

#### LETTER FROM THE 2015 MCGA PRESIDENT

WOW! The last year passed quickly. It seems I just took the MCGA reins, and now my tenure has concluded. My father always told me time flies when you are having fun. Fighting government and regulatory overreach must be loads of fun because that is what MCGA did in 2015.

We worked to defend the RFS from the Environmental Protection Agency's proposed Renewable Volume Obligation (RVO) reductions. Battling the proposal, MCGA participated in the Rally for Rural America and EPA field hearing in Kansas City. MCGA board members took the opportunity to testify before EPA and were the only group to get an ovation beyond the lowa and Missouri governors. While the RVO numbers were not restored to full statutory levels, our collective voice forced EPA to make an increase over their spring proposal.

We fought another major battle with EPA over WOTUS, or Waters of the U.S. This policy would have given EPA control over all bodies of water nationwide. MCGA leaned hard on Missouri's Congressional delegation. In the end, all Missouri delegates stood alongside growers on this important issue. Attorney General Koster also supported growers, filing a lawsuit which led to an injunction on the rule and more time to fight the misguided regulation.

Thank you to those that have contributed to these efforts by contacting elected officials, testifying at hearings and defending corn growers on the issues impacting our farms. I also want to thank the board and staff for their hard work this year. While we may not have solved all the problems, we were at the table working for what was best for Missouri corn farmers.



Sincerely,

Keuin L Nund

Kevin Hurst
Outgoing MCGA President
Tarkio, Missouri

#### LETTER FROM THE 2015 MCMC CHAIRMAN

Greetings to all who have been a vital part of the Missouri Corn Merchandising Council's activities.

Over the past year, just like every year, we have faced a variety of issues and challenges. Although the United States is one of the largest exporters of corn in the world, in a global environment of large and increasing corn production, we continually strive to build demand. Through our efforts with the U.S. Grains Council, MCMC is helping build relationships with foreign grain buyers to increase markets for Missouri corn and corn co-products.

Through our longstanding partnership with the U.S. Meat Export Federation, we also work to promote beef, pork and mutton exports (all corn consumers). Strong demand for meat in Japan and China, as well as other developing economies, increases domestic corn grind here at home.

Another major emphasis has been increasing corn grind by refining our product into ethanol and distillers grains for livestock. These products are growing in demand abroad, opening additional market opportunities. MCMC is also working closely with the USDA and Missouri

Department of Agriculture to help increase ethanol demand by assisting retailers interested in expanding options at the pump for consumers.

Beyond building markets, MCMC strives to increase consumer education on Missouri corn production. Through partnerships with the St. Louis Cardinals and Missouri Tigers, MCMC is working to share information on our nation's top crop. Teaming up with Crappie Masters and NASCAR, water and motorsports fans are seeing the power and benefits of ethanol in action while watching the pros put it to the test each week.

Kevin Hurst and I, along with the rest of the board, are proud to represent the producers of Missouri in such a worthwhile endeavor. We thank you for your continued support.



Sincerely,

Macio Occitman

Morris Heitman

Outgoing MCMC Chai

Outgoing MCMC Chairman Current MCGA President Mound City, Missouri



Growers gather in Jefferson City for industry update and urge state legislators to increase hauling limits.



#### APRIL

In a collaborative effort with Missouri Farmers Care and the St. Louis Cardinals, Missouri Corn's mascot Captain Cornelius races in Busch Stadium and radio ads play on 140 stations to educate 3.5 million fans on Missouri agriculture.

# YEAR IN REVIEW



#### JUNE

Growers attend EPA hearing and Rally for Rural America to keep ethanol blending at statutory levels.



#### SEPTEMBER

Mound City farmer Morris Heitman and Missouri Corn CEO Gary Marshall travel with a USMEF delegation to Japan to increase corn grind through increased meat exports.



#### DECEMBER

The fifth class of the Missouri CornRoots Leadership Academy convenes in Jefferson City to develop communication and leadership skills.

#### JANUARY



#### **FEBRUARY**

NASCAR kicks off its 6th season with all drivers running on an E15 blend, helping educate 80 million fans across the U.S.



APRIL Missouri Corn awards seven \$1,000 scholarships to students pursuing degrees in agronomy or related fields.



#### APRIL

Missouri CommonGround volunteer Kate Lambert shares her family's farm story in the Missouri Life Magazine.



Missouri Corn partners with

host Korean trade team.

U.S. Meat Export Federation to

#### **AUGUST**

Warrenton grower Greg Schneider journeys to Japan and Korea with USMEF to promote grain-fed meat and increase corn grind.



New leadership takes over the reigns on the Missouri Corn Board of Directors.

**OCTOBER** 



With support from Missouri Corn, the Missouri Department of Agriculture receives nearly \$3 million to expand ethanol infrastructure.

#### NOVEMBER

Due to a massive grassroots push, EPA increases the final federal RFS renewable volume obligations from 14.1 billion gallons to 14.5 billion gallons of corn-based ethanol in 2016.

#### **JANUARY**

Ten membership meetings held throughout the state discussing farm bill implementation.



#### MARCH

NASCAR drivers clock more than 7 million miles with no fuel-related issues.



#### APRIL

Mercer grower Gary Porter works to expand trade with European partners on Gov. Nixon's trade mission.

#### APRIL

Missouri General Assembly increases weight limits for hauling corn and corn co-products during harvest.

#### MAY

Help support trade. Help support agriculture.

Ask Congress to pass Trade Promotion Authority.

Missouri Corn works with MSU's Alpha Gamma Sigma fraternity to host a GMO seminar on campus.

JUNE

After much push from Missouri

growers, Congress passes the

Trade Promotion Authority.

#### - JUNE

JULY

Missouri Corn board member Kyle Kirby visits South Korea with USGC to discuss technology on his farm and build market relations with fourth largest export customer.

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MCGA delegation converges on

RFS and trade opportunities.

Washington, D.C., to lobby against

WOTUS regulations and support the



#### AUGUST

Approximately 850 supporters participated in summer membership events, raising nearly \$10,000 for the Missouri Corn PAC.



#### DECEMBER

Over 3,300 third-grade teachers receive a mailing to promote free Corn in the Classroom materials.

NOVEMBER



Congress expands Section 179, extends bonus depreciation, approves international market development funding and Inland Waterways Trust Fund dollars in year-end omnibus bill.



#### **OCTOBER**

100% of the winning Crappie Masters professional fishing teams report E10 helped power them to victory.

#### JULY

undergo intense advocacy training to better tell agriculture's story through the Missouri Corn-sponsored HYPE Conference.



Nearly 30 FFA members



SEPTEMBER

by regional judge.

MCGA joins NCGA in pushing

back against WOTUS and is

rewarded with an injunction

#### SEPTEMBER

Missouri Corn sponsors Mizzou Football First Downs to help educate fans across the state.



# 2015-2016

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





**Kevin Hurst** NCGA Corn PAC Committee



Morris Heitman **Mound City** 

USGC Value-Added



**Gary Porter** 

MCMC CHAIRMAN



Benton City

NCGA Ethanol Committee



Mike Moreland

Harrisonville MCMC TREASURER

Kyle Kirby

MCGA VICE PRESIDENT

**Kurtis Gregory** 

Wentzville

MCMC VICE CHAIRMAN

USGC Trade Policy

NCGA Public Policy

Liberal



Jay Fischer Jefferson City





- MCGA SECRETARY/TREASURER NCGA Research & Development
- USGC Middle East/Africa



John Moretor



Mike Geske Matthews . U.S. Farmers & Ranchers Alliance

Jim Stuever Dexter . U.S. Grains Council **Board of Directors** 

\*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 the rights of members, building new markets for corn and increasing MCMC = MISSOURI CORN MERCHANDISING COUNCIL uri Carn Merchandising Council (MCMC) was form 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 apportunities.

# 2015 YEAR IN REVIEW

#### **DEFENDING AND GROWING MARKETS**

For nearly three decades Missouri corn growers have pushed to establish and protect a successful ethanol industry. The federal Renewable Fuel Standard (RFS) passed in 2007 provides a crucial base 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 companies pushing back against the proposed blending requirements.

Most recently, the RFS was challenged when the Environmental Protection Agency (EPA) caved to Big Oil, defying the law established by Congress and reducing required ethanol blending levels. Proposed slashes of 3.75 billion gallons of corn-based ethanol translated to a potential loss of nearly 1.5 billion bushels of corn demand.



Refusing to accept these reductions, MCGA worked alongside growers, ethanol producers and industry partners to tell the EPA statutory requirements must be left intact. Final numbers released in November reflected the success of this monumental effort, with ending blending levels showing a significant increase over original proposals. Though a major victory, full statutory levels were not completely restored. Missouri Corn continues to push EPA to follow the law and uphold Congressional intentions.

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. Last year, Missouri corn farmers hosted seven trade teams, proving firsthand the quality and availability of U.S. grain to international buyers.

Missouri Corn also partners with the U.S. Meat Export Federation to develop foreign markets for beef, yeal, 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.



International markets are becoming more competitive, and these partnerships with USGC and USMEF ensure Missouri corn growers are on the forefront of each opportunity. At home or abroad, Missouri Corn and partners are working to defend and grow markets for your grain.

### MISSOURI GROWN. MIZZOU MADE

Missouri Corn continued a successful partnership with the Missouri Tigers for the 2015 football season, proudly sponsoring Mizzou first downs. Kicking off the season, Missouri Corn board and staff welcomed fans as they poured into Faurot Field. With temperatures topping 90 degrees,

30,000 appreciative Tiger fans were given "First Down Fans" to beat the heat on behalf of Missouri corn farmers. Throughout the season Tiger fans inside the stadium saw a familiar face on the big screen. A representation of the team's Mizzou Made slogan, former offensive lineman and



Missouri Corn board member Kurtis Gregory, was featured on the video board during games. Radio listeners heard the voice of the Tigers, Mike Kelly, announce Missouri Corn fueled first downs from the booth as well as a 30-second spot highlighting Missouri corn farmers' role in producing food, fuel and fiber.

## SWINGING FOR THE FENCES WITH CARDINALS BASEBALL

For the sixth year, Missouri Corn and members of Missouri Farmers Care (MFC) joined forces to launch an educational campaign with the St. Louis Cardinals. Radio ads featuring Rick Horton and Dan McLaughlin aired during each of the Cardinals' regular season games as well as the National League Division Series on the more than 140 Cardinals Radio Network stations spread across Missouri and bordering states.

In addition to the radio spots, fans in the stands during each Friday night home game enjoyed watching Missouri Corn mascot Captain Cornelius take on dairy and soybean mascots in a race for bragging rights. With average attendance at Friday games nearing 45,000 and each game garnering over 150,000 radio listeners, Missouri agriculture's positive messages reached more than 3.5 million consumers



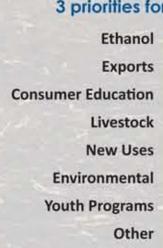
# SURVEY SAYS...

Feedback is critical in any organization to evaluate priorities and provide relevant information to you and your operation. To enable us to better serve Missouri corn growers, last year we asked you to take a few minutes to fill out a survey included in the annual report. The insight collected from 528 responses yielded several key conclusions.

Considering the diversity of conditions and operations across the state, the priorities and challenges of corn growers followed the same track. When asked to rank the top three priorities for the checkoff; ethanol took the top spot with 24 percent, while exports and consumer education tied for second with 18 percent. Livestock and new uses came in at 13 percent and 12 percent respectively.

When growers were asked to identify their biggest obstacles to profitability, the most frequent responses were input costs, weather and government regulation. Not surprisingly, the EPA was the overwhelming answer when asked about the biggest political challenge facing corn farmers in the next five years.

#### Q. As a corn farmer, what do you consider to be the top 3 priorities for the checkoff?





Source: 2015 Missouri Corn Survey

## FINANCIAL SUMMARY

**OVERVIEW BEGINNING BALANCE ...** .. 5816,332 TOTAL INCOME... TOTAL EXPENSES. . \$740,368 ENDING BALANCE .... .. \$932,487





YOU'RE CURIOUS ABOUT ETHANOL,

**ASK SOMEONE WHO SPENDS** 

A LOT OF TIME ON THE WATER.

HOOKING SUPPORTERS WITH CRAPPIE MASTERS

Ethanol promotion and education hooked a new crowd in 2014 when Missouri Corn and American Ethanol

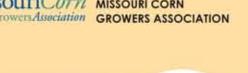
partnered with Crappie Masters to debunk myths surrounding ethanol and watercraft. The campaign continued

in 2015 with the American Ethanol team of Kevin Jones and Billy Don Surface tracking down crappie and

answering questions at each tournament. A special 7-minute cable segment and 30-second commercial

were also featured on Crappie Masters TV, giving viewers at home the opportunity to see ethanol in action. To prove how heavily the pros rely on the homegrown fuel source, a bonus was offered

at each tournament if the winning team was using E10 in their boat. Missouri Corn is proud to announce 100 percent of the winning Crappie Masters professional fishing teams reported E10 powered them to victory.











MISSOURI CORN MERCHANDISING COUNCIL





Missouri Corn Growers Association Missouri Corn Merchandising Council 3118 Emerald Lane • Jefferson City, MO 65109









#### 2015 MISSOURI CORN CROP



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