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
  - NCGA Freedom to Operate Action Team
  - USGC Value-Added Advisory Team
- Jason Hull • Skidmore
  - MCGA
- Dylan Rosier • Mound City

**DISTRICT 2**
- Matt Lambert • Lampe
  - NCGA Finance Committee
- Jim Stuever • Dexter
  - Ex-Officio Member
  - USGC Board of Directors

**DISTRICT 3**
- Jay Fischer • Jefferson City
  - MCMC Secretary
  - USGC Ethanol Advisory Team
- Brent Hoen • Palmyra
  - NCGA Engaging Members Committee
- Gary Ramey • Linn Creek
  - MCGA President

**DISTRICT 4**
- Kyle Kirby • Liberal
  - MCGA Vice President
  - USGC Middle East/Africa Advisory Team
- Mike Moreland • Harrisonville
  - MCGA Risk Management Action Team

**DISTRICT 5**
- Brian Lehman • Versailles
  - NCGA Consumer Engagement Action Team
  - NCGA Resolutions Task Force
- Mark Scott • Wentzville
  - MCMC Chairman

**DISTRICT 6**
- Greg Schneider • Warrenton
  - MCMC Vice Chairman
  - USGC Western Hemisphere Advisory Team
- Clint Stephens • Advance
  - MCGA Secretary/Treasurer

**DISTRICT 7**
- Jordan Strohmaier • Dexter
  - Ex-Officio Member
  - USGC Board of Directors

**EX-OFFICIO**
- Allen Rowland
  - District Director

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

**CONTACT US**

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**MCGA = Missouri Corn Growers Association**
**USGC = U.S. Grains Council**
**MCMC = Missouri Corn Merchandising Council**

**MISSOURI CORN CROP**

- **3.40 MILLION ACRES PLANTED**
- **3.25 MILLION ACRES HARVESTED**
- **170 BUSHELS AVERAGE YIELD**
- **355 MILLION BUSHELS PRODUCED**

**MISSOURI CORN CROP**

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NCGA Resolutions Committee

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Clint Stephens • Advance
MCGA Secretary/Treasurer

Allen Rowland
Deater

**DATA PROVIDED BY THE USDA-NASS MISSOURI AG STATISTICS.**

**†SECOND HIGHEST YIELD AND THIRD HIGHEST PRODUCTION ON RECORD.**
2017 YEAR IN REVIEW

Growers converge in Jefferson City to visit with legislators on important ag issues.

MCGA President Gary Porter is elected to the National Corn Board.

Japanese trade team visits to learn more about U.S. corn production.

Taiwanese trade group visits central Missouri to reaffirm the trading partnership.

The 2017 Crappie Masters Tournament Trail wraps with all winning anglers using E10.

Seven college students majoring in agriculture are awarded Missouri Corn Scholarships.

Government signs House Bill 462, increasing penalties for applying off-label herbicides.

Missouri growers help set national policy positions at Commodity Classic.

CommonGround volunteers answer dietitians’ questions on modern food production.

New MCGA and MCMC leaders take the reins.

Growers lobby on ethanol issues in Washington, D.C.

CommonGround volunteers meet USDA Sec. Sonny Perdue in Kansas City.

MCMC Overview

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Balance</td>
<td>$6,281,232</td>
</tr>
<tr>
<td>Total Income</td>
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</tr>
<tr>
<td>Total Expenses</td>
<td>$4,000,748</td>
</tr>
<tr>
<td>Ending Balance</td>
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</tbody>
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 Expansion

<table>
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<tr>
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<tr>
<td>General &amp; Administrative</td>
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</tr>
<tr>
<td>Communication &amp; Grower Services</td>
<td>$949,316</td>
</tr>
<tr>
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</tr>
<tr>
<td>Value Enhancement</td>
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*The Missouri Corn Merchandising Council (MCMC) is a voluntary organization of Missouri corn growers. The MCMC is governed by a board of directors elected by the membership. MCMC staff is located in Jefferson City and Kansas City, Missouri. The office is staffed 365 days per year, 24 hours a day. MCMC staff meets regularly to discuss activities and programs that contribute to the success of Missouri corn growers. MCMC serves as the voice of Missouri corn growers to government and the general public. MCMC is dedicated to promoting and improving the corn industry and its products through research, education, and promotion. MCMC is a member of the National Corn Checkoff Program. MCMC Board of Directors: President Gary Porter, First Vice President Jon Budde, Second Vice President Scott Sunters, Secretary/Treasurer Darrell Solberg. MCMC office is located at 2020 Easton Road, Jefferson City, Missouri 65109. Phone: 573.526.3541; Fax: 573.526.3580. MCMC is an equal opportunity provider and employer.*
Growers converge in Jefferson City to visit with legislators on important ag issues.

Missouri Corn hosts growers and industry partners at winter meetings across the state.

Missouri growers help set national policy positions at Commodity Classic.

Growers lobby on ethanol issues in Washington, D.C.

Gov. Greitens signs House Bill 662, increasing penalties for applying off-label herbicides.

MCGA board members meet USDA Sec. Sonny Perdue in Kansas City.

McGGA board members meet with Congressman Jason Smith.

CommonGround volunteers answer dietitians’ questions on modern-food production.

Seven college students majoring in agriculture are awarded Missouri Corn Scholarships.

Missouri corn growers discuss the importance of trade at the Missouri State Fair.

Missouri Corn partners with corn maze owners and teachers to help educate youth and consumers.

Japanese trade group visits central Missouri to reaffirm the trading partnership.

Trade groups from Vietnam and China visit to see U.S. corn production firsthand.

Growers visit Capitol Hill to discuss trade and ethanol issues impacting Missouri farmers.

Online golf and sporting clay events wrap up with goal of strengthening grassroots.

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 consumers and exploring new research opportunities.

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New MCGA and MCMC leaders take the reins.

Representatives from six countries visit Missouri to learn about the ethanol industry.

Governors lobby on ethanol issues in Washington, D.C.

Growers discuss the importance of trade at the Missouri State Fair.

Summarized Income

- Checkoff Income: $5,166,048
- Other Income: $238,644
- Investments: $84,814
- Sub-Total Income: $5,489,506

Summary of Total Expenses

- General & Administrative: $182,082
- Communication & Grower Services: $949,316
- Production Stewardship: $531,415
- Value Enhancement: $241,395
- Market Development: $2,096,540
- Sub-Total Expenses: $4,000,748

Beginning Balance: $6,281,232

Ending Balance: $7,769,990

Total Revenue: $11,489,506

Total Expenses: $4,000,748

Net Operating Income: $7,488,758

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 consumers and exploring new research opportunities.

Growers discuss the importance of trade at the Missouri State Fair.
Board member Matt Lambert and Missouri CommonGround volunteer Kate Lambert are inaugural winners of the Missouri Leopold Conservation Award.

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

Wood Hat Spirits of New Florence given top corn whiskey honors in Chicago competition, sponsored in part by Missouri Corn.

Bills clarifying the law allowing farmers to operate farm machinery on roadways at night with proper lighting are signed.

Thirty FFA student leaders take part in the 3rd annual HYPE Academy, strengthening leadership and advocacy skills.

The 7th CornRoots class kicks off, building stronger leaders for the corn industry.
As we enter the new year, I don’t need to tell you Missouri farmers are facing huge supplies of corn. You are also keenly aware that with large crops come lower prices. This will increase market opportunities if we have access to new demand. For this reason, a key issue facing corn growers in 2018 is fighting to maintain and expand global trade.

That’s why the Missouri Corn Merchandising Council is doubling down on investments with our national export partners. Starting in 2014-15, Missouri Corn made a significant, long-term commitment to the U.S. Grains Council to maximize Mexico’s potential as a grain customer. With funding and staff focused on growing and identifying opportunities, Mexico is now the top destination for corn, distillers grain, corn-fed pork and poultry and holds huge potential for ethanol exports.

So where is the next Mexico? South America, southeast Asia and the Middle East are growing rapidly, both in terms of population, and income used to buy more, and better, food. And, several countries that continue to depend on us for a reliable corn supply, like Japan and South Korea, are also looking at new ethanol policies.

All of these places can offer demand for our corn given the right trading relationships, the ability to fight back effectively when trade is blocked, and solid infrastructure to help get our products to our global customers. It doesn’t happen overnight and it doesn’t happen without significant support. We are working hard to make sure corn growers are not only maintaining but increasing corn, corn-fed meat and ethanol use across the globe.

Part of our responsibility in the new year is to ensure trade continues to work for corn growers in this economy. If we want our farms to be profitable, we can’t remain silent when it comes to the issue of trade.

Thank You,

Mark G. Scott
Missouri Corn Merchandising Council
Chairman
Corn producers continue to push yields higher. As the 2018 growing season approaches, many challenges need to be met to make sure our crop can be utilized. Solid trade deals, a new farm bill and strengthening infrastructure were top priorities as well in 2017 and remain key issues in the year ahead.

Free trade agreements are imperative in expanding corn and ethanol sales. The rest of the world is watching as the Trump administration engages in the renegotiation of the North American Free Trade Agreement (NAFTA). The impacts of withdrawal on the U.S. grain industry and farm economies would be immediate and devastating. MCGA continues to educate Missouri’s congressional leaders on the importance of trade agreements and what they mean to your bottom line.

The Market Access Program and Foreign Market Development Program utilized by our national export partners helps build relationships and maintain U.S. market share in countries around the world. Recognizing the value, MCGA successfully advocated for full funding of the MAP and FMP programs in 2017. And we are pushing to significantly increase funding in the upcoming farm bill cycle – a big lift in the current political climate – but crucial to our long-term market stability and success.

Given that more than half of corn exports are transported via our nation’s inland waterways, we must invest in this system. Last year, MCGA worked successfully to increase federal infrastructure investments. We’re also working to ensure locks and dams are included in upcoming bills.

We have a powerful voice in the offices of our state and federal legislators, but only if we use it! If you are a member of the Missouri Corn Growers Association, we thank you. If not, we ask you to consider joining.

Sincerely,

Kyle Kirby
Missouri Corn Growers Association President
Building International Markets Starts Here

Last year, feed grains in all forms (bulk corn, ethanol, distillers grains and other co-products, corn-fed beef, pork and poultry) grew 12 percent. That equates to nearly 500 million bushels of new corn demand. And many of these successes started right here, on the ground, in Missouri.

Vital assets in expanding global trade are the partnerships between Missouri Corn and other organizations. The U.S. Grains Council puts boots on the ground in nearly 50 countries while providing knowledge, expertise and assistance in local markets. Other partners include the U.S. Department of Agriculture, Missouri Department of Agriculture and University of Missouri. Missouri Corn is committed to working closely with all partners to build markets for corn, distillers grains, ethanol and other value-added products globally.

Ethanol Team Sees Production from Field to Export

Setting the stage for aggressive ethanol export efforts in 2017-18, Missouri Corn hosted a trade group from six Latin American countries. The goal of the visit was to showcase U.S. ethanol production, provide information on the economic and environmental benefits as well as address technical questions related to policy, infrastructure and usage. Combined, these countries imported over 500 million gallons of U.S. ethanol last year. As countries look to address air quality concerns, they are also exploring policies which would increase renewable fuel use. In Brazil’s case, the ethanol industry, specifically sugarcane ethanol, has had strong support since the 1970s. Today, they boast a mandate of E27. Despite market access issues, Brazil remains a key near-term market for ethanol.
Argentina has also implemented a strong biofuels policy. Using sugarcane and corn-based ethanol, Argentina has a 12 percent mandate and is looking to increase to 20 percent. Access to the Argentine market is strict due to tariffs and internal regulations, but the 12 percent mandate has not been met in recent years, presenting potential opportunities for U.S. ethanol. In addition, Colombia is working toward a 10 percent mandate. Countries like Bolivia and Chile do not have formal policy but see ethanol as an integral solution to reduce emissions.

Japanese See U.S. Corn Industry Firsthand

Japan slipped behind Mexico in 2016 for the top destination for U.S. corn exports. Fortunately, the market rebounded with a 30 percent increase in 2017. Working to build partnerships here in Missouri, a group of Japanese corn processors and feed millers traveled to the Show-Me State to see corn production, supply and quality through a series of visits with corn growers and end users. The team consisted of relatively new customers of U.S. corn. Reports back from Japan indicate increased confidence of the U.S. corn supply and quality among grain buyers.
Top policy leaders at both the federal and state levels are calling for significant strides in regulatory reform. What does this mean for Missouri corn growers?

Water Quality

MCGA continues to aggressively tackle one of the more challenging regulatory issues facing Missouri farmers: nutrient regulations. In December 2016, the Environmental Protection Agency settled a lawsuit with a Missouri-based environmental group over nutrient regulations. The settlement mandated the federal government to finalize federal nutrient water quality regulations for Missouri lakes by 2018.

The state estimated the proposed EPA nutrient rule would cost Missourians up to $1.7 billion dollars in wastewater treatment plant upgrades alone. EPA’s actions would also result in serious long-term ramifications to Missouri agriculture. MCGA’s long held position has been that overly stringent nutrient regulations could evolve into burdensome requirements that would force farmers to adopt certain practices and threaten your freedom to operate.

MCGA went to work early in 2017 with newly appointed state agency officials to counter EPA’s imminent action and a more practical and reasonable solution was put forth by the Missouri Department of Natural Resources. This state proposal addresses the core elements of the court order and EPA settlement. The question remains: Will EPA back off and defer to Missouri’s approach or will it force onerous federal regulations on the backs of Missouri citizens?

Unlike EPA, DNR’s plan is tailored to Missouri lakes, using in-state water quality data and methods and stakeholder input to ensure the state’s unique man-made reservoirs are appropriately protected yet not overly burdensome. DNR’s rule is estimated to cost $83 million, a far cry from the massive $1.7 billion EPA rule.

As we move into 2018, all eyes are on EPA as they make the crucial decision. Intense efforts are underway by MCGA and others to engage elected officials in Washington, D.C., to force EPA to support Missouri’s approach. MCGA will continue to advocate for policies on nutrient management and water quality that allow for voluntary adoption of proven conservation practices.

Growers visit Capitol Hill to discuss issues impacting Missouri farmers.
In this new political environment, the federal Renewable Fuel Standard (RFS) remains one of the most important economic drivers in rural America. Protecting the integrity of the RFS now and in the future is our number one goal. Untapped opportunities remain to expand access to higher ethanol blends.

In Missouri (like many other states) gasoline with a 15 percent ethanol blend (E15) can only be sold for nine months of the year. This is due to a 1990 regulation in which Congress limited the amount of evaporative emissions from vehicle fuel at 9 pounds per square inch (psi) Reid Vapor Pressure (RVP). Despite pure ethanol having a 3 psi RVP, when combined with gasoline at low levels, the RVP of the blended fuel can exceed 9 psi.

To encourage ethanol blends, Congress codified a rule written by EPA that specified fuel with 10 percent ethanol would receive a 1 psi RVP waiver. This waiver has not been extended to E15 or higher ethanol blends. This means that during the busy summer driving months (June 1 to September 15), fuel retailers cannot offer E15 in most areas. E15 sales plummet, and many retailers don’t offer E15 simply to avoid the disruption. Our second priority on the ethanol front is asking EPA to fix this clearly outdated regulation and allow drivers access to additional savings year-round.
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.
Year in Review

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Board member Jay Schutte testifies in support of the RFS at EPA hearing in D.C.

New MCGA and MCMC leaders take the reins.

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Income

- Checkoff Income $5,166,048
- Other $238,644
- Investments $84,814
- Sub-Total $5,489,506

Expenses

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Overview

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EX-OFFICIO
Mark Rowland
Dexter

NONPROFIT U.S. POSTAGE PAID JEFFERSON CITY, MO PERMIT 182

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