



RFD-TV's Mark Oppold interviews Mike Johanns, former US Secretary of Agriculture, about the various incentives and credits farmers and ranchers are missing out on.

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Oppold: Farmers have a lot on their wish list as it relates to tax reform. **Many in agriculture aren't taking advantage of a key credit already available to them.** Former Ag Secretary Mike Johanns currently is on a mission to get farms to use the federal R&D tax credit.

Former Secretary Johanns joining me now by telephone to share his thoughts on this. Mr. Secretary, it's always good to visit with you.

Johanns: Mark, it's a pleasure. Nice to talk to you. Your comment is absolutely right. **The more we work with agriculture the more we realize that people aren't utilizing the R&D tax credit. And it's available. It's on the books.** You don't need to go to Congress and get new laws written. It's there, and so, we're talking to people on how it works, trying to educate them. **And it doesn't cost anything to ask.**

Oppold: "Well, exactly right. Let's do a little education here. How does it work? What does the provision provide the farmers and ranchers?"

Johanns: I'll give you some perfect examples. In the Wall Street Journal today, there is a big article about dairy and improvising animal genetics to improve dairy products. Perfect example. Animal genetics. Plant genetics. Maybe there is somebody out there in the poultry industry that is working on making their poultry products a better product, so they're involved in development and research. Maybe they're raising a different sized bird than what we've seen. So, it meets the demand by consumers. That would be a perfect example.

Agronomists work with plants every day, trying to improve plant genetics, and therefore, yields. Another perfect example for what would apply. **So, it's kind of endless, Mark. There's so many available opportunities here for agriculture, for farmers, for small businesses, large and small.** And we'll help them answer this question because we believe very, very strongly, and we are seeing proof of it every day, that **although this is a hand-and-glove fit for agriculture, it's just not being utilized.**

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