

Brian Lehman, Versailles

STAND UP FOR CORN

FARM BILL ★ TRADE ★ RFS



MissouriCorn
PLANTING OPPORTUNITY



LETTER FROM THE ★ PRESIDENT

Kyle Kirby, Liberal



TAKE ★ ACTION

You've probably heard the saying, "If you're not at the table, you're on the menu." This is especially true in today's political climate. The Missouri Corn Growers Association (MCGA) is working to make sure we are involved in discussions impacting your farm. Please join us in sending a strong message on three critical issues impacting demand for our corn crop:

- 1. Farm Bill:** Depressed commodity prices and increasing market uncertainty make it imperative Congress passes a new farm bill before the current bill expires Sept. 30. We need a bill that maintains a robust crop insurance program and continued funding for the Market Access Program (MAP) and the Foreign Market Development (FMD) Program.
- 2. Ethanol:** The EPA has been handing out unprecedented Renewable Fuel Standard (RFS) waivers to highly profitable oil refineries. These exemptions have amounted to the equivalent of 1.6 billion gallons of ethanol. When EPA undermines the RFS, both corn demand and grower profitability are impacted.

- 3. Trade:** American farmers have the most competitive products in the world, but that means nothing without access to the marketplace. U.S. trade negotiators should work to maintain agriculture's market access and expand our footprint in both new and existing markets.

What can you do? Take action. Sign these two postcards and drop them in the mail—no postage necessary. Then go to www.standupforcorn.com. **Send your RFS letter to the EPA by the Aug. 17 deadline!** These three steps will go a long way in making sure our voice doesn't get overlooked in these critical discussions. Given the current markets, complacency just isn't an option.

Thanks in advance,

Kyle Kirby, MCGA President
Corn farmer from Barton County

P.S. Once you've filled out the two postcards and submitted comments to the EPA, read on to see what else Missouri Corn is doing to protect your right to farm.

WHAT CAN YOU ★ DO?

STEP ★ 1:

Send email to stop refinery waivers.

www.standupforcorn.com
Estimated time: 2 minutes.

STEP ★ 2:

Mail this farm bill postcard.

Estimated time: 1 minute.

STEP ★ 3:

Mail this trade postcard.

Estimated time: 1 minute.



★ WE NEED A FARM BILL ★

I am counting on members of Congress to work together to pass a new farm bill that can be signed into law before the current bill expires Sept. 30, 2018.

Name _____

Address _____

City _____ State _____ Zip _____

Email _____

I authorize Missouri Corn Growers Association to communicate on my behalf regarding the new farm bill.

(signature)



95% OF CONSUMERS LIVE OUTSIDE THE U.S.

It is crucial U.S. trade policies and agreements allow corn and ethanol to compete globally. I urge you to build upon strong trade deals to grow market access for agriculture.

Name _____

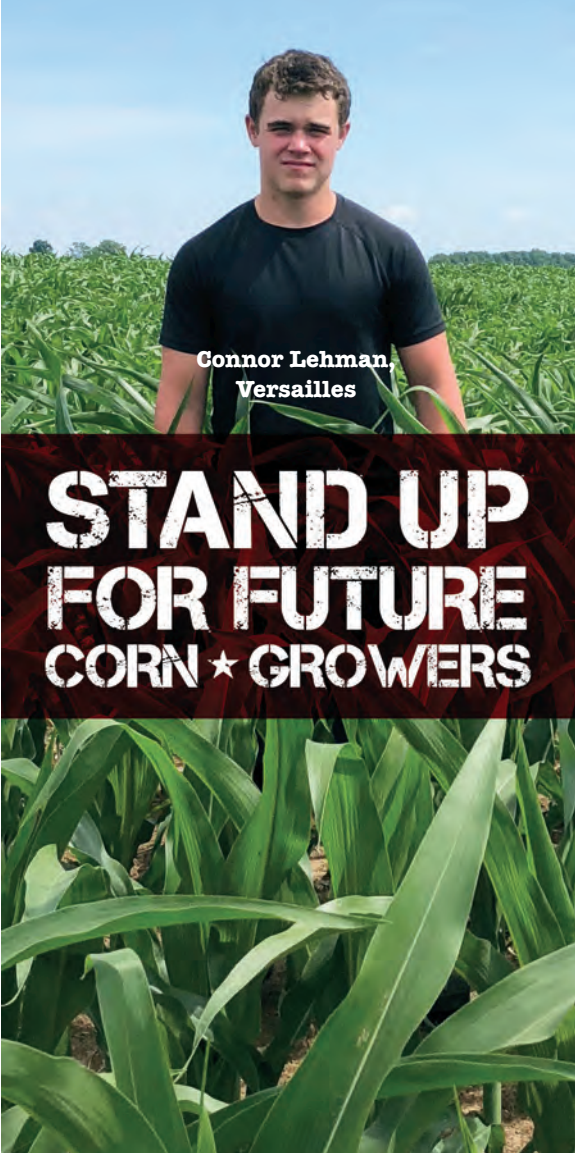
Address _____

City _____ State _____ Zip _____

Email _____

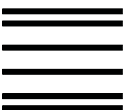
I authorize Missouri Corn Growers Association to communicate on my behalf regarding creating strong trade pacts to grow market access for U.S. agriculture.

(signature)

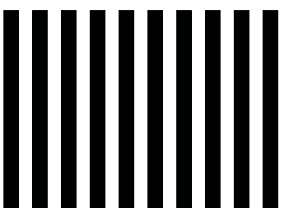


Connor Lehman,
Versailles

STAND UP FOR FUTURE CORN ★ GROWERS



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

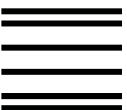
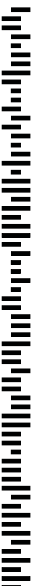


BUSINESS REPLY MAIL

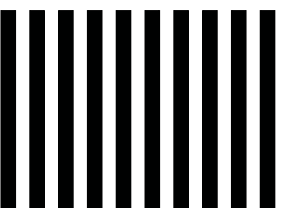
FIRST-CLASS MAIL PERMIT NO 21 JEFFERSON CITY MO

POSTAGE WILL BE PAID BY ADDRESSEE

MISSOURI CORN GROWERS
3118 EMERALD LANE
JEFFERSON CITY MO 65109-9708



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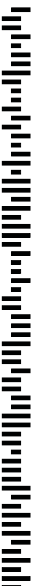


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SPEAK★UP

As we reach the halfway point of the year, it is another season of prices at breakeven or below the cost of production. That's if we even have a crop. With disputes and tariffs being threatened—and now implemented—it's essential we continue ramping up relationships with our international customers. On the checkoff side, the Missouri Corn Merchandising Council (MCMC) is leveraging investments with our partners at the U.S. Grains Council and the U.S. Meat Export Federation to maintain and expand existing markets overseas.

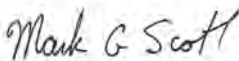
By collaborating, we are able to host trade groups from other countries to put a face on the farmers that produce the corn with the people responsible for importing it. These teams allow Missouri corn growers to showcase the quality and consistency of this state's corn crop, the importance of biotechnology to farmers and highlight our efficient river and rail transportation system.

Ethanol exports are a crucial area of market growth for Missouri corn farmers. As of April 2018, ethanol exports were up 22 percent over last year. In the FY17 marketing year, a record 1.37 billion gallons of U.S. ethanol were

exported to 76 countries. This is the equivalent of 488 million bushels or nearly the entire Missouri corn crop. Key markets include Brazil, Canada, India, China, Japan and Mexico, with significant growth in several emerging markets like the European Union, Southeast Asia and the Middle East.

Markets don't happen overnight and like all businesses, relationships matter. Trade matters. The statement there is strength in numbers is very true for corn farmers. We need to work together to tell the story on how this period of low prices is affecting our lives and operations. Thank you for your support and continued involvement.

Best wishes for a safe and bountiful harvest,



Mark Scott, MCMC Chairman
Corn farmer from St. Charles County



LETTER FROM THE★CHAIRMAN

Mark Scott, Wentzville



TRADE ★ EFFORTS

COUNTRIES DON'T TRADE. ★ PEOPLE DO.

A key component of building markets is reducing barriers to entry. Showcasing the productivity of American farmers, Missouri Corn recently hosted a team of Nigerian government officials and regulators to share the benefits of biotechnology and grain trade logistics.

The adoption of biotechnology has been slowed in most of Africa. Factoring in Nigerian officials rejecting a shipment of biotech corn from Argentina last fall, the U.S. Grains Council stepped in to provide more education. The Council is working in Nigeria to bring awareness around the positive impacts of biotechnology and America's ability to meet the needs of their growing feed sector. Africa's

population as a whole is expected to more than double by 2050, making Nigeria and the sub-Saharan Africa region key market opportunities for Missouri corn farmers.

Missouri Corn also joined with the Missouri Department of Agriculture to talk with a Vietnamese trade delegation earlier this spring. Recently, the Vietnamese government eased fumigation requirements on corn and re-opened the market for U.S. distiller's dried grains with solubles (DDGS). The mission reinforced DDGS as a key feed ingredient while allowing the team to see Missouri ethanol and DDGS production firsthand.



A group of Nigerian legislators and regulators, organized by the U.S. Grains Council, toured Monsanto and the Donald Danforth Plant Science Center in St. Louis to learn more about the effectiveness of biotechnology. Nigeria is estimated to have the world's third largest population by the end of the century. Missouri Corn continues to work through USGC to advance the role of the Missouri corn farmer in addressing Africa's corn needs.



GROWERS GO BACK TO SCHOOL

Corn growers shored up their knowledge of trade issues and the importance of exports during Trade School, hosted by the National Corn Growers Association and U.S. Grains Council. The agenda covered the global trading system, NAFTA, China and future markets. Attendees included Missouri Corn board members and several members of the CornRoots Leadership Academy.

With trade negotiations and tariffs taking center stage more frequently, growers received extensive data on the economic and foreign policy implications of trade, discussed how to craft strong messages on the importance of trade and learned how to manage a meeting with elected officials to get the best results.

How We Build Global Grain Demand

With longstanding support from the Missouri Corn Merchandising Council, the U.S. Grains Council works in more than 50 countries and the European Union to develop new markets for U.S. corn, distiller's dried grains with solubles (DDGS) and ethanol.

Trade Teams & Missions

Building lasting relationships with end users benefits the entire marketing channel.



Trade Policy & Market Capacity Building

Engaging in local markets positions U.S. grains for worldwide opportunity.

Conferences & Trade Shows

Strategic presence builds awareness of U.S. grains among international representatives.

Business-to-Business Relationships

Partnerships with industry leaders catalyze change for stronger, more dynamic industries.

Technical Education & Contracting Education

Helping customers know how to buy and use U.S. grains is critical to meeting their needs.

Information & Research

Current data helps buyers recognize the advantages of U.S. grains.

MissouriCorn
www.mocorn.org

U.S. GRAINS
COUNCIL
www.grains.org

STAND UP FOR ★ TRADE

Clint Stephens, Advance



CUTTING THROUGH ★ THE CLUTTER

FIGHTING FOR YOUR FARM IN JEFF CITY

In addition to the federal issues, there are numerous state rules and regulations that can change how you operate. MCGA members were in the State Capitol, taking proactive steps to increase profitability and reduce overreaching regulations for today's corn growers.

The 2018 Missouri Legislative Session was unique in several ways. The public issues generated a consistent hum around the Capitol. Additionally, given the way the calendar fell, it was the longest session possible under the rules. Despite the hurdles and challenges, there were several big successes.



Missouri corn growers from across the state took time away from the farm Tuesday, Jan. 23 to meet with legislators during MCGA's annual business meeting and legislative day in Jefferson City.

2018 ★ STATE LEGISLATIVE SUCCESSES

Preventing an increase on ag land property taxes

Missouri farmers testified and the State Tax Commission listened, opting not to increase property taxes on agricultural land assessments. This is a welcome change from previous years.

Clearing up the Missouri Clean Water Law

MCGA worked in collaboration with industry partners to tackle confusing provisions of Missouri's Clean Water Law. Senate Bill 782 sponsored by Sen. Mike Cunningham (R-Rogersville), contained the provision to clarify regulations on runoff from standard farming practices. It was signed into law by Gov. Mike Parson.

Ensuring accountability in Plant Industries Division fees

Through the budget process, it became apparent multiple programs in the Missouri Department of Agriculture's Division of Plant Industries were not bringing in sufficient funds to cover expenses. Senate Concurrent Resolution 53 filed by Sen. Brian Munzlinger (R-Williamstown) established an interim committee to review all Plant Industry fees so all parties and programs are paying their fair share.



Preventing a patchwork of seed and fertilizer regulations

Spearheaded by Rep. Bill Reiboldt (R-Neosho) and Sen. Dan Hegeman (R-Cosby) and included in Senate Bill 627 sponsored by Sen. Munzlinger, legislation passed to prevent political subdivisions from adopting or enforcing any ordinance, rule or regulation relating to the labeling, cultivation or other use of seed or fertilizers. The legislation is important in circumventing confusing county-by-county regulations.



Missouri Corn CEO Gary Marshall and several grower leaders discuss stewardship and conservation efforts with former senator – now Lt. Gov. Mike Kehoe and Sen. Brian Munzlinger (R-Williamstown).

Working to build better roads

An option to improve funding for public safety and transportation was approved to go on the November ballot. If accepted by a vote of the people, it will increase the fuel tax by 10 cents, stair-stepping up between 2019 and 2022, to pay for State Highway Patrol in administering and enforcing vehicle laws and regulations. This means new funds would be appropriated to the Highway Patrol with additional monies rolling to the state road fund.



Missouri Corn Growers Association Associate Director of Public Policy Samantha Davis (right) talks with retiring Senate Ag Committee Chairman Brian Munzlinger, a former MCGA president and strong industry advocate.





Jay Schutte, Benton City

#RFSWORKS
RALLY FOR RURAL AMERICA

STAND UP FOR ★ THE RFS



GROWING ★ ADVOCATES

THE NEXT GENERATION OF INDUSTRY ADVOCATES



The seventh class of the CornRoots Leadership Academy recently completed training in Missouri Corn programs, grassroots and leadership development, and communicating with media and legislators. Participants began the program in December, taking part in sessions focused on the value of grassroots, effective leadership, public speaking,

policy involvement and media training. The growers also visited the Missouri State Capitol in January to gain a better understanding of the policy process and how to effectively communicate with urban and rural legislators. Before graduating, the group traveled to Washington, D.C., to meet with federal legislators on Capitol Hill during NCGA's annual Corn Congress.

JOIN ★ US!

Focused on developing public policy and communications skills, Missouri Corn formed the CornRoots Leadership Academy to provide tools needed for upcoming leaders to assume stronger roles in industry discussions. Find more information and a CornRoots application at www.mocorn.org/policy/grassroots.



The 2017-18 Missouri CornRoots Leadership Academy class, along with Missouri Corn leaders and staff, met with USDA Farm Service Agency Administrator Richard Fordyce during the final leg of training in Washington, D.C. The young leaders joined corn farmers from across the nation to share concerns on the RFS, trade, farm bill and drought conditions with elected and agency officials.

Front (L-R): Dean Thompson (Richmond), Seth Wilbanks (Hughesville), Terrance LePage (Jefferson City), Lance Dobson (Lexington), FSA Administrator Fordyce (Bethany), Nick Monnig (Fayette), Clay Hawes (Sikeston), Brittany Wilbanks (Hughesville), Natoshia Diehl (Butler), Travis McNeall (Keytesville), Dirk Diehl (Butler), Chris Hudson (Middletown), MCMC Chairman Mark Scott (Wentzville), MCMC Secretary Jay Fischer (Jefferson City), Josh Payne (Concordia), Missouri Corn interns Alli Bertz (Mayview), Jared Myers (Columbia) and Holly Enowski (Eldon).



STAND UP FOR THE ★ FARM BILL ★



Greg Schneider, Warrenton

2017-2018 ★ BOARD OF DIRECTORS

A 15-member board of grower-leaders elected by their peers directs both the Missouri Corn Growers Association and the Missouri Corn Merchandising Council.

District 1

Morris Heitman, Mound City
Dylan Rosier, Mound City
Jason Hull, Skidmore

District 2

Gary Porter, Mercer
Matt Lambert, Laclede

District 3

Jay Schutte, Benton City
Brent Hoerr, Palmyra

District 4

Kyle Kirby, Liberal
Mike Moreland, Harrisonville

District 5

Jay Fischer, Jefferson City
Brian Lehman, Versailles

District 6

Greg Schneider, Warrenton
Mark Scott, Wentzville

District 7

Clint Stephens, Advance
Allen Rowland, Dexter

YOUR MEMBERSHIP ★ MATTERS ★

MCGA members have achieved monumental corn and ethanol milestones over the last four decades. Being a member allows the industry to band together, reinforce key policies and ensure proactive measures are in place to protect your right to farm. Join now at www.mocorn.org.



MissouriCorn

Missouri Corn Growers Association
Missouri Corn Merchandising Council
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