%)	47.94%	19.87%	-3.0%

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 13-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 three times this year: March 27, July 18 and Aug. 29.

Since its inception in 1995, the program has compensated over 590 grain producers more than \$20 million for losses incurred due to failures covered by the program. The fund balance for the program was approximately \$33.7 million at the close of the 2023/24 fiscal year. On Aug. 29, the board approved more than \$3 million to be paid out to eight different farming entities in regard to the Salamonie Mills failure. The current fund balances remain greater than \$30 million.

The Indiana Grain Buyers and Warehouse Licensing Agency and the Indiana Grain Indemnity 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 currently has:

- 20 Resource Specialist Technicians
- Five Soil and Water Conservation District Support Specialists

- Six Programmatic and Leadership Staff

Reporting – January to October 2024.

Note: the majority of the practice reporting comes in at the end of the calendar year.

- Number of Best Management Practices Installed: 373
- Acres enrolled in the Conservation Reserve Enhancement Program: 1,856
- Trees planted in floodplains through Conservation Reserve Enhancement Program Bottomland Timber Establishment: 5,082
- Sediment prevented from entering waters of Indiana: 27,740,320 lbs
 - Phosphorus reduced from entering waters of Indiana: 11,504 lbs
 - Nitrogen reduced from entering waters of Indiana: 29,419 lbs
- Facilitated/Hosted trainings focused on SWCD supervisors & staff: 24
- Clean Water Indiana Grant Applications: 26

Clean Water Indiana – In 2023, Clean Water Indiana benefited from a new appropriation in the state budget which increased funding available by \$5 million per fiscal year.

In May 2024, 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. This was a direct result of the state budget’s increase in funding.

The State Soil Conservation Board voted in May 2024 to allocate over \$2 million to the Clean Water Indiana competitive grant program.

- There were 26 Clean Water Indiana competitive grant applications requesting over \$2,200,000.
- Clean Water Indiana grants will be awarded in October 2024.

Conservation Reserve Enhancement Program– The State Soil Conservation Board voted in May 2024 to allocate over \$1.5 million to this program. ISDA is working with the USDA Farm Service Agency to expand Indiana’s program statewide in 2024. This program provides financial incentives to private land users for water quality and wildlife 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 Program has currently enrolled approximately 433 landowners impacting 21,142 acres. This program aims to connect land users who do not regularly soil sample with resources to obtain soil fertility information and nutrient recommendations consistent with Tri-State Fertility Recommendations (a partnership between Purdue University, Michigan State and Ohio State that provide best practices for sample collection, handling and testing soils). This program also provides an avenue for small farms; pasture and feed growers; and specialty crop growers to make informed 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, 400 acres of wetlands developed, two 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 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.
- Total Request from USDA's Natural Resource Conservation Service: \$7,780,779
- Total Partners Support: \$9,370,405
- Total Project Cost: \$17,151,184

Infield Conservation for Operationalizing Vital Ecosystem Resilience– ISDA is partnering with the Illinois Department of Agriculture to help producers plant 1.5 million acres across the three states (Illinois, Iowa and Indiana). This will result in the sequestration of an estimated 4.5 million metric tons of CO2 equivalent and reduce nitrogen losses by 30% during the five-year project. This project will create the iCOVER Corps in partnership with community colleges in each state to offer an in-field cover crop batch-and build-custom service to producers that will facilitate timely seeding and/or management of the practice.