STAND UP FOR CORN

FARM BILL ★ TRADE ★ RFS

Missouri Corn
PLANTING OPPORTUNITY

Brian Lehman, Versailles
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 undermined 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.
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)

Send email to stop refinery waivers.
www.standupforcorn.com
Estimated time: 2 minutes.

Mail this farm bill postcard.
Estimated time: 1 minute.

Mail this trade postcard.
Estimated time: 1 minute.

WHAT CAN YOU DO?

STEP 1:

STEP 2:

STEP 3:

Mail this trade postcard.
Estimated time: 1 minute.

Mail this farm bill postcard.
Estimated time: 1 minute.

Send email to stop refinery waivers.
www.standupforcorn.com
Estimated time: 2 minutes.

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)
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
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.

TRADE ★ EFFORTS

COUNTRIES DON’T TRADE. ★ PEOPLE DO.
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.
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.

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 S3 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.

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.
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.

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.
Jay Schutte, Benton City
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.

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), Natasha 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).
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**

MOGA 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.