

# DRIVING OUR FUTURE



2020  
YEAR IN REVIEW

Driving Demand | Increasing Exports | Soil Carbon Potential | Helping Feed Families





## CORN TITAN TRANSITIONING INTO RETIREMENT

### **Missouri Corn CEO Gary Marshall Stepping Down After 34 Years**

After more than three decades of service, Missouri Corn Merchandising Council and Missouri Corn Growers Association Chief Executive Officer Gary Marshall will be shifting into retirement effective April 2021. A renowned industry champion, Marshall shared his decision with the organizations' leadership at the August board meeting.

"Even with a transition plan in place for several years, this was not an easy choice to make," Marshall said.

"But the time is right, the organization is strong, and the board has a solid path forward. While I may not be in the office or on the road when planters are rolling next year, I will always be involved in this great industry. It has been a privilege to work for an amazing and effective organization, alongside skilled and professional staff, and with a supportive board of directors. There is no doubt this organization will continue doing great work to move Missouri's corn industry forward."

## FOCUS ON THE FUTURE

As I contemplate what to write to corn growers across the state, I cannot help but think this year has been like the Missouri weather, "If you don't like it, just wait thirty minutes, and it will change!" The last 12 months have certainly been a rollercoaster ride. During times like this, we need to remember our collective strengths. As the saying goes, even the worst storms run out of rain in time.

For the Missouri Corn Merchandising Council (MCMC), our strengths are many. I certainly want to thank the previous leaders of Missouri Corn for their guidance over the years. Our organization is in good shape because of their vision. I would also be remised if we did not recognize Missouri Corn CEO Gary Marshall for his leadership. After more than 34 years of service, Mr. Marshall is retiring in April. He will undoubtedly be missed, but Gary has peace of mind knowing Missouri Corn is stronger than ever as he enters this new phase of his life.

Now we need to focus on the road ahead! It is natural on any journey to look back - not just to see how far we have come, but to also learn from past experiences. The future for corn remains resilient. Pandemics and trade wars have not changed one simple fact: the world still needs to eat, and the United States remains one of the leading markets for grain and protein. This year our top corn customer list grew to include China. Next year, thanks to Missouri corn checkoff funding, it could expand to include Egypt.



## CHAIRMAN'S LETTER

This is a country we have not traded with in a number of years.

In addition to exports of corn, ethanol is a valuable tool that can improve air quality across the globe. Our partnership with the U.S. Grains Council has undoubtedly paid dividends year after year as we partner to build demand for corn and corn co-products on a global basis. For me, that partnership has included hosting several trade teams on my farm the last few years. This year, we shifted from in-person visits to virtual tours for an up-close look at harvest. It was a change from how things are typically done, but we were able to reach a larger audience despite the pandemic.

One final closing thought. Last summer, we knew we had a good corn crop in the field. My main concerns were price and finding storage. Turns out prices rallied, and now my thoughts are I sold too soon. Just like the Missouri weather, things have changed, and sometimes they change for the better.

Here's to a productive year ahead,

A handwritten signature in black ink, reading "Jay W. Schutte".

Jay W. Schutte, Benton City  
Missouri Corn Merchandising  
Council Chairman

## DRIVING DEMAND

Last year was one heck of a ride. While it threw plenty of roadblocks, there were also things to celebrate. On our farm, we were just happy to plant a crop following the 2019 floods. Not only that, but the river challenges we had that summer led to meaningful, proactive conversations with the U.S. Army Corps of Engineers. We've made great strides in driving the same direction, coming together to discuss river management and addressing the real issues farmers are facing due to Corps' actions.

When COVID hit, Missouri Corn buckled down, went to the drawing board, and sketched a roadmap for relief. We were on the forefront in pushing for farmers to be included in relief support during this downturn and continue to fight to keep the corn and ethanol industries top of mind in Washington, D.C.

Surprisingly, Mother Nature cooperated throughout the growing season, and harvest was one of our best on record. With a renewed U.S., Mexico, Canada Agreement (USMCA) taking effect this summer, massive corn buys from China, and substantial trade deals, we saw corn prices increase this fall. As 2021 gets underway, MCGA continues to advocate for expanded global markets through trade negotiation-with opportunities for both corn and ethanol exports.

Putting the election in the rearview mirror, we can focus on implementing strategies to improve policy and regulation both in Jefferson City and Washington, D.C. Here at home, we are well-positioned to focus on policies and issues for the good of the industry with a supportive governor and legislative body. As the atmosphere in D.C., settles, and appointments are confirmed, we will continue to amplify your voice as we navigate a new roadmap and administration.



First stop: reintroduce the Next Generation Fuels Act. First introduced by U.S. Rep. Cheri Bustos (D-IL) in September, this measure would increase biofuel use across the nation, the logical building block to the RFS. Also on the agenda: improving infrastructure, advancing river navigation, defending crop protection tools, to name a few.

The road may be winding. We're going to have to educate our elected officials on all these issues-and probably a few more. While 2020 has shown us there is no way to know what the future may bring, what we do know is the leaders and staff at the Missouri Corn Growers Association are actively working, pushing, and educating to be your eyes and ears.

Whether it is marketing our corn to international customers or the driver down the road, we have and will continue to keep selling our industry to all markets. And we can take pride in saying our product is better than our competitors across the globe. America's corn farmers are some of the best in the world – and we're only getting better.

Sincerely,

Jay Fischer, Jefferson City  
Missouri Corn Growers  
Association President



# DRIVING GLOBAL MARKETS

## A LONGSTANDING PARTNER IN BUILDING MARKETS OVERSEAS

Exports don't just happen. Strong partners like the U.S. Grains Council (USGC) help the Missouri Corn Merchandising Council's mission of growing and maintaining critical markets for corn and corn co-products.

Corn sales overseas were worth almost \$8 billion; distillers dried grains with solubles (DDGS) sales were worth nearly \$2.2 billion; and ethanol sales were worth \$2.3 billion.

How does this partnership work? MCMC invests checkoff dollars in the U.S. Grains Council, which has staff on the ground in more than 20 locations worldwide, to work with buyers of U.S. corn, distiller's dried grains with solubles (DDGS), and ethanol. Often this work is making the case for U.S. origin, providing information about pricing

and logistics, or teaching potential buyers how to use our products. Sometimes this work focuses on solving trade problems – a task magnified by COVID-19 disruptions.

Amplifying the investment, MCMC's funding for the Council is combined with other state corn checkoffs. This qualifies the Council, on behalf of corn farmers, to receive more than \$10 million in export promotion funds from the 2018 Farm Bill, as well as about \$20 million in funds from the trade aid packages of the last few years.

In the face of a global pandemic, the Council adjusted its sails, moving from in-person events to hosting a virtual conference for ethanol buyers, a virtual conference for grain buyers, an 11-session series of webinars on WASDE reports, as well as a hybrid conference for South Korean grain buyers, and in-person events in China and Vietnam, focused on ethanol and DDGS respectively. The Council also rolled out its annual corn quality report, which Missouri Corn board members will be discussing with international buyers at events planned throughout the winter.

In the last marketing year, corn sales overseas were worth almost \$8 billion; distillers dried grains with solubles (DDGS) sales were worth nearly \$2.2 billion; and ethanol sales were worth \$2.3 billion. Missouri Corn, alongside other state



checkoff organizations, agribusinesses, and farmer associations, invests a total of roughly \$25 million per year through the Council to support and grow these markets - a clear return on investment for corn growers.

With 96 percent of consumers living outside the United States, efforts to increase corn grind through exports are in overdrive. Not only corn, but exports of corn-fed meat, poultry, dairy, and ethanol. As the largest producer and exporter of corn, U.S. corn farmers are well-positioned to meet this growing global demand.



## PILOT PROJECT COULD OPEN EXPORTS IN EGYPT

In the continued mission to increase corn demand, the Missouri Corn Merchandising Council is working with the U.S. Grains Council to tackle a storage problem with a potential trade partner. If successful, this pilot project could lead to a 39-million-bushel U.S. corn market, valued at over \$170 million annually.

Egypt, especially the Damietta Port, is a hot, sub-tropical climate with summer temperatures reaching as high as 115 degrees Fahrenheit and relative humidity exceeding 80 percent. When combined with a lack of proper storage, this climate greatly reduces the storage life of grain, and increases the possibility of mold and germ damage. U.S. corn is sold at 14.5 percent moisture, compared to 13.5 percent from competing countries. This 1 percent makes a big

Could lead to a 39-million-bushel U.S. corn market, valued at over \$170 million annually.

difference in storage longevity. For this reason, Egyptian importers have been shying away from U.S. corn.

To demonstrate the economic value of proper grain storage and alleviate the concerns of storing U.S. corn in warehouses, the pilot project will outfit one warehouse with the appropriate aeration system and provide needed training to show firsthand the impact and possible return on investment. If effective, this project has the potential to remove a roadblock and open the door to additional U.S. corn customers.



## WHEN YOU CAN'T BRING BUYERS TO THE FARM...

You bring the farm to the buyers. That was Missouri Corn's goal in teaming up with the U.S. Grains Council to host international grain buyers during a virtual Grain Exchange. In a typical year, the Exchange brings teams of buyers from around the globe to a conference, followed by the opportunity to visit U.S. growers, ethanol plants, ports,

etc., to learn more about U.S. corn and corn co-products. With COVID keeping buyers firmly at home, USGC and corn organizations teamed up to bring the farm to them.

The virtual format included pre-recorded video tours of 2020-21 Missouri Corn Merchandising Council Chairman Jay Schutte's farm and the POET-Laddonia ethanol plant, followed by a Zoom call where buyers could ask questions. Schutte provided a close-up look at harvest and this year's corn quality while POET representatives talked through ethanol production with the grain buyers and livestock nutritionists from Latin America. Both virtual tours can be viewed on Missouri Corn's YouTube channel.



*POET-Laddonia's General Manager Steve Murphy*

## PANDEMIC WEIGHED ON GLOBAL ETHANOL SALES

As the global supply chain shifted to deal with COVID-19, transportation worldwide took a drastic detour. When half the biofuels industry was forced offline in the U.S., exports of renewable fuel also throttled back due to the decreased demand.

At the close of the most recent marketing year, U.S. ethanol exports were down 12 percent year-over-year according to data from the U.S. Department of Agriculture (USDA), weighed on by the global issuance of stay-at-home orders. Translated to global fuel ethanol demand, U.S. exports were down in all top 10 fuel ethanol export markets-Brazil, Canada, the E.U., and United Kingdom (U.K.), Colombia, Philippines, and Peru - a loss of 161 million gallons (57 million bushels) across those six markets.

Renewable energy and trade policies also weighed on 2019/2020 global demand. China, with the second-largest fuel pool in the world,

equal to less than half that of the United States, is notably absent from the top 10 markets. The country has had no sizeable ethanol imports since the 2017/2018 marketing year when 70 percent duties were placed on U.S. ethanol imports.

During the pandemic, many ethanol plants across the U.S. rerouted their efforts and responded to an increased global demand for industrial grades of ethanol. Ethanol plants across the U.S. found new purpose as a critical ingredient in disinfectants, helping people across the country stay safe. Like many others, Show Me Ethanol in Carrollton, Golden Triangle Energy in Craig, and ICM Biofuels in St. Joseph, stepped up to produce ethanol for hand sanitizer, forging new partnerships and sustaining valuable jobs during an economic downturn.

With recovery not expected until at least 2022, now is not the time to let off the gas. Missouri Corn, the U.S. Grains Council, and other partners continue to work diligently to expand ethanol demand in all possible markets.







# DRIVING ETHANOL DEMAND

## THE NEXT HORIZON FOR ETHANOL

Accounting for approximately one-third of the nation's corn grind, ensuring ethanol demand remains strong and continues to grow is vital for Missouri farmers. What's the next driver for this renewable, homegrown fuel? The answer is in a bill introduced in the U.S. House of Representatives in late September.

If passed, and once fully implemented, long-term annual ethanol usage would increase by more than 5 billion gallons.

The Next Generation Fuels Act (H.R. 8371), sponsored by Illinois Congresswoman Cheri Bustos (D), is a step toward establishing a higher-octane standard while reducing

greenhouse gas emissions. If passed, and once fully implemented, long-term annual ethanol usage would increase by more than 5 billion gallons. That would equate to over 1.8 billion bushels, or a 12 percent increase, of new corn demand annually. *(Implementation gradually spread over the next 20 years.)*

This bill is the next step in building on the success of the federal Renewable Fuels Standard (RFS) and continues growing the role of affordable, renewable ethanol in the fuel supply. Not only does this legislation yield economic benefits for rural America, but it also results in commonsense environmental benefits.

MCGA has been actively involved since its conception and participated in countless conversations with other corn grower associations, ethanol organizations, elected officials, auto manufacturers, and others to bring this language to fruition. Following protocol, H.R. 8371 must be reintroduced in the 117th Congress. MCGA will remain engaged to ensure the language is beneficial for corn growers in the long run and work with members of Congress to help our nation realize the benefits of corn-based ethanol.



## WHAT IS OCTANE?

Octane is a measurement of a fuel's ability to resist premature ignition. It is also the number listed on the different grades of gasoline at the pump (87, 89, 91). Today, corn-based American-made ethanol is the safest, most affordable, environmentally friendly, and readily available source of octane in the world.

Learn more about the benefits  
of a high-octane fuel supply:  
[ncga.com/octane](http://ncga.com/octane)





## BUILDING DEMAND IN MISSOURI

While working to grow ethanol demand in the global marketplace, Missouri Corn is also working to build inroads for increased ethanol use through biofuels infrastructure in the state. Utilizing funding from the U.S. Department of Agriculture Rural Development's Higher Blends Infrastructure Incentive Program (HBIIIP), Missouri is positioned to significantly increase ethanol sales by expanding the number of pumps certified for higher ethanol blends.

Retail locations across the nation had a short window to apply for this USDA program, and Missouri Corn was quick to reach out to fuel retailers across the state to make them aware of the possible funding. The next step was to strengthen the Missouri Agricultural and Small Business Development Authority (MASBDA) Biofuel Infrastructure Program (BIP) for transportation and fuel facilities. In conjunction with the available federal and state programs, the Missouri Corn Merchandising Council stepped up to offer matching funds to increase the availability of higher ethanol blends.

The investment has supported more than 80 pumps and related infrastructure being implemented statewide, growing consumer access to higher ethanol blends.



To qualify, fuel retailers had to be approved for the federal HBIP funding, followed by approval of the MASBDA BIP program. The state BIP program dedicated up to \$2 million in grant funds that could be used to fulfill up to 25 percent of the cash match required for HBIP. The maximum MASBDA grant award is \$200,000 for each business entity selected. MCMC then matched the grant funds up to a total of \$500,000 statewide to increase access to ethanol blends above 10 percent.

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access to higher ethanol blends. To be considered, a project's sole purpose had to be installing, retrofitting, and/or otherwise upgrading fuel dispensers, pumps, attached equipment, underground storage tank system components, and other infrastructure to ensure availability of ethanol blends greater than 10 percent. The final amount awarded was based on MASBDA BIP grants.

MCMC is continually striving to boost corn demand and support the state's ethanol industry. Increasing the availability of higher ethanol blends to consumers provides that opportunity.







# DRIVING THE CONVERSATION

## UNTAPPING THE POTENTIAL OF SOIL CARBON

While corn growers were busy working the soil in 2020, Missouri Corn staff was busy evaluating possible economic opportunities that might come directly from it - the soil that is. MCMC has been investing in soil-related research for several years, most notably through the Soil Health Partnership. However, new market opportunities are emerging that could turn soil health investments directly into money in the bank.

The simple fact is corn farmers are already heavily invested in lowering carbon emissions. Corn farmers have been producing ethanol, a low carbon, renewable fuel for decades, offsetting untold quantities of carbon emissions from fossil fuel use. But growers also have enormous untapped potential lying right under their feet, and untapping it starts with viewing soil carbon as a renewable resource that holds value in many forms. The process of storing carbon in soil and capturing its value is simply

a matter of returning carbon where it belongs and taking that full value to the bank as society begins to give it monetary value.

Management practices that convert atmospheric carbon (i.e., carbon dioxide) to forms that enhance soil health can also allow farmers to pack even more carbon into the soil, but more importantly, keep it there. With the right systems and practices in place, corn farmers can enhance the uptake of carbon during the growing process and retain it for years - even decades - after each harvest.

Increasing soil carbon can provide many valuable grower benefits, including environmental, yield growth, and increased profits. Increasing carbon in soils will absorb and store a larger proportion of rainfall, reduce runoff and erosion, and lead to improved water quality. With more moisture going into and staying in our soils, higher yields can become more consistent; and farms will increase their resiliency to droughts and floods. Resiliency and predictability will go a long way to sustaining farmland for the next generation.

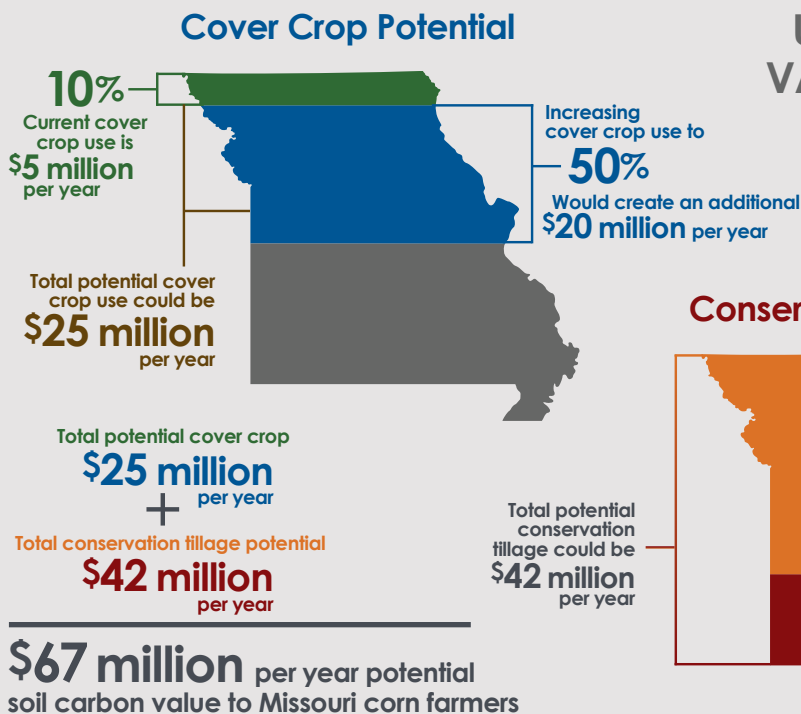


Understanding the emerging voluntary agriculture carbon market opportunities and how improved soil health practices can translate into direct economic benefits, and ultimately money in corn farmers' pocket are questions MCMC continues to investigate.

The technology and practices employed on-farm today already put farmers on a strong trajectory of reducing their own agricultural greenhouse gas emissions, perhaps by as much as 50 percent. But agriculture is the one sector that can transform from a net emitter of carbon dioxide to a net sequester. There is likely no other sector with this sort of potential. And that potential is not going unnoticed.

As talk surrounding carbon and climate increases, Missouri Corn is closely involved to ensure growers are represented in

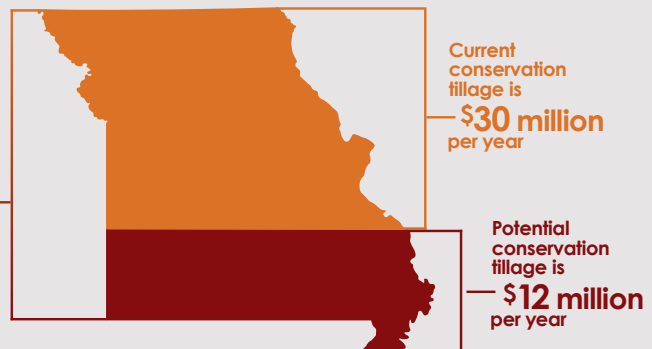
these discussions. Will farmers be able to tap into the full economic benefits of their soil carbon? And how will corn farmers ensure they capture the full and fair value of stored carbon their hard work and soil investments generate? Understanding the emerging voluntary agriculture carbon market opportunities and how improved soil health practices can translate into direct economic benefits, and ultimately money in corn farmers' pocket are questions MCMC continues to investigate.



## UNPACKING CARBON VALUE BY THE NUMBERS

Example using a carbon market price of \$15/ton CO<sub>2</sub> and conservative sequestering rates of 0.37 tons/CO<sub>2</sub>/ac/yr for cover crops, and 0.31 tons/CO<sub>2</sub>/ac/yr for conservation tillage.

### Conservation Tillage Potential





*The Joshlin and Addie Yoder family, recipients of the 2020 Missouri Leopold Conservation Award.*

## LEADING BY EXAMPLE

As the talk of carbon, climate, and sustainability increases, Missouri agriculture is showcasing how today's farmers are dedicated to conservation. Corn growers Joshlin and Addie Yoder from Leonard, Mo., were recognized as the 2020 recipient of the Missouri Leopold Conservation Award at the Missouri Cattlemen's Convention.

As the talk of carbon, climate, and sustainability increases, Missouri agriculture is showcasing how today's farmers are dedicated to conservation.

The prestigious \$10,000 honor, named for renowned conservationist Aldo Leopold, recognizes farmers, ranchers, and foresters who inspire others with their dedication to land, water, and wildlife habitat management on private land.

The Yoder's story includes transitioning to a minimum tillage, or no-till, system on their corn and soybean acreage to control erosion and reduce compaction. Joshlin utilizes cereal rye as a cover crop, holding soil in place during seasonal rains and improving soil structure. He attributes much of the success with their sustainability practices to the use of precision technology and utilizing a 4R Nutrient Stewardship plan.

The Yoders participate in the Edge of Field program and the Soil Health Partnership. Both programs, sponsored in part by the Missouri corn checkoff, monitor the impact of cover crops on water quality. Automated water monitoring stations collect rain runoff from fields with and without cover crops. This water quality data helps



inform them when to conduct fieldwork, apply nutrients in relation to rain events, and the benefits of cover crops.

Joshlin and Addie are advocates for modern farming practices. Together they communicate the results and benefits of their sustainability practices to landlords and producers, inspiring others to implement land management systems. Addie shares their farm story with consumers through her social media and podcast, "Grace and Growth with Addie," and as a Missouri CommonGround volunteer.

Read more about the Yoder's story, and watch a film featuring their conservation practices at <http://mofarmerscare.com/lca/>.

*Joshlin attends to his water management equipment.*

Interested in learning more or applying for the Leopold Conservation Award and the corresponding \$10,000 cash prize?

**Visit [mofarmerscare.com/lca/](http://mofarmerscare.com/lca/)**





*New Corn in the Classroom workbook now available for teachers.*

## ADAPTING BEYOND THE CLASSROOM

There are countless frontline workers to be thanked for their efforts during this unprecedented pandemic. Included in that list are teachers, who,

With consumers an average of three generations removed from the farm, education efforts are important to bridge the gap in the classroom and beyond.

like others, were forced to detour, adapt, and pave new roads in March. Recognizing education strategies were vastly different in 2020 and are likely to permanently change in many ways, Missouri Corn adapted education resources to help keep corn in the classroom.

Focused on the different ways students are learning (online, in-seat, homeschool, or a

combination of all), materials and resources were revamped to be versatile and adaptable. Activity books were redesigned with third graders in mind, providing an updated look with content meeting Missouri learning requirements. An accompanying 5-minute video featuring Missouri farm kids was also created, highlighting the many uses of field corn, the lifecycle of a corn plant, and the differences between sweet corn and field corn. Lastly, additional online components, including a word search and crossword, were created to enable corn education wherever a student may be.

All educational materials are available on the Missouri Corn website. Missouri teachers can request activity books and posters for their students free of charge. In addition, links to additional education resources-including those for middle and high school science classes-can also be found online.

Beyond the classroom walls, Missouri Corn partners with corn mazes across the state to provide fun, educational materials that help visitors learn more about field corn-while they're experiencing it firsthand in the field. Today's students are tomorrow's consumers, and with consumers an average of three generations removed from the farm, education efforts are important to bridge the gap in the classroom and beyond.



*5-minute Corn in the Classroom video helps in education efforts.*



## BUILDING HYPE WITH TOMORROW'S ADVOCATES

Refusing to cancel an engaging program for 30 incoming high school FFA seniors, the Helping Youth Prepare for Excellence Academy,



Virtual HYPE Conference Attendees

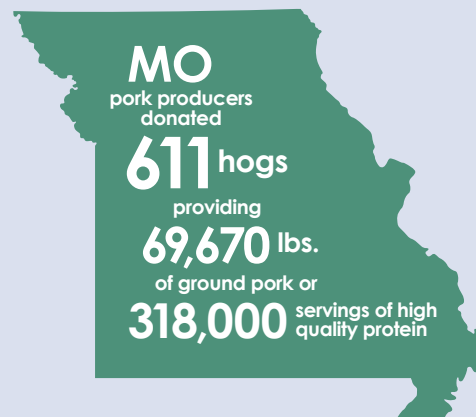
sponsored by Missouri Corn, went virtual in 2020. The usual three-day conference transformed into a nearly 12-week journey, helping train engaged students on advocacy and sharpening their leadership and communication skills.

Throughout the summer, assigned teams met weekly to work on current issues, in addition to a weekly, academy-wide workshop. Students also heard from industry experts, as well as worked on social media and communication skills. The last step included students meeting virtually with legislators for mock hearings. No matter the platform, the passion of tomorrow's leaders was loud and clear, and the road ahead bright. The 2021 HYPE Academy is scheduled to take place June 22-24 at the University of Missouri.

## FAMILIES HELPING FEED FAMILIES



The pandemic impacted every sector of agriculture. Many families across the state suffered as well. Looking to help, Missouri Corn joined the Missouri Pork Association and Missouri Farmers Care to provide high-quality protein to families struggling to put food on the table. Working collectively, the partnership helped connect Missouri pig farmers facing tough decisions with local processors to donate pork to the state's food banks. Each hog processed into ground pork yields over 200 pounds of high-quality protein. This equates to more than 900 servings of food for hungry children and families across Missouri. All told, Missouri pork producers donated 611 hogs to the effort, providing 69,670 pounds of ground pork — 318,000 servings of much needed, high-quality protein — to Feeding Missouri, the association of Missouri's six regional food banks.



According to Feeding America, more than 800,000 Missourians faced food insecurity before COVID-19. With increased unemployment and this year's challenges, that number has risen to 1.1 million Missourians, including 335,260 children. Individuals and companies can support efforts to help neighbors in need at:

[MOFarmersCare.com/drive](https://MOFarmersCare.com/drive).



# 2020 YEAR IN REVIEW

## JANUARY



Missouri Corn Growers Association members convene in Jefferson City to visit with legislators about the importance of biofuels at the 2020 MCGA Annual Meeting & Legislative Day.



Missouri Corn hosts six winter meetings across the state to provide updates on policy initiatives and encourage feedback from growers.



Pres. Trump signs USMCA, solidifying trade relations with Mexico and Canada.

## FEBRUARY



Corn farmers attend the U.S. Grains Council meeting, working to continue building trade relations globally.



Missouri growers join farmers from Kansas, Iowa, and Nebraska for Trade School with the U.S. Grains Council and National Corn Growers Association.

## MARCH



The 2020 Corn Congress convenes at Commodity Classic, with Missouri growers weighing in on NCGA policy positions for the year.

## APRIL

Missouri Corn invests in the future of agriculture, awarding seven students \$1,000 scholarships.

Corn growers are included in USDA Coronavirus Food Assistance Program.

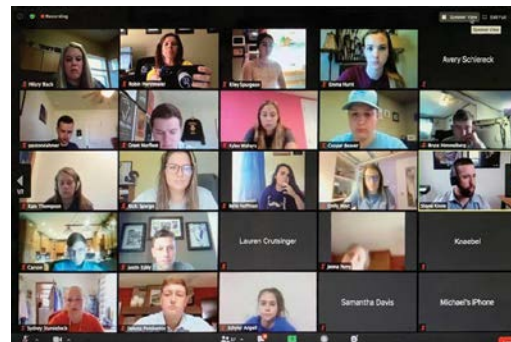
Missouri Corn supports youth in agriculture by sponsoring the Grain Production Proficiency Award during the virtual Missouri FFA Association Convention.

## MAY



Missouri Corn joins Missouri Farmers Care and fellow agriculture organizations to donate pork to hungry Missourians through the MFC Pork Partnership.

## JUNE



Missouri Corn sponsors the 6th annual HYPE Leadership Academy, giving FFA members the skills to become stronger advocates for agriculture.

## JULY



USMCA takes effect.



Over 500 attendees participate in MCGA summer golf tournaments around the state to get updates on ethanol, trade, and livestock.



Missouri corn farmer Gary Porter of Mercer is elected to his second term on the National Corn Board.



Missouri Corn joins Missouri Farmers Care partners and the St. Louis Cardinals to share food and farm facts with baseball fans.

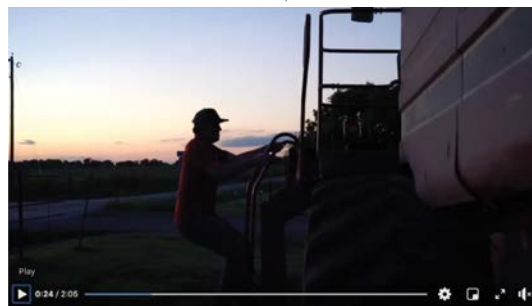


Growers make virtual visits to Capitol Hill in lieu of in-person conversations.

## AUGUST



Missouri grower and CommonGround volunteer Addie Yoder shares her perspective about food, farming, and family in an online social media campaign for National CommonGround.



Missouri farmers are featured in the Stronger Together video highlighting the efforts of Missouri Corn.



MCGA Vice President Jay Fischer joined Congresswoman Vicky Hartzler and Colonel William Hannan with the Kansas City District Corps of Engineers on a boat tour to see river issues firsthand.

## OCTOBER

New Missouri Corn leadership take the reins.

Teaming up with corn mazes across the state, Missouri Corn helps visitors in the field connect with field corn.



MCGA joins Congressman Sam Graves on a tour of Transport 360 to discuss river issues and applaud the Water Resources Development Act.



Missouri's first ethanol plant, POET-Macon, celebrates 20 years of production.

## SEPTEMBER



Another successful Crappie Masters season wraps up with all winners running on E10.



Missouri Corn Growers Association President Mike Moreland and CEO Gary Marshall participate in a roundtable discussion on atrazine with EPA Administrator Wheeler.



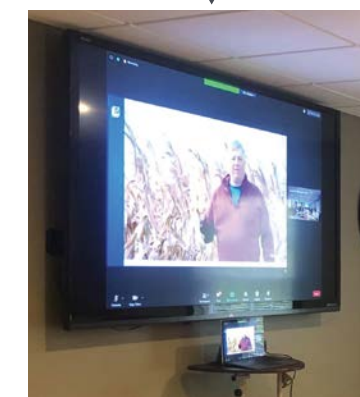
The Next Generation Fuels Act paves the way for higher blends of ethanol in the future. Learn more at [nca.com/octane](https://nca.com/octane).

MCGA applauds the introduction of the Next Generation Fuels Act in the U.S. House of Representatives.

## NOVEMBER



Missouri Corn support Ag Future of America Leaders Conference, connecting college students with agribusiness leaders in the industry.



Missouri Corn welcomes buyers from Latin America virtually. The online event included a video tour of Missouri Corn Merchandising Council Chairman Jay Schutte's farm and an inside look at the POET Biorefining Laddonia ethanol plant.



Missouri Corn joins USDA officials to announce ethanol grant match to allow for nearly 8 million more gallons at the pump.

## DECEMBER

Missouri CommonGround volunteer Kaitlin Flick takes part in a virtual cooking class, Mom Meals: Holiday Edition, talking food and farming.



Missouri Corn unveils new Corn in the Classroom materials for Missouri teachers, including activity books, online video, and interactive components.



## Overview

Beginning Balance .....	\$8,732,140
Total Income .....	\$4,443,701
Total Expenses.....	\$4,050,011
Ending Balance .....	\$9,125,830

## Income

Checkoff Income.....	\$4,360,361
Other .....	\$2,175
Investments .....	\$81,165
Sub-Total .....	\$4,443,701

## Expenses

General & Administrative .....	\$177,234
Communication & Grower Services (Education).....	\$892,352
Production Stewardship (Promotions) .....	\$404,690
Value Enhancement (Research) .....	\$188,802
Market Development.....	\$2,386,933
Sub-Total .....	\$4,050,011

## Overview

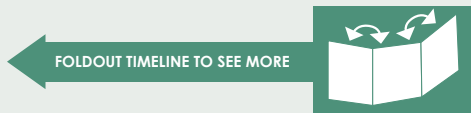
Beginning Balance .....	\$1,375,131
Total Income .....	\$876,726
Total Expenses.....	\$735,530
Ending Balance .....	\$1,516,327

## Income

Dues.....	\$22,220
Other .....	\$104,506
Contributions.....	\$750,000
Sub-Total .....	\$876,726

## Expenses

General & Administrative .....	\$135,510
Communication & Grower Services (Education).....	\$0
Legislative & Public Policy.....	\$323,047
Market Development.....	\$276,973
Sub-Total .....	\$735,530



# 2020 MISSOURI CORN CROP



ACRES PLANTED 

 ACRES HARVESTED



AVERAGE YIELD



561 MILLION BUSHELS<sup>†</sup>

PRODUCED 

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



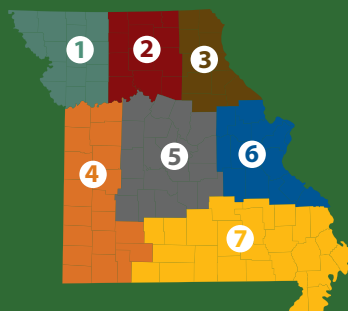
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# 2020-2021 BOARD OF DIRECTORS

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

\*NCGA = NATIONAL CORN GROWERS ASSOCIATION  
\*USGC = U.S. GRAINS COUNCIL

**DISTRICT 1**  
Dylan Rosier • Mound City  
MCMC Secretary  
USGC Middle East/Africa/South Asia



**DISTRICT 1**  
Ryan Meyerkorth • Rock Port

**DISTRICT 2**  
Adam Casner • Carrollton



**DISTRICT 2**  
Matt Lambert • Laclede  
MCMC Treasurer  
NCGA Stewardship

**DISTRICT 3**  
Jay Schutte • Benton City  
MCMC Chairman  
NCGA Risk Management & Transportation  
NCGA Nominating Committee • USGC Asia



**DISTRICT 3**  
Brent Hoerr • Palmyra  
MCMC Vice Chairman  
USGC Innovation and Sustainability

**DISTRICT 4**  
Greg Bertz • Mayview



**DISTRICT 4**  
Mike Moreland • Harrisonville  
NCGA Resolutions Committee

**DISTRICT 5**  
Jay Fischer • Jefferson City  
MCGA President  
USGC Ethanol



**DISTRICT 5**  
Brian Lehman • Versailles  
MCGA Secretary/Treasurer  
NCGA Member &  
Consumer Engagement

**DISTRICT 6**  
Mark Scott • Wentzville  
USGC Value-Added



**DISTRICT 6**  
Dan Kuenzel • Washington

**DISTRICT 7**  
Clint Stephens • Advance  
MCGA Vice President  
NCGA Production Technology Access



**DISTRICT 7**  
Patrick Seyer • Oran  
NCGA Ethanol