

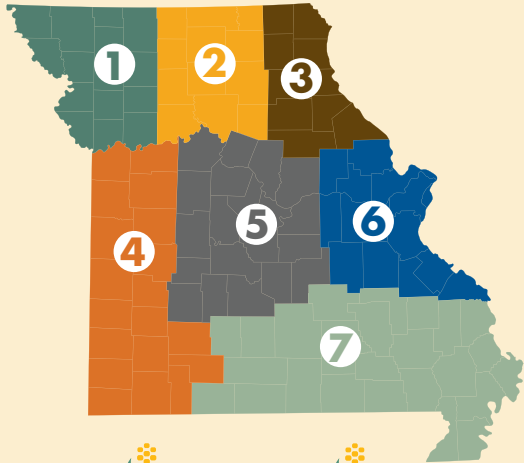


# 2016 YEAR IN REVIEW



# 2016-2017 BOARD OF DIRECTORS

A 14-member board of grower-leaders elected by their peers directs the Missouri Corn Growers Association and the Missouri Corn Merchandising Council.



Missouri Corn Growers Association  
Missouri Corn Merchandising Council  
3118 Emerald Lane • Jefferson City, MO 65109  
(800) 827-4181 • mcga@mocorn.org • www.mocorn.org



DISTRICT 1

**Morris Heitman**  
**Mound City**

- NCGA Freedom to Operate Action Team
- USGC Value-Added Advisory Team

**Jason Hull Skidmore**



DISTRICT 4

**Kyle Kirby**  
**Liberal**

- MCMC Chairman
- NCGA Feed, Food & Industrial Action Team

**Mike Moreland**  
**Harrisonville**

- MCMC Vice Chairman
- NCGA Risk Management Action Team



DISTRICT 7

**Clint Stephens**  
**Advance**

**Allen Rowland Dexter**

- NCGA Consumer Engagement Action Team



DISTRICT 2

**Gary Porter**  
**Mercer**

- MCGA President
- USGC Western Hemisphere Advisory Team Leader
- NCGA Market Access Action Team

**Matt Lambert Laclede**



DISTRICT 5

**Jay Fischer**  
**Jefferson City**

- MCGA Secretary/Treasurer
- USGC Ethanol Advisory Team

**Brian Lehman**  
**Versailles**



EX-OFFICIO

**Jim Stuever**  
**Dexter**

- Ex-Officio Member
- USGC Board of Directors

**Kevin Hurst Tarkio**

- NCGA Corn PAC Committee



DISTRICT 3

**Jay Schutte**  
**Benton City**

- MCMC Secretary
- NCGA Ethanol Action Team
- USGC Asia Advisory Team

**Brent Hoerr Palmyra**

- NCGA Engaging Members Committee



DISTRICT 6

**Greg Schneider**  
**Warrenton**

- MCMC Treasurer
- NCGA Corn Productivity & Quality Action Team

**Mark Scott**  
**Wentzville**

- MCGA Vice President
- NCGA Resolutions Task Force
- USGC Trade Policy Advisory Team

\*NCGA = NATIONAL CORN GROWERS ASSOCIATION

\*USGC = U.S. GRAINS COUNCIL

\*MCGA = MISSOURI CORN GROWERS ASSOCIATION  
Established in 1978, the Missouri Corn Growers Association (MCGA) is a grassroots organization of farmer-members dedicated to protecting the rights of members, building new markets for corn and increasing opportunities for Missouri corn farmers through sound public policy.

\*MCMC = MISSOURI CORN MERCHANDISING COUNCIL

The Missouri Corn Merchandising Council (MCMC) was formed in 1984 after a referendum was passed to establish a one-half cent per bushel corn checkoff. Missouri growers voted in 2008 to increase the checkoff to one cent per bushel, strengthening investments in the development and expansion of corn markets, educating customers and exploring new research opportunities.



# 2016 YEAR IN REVIEW



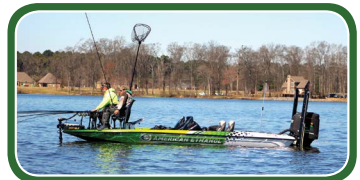
**JANUARY**  
Growers gather for annual meeting in Jefferson City to recognize industry leaders and urge state legislators to defeat an ag land property tax increase.



**JANUARY**  
Alongside farm women from across the U.S., Missouri CommonGround volunteers travel to Washington, D.C., for training in how to better tell agriculture's story to today's consumers.



**FEBRUARY**  
Over 800 farmers attend 11 winter meetings across the state. Boosting exports and corn demand were the main topics of discussion.



**FEBRUARY**  
Missouri Corn attends the Western Farm Show in Kansas City, highlighting Crappie Masters ethanol education efforts.



**MARCH**  
Over 120 growers and friends enjoy a crawfish boil in Dexter and hear latest Missouri Corn initiatives.



**APRIL**  
MCGA and USGC leaders meet with a Cuban delegation of grain importers and officials in St. Louis to talk about corn quality and marketing.



**APRIL**  
Missouri CommonGround volunteers visit with dietitians from across the state, answering questions about food production at a dietitians' conference in St. Louis.

**APRIL**  
Seven \$1,000 scholarships are awarded to students pursuing degrees in agriculture related fields.



**JUNE**  
Missouri Cattlemen's representatives join corn growers in Washington, D.C., for trade school and a lobby day to push for strong trade policy.



**JUNE**  
30 FFA members gather in north central Missouri to participate in extensive advocacy and leadership training sponsored by Missouri Corn.



**MAY**  
In partnership with Missouri Farmers Care and the St. Louis Cardinals, Missouri Corn's mascot Captain Cornelius help raise awareness with races in Busch Stadium. Radio ads also help educate 3.5 million fans.

**MAY**  
Missouri's legislative session ends with victories including farmer privacy protections and blockage of farmland tax increase.



**JULY**  
Over 650 golfers attended seven golf tournaments around the state. Golfers filled out comment cards encouraging EPA to listen to sound science and reregister atrazine.

**JULY**  
Congress passes MCGA-advocated bill to address GMO labeling, providing important protections to prevent stigmas around GMOs.



**AUGUST**  
Missouri Corn ex-officio board member Jim Stuever of Dexter is re-elected to the U.S. Grains Council board of directors, representing Missouri growers on international trade issues.



**JUNE**  
Missouri Corn board members, ethanol plant staff and Crappie Masters representatives testify before EPA. The message: Don't Mess with the RFS.

**JULY**

Missouri Corn board and grassroots members visit legislators in Washington, D.C., to advocate policies that protect corn farmers.



**AUGUST**  
MCGA hosts three membership play shoots with over 200 total participants.



**AUGUST**  
Missouri Corn debuts new grain bin booth at the Missouri State Fair and encourages fairgoers to sign atrazine comment cards.



**SEPTEMBER**  
Missouri Corn sponsors Mizzou football first downs and radio ads to educate fans across the state.



**SEPTEMBER**  
MCMC chairman and staff travel with a USMEF delegation to Japan to increase corn grind through increased meat exports.



**SEPTEMBER**  
Missouri CommonGround volunteer Becky Moreland welcomes teachers and health professionals to her family's farm in Harrisonville to answer questions on today's food production.



**OCTOBER**  
Working with the U.S. Grains Council to expand sales of corn overseas, Missouri Corn hosts multiple trade teams in the state.



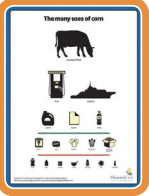
**OCTOBER**  
Missouri Corn submits over 6,300 comments telling the EPA "We need atrazine" following their proposed de-facto ban on the popular herbicide.



**OCTOBER**  
Missouri Corn partners with nearly 20 corn mazes across the state to help visitors learn more about the main uses of field corn: feed, fuel and exports.



**OCTOBER**  
Another successful Crappie Masters season wraps up with the Missouri Corn/American Ethanol angler team being 2016 Sportsman of the Year. All 2016 winning teams ran on E10.



**NOVEMBER**  
Over 3,300 third grade teachers receive information on free Corn in the Classroom materials.



**NOVEMBER**  
E15 hits 10 million miles under NASCAR's most grueling conditions, proving ethanol's performance power both on and off the track.



**DECEMBER**  
The 6th class of the CornRoots Leadership Academy commences in Jefferson City.

# FROM THE CORNER OFFICE

Missouri Corn CEO Gary D. Marshall



In 2016, I celebrated 30 years working for corn farmers in Missouri and across America. So much is different today, yet much remains the same. It's hard not to look back and celebrate our successes with the Renewable Fuel Standard (RFS) and many other programs which remain today.

What did we do well and what didn't work? What do the new administrations in Washington, D.C., and in Jefferson City mean for corn growers? How do we find ways to grind more corn? How do we construct something as bold and forward thinking as the federal and state Renewable Fuel Standards? How do we work with auto manufacturers to produce cars with engines requiring higher ethanol blends? How do we expand livestock production and increase meat sales domestically and internationally?

Who knows what the future will hold, but change creates opportunity. Now is the time to be bold in our endeavors. To do so requires regulatory reform in both Jefferson City and on Capitol Hill. Livestock production in Missouri would benefit from a speedier permitting process. EPA's rule on Waters of the United States should be gone. Nutrients can be managed without comprehensive management plans forced on us from federal or state regulators. The Endangered Species Act will become a huge debacle without changes. Expanding international markets for corn, distillers grains and ethanol are priorities now and will be for the foreseeable future.

Over three decades and beyond, our mission has been to improve profitability in the corn industry. Growing our markets is where we must DREAM BIG and look for opportunities. Working together we can make it happen. We did it before and I'm confident we will do it again!



**Gary D. Marshall**  
Missouri Corn Chief Executive Officer



# GROWING MARKETS FOR CORN



In addition to defending markets here at home, Missouri Corn and the U.S. Grains Council are working around the clock to increase global access to corn, ethanol and distillers grains. In the 2015-16 marketing year, U.S. feed grain and equivalent exports (corn, corn co-products and corn-fed meat) increased by 11.8 million bushels. This growth is due in part to strong checkoff efforts focused on expanding global demand. Recently Mexico surpassed Japan as the number one customer for U.S. corn. Recognizing the significant potential for corn products in all forms, Missouri Corn provided funding for a director's position in Mexico, adding much needed capacity to this critical office.

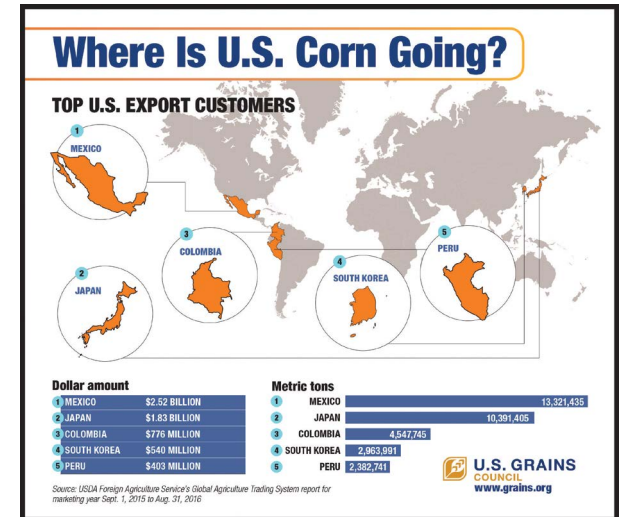
Farmer-to-buyer conversations are common, with topics of discussion including quality and reliability. In 2016, Missouri Corn board members and industry partners hosted four teams of foreign grain buyers, including a historic visit from a Cuban trade delegation. These international teams visited farms and talked directly with Missouri corn growers. History has proven trade wins when grain purchasers meet and build trust with American farmers.

Missouri Corn also partners with the U.S. Meat Export Federation to develop foreign markets for beef, veal, pork and lamb. Growing global meat consumption represents an increased demand for corn grind, meaning meat export markets boost feed grain utilization in the U.S.



**Ryan LeGrand**  
U.S. Grains Council,  
Director - Mexico

*The U.S. Grains Council hired Ryan LeGrand as the organization's director in Mexico thanks to funding from Missouri Corn.*





## ETHANOL EXPORTS CLIMBING THE CHARTS

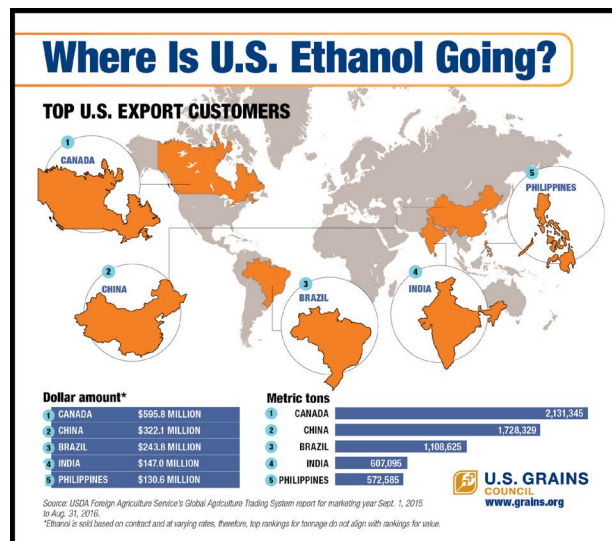
In addition to traditional work on corn and meat exports, there are significant marketing opportunities in ethanol exports. Ethanol exports have soared in the

last few years and Missouri Corn is investing heavily to continue that trend. Many countries have seen how air quality in the U.S. has improved due to blending ethanol in the fuel supply and want to emulate this success.



*Working with the U.S. Grains Council to expand sales of corn overseas, Missouri corn growers host multiple trade teams in the state.*

International markets are becoming more competitive, and these partnerships with the U.S. Grains Council and U.S. Meat Export Federation ensure Missouri corn growers are on the forefront of each opportunity. At home or abroad, Missouri Corn and partners are working to promote, grow and defend markets for your grain.



## MULTIPLYING YOUR DOLLARS

In the policy wing, MCGA advocates for funding two important Farm Bill programs: Foreign Market Development (FMD) and Market Access Program (MAP). These agricultural export market development programs, funded through the 2014 Farm Bill, have contributed an average annual increase of \$8.2 billion - for a total of more than \$309 billion - to farm export revenue between 1977 and 2014. **This equates to an impressive return on investment of 28 to 1.**



# FIGHTING FOR SOUND SCIENCE



**TELL EPA  
YOU NEED ATRAZINE**



In the spring of 2016, the Missouri Corn Growers Association and partners focused on stopping the latest attack by the Environmental Protection Agency (EPA). The federal agency disregarded credible, sound science in the atrazine reregistration process and instead cherry picked research their own scientists had kicked out in previous Science Advisory Panels.

We know input costs and EPA overregulation are top concerns for growers. And this was about more than atrazine. If EPA could get away with using bad methodology and discredited science to ban a product with over 7,000 studies and 50 years of proven safety, no crop protection tool would be safe. So Missouri Corn started working to get the word out on this



*Missouri Corn submits over 6,300 comments telling the EPA to use sound science following the agency's proposed de-facto ban on the popular herbicide.*

important issue through radio ads, mailings, articles, social media, summer membership events and every meeting in between. Missouri Corn also partnered with MFA Incorporated and John Deere dealers to share information with their customers across the state.



Recognizing the implications of a de facto ban on an important tool for corn growers, Missouri's political leaders also joined in the fight. Sens. Claire McCaskill and Roy Blunt along with members of the Missouri Congressional delegation including Reps. Jason Smith, Billy Long, Sam Graves, Vicky Hartzler, Blaine Luetkemeyer and Ann Wagner sent letters to EPA Administrator Gina McCarthy. Leaders in the Missouri General Assembly also weighed in on the issue.

With your help, great partners and the support of Missouri's political allies, MCGA submitted 6,345 signatures to EPA regarding the reregistration of atrazine. This is the strongest response our organization has submitted regarding a regulatory issue. Thanks to all who made their voices heard!

### WHAT'S NEXT? IT'S COMPLICATED

The Environmental Protection Agency's public comment period for the draft ecological risk assessment of atrazine concluded Oct. 5, 2016. However, the EPA's review process is ongoing. The agency's next steps are to review the information provided in the public dockets and amend the draft report as appropriate. In 2017, EPA plans to hold a Scientific Advisory Panel (SAP) meeting. Following that meeting, EPA will subsequently publish a preliminary reregistration decision, ask for further public comment and complete this portion of the re-registration process for atrazine.

By design, EPA's reregistration process is long and complicated. Missouri Corn will continue to monitor to ensure sound science prevails. One thing is certain, you can always count on Missouri corn growers to make a strong stand against the EPA!



*U.S. Senator Roy Blunt signed a Fight EPA postcard while visiting the Missouri Corn booth Aug. 11 at the Missouri State Fair.*



# GROWING ETHANOL INFRASTRUCTURE



In 2015, Missouri received \$2.9 million in grant funding through the USDA Biofuel Infrastructure Partnership. This project administered by the Missouri Department of Agriculture, with support from the Missouri Corn Merchandising Council and the state's ethanol refineries, is part of a national ethanol-industry-funded effort called "Prime the Pump." This initiative has the potential to install as many as 171 fuel pumps statewide and expand access to renewable fuels in Missouri. Funding will be awarded to eligible Missouri fuel retailers to purchase and install ethanol fuel pumps (E15-E85 certified blender, E85 dedicated) and storage tanks.



*Missouri Corn partners with Crappie Masters to showcase the performance power of E10 in boats. In 2016, every winning angler reported E10 powered them to victory.*

In an effort to enhance credit card protection measures, the retail fuel industry is transitioning to install Europay, MasterCard Visa (EMV-credit card chip readers) pay systems at fuel islands by October 2017. With more than 90 percent of dispensers currently in the market only certified to dispense E10, this

move to update fuel pumps to comply with new EMV requirements also opened the door to build ethanol infrastructure nationwide.

Missouri Corn, NCGA and other allied industry partners set sights on convincing the two primary pump manufacturers to make dispensers with higher ethanol blend capability available to the retail market. The end result: all new Wayne North American retail fuel dispensers will be E25 compatible (25 percent ethanol and 75 percent petroleum) and Underwriters Laboratory (UL) listed to E25 as a standard feature. This is a significant development in the fuel industry and the top checkoff investment by MCMC. It also translates to greater market access nationwide for a corn-based renewable fuel made in Missouri.



## DON'T MESS WITH THE RFS

Missouri corn growers are consistently and relentlessly pushing to defend and protect the state's successful majority farmer-owned ethanol industry. The federal Renewable Fuel Standard (RFS) passed in 2007 provides a crucial foundation for decreasing our dependence on foreign oil, improving national security and reducing greenhouse gas emissions. Despite these benefits, the RFS is under constant attack from wealthy oil conglomerates pushing back against proposed blending requirements in an attempt to regain full control of the market.

Caving to oil pressure, the Environmental Protection Agency (EPA) again tried to circumvent the law by proposing 2017 Renewable Volume Obligations below what Congress intended and reducing the corn-based ethanol requirement by 200 million gallons. Once again, corn growers in Missouri and across the country became engaged to hold EPA and the oil industry accountable. Through calls, emails, social media, hearings in Washington, D.C., and Kansas City and strong infrastructure investments, corn farmers let the EPA know we would not sit silently as they cut ethanol and corn demand. In November, EPA relented and returned federal renewable fuel requirements to the 15 billion gallon statutory level for corn-based ethanol in 2017.



*E15 hits 10 million miles under NASCAR's most grueling conditions, proving ethanol's performance power both on and off the track.*

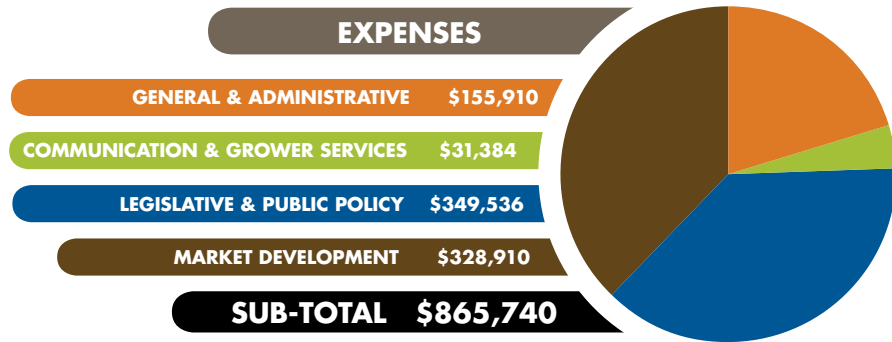
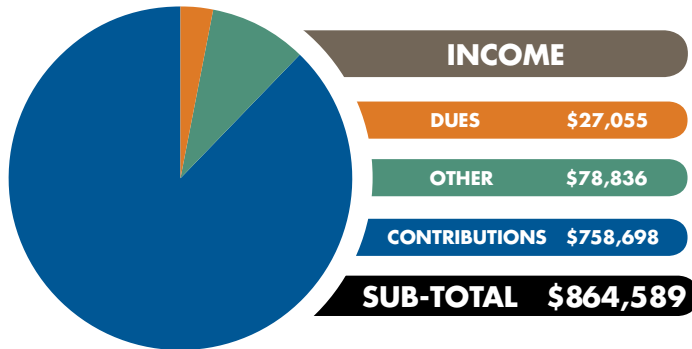


# FINANCIAL SUMMARY



## OVERVIEW

|                        |           |
|------------------------|-----------|
| BEGINNING BALANCE..... | \$932,487 |
| TOTAL INCOME .....     | \$864,589 |
| TOTAL EXPENSES .....   | \$865,740 |
| <hr/>                  |           |
| ENDING BALANCE .....   | \$931,336 |



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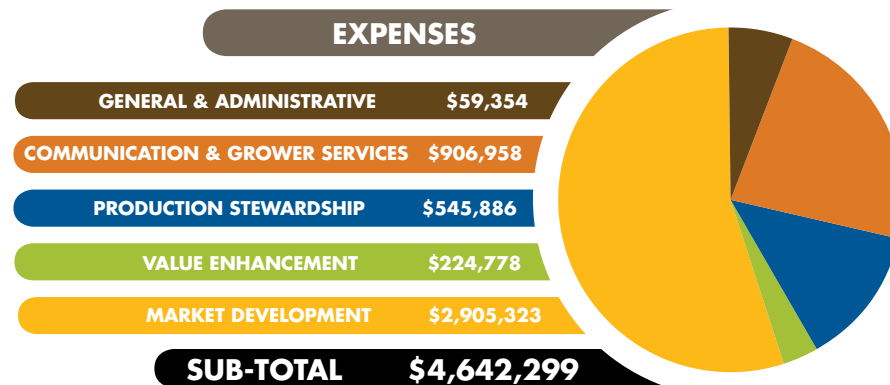
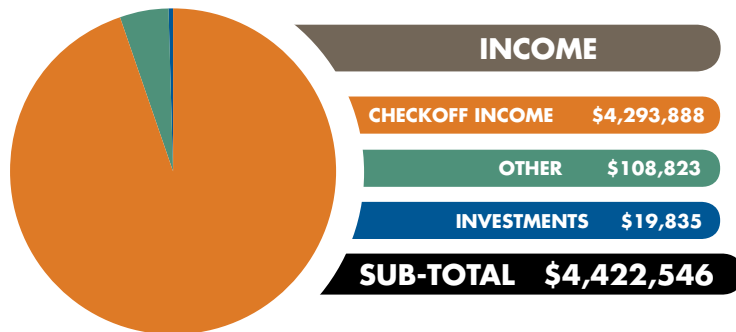


## OVERVIEW

|                        |             |
|------------------------|-------------|
| BEGINNING BALANCE..... | \$6,500,985 |
| TOTAL INCOME .....     | \$4,422,546 |
| TOTAL EXPENSES .....   | \$4,642,299 |
| <hr/>                  |             |
| ENDING BALANCE .....   | \$6,281,232 |



## MISSOURI CORN MERCHANDISING COUNCIL

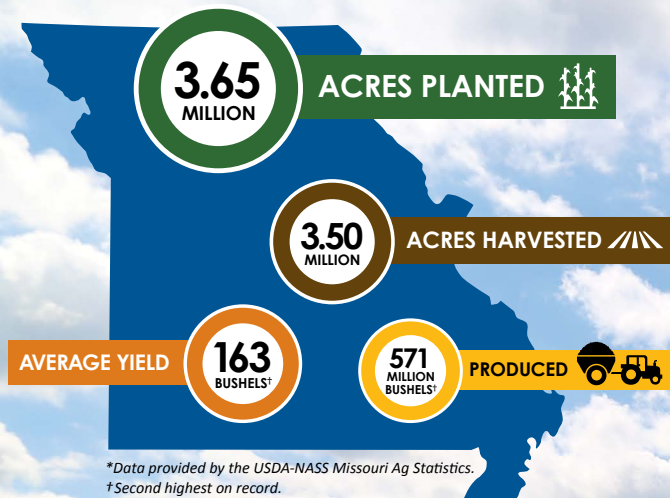


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# 2016

## MISSOURI CORN CROP



\*Data provided by the USDA-NASS Missouri Ag Statistics.

†Second highest on record.

## HELP US HELP YOU

When it comes to advocating in Washington, D.C., and Jefferson City, it is important we are focusing on the issues most important to corn growers. Please take a few minutes to fill out the online survey posted at [www.mocorn.org/policy](http://www.mocorn.org/policy). This questionnaire is intended to get your input on a broad range of issues including: ranking

of top policy priorities, how the current farm bill is working and addressing transportation concerns. Please take a few minutes to fill out this short survey so we can better represent you. Our strength has always been our grassroots. We appreciate your input and welcome your thoughts for moving forward.



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Missouri Corn Merchandising Council  
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