

美国高粱生产最新情况和 市场展望

**U.S. Sorghum Updates & Market
Outlook
August 18, 2022**



**U.S. GRAINS
COUNCIL**

同传提醒

Translation Notice

请选择“中文”频道接收同传翻译



弗洛伦蒂诺·洛佩兹 Florentino Lopez

弗洛伦蒂诺·洛佩兹目前担任Creando Mañana, LLC的独立农业顾问。Creando Mañana是一家农业咨询公司，致力于满足个人和公司的需求，以全新的视角、深刻的评论、通过创造非传统方法的机会，从而给企业带来实质性和有意义的变化。作为一名顾问，他通过促进直接产品销售、建立公司间关系和分享技术信息，协助美国高粱基金会和其他机构在国内外推广高粱及其他农产品。洛佩兹在担任目前的职务之前，曾担任美国高粱基金会的执行主任。美国高粱基金会是一个由农民出资的组织，致力于通过研究、推广和教育来改善高粱产业。洛佩兹在金斯维尔的德克萨斯A&M大学获得了农业教育学士学位。毕业后，他在养猪业开始了20多年的职业生涯，最近，他又在养殖业发展了10多年。他还曾在多个国家工作、建设、培训、领导团队，并启动项目和运营。

Florentino Lopez currently serves as an independent agricultural consultant with Creando Mañana, LLC. Creando Mañana is an agricultural consulting company catering to the needs of individuals and companies looking for a fresh perspective, insightful review, and the opportunity to create untraditional approaches that result in substantial and meaningful change. As a consultant, he assists the United Sorghum Checkoff program and other entities in the promotion of sorghum and other agricultural products both domestically and internationally through the facilitation of direct product sales, the building of inter-company relationships, and sharing of technical information.

Before his current role, Florentino served as the executive director of the United Sorghum Checkoff Program, a farmer-funded organization dedicated to improving the sorghum industry through research, promotion, and education.

Florentino received a Bachelor's degree in Agriculture Education from Texas A&M University in Kingsville. After graduation, Florentino started a 20+ year career in the swine industry that led, most recently, to a 10+ year career in the farming industry. Florentino has worked, built, trained, led teams, and started projects and operations in multiple countries.



全球和美国高粱生产 World and U.S. Sorghum Update



U.S. GRAINS
COUNCIL

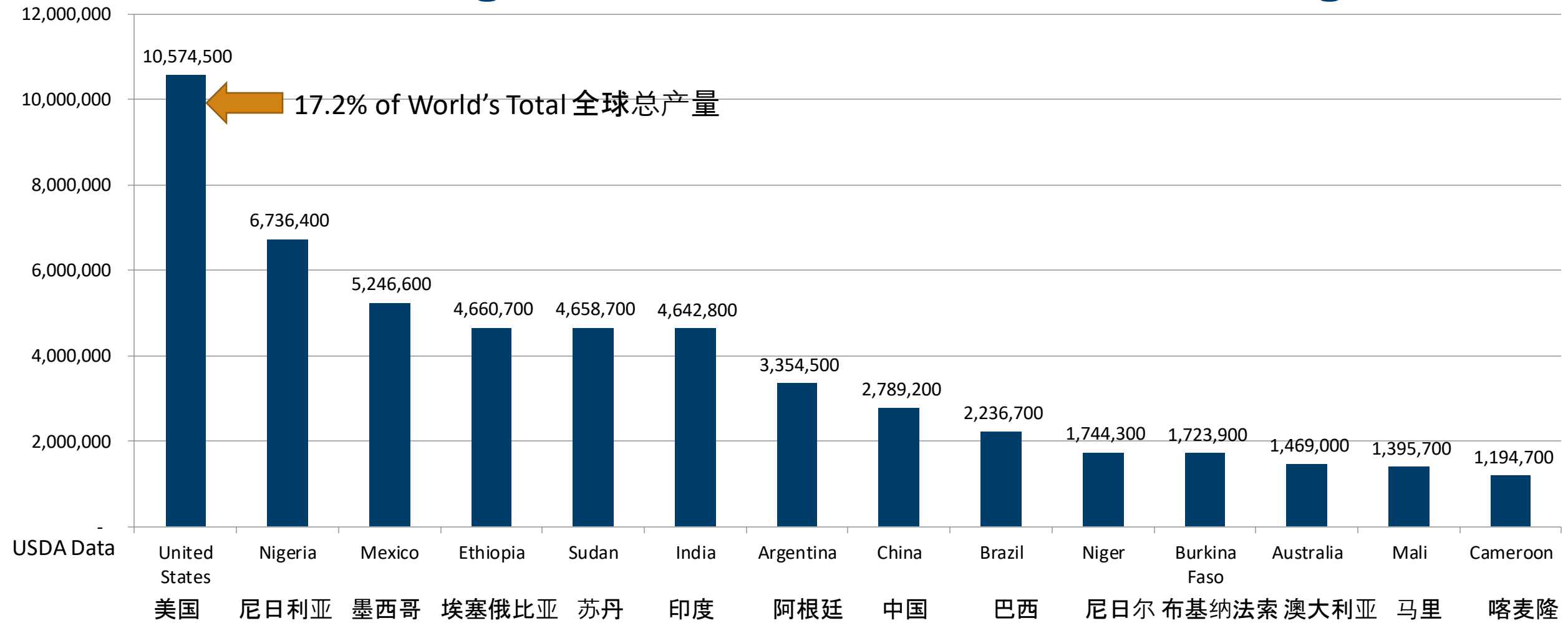
全球高粱生产 World Sorghum Information

生产、消费、出口、进口

Production, Consumption, Exports, Imports

世界高粱生产-10年平均

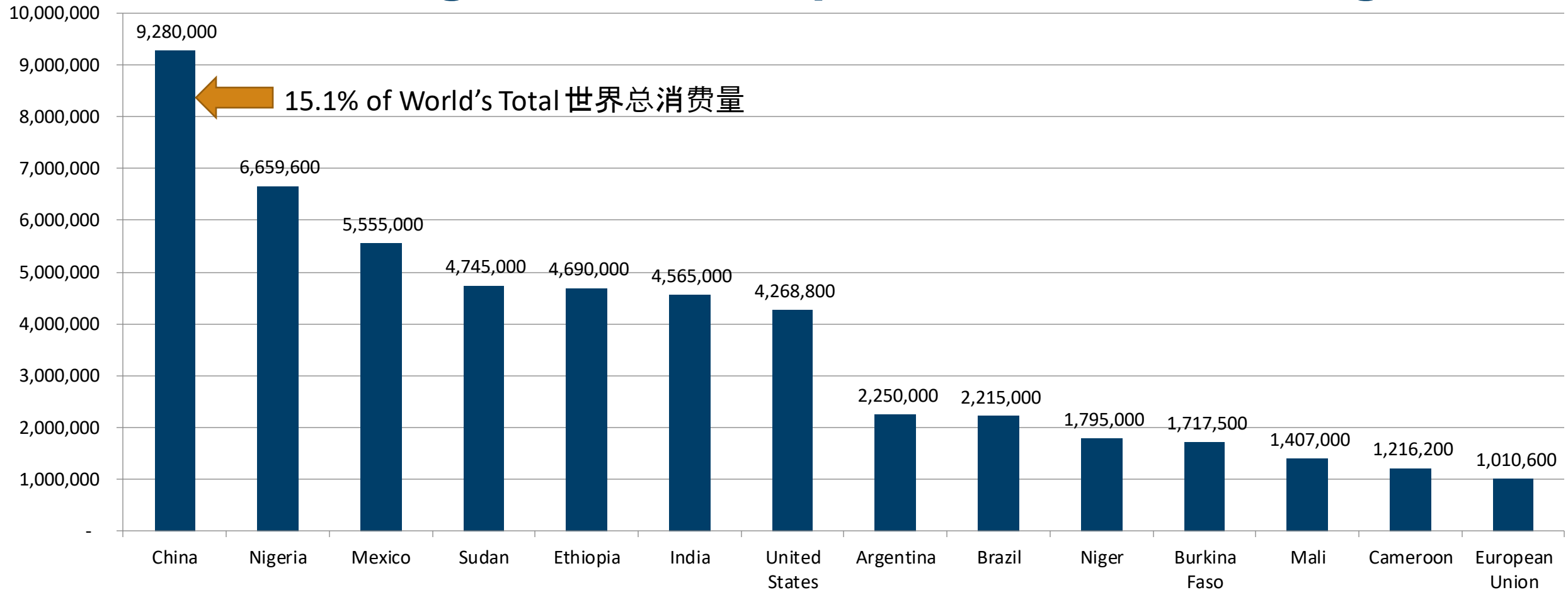
World Sorghum Production – 10 Year Average



Countries with over 1 MMT's of production. These 14 countries represent 85% of the world's sorghum production. Sorghum is produced in 66 countries.

世界高粱消费- 10年平均

World Sorghum Consumption – 10 Year Average



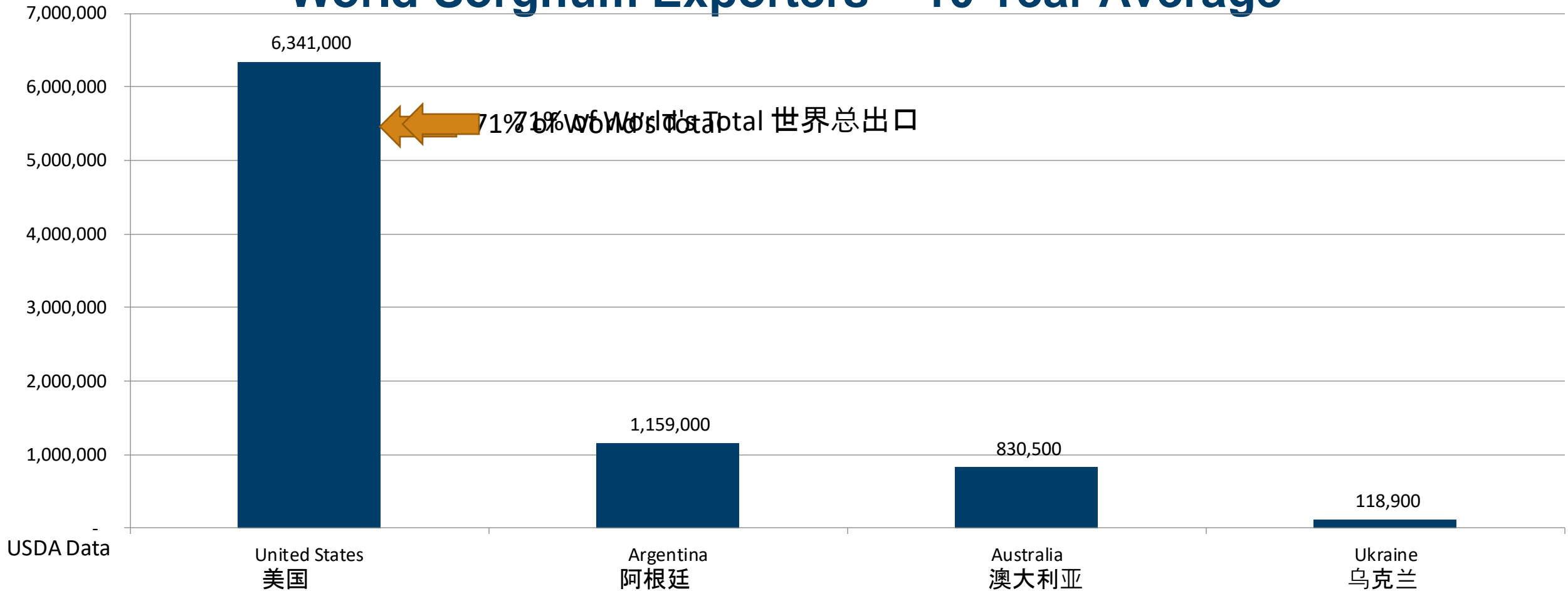
← 15.1% of World's Total 世界总消费量

Countries with over 1 MMT's of consumption. These 14 countries represent 83% of the world's sorghum consumption. Sorghum is consumed in 72 countries.

中国 尼日利亚 墨西哥 苏丹 埃塞俄比亚 印度 美国 阿根廷 巴西 尼日尔 布基纳法索 马里 喀麦隆 欧盟

世界高粱出口- 10年平均

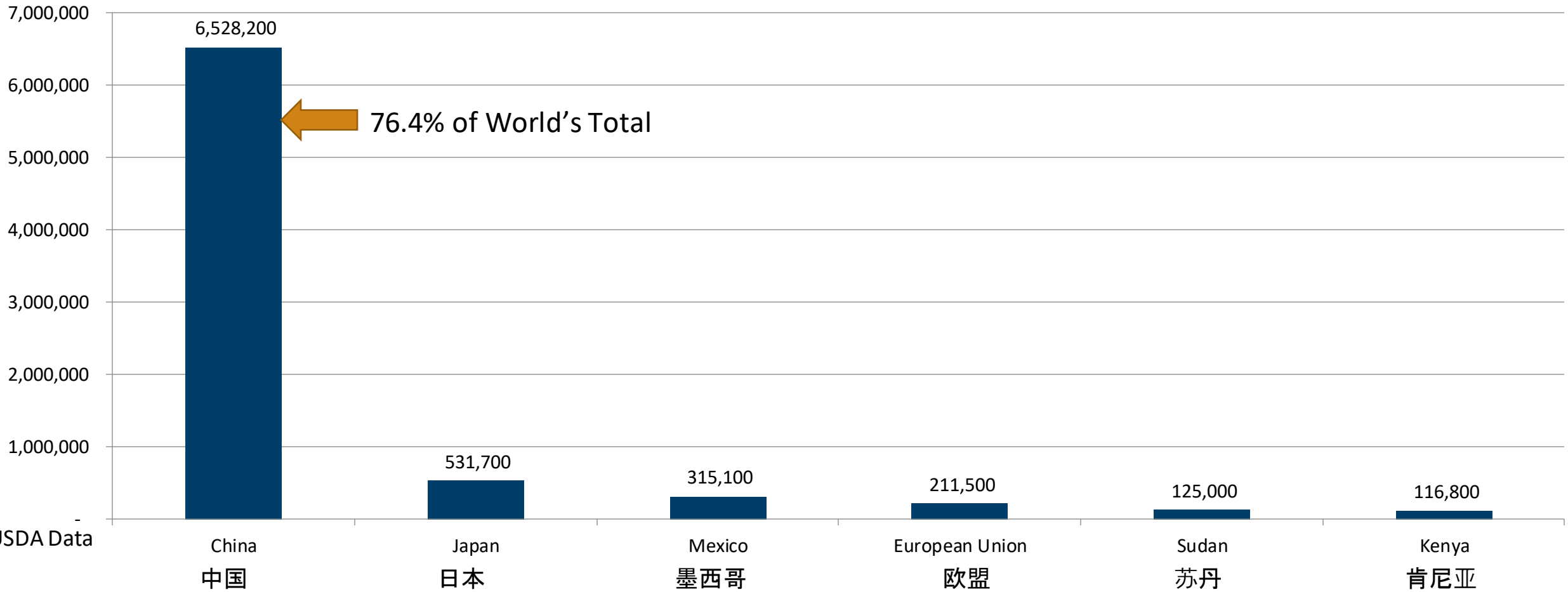
World Sorghum Exporters – 10 Year Average



These 4 countries represent 95.1% of the world's sorghum exports.
24 countries export sorghum.

世界高粱进口-10年平均

World Sorghum Importers – 10 Year Average

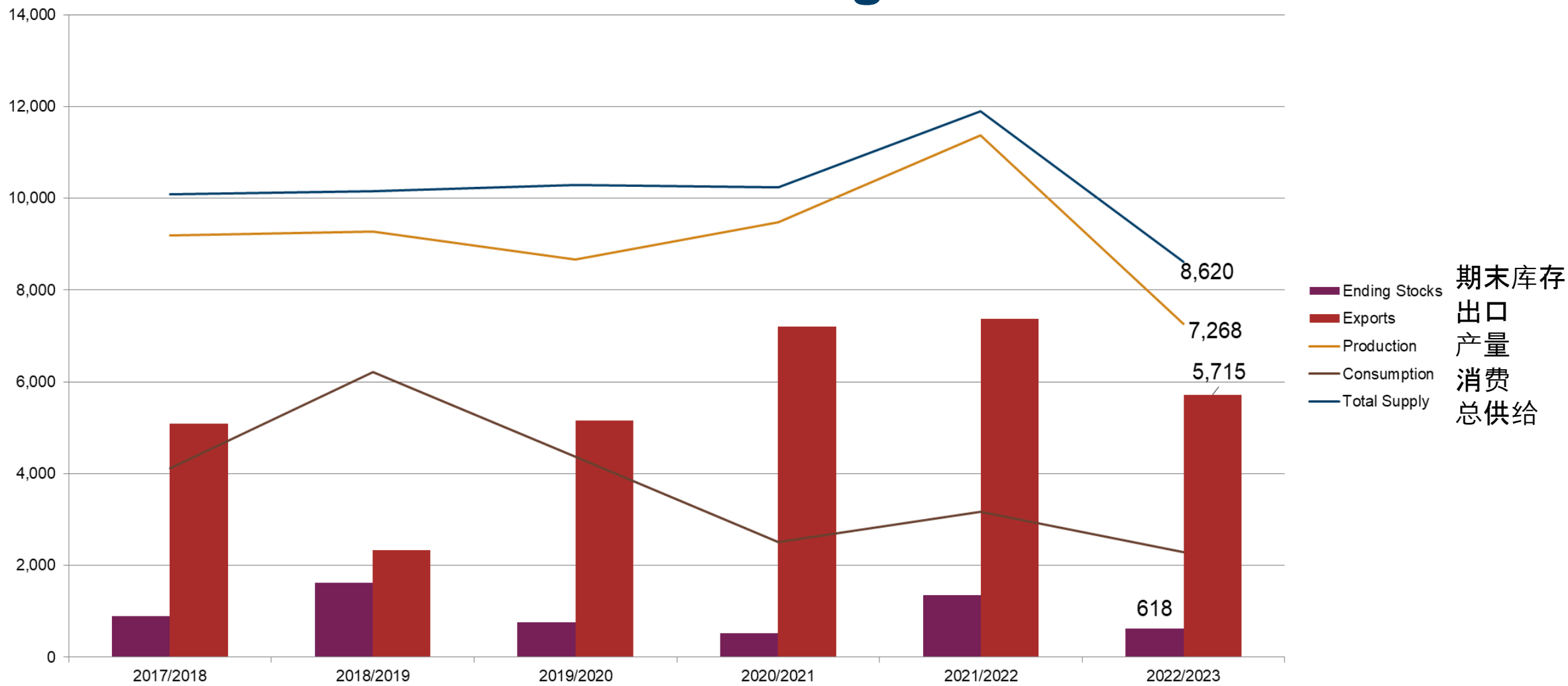


These 6 countries represent 91.6% of the world's sorghum imports.
43 countries import sorghum.

美国高粱 United States Sorghum Information

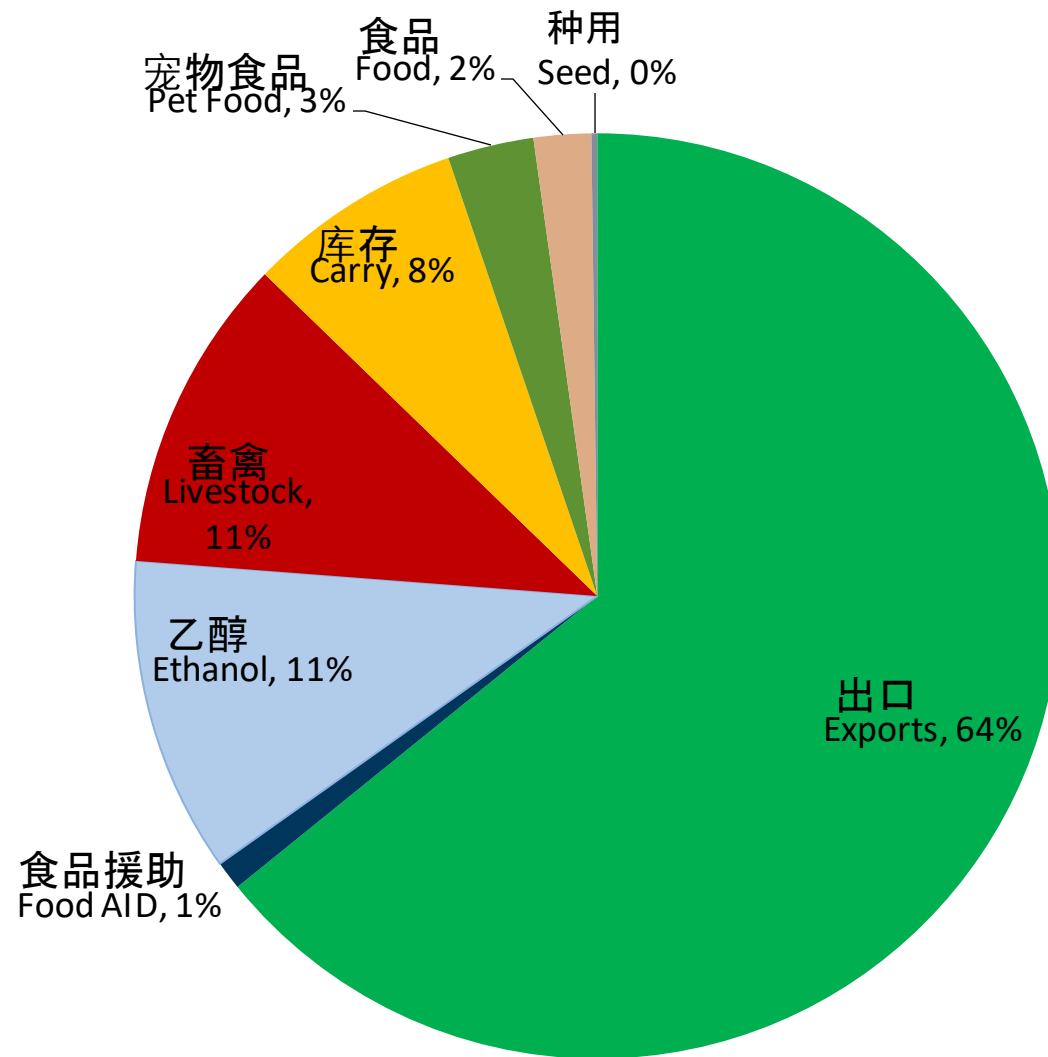
生产、供应、需求
Production, Supply, Demand

美国高粱生产、供应和需求 United States Sorghum PS&D



美国高粱需求分析

U.S. Sorghum Demand Distribution



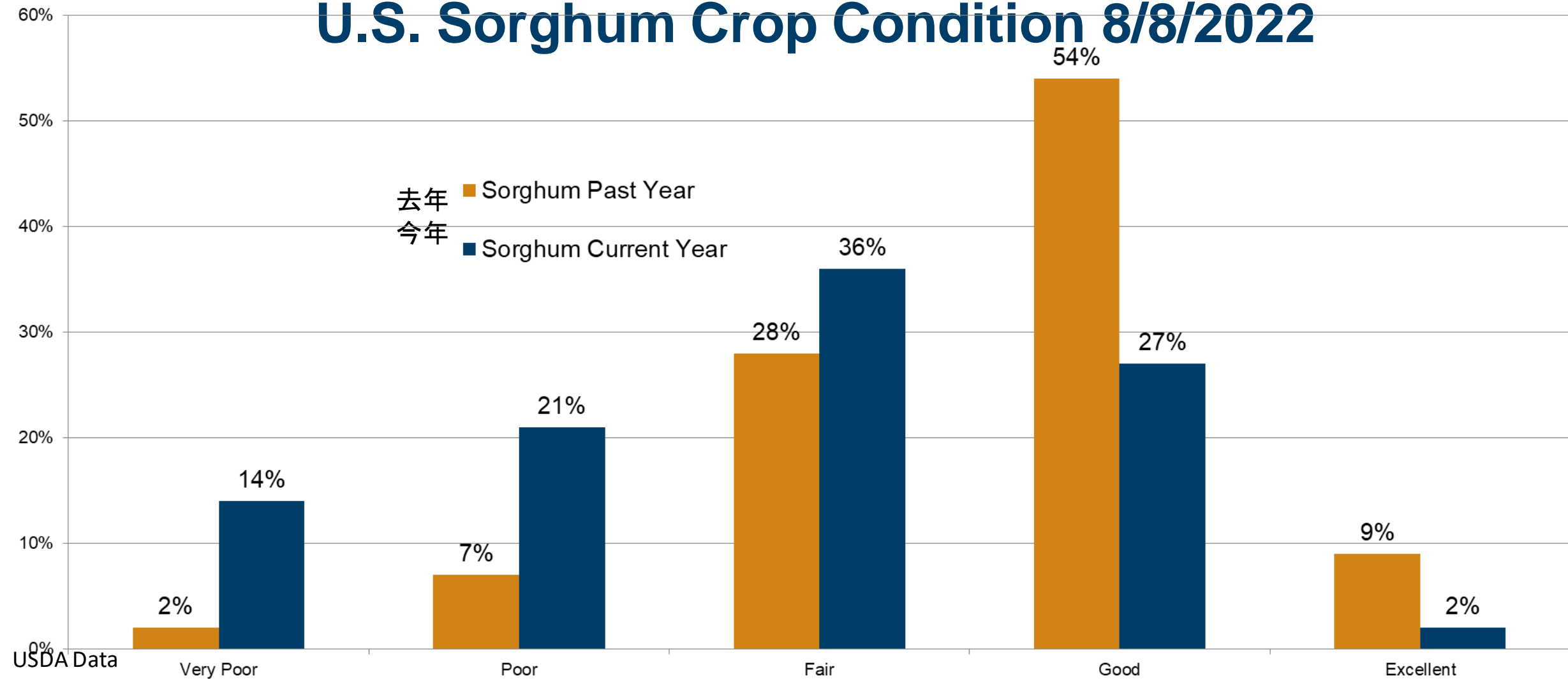
2021

美国高粱 United States Sorghum Information

作物生长情况
Crop Condition

美国高粱作物优良率

U.S. Sorghum Crop Condition 8/8/2022



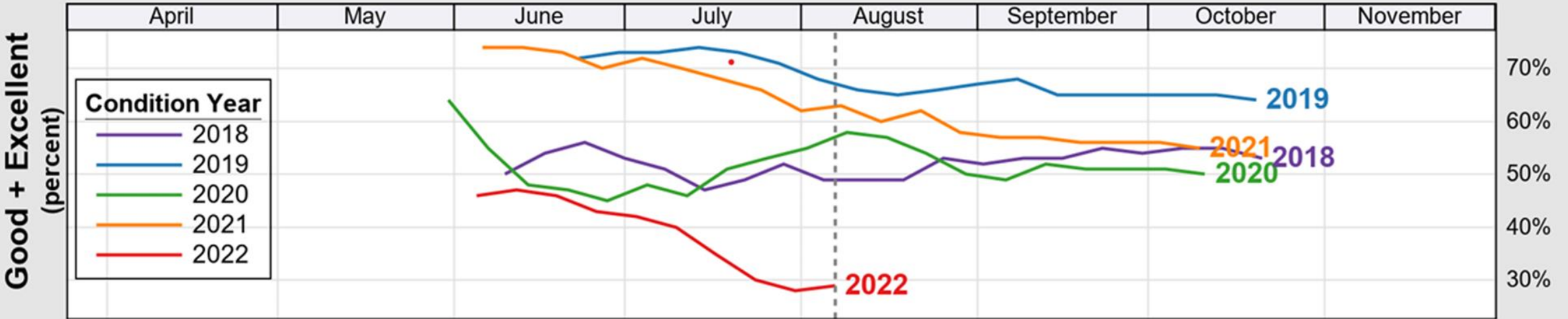
美国高粱作物生长情况

U.S. Sorghum Crop Condition 8/8/2022

USDA

Crop Progress and Condition: Sorghum in United States , 2022

NASS



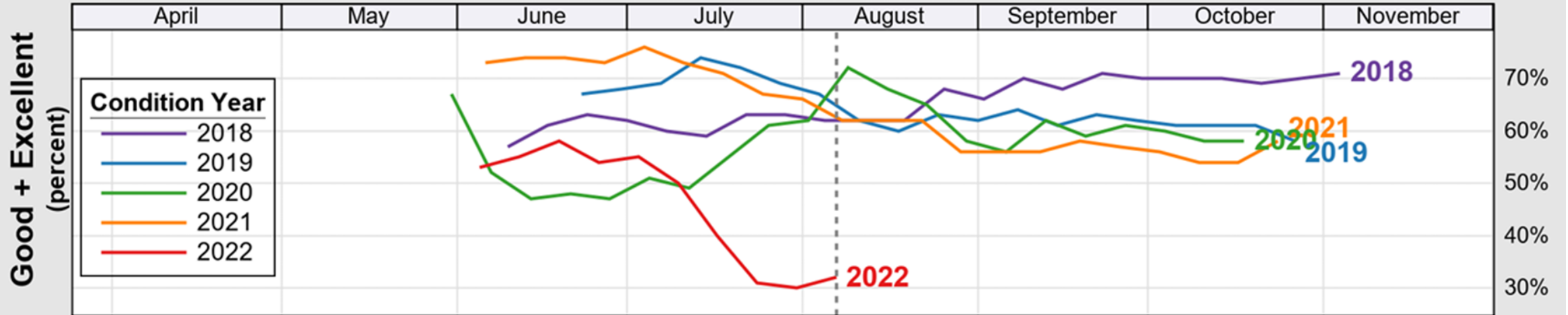
堪萨斯/德克萨斯州高粱生长情况

KS/TX Sorghum Crop Condition 8/8/2022

USDA

Crop Progress and Condition: Sorghum in Kansas , 2022

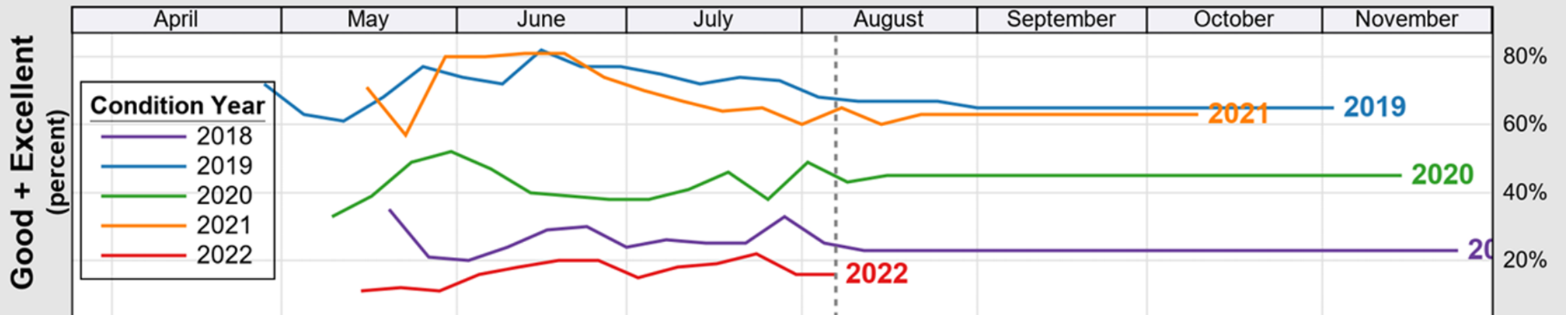
NASS



USDA

Crop Progress and Condition: Sorghum in Texas , 2022

NASS



目前区域作物生长情况

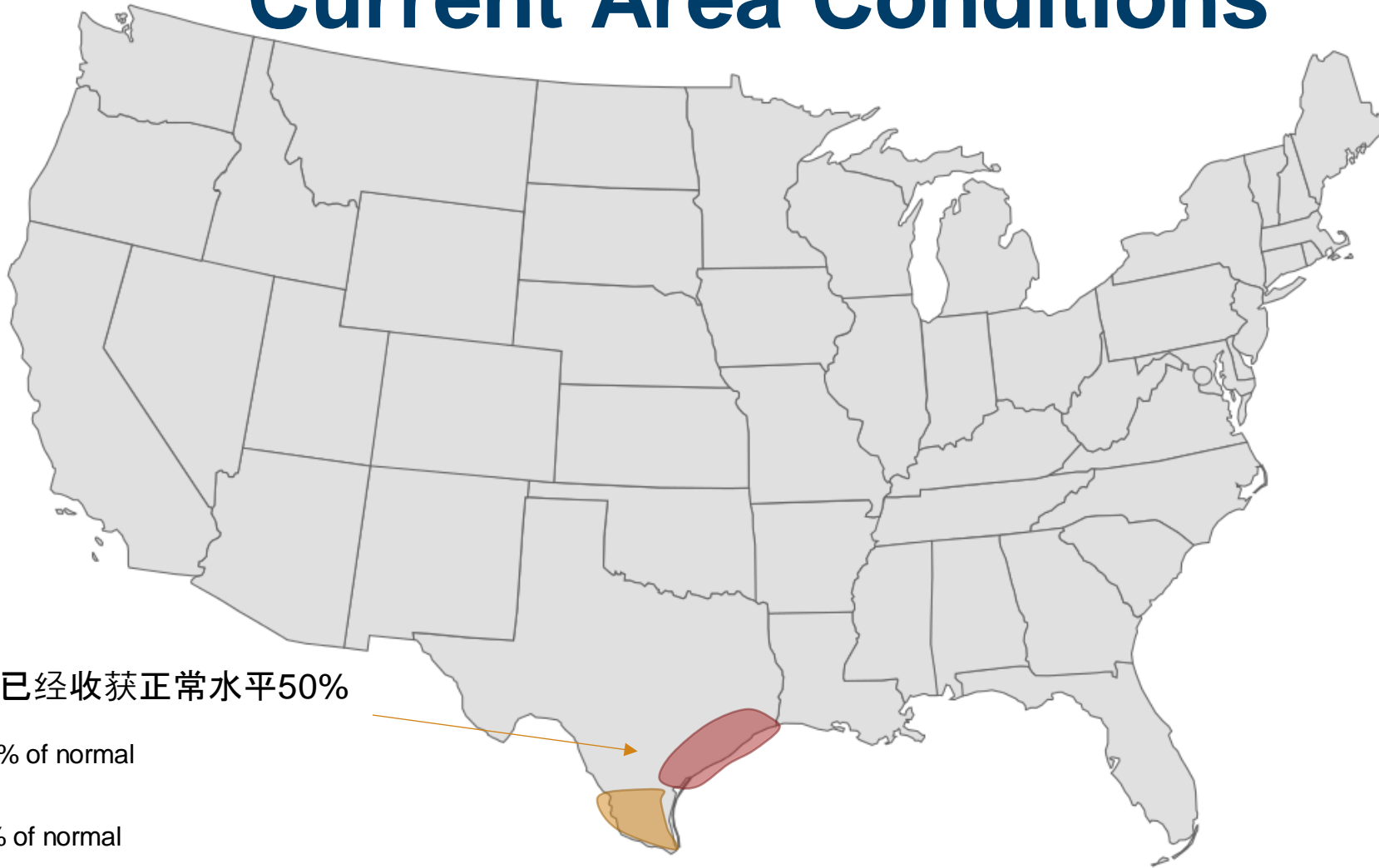
Current Area Conditions



Rio Grande河谷地区, 已经收获
正常水平90%
Rio Grande Valley
Harvest Complete, 90% of
normal

目前区域作物生长情况

Current Area Conditions



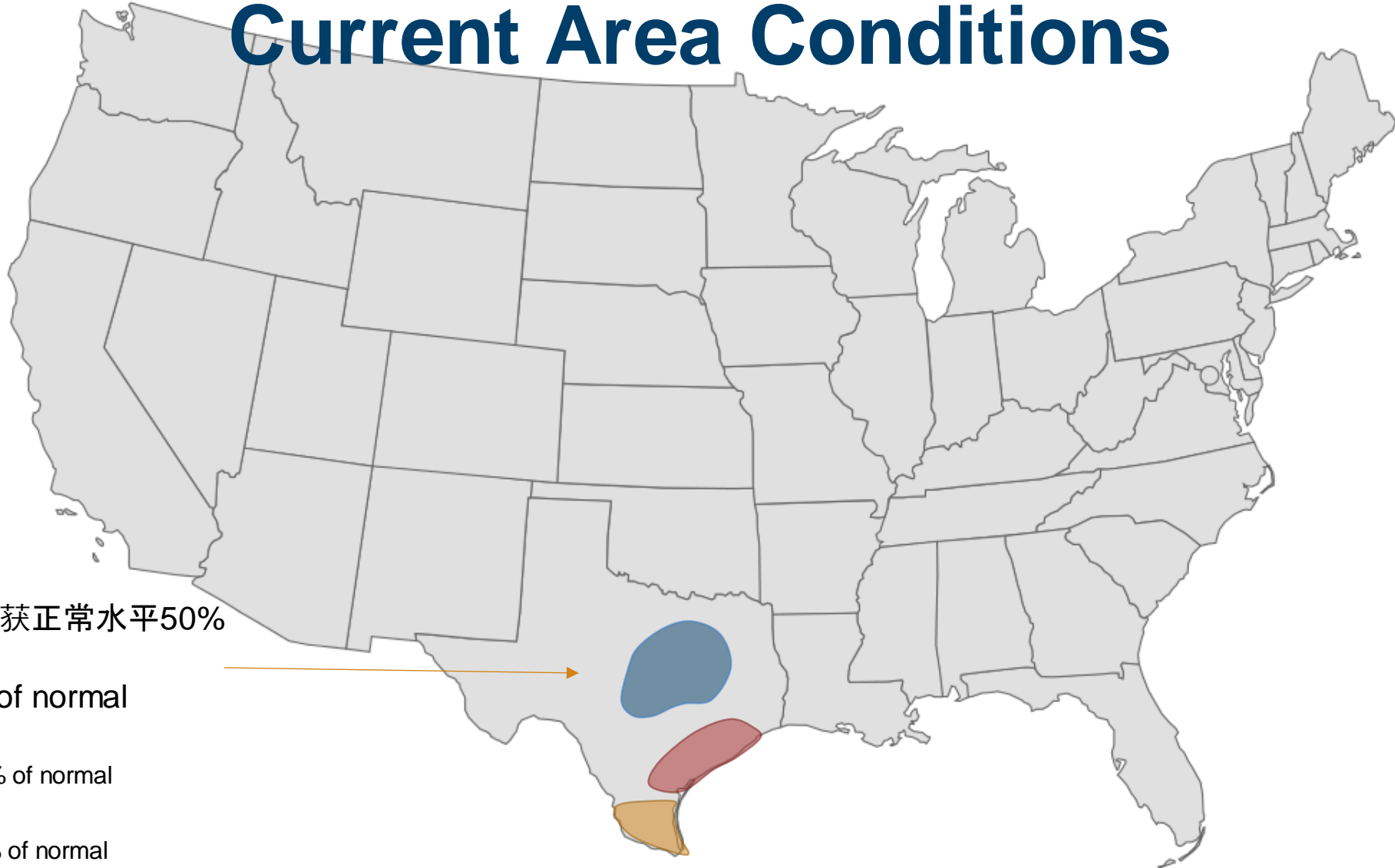
Costal Bend 区, 已经收获正常水平50%

Coastal Bend
Harvest Complete, 50% of normal

Rio Grande Valley
Harvest Complete, 90% of normal

目前区域作物生长情况

Current Area Conditions



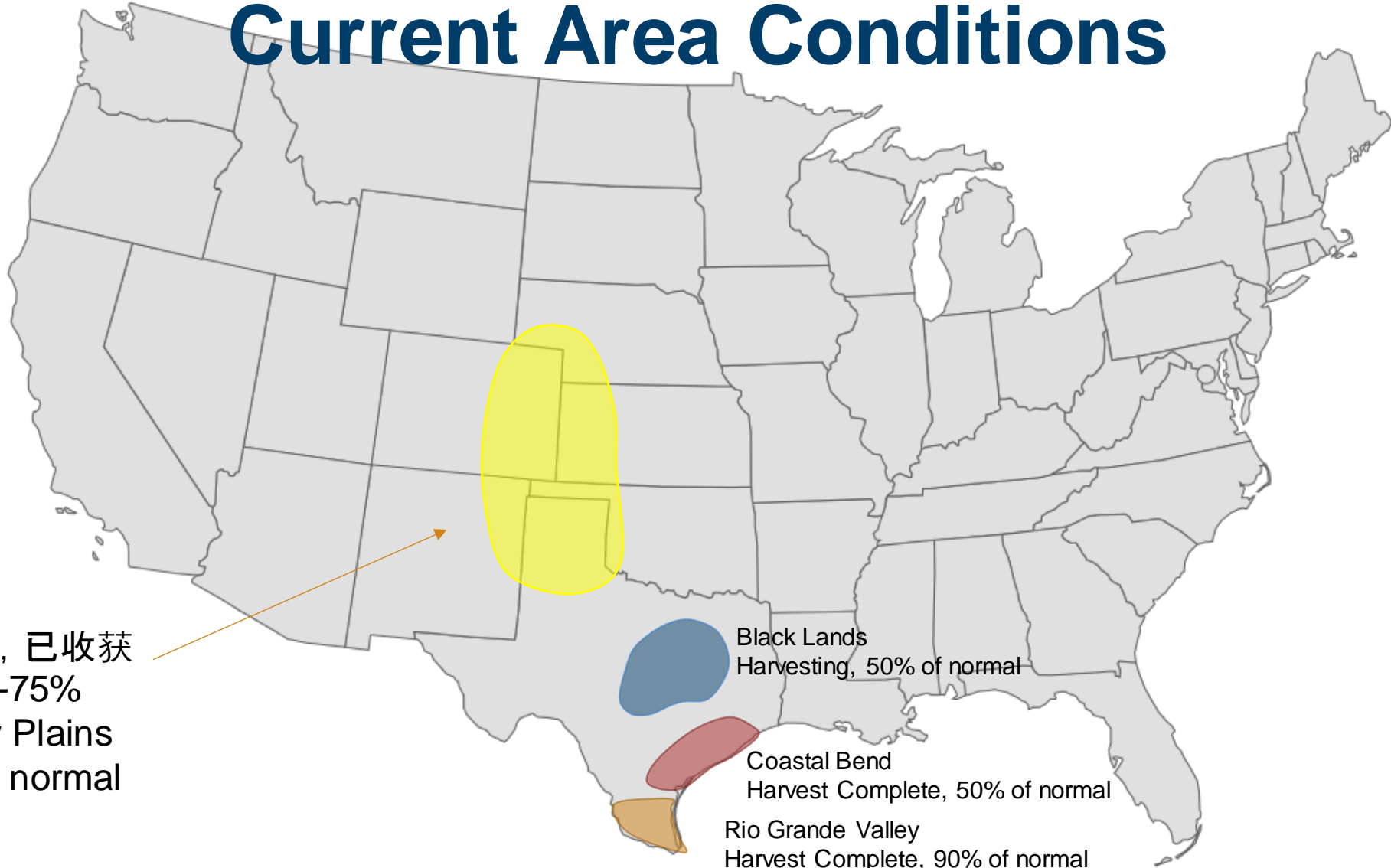
"黑地"地区已经收获正常水平50%
Black Lands
Harvesting, 50% of normal

Coastal Bend
Harvest Complete, 50% of normal

Rio Grande Valley
Harvest Complete, 90% of normal

目前区域作物生长情况

Current Area Conditions



高低平原地区, 已收获
正常水平50%-75%
High and Low Plains
50% - 75% of normal

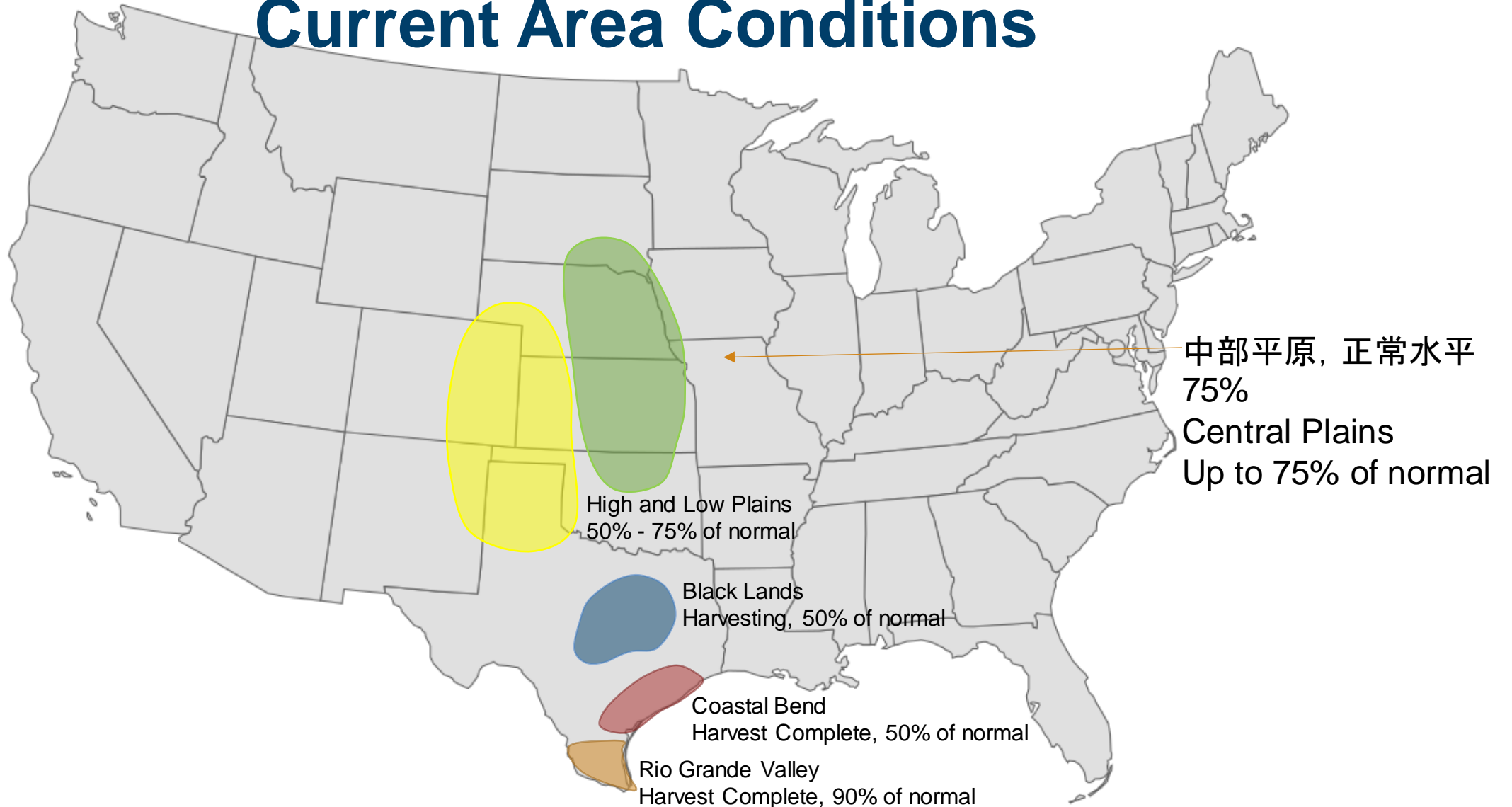
Black Lands
Harvesting, 50% of normal

Coastal Bend
Harvest Complete, 50% of normal

Rio Grande Valley
Harvest Complete, 90% of normal

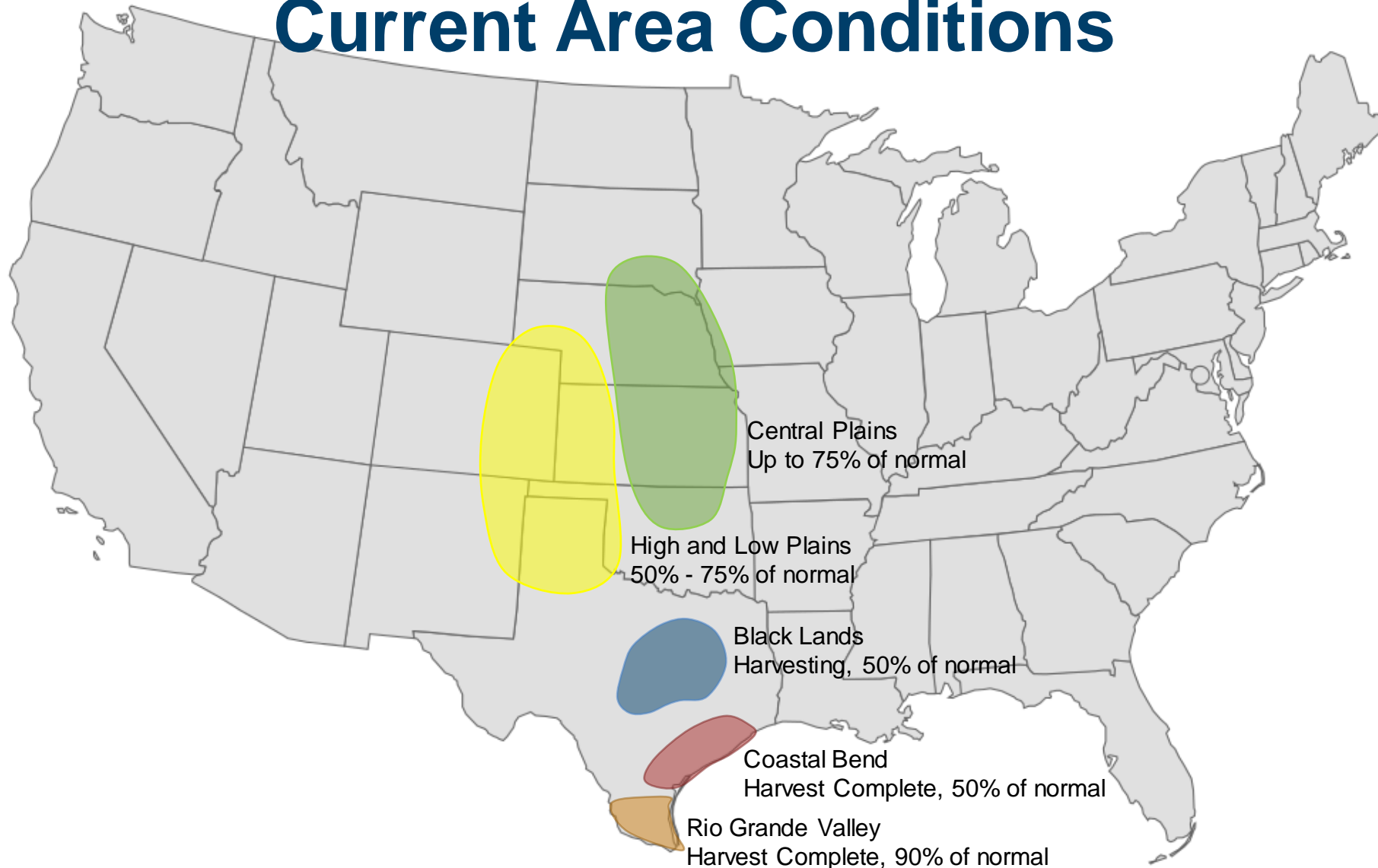
目前区域作物生长情况

Current Area Conditions



目前区域作物生长情况

Current Area Conditions



总结

Take Home Messages

- 干旱天气造成了生产问题
Drought conditions have created production issues
- 美国仍然是最大的高粱生产国
U.S. remains the largest sorghum producer
- 收获的作物质量良好
Harvest crop quality remains good
- 产业界继续推进研究
Industry continues to advance research
- 非转基因, 古老的作物, 资源保护
Non-GMO, ancient grain, resource conserving

谢谢 ! Thank You

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布莱恩·杨克

Brian Younker

布莱恩·杨克是堪萨斯州斯皮尔维尔的第五代农民，他的家人在大约2500英亩的免耕农场种植高粱、小麦、大豆、玉米和燕麦。杨克还受雇于哈斯家庭农场，主要负责于农场的农学、谷物营销、运营和财务。布莱恩是哈斯种子有限责任公司的种子销售员。哈斯种子销售 and 分销阿尔塔谷物高粱和牧草。杨克的家庭农场参与保护项目，并直接面向终端用户。他是第四届领导高粱班的毕业生，也是堪萨斯谷物高粱生产者协会的董事。

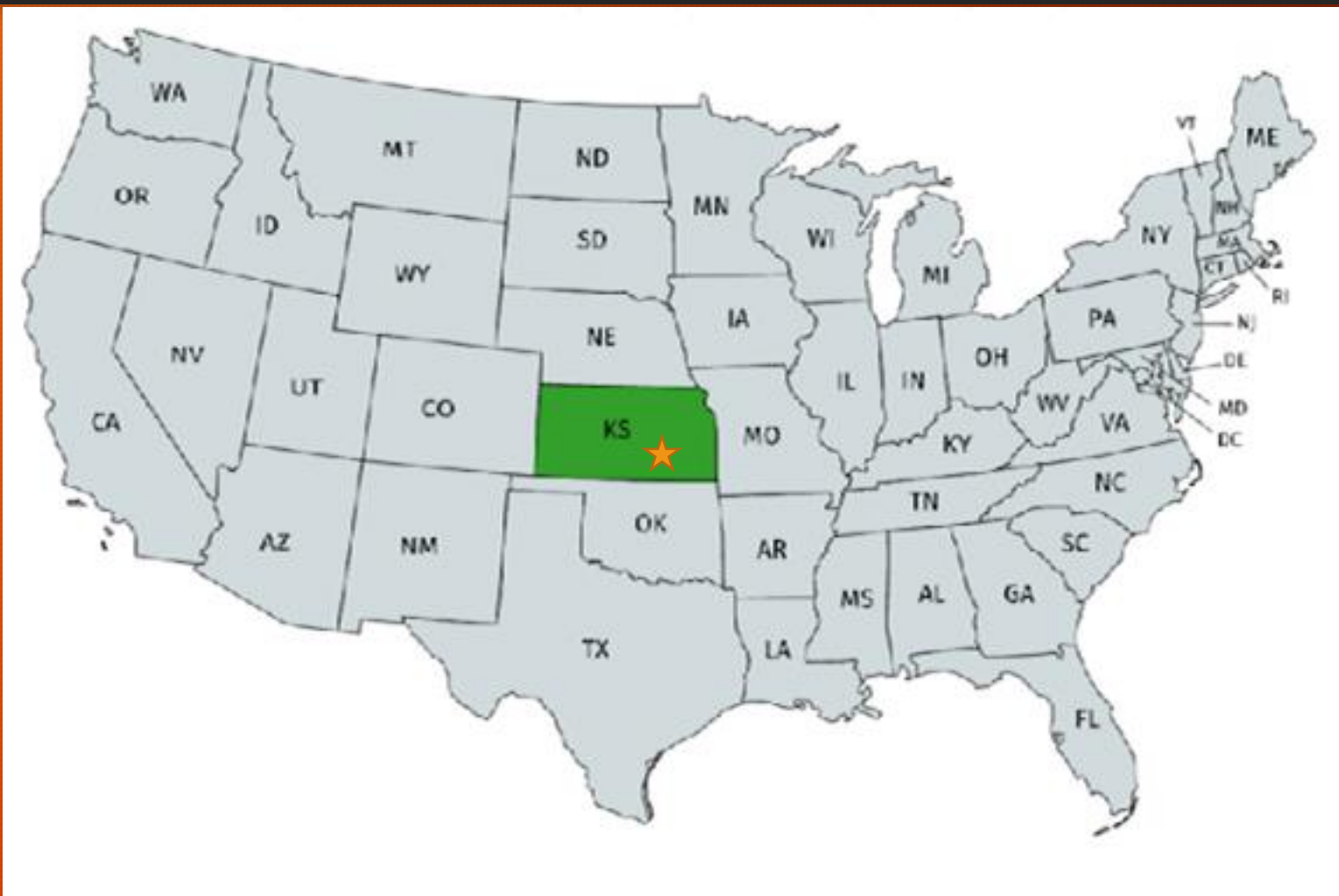
Brian Younker is a fifth generation farmer from Spearville, Kansas, where his family grows sorghum, wheat, soybeans, corn and oats on an approximately 2,500 acre no-till farm. Younker is also employed by Haas Family Farms and focuses on the agronomy, grain marketing, operations and financial components of the farm. Brian is a seed salesman for Haas Seeds LLC. Haas Seeds sells and distributes Alta Grain Sorghum and Forages. His family farm is involved in conservation programs and markets direct to end-users. He is a graduate of Leadership Sorghum Class IV and a board director for the Kansas Grain Sorghum Producers Association.



堪萨斯州谷物高粱
Kansas Grain Sorghum

我们是谁 - 我们做什么

Who We Are - What We Do



堪萨斯州谷物高粱协会

Kansas Grain Sorghum Commission



- 投资于研究、销售、和推广/教育
Invests in research, marketing and promotion/education
- 历史上一一直着重堪萨斯州高粱育种、农场灌溉技术、农艺、生产教育
Historically very focused to support sorghum breeding program at K-State, water technology farms, genomics, production education
- 支持国际谷物项目、美国谷物协会，堪萨斯州农业厅
Supports International Grains Program and U.S. Grains Council, Kansas Dept. of Agriculture

堪萨斯高粱种植面积

Kansas Acreage

- 高粱（所有用途）总种植面积预估为310万英亩，比去年减少14%
Sorghum planted for all purposes is estimated at 3.10 million acres, down 14% from the previous year.
- 收获面积预估为290万英亩，比去年减少15%
Area to be harvested for grain is estimated at 2.90 million acres, down 15% from last year.

堪萨斯高粱目前生长阶段

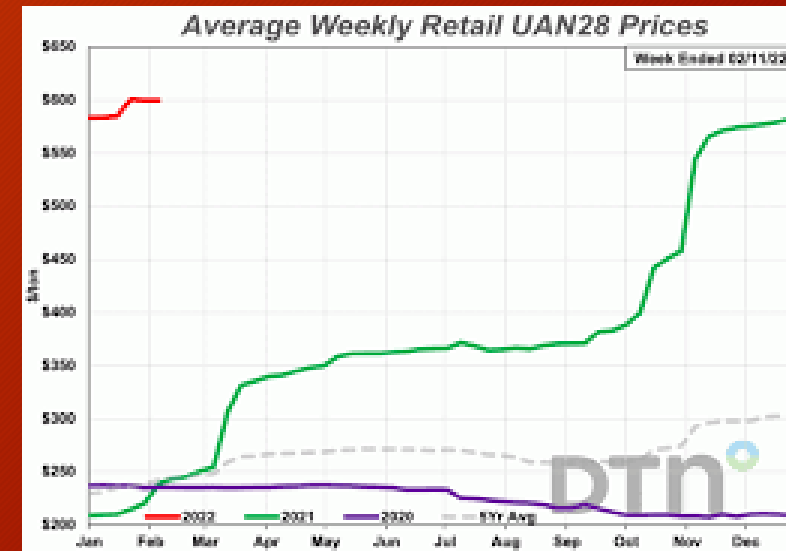
Kansas Sorghum Current Growth Stage

- 生长高粱进入不同时期，六月下旬种的高粱进入营养生长末期，五月中种植的高粱进入开花中期，另外有大面积的高粱正在抽穗
Growth stage varies from late vegetative growth on late June planted sorghum to mid bloom on mid-May planted sorghum, with the majority of the acres heading.

2022年比2021年成本投入更高

Higher Input Costs in 2022 vs 2021

- 与2021年相比，2022年高粱生产季的投入更高。
The 2022 grain sorghum production season has brought much higher input prices when compared to the 2021.
- 进入2022年的生长季节，氮肥价格翻了一倍甚至三倍
Nitrogen Fertilizer prices doubled or even tripled going into the 2022 growing season.



预算 Budget

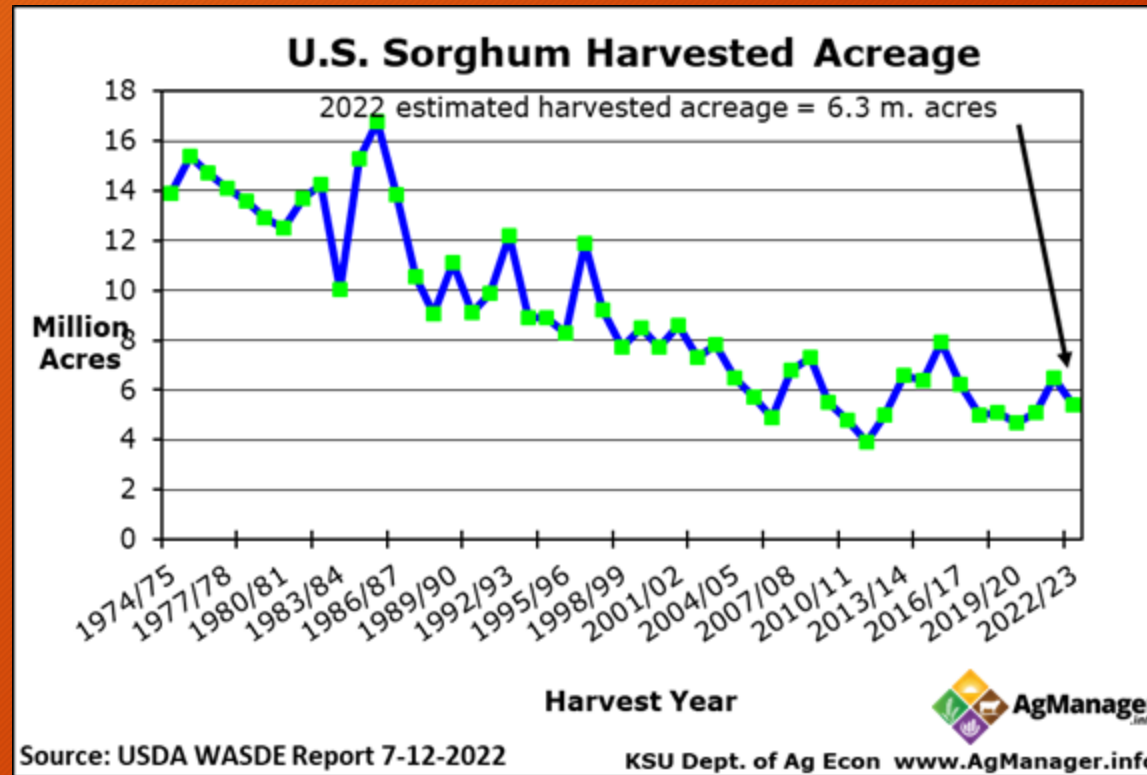
收入 Income:			\$443.07
支出 Expenses:			
额外劳动力 Additional labor			\$.77
作物保险 Crop Insurance			\$22.54
柴油 Diesel			\$9.83
化肥 Fertilizers			\$80.46
除草剂 Herbicides			\$85.94
杂项 Misc			\$5.94
操作工 Operator labor			\$5.70
维修维护 Repair and Maintenance		\$10.88	
种子 Seeds			\$8.04
资金利息 Interest on operating capital		\$6.90	
总直接成本每蒲 Total Direct Expenses per bu.	\$2.93		
固定成本 Fixed Expenses			
现金租地 Cash Rent			\$75
资本收回 Capital recovery (depr. and interest)	\$39.02		
总固定支出 Total Fixed Expenses			\$114.02
直接支出回报 Returns above Direct Expenses		\$205.06	
总特定费用回报 Returns above total specified expenses		\$92.05	<i>Jan 2022 KFMA data SW KS</i>

当前作物生长状况

Current Crop Conditions

- 高粱优良率：很差10%，差20%，40%中等，良28%，优2%
Sorghum condition rated: 10% very poor, 20% poor, 40% fair, 28% good, and 2% excellent.
- 高粱抽穗21%，比去年同期40%，及平均值34%低。着色1%，与去年同期3%及平均值2%接近
Sorghum headed was 21%, behind 40% last year and 34% average. Coloring was 1%, near 3% last year and 2% average.
- 展望
Outlook going forward

堪萨斯高粱面积下降 Kansas Sorghum Acres down



Kansas SC 地区的生长状况

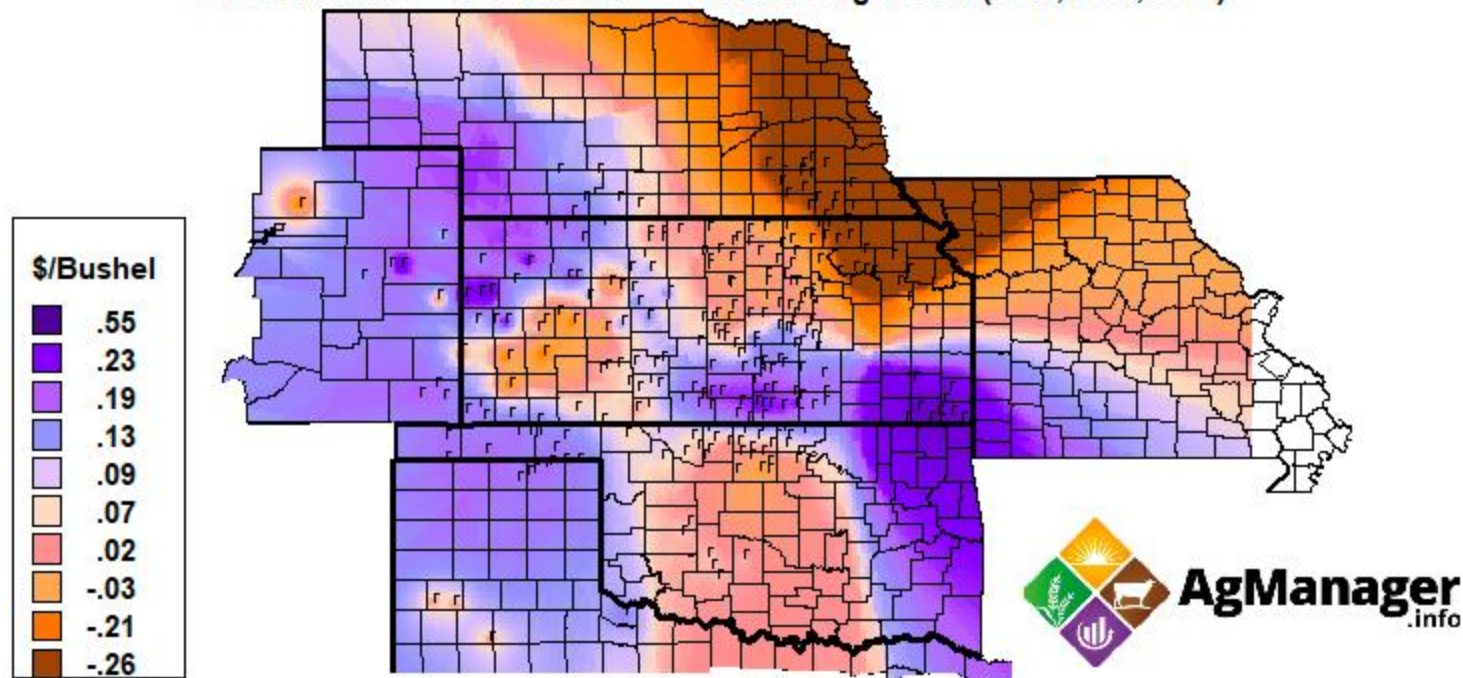
Current Growth in SC Kansas



基差 Basis

Grain Sorghum Basis Deviation, 07-27-2022

Basis Deviation = Current Basis - 3 Year Average Basis (2019, 2020, 2021)



基差 Basis

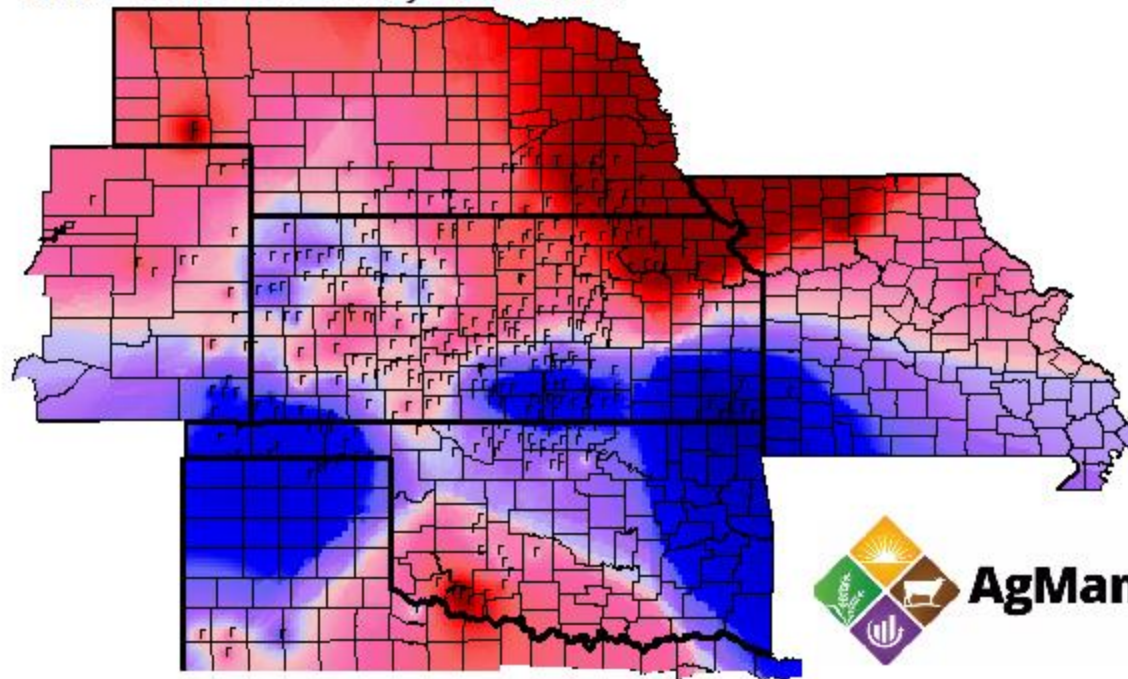
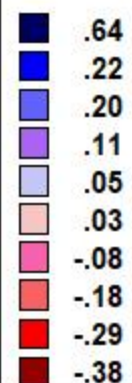
Dodge City \$.095
Colwich \$.195

Grain Sorghum Basis, 08-03-2022

Basis = Cash Price - Nearby Futures Price

CBT Corn
Sept Futures
Price: \$5.92

\$/Bushel



AgManager
.info

谢谢！
Thank You

Jesse McCurry

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电邮：jesse@ksgrainsorghum.org



www.ksgrainsorghum.org



<https://twitter.com/KSsorghum>

兰妮 达瑞兹

Lanier Dabruzzo

Lanier Dabruzzo, 理学士、注册营养师, LD, 是美国高粱基金会的食品创新和机构市场总监。在这个职位上, 她负责提升高粱在美国食品供应中作为配料和独立产品的使用, 以及向各种受众提供营销和教育。在2021年底加入高粱基金会之前, 兰妮担任全国乳品理事会地区分支机构乳品联盟食品与营养外联助理主任。她对农业和营养传播充满热情, 在职业生涯中曾与各种商品食品集团合作, 包括乳制品、牛肉和杏仁, 经常出现在广播、电视和平面媒体上。兰妮还是营养与营养学学会和佐治亚营养与营养学学会的食品和烹饪专业人员饮食实践小组的成员, 并在该小组的董事会任职。她获得了南加州大学健康促进和疾病预防理学学士学位, 田纳西大学营养学理学硕士学位, 并在埃默里大学医院完成了饮食疗法实习。

Lanier Dabruzzo, MS, RD, LD, is the Director of Food Innovation and Institutional Markets for the United Sorghum Checkoff Program. In this role, she is responsible for increasing the use of sorghum in the U.S. food supply as an ingredient and stand-alone product, as well as providing marketing and education to a variety of audiences.

Prior to joining the Sorghum Checkoff in late 2021, Dabruzzo served as the Assistant Director of Food & Nutrition Outreach for The Dairy Alliance, regional affiliate of the National Dairy Council. With a passion for agriculture and nutrition communication, she has worked with a variety of commodity food groups throughout her career, including dairy, beef and almonds, regularly appearing on radio, television and in print media.

Dabruzzo is a member of and has served on the boards of the Food and Culinary Professionals Dietetic Practice Group with the Academy of Nutrition and Dietetics and the Georgia Academy of Nutrition & Dietetics. She received her Bachelor of Science from the University of Southern California in Health Promotion and Disease Prevention, her Master of Science from the University of Tennessee in Nutrition Science and completed her dietetic internship at Emory University Hospitals.



高粱：

节约资源的要素

Sorghum:

**The Resource Conserving
Ingredient™**

Lanier Dabruzzi, MS, RD, LD
United Sorghum Checkoff Program



高粱的可持续故事

Sorghum's Sustainability Story



- 在全国范围内，91%的高粱种植面积依靠雨水灌溉，这每年可以节约1.5万亿加仑的灌溉用水。Nationally, 91% of sorghum acres are rain-fed, which results in 1.5 trillion gallons of irrigation water savings per year.



- 高粱农民在生物燃料需求地区使用保护性耕作方法，可以减少超过75%的由空气质量造成的侵蚀。Sorghum farmers' use of conservation tillage methods in biofuel demand areas can reduce air quality-harming erosion by more than 75%.



- 留在田地里的**高粱茎秆**将养分补充到土壤中，打破土壤紧实，帮助保持水分，减少风蚀的影响，改善土壤健康。Sorghum stalks left standing in the field add nutrients back into the soil, break up soil compaction, help retain moisture and reduce effects of wind erosion, improving soil health.



- 高粱通过从大气中移除碳并将其安全地储存在土壤中来改善空气质量。Sorghum improves air quality by removing carbon from the atmosphere and safely storing it in the soil.



- 基于高粱的乙醇是一种清洁燃烧的燃料，可减少50%的颗粒物[并且与使用其他作物的乙醇相比，生产成本更低]。Sorghum-based ethanol is a clean-burning fuel that reduces particulate matter by 50%^[1] and has a lower cost of production compared to ethanol using other crops.



- 高粱提供了与野生动物保护相关的宝贵特性。它的茎为野鸡和鹌鹑提供了重要的栖息地和理想的冬季掩护。Sorghum offers valuable characteristics as it relates to wildlife conservation. Its stalks provide critical habitat and ideal winter cover for pheasants and quail.



[1] <https://www.sorghumcheckoff.com/wp-content/uploads/2021/10/The-Carbon-Footprint-of-Sorghum.pdf>

[2] <https://www.extension.purdue.edu/extmedia/ct/ct-1.html>, <https://www.sorghumcheckoff.com/wp-content/uploads/2021/11/Sorghum-Checkoff-Carbon-Footprint-Final-April-2020.pdf>

[3] <https://www.extension.purdue.edu/extmedia/ct/ct-1.html>

[4] https://www.researchgate.net/publication/232099073_Crop_Rotation_and_Tillage_Effects_on_Organic_Carbon_Sequestration_in_The_Semiarid_Southern_Great_Plains

[5] <https://fixourfuel.com/2018/04/11/new-studies-show-ethanol-reduces-emissions-and-improves-air-quality/>

[6] <https://www.usda.gov/oce/commodity/wasde/wasde0819.pdf>

[7] https://www.michigandnr.com/publications/pdfs/huntingwildlifehabitat/Landowners_Guide/Species_Mgmt/Quail.html

SORGHUM

Nature's Super Grain



	SORGHUM	CORN	WHEAT	OAT	RICE	QUINOA
PROTEIN	29.68%	5.55%	15.98%	11.88%	5.65%	12.32%
FIBER	33.5%	6.07%	21.50%	14.20%	5.00%	14.00%
PHOSPHORUS	32.36%	6.05%	16.46%	14.41%	0.89%	17.02%
ZINC	21.25%	3.55%	23.41%	21.27%	5.21%	13.87%
THIAMIN	38.73%	10.97%	11.08%	14.82%	2.33%	12.48%
RIBOFLAVIN	10.33%	3.59%	3.23%	2.88%	1.40%	11.84%
NIACIN	32.28%	9.40%	20.12%	3.29%	2.53%	3.60%
VITAMIN B6	36.48%	4.65%	5.76%	0.68%	2.14%	10.12%
SELENIUM	31.05%	0.92%	81.20%	22.97%	14.25%	7.12%
COPPER	44.17%	5.1%	32.20%	19.24%	7.62%	29.86%
IRON	26.13%	2.45%	13.68%	11.70%	1.08%	11.58%
MAGNESIUM	55.00%	7.48%	16.00%	15.04%	1.66%	21.33%
MANGANESE	97.39%	6.02%	62.69%	59.00%	15.94%	38.40%

EXCELLENT SOURCE (20%+ Daily Value)

GOOD SOURCE (10-19% Daily Value)

科学告诉我们什么

What the Science Says

- Antioxidants 抗氧化物
- Cancer 癌症
- Diabetes 糖尿病
- Heart Disease 心脏病
- Gluten-Free 无谷蛋白

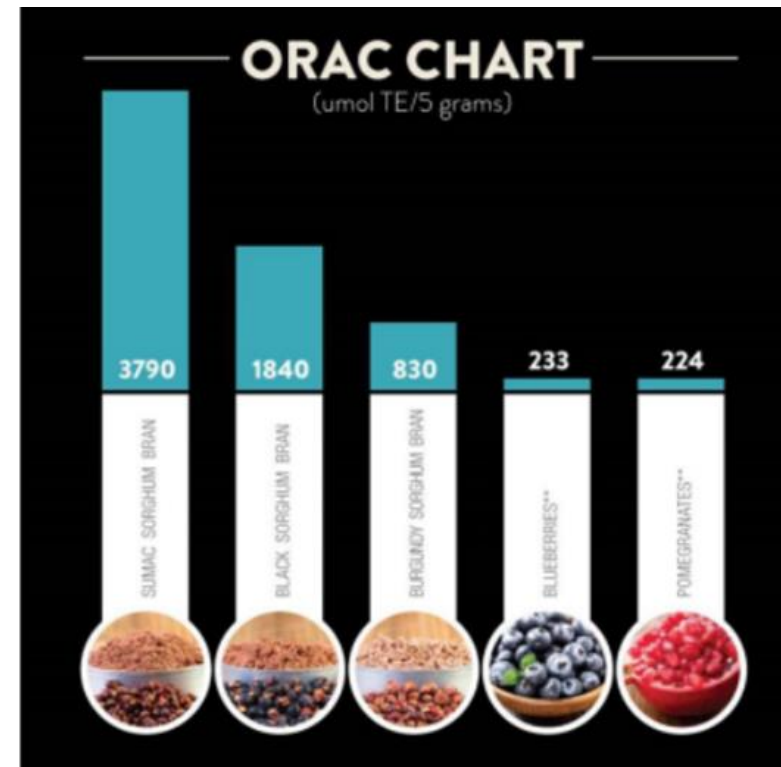


Image Courtesy of NuLife Market

Lee SH, Lee HS, Lee J, Amarakoon D, Lou Z, Noronha LE, Herald TJ, Perumal R, Smolensky D. Polyphenol Containing Sorghum Brans Exhibit an Anti-Cancer Effect in Apc Min/+ Mice Treated with Dextran Sodium Sulfate. *Int J Mol Sci*. 2021 Aug 122(15):8286. doi: 10.3390/ijms22158286. PMID: 34361052; PMCID: PMC8347436.
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Carr TP, Weller CL, Schlegel VL, Cuppett SL, Guderian DM Jr, Johnson KR. Grain sorghum lipid extract reduces cholesterol absorption and plasma non-HDL cholesterol concentration in hamsters. *J Nutr*. 2005 Sep;135(9):2236-40. doi: 10.1093/jn/135.9.2236. PMID: 16140904.
Dykes, L. (2019). Sorghum Phytochemicals and Their Potential Impact on Human Health. In: Zhao, ZY, Dahlberg, J. (eds) Sorghum. Methods in Molecular Biology, vol 1931. Humana Press, New York, NY. https://doi.org/10.1007/978-1-4939-9039-9_9

形状

Forms

- Whole Grain 全谷物
- Pearled 脱壳珠状
- Flour 粉
- Popped 爆裂
- Flaked 片状
- Malted 制芽
- Bran 麸皮
- Syrup 糖浆



颜色

Colors

- White 白色
- Onyx 玛瑙色
- Burgundy 酒红色
- Hybrids 混色



准备方法

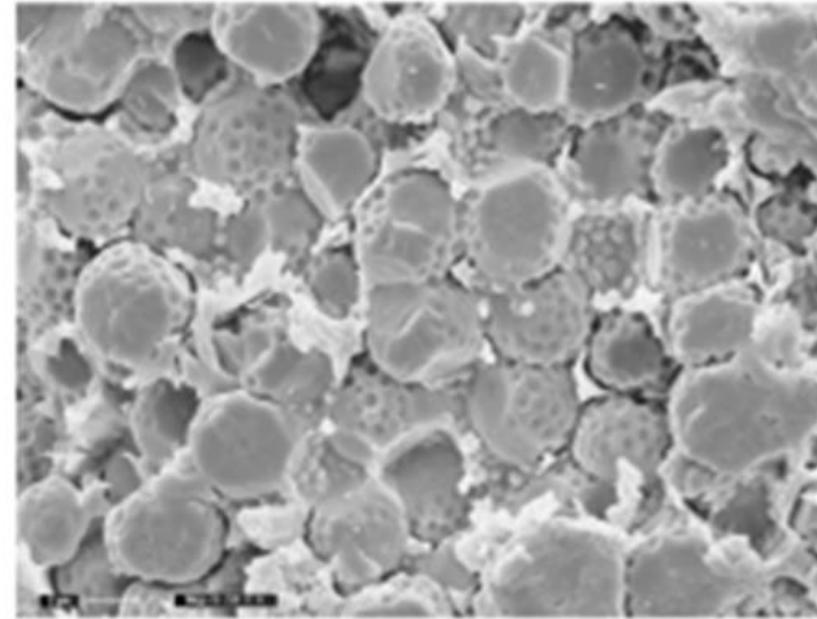
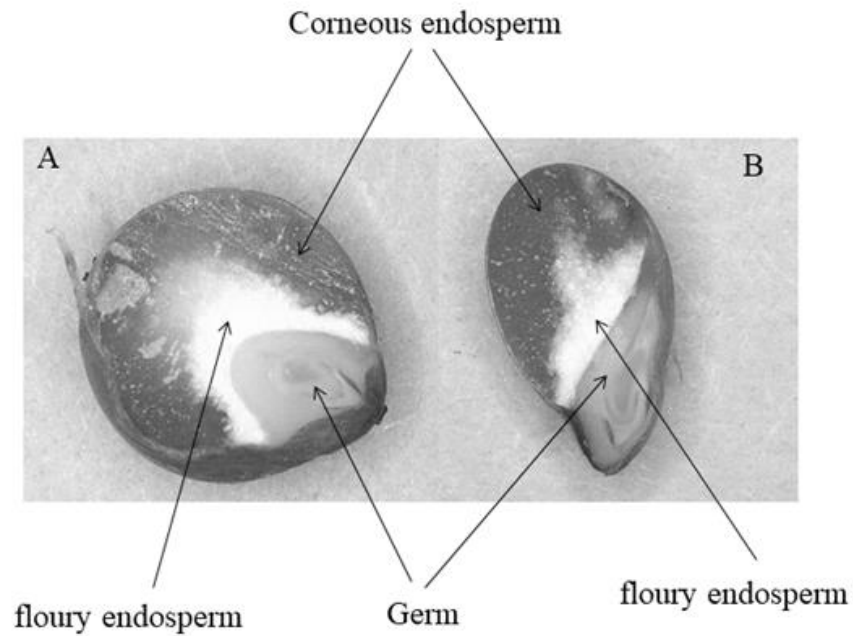
Preparation Methods

- 炉盘 Stovetop
- 慢煮锅 Slow Cooker
- 电饭锅 Rice Cooker
- 爆裂 Popped
- 烘烤 Baked



功能性

Functionality



消费者需求

Consumer Demand

- 富含抗氧化物质 Antioxidant-Rich
- 植物基蛋白 Plant-Based Protein
- 富含纤维 Fiber-Rich
- 古代谷物 Ancient Grain
- 非转基因 non-GMO
- 无谷物 Gluten-Free
- 资源负责/可持续 Responsibly Sourced/Sustainable
- 对9大过敏原脱敏 Free from Top 9 Allergens

**Nearly 80%
Retention Rate**




问题 Questions?



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问答环节

Question & Answer Session