

# DRIVING OUR FUTURE



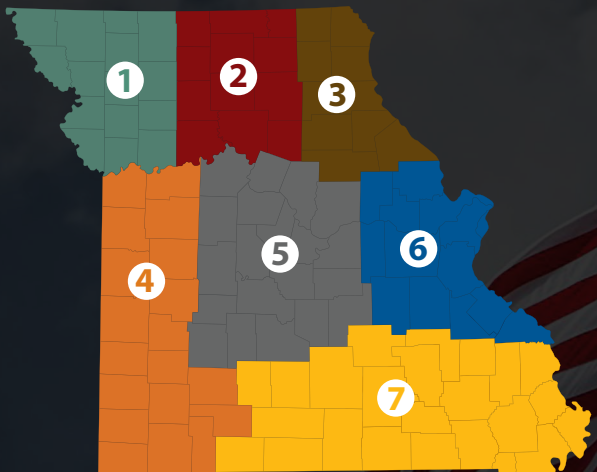
**2021**  
MIDSEASON  
REPORT

EXPANDING MARKETS | GROWING PARTNERSHIPS | DEFENDING A LEGACY



Front Row: Clint Stephens (District 7), Mike Moreland (4), Jay Fischer (5), Patrick Seyer (7), Brian Lehman (5)  
Middle Row: Bradley Schad (CEO), Jay Schutte (3), Greg Schneider (6, outgoing), Brent Hoerr (3), Danny Kuenzel (6), Gary Marshall (retired CEO)  
Back row: Ryan Meyerkorth (1), Kyle Kirby (4, outgoing), Mark Scott (6), Adam Casner (2), Greg Bertz (4), Gary Porter (2, ex-officio), Matt Lambert (2)

# MISSOURI CORN BOARD OF DIRECTORS



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

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

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

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

**DISTRICT 1**  
Ryan Meyerkorth • Rock Port

**DISTRICT 2**  
Adam Casner • Carrollton

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

**DISTRICT 4**  
Greg Bertz • Mayview

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

**DISTRICT 6**  
Dan Kuenzel • Washington

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

**DISTRICT 2**  
Gary Porter • Mercer  
USGC Ethanol Advisory Team  
National Corn Board member

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



3118 Emerald Lane • Jefferson City, MO 65109

## MEET THE MISSOURI CORN TEAM

Halfway through this calendar year, your team is working hard to do what Missouri Corn does best: expand markets, reduce regulations, and make sure you are able to pass the farm along to the next generation in a better condition than received.

Like any team, we need to hear from you as well. Please do not hesitate to contact your staff or volunteer representative on the board of directors.

*Bradley Schad*

**Bradley Schad**  
Chief Executive Officer



**Bradley Schad**  
Chief Executive Officer



**Becky Frankenbach**  
Director of  
Communications



**Katie Marshall**  
Director of Grower  
Engagement



**Cindy Remmert**  
Director of Finance



**Darrick Steen**  
Environmental Director



**Hilary Black**  
Associate Director of  
Communications



**Lori Schulte**  
Operations Manager



**Ben Travlos**  
Associate Director  
of Public Policy



**Ann Kistner**  
Membership Manager



**Clayton Light**  
Conservation  
Programs Manager



**Lane Howard**  
Associate Director of  
Market Development



**Kevin Buckallew**  
Grower Engagement  
Manager

## KEEPING GROWERS IN THE DRIVER'S SEAT

Coming into the 2021 state legislative session, MCGA stood firm on several key points when the Environmental Protection Agency (EPA) forced states to increase the training for utilizing restricted-use pesticides.

During the legislative process, MCGA led the charge to establish a majority farmer-led committee tasked with overseeing the training program implemented by the University of Missouri-Extension. The committee will set a maximum time limit the new training can last, and establish any associated fees. To keep those fees to a minimum, MCGA developed language to ensure the cost will not exceed \$75 on a 5-year certification. MCGA also fought

to guarantee there were training options for farmers, including in-person, online, and test-out opportunities.

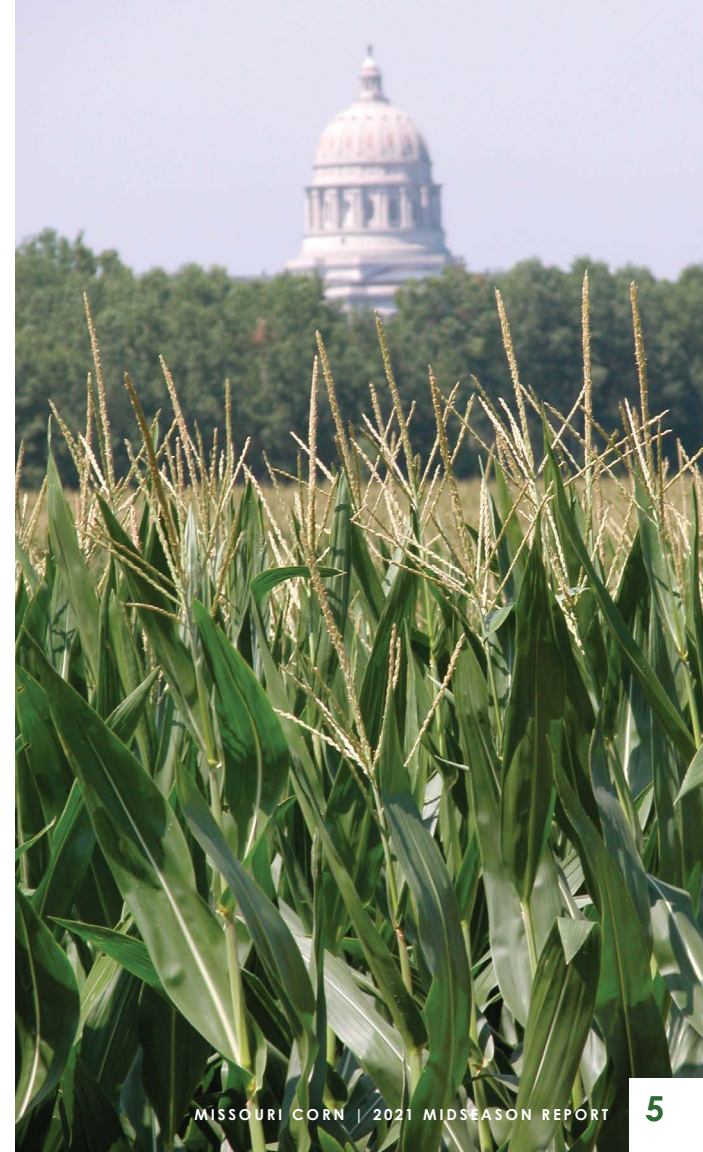
**With EPA pushing down regulations on states, and ultimately on farmers, MCGA was committed to finding ways to ensure individuals tasked with the training had a seat at the decision-making table while meeting all necessary safety standards.**

While minimizing the financial burden, the result allows more time in the field and less time on the computer or in a classroom.

## NAVIGATING PROPERTY RIGHTS

One of the roughest roads during the 2021 Missouri legislative session focused on property rights. There is nothing more fundamental when owning a farm than property rights. MCGA stands ready to fight for farmers and landowners when property rights are at stake for another

entity's private gain. While the widely supported eminent domain legislation did not cross the finish line, the push will continue to ensure private companies have to negotiate a fair market price with willing landowners, rather than using eminent domain.





With crumbling roads and bridges, locks and dams that need serious attention, and the ever-growing need for broadband, MCGA is working with Missouri's congressional delegation to ensure any infrastructure package coming out of Washington, D.C., addresses rural needs. However, while growers value these types of infrastructure investments, the elephant in the room cannot be ignored. How will an infrastructure package and other spending measures be funded? MCGA is emphasizing the need to consider possible tax implications and potential impacts on rural Missouri as these discussions continue.

**As these negotiations take place, MCGA continues to fight against the proposed elimination of stepped-up basis, advocate to keep estate tax exemptions at the current levels, and oppose assessing any capital gains taxes upon death. These tools play a significant role in enabling family farms to pass from one generation to the next.**

While serious questions still surround the details of possible infrastructure investments and tax policy changes, MCGA is engaging on all levels. It could be a tough road ahead, but time and again, Missouri corn growers are willing to stand up for tomorrow's future farmers.



**Policy Contact:**  
**Ben Travlos,**  
**[btravlos@mocorn.org](mailto:btravlos@mocorn.org)**

## DRIVING CORN MARKETS

A May forecast by the USDA Economic Research Service predicts a record-breaking year for U.S. agricultural exports in 2021. The agency raised its estimate for U.S. ag exports to \$164 billion, a \$7-billion increase from its February forecast of \$157 billion, which would also have been a record-setting amount. No surprise, China is top of the leaderboard in corn purchases. According to USDA data, the country has contracted roughly 984 million bushels of U.S. corn for 2020-21 delivery.

But China is not the only country buying. Mexico, the top U.S. corn importer the last four years, along with Vietnam, Egypt, North Africa, and Central America, are also making gains. While some movement is tied to COVID recovery, other increases are the direct result of efforts to expand markets.

One major player in those efforts is the U.S. Grains Council. By teaming up with commodity organizations and putting boots on the ground in other countries, the Council is growing U.S. corn and corn co-products markets abroad. After successfully investing in projects in Mexico several years ago, helping it become a top importer of U.S. corn, Missouri Corn recently invested checkoff dollars in a project to drive demand in Egypt by combating storage issues. Following the project's launch, Egypt purchased 7 million bushels of corn, beginning an uptick in market access for U.S. farmers.

Through these efforts and other strategies to strengthen markets and relationships abroad, Missouri Corn is focused on building long-term markets for a growing corn crop.



*Dr. Vijay Singh of the University of Illinois (left) conducts a wet milling audit that analyzed U.S.-origin corn starch extractability. Photo courtesy of U.S. Grains Council.*



## EXPANDING LIVESTOCK DEMAND

Exports in all forms are driving record demand growth, thanks in part to checkoff investments. Through a longstanding partnership with the U.S. Meat Export Federation, the Missouri Corn Merchandising Council is helping ramp up promotion and education efforts on the benefits of corn-fed U.S. beef and pork with customers abroad.

The first quarter of 2021 ended on a high note, with the export of U.S. red meat breaking records on volume and value for the month of March. Crossing the \$800 million mark for the first time, the value of beef exports was up 14 percent year-over-year.

Pork also set a new value record flirting with \$800 million and boasting a 4 percent increase. Helping bolster beef demand were Korea, China, and Japan, with Latin America also seeing a rebound. Japan, Mexico, Central America, and the Philippines drove the demand increase for pork, though China remains the largest destination for U.S. pork in 2021.

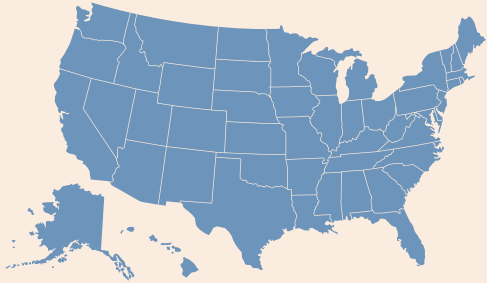
The continued expansion of corn-fed beef, veal, pork, and lamb exports is an important value-added opportunity for Missouri farmers. In 2019, the exports of red meat added 12 percent value per bushel - nearly \$213 million in corn revenue - for corn growers.

Plans are underway to keep building on this success and once again meet with global customers face-to-face to share the quality (and taste!) of U.S. corn-fed beef and pork.



**Market Development Contact:**  
**Lane Howard,**  
[lhoward@mocorn.org](mailto:lhoward@mocorn.org)





U.S. beef  
export value

broke the  
**\$800** million mark  
for the first time at  
**\$801.9** million,  
**up 14%**  
year-over-year.



Beef muscle  
exports set  
**new monthly  
records**  
for both volume,  
**up 13%**  
from a year ago,  
and value



**\$718.3** million,

**up 17%**  
in March.

Top beef value  
export markets



Japan



Korea



Mexico



China/Hong Kong

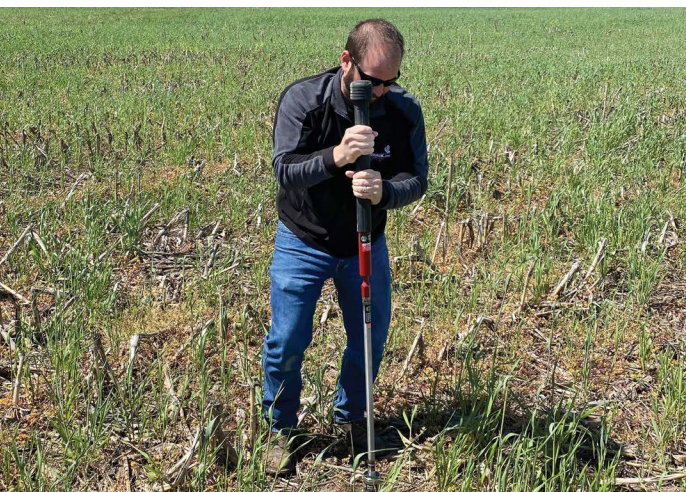


Canada



Taiwan

## INVESTIGATING NEW OPPORTUNITIES



*Clayton Light, conservation programs manager with Missouri Corn and Missouri Soybean, takes a soil sample as part of the voluntary ESMC carbon pilot program.*

Missouri corn farmers looking to explore carbon and ecosystem credit markets are participating in a new pilot launched in 2021. A partnership with the Missouri Corn Merchandising Council, the Missouri Soybean

Merchandising Council, MFA, Inc., and Ecosystem Services Market Consortium (ESMC), offers corn farmers in Missouri a low-risk opportunity to pilot an emerging voluntary agricultural carbon and water quality market.

The ESMC ecosystem pilot project will quantify and certify carbon and water quality credits on enrolled piloted acres resulting from adopting eligible conservation practices. Once credits are certified, ESMC will make those credits available for purchase to interested buyers.

Missouri is one of more than 10 pilots ESMC is launching this year to test and refine voluntary market program aspects before a full launch in 2022. The pilot project provides MCMC, corn farmers, and other partners a chance to better understand the emerging voluntary agriculture carbon market space and how improved soil health and nutrient management practices can translate into direct economic benefits and, ultimately, money in corn farmers' banks. This partnership will go a long way in answering questions and helping farmers tap into the full economic benefits of stored carbon.

Carbon markets offer the chance of possible dividends down the road. To initiate the process and make informed business decisions, Missouri Corn recommends growers start with research. Learning about the process early on can maximize the opportunities that may bear fruit in the future.

Learn more  [www.mocorn.org](http://www.mocorn.org).



**Environmental Programs  
Contact: Darrick Steen,**  
[dsteen@mocorn.org](mailto:dsteen@mocorn.org)



**Conservation Programs Contact:**  
**Clayton Light,**  
[clight@mosoy.org](mailto:clight@mosoy.org)

# 16 QUESTIONS TO ASK BROKERS ABOUT CARBON MARKETS

We know growers have many questions surrounding today's emerging carbon markets. It can be challenging to do an apples-to-apples analysis because payment terms, data ownership, and verification practices differ across companies. Missouri Corn recommends approaching the process with the same level of caution you would use for any decision related to your operation. Here are a few questions to ask in order to make an informed decision about whether a deal is right for you:

## WHAT COUNTS

### Enrollment

1. What is the length of the contract (e.g., ranges are from 1-10 years)?
2. How do I report the conservation practices I've already implemented?
3. Does this program give me credit for practices I've already been doing?
4. If I've already adopted conservation practices on my farm, will my acres be eligible?
5. Is there a limit on the total number of acres I can enroll?

## HOW IT COUNTS

### Data, Technology, and Verification

6. What information platforms, websites, or applications will I need to use to report my performance?
7. Will the program require a verification process? Who pays for that?
8. Will a program employee or third party be visiting my operation? If so, how often and when can they be expected?
9. How will my operational data be used? Will it be shared with third parties (e.g., ag retailers, researchers, government agencies)?
10. Will I need to invest in any additional technology platforms or devices to successfully report my performance?

## HOW IT MARKETS

### Selling Credits and Earning Payments

11. How do I market my credits? Is there an established buyer?
12. How much can I expect to be paid per acre or per ton of carbon sequestered?
13. What if I want to hold onto my credits? Am I able to do so?
14. If I decide to terminate the contract, what are the penalties?
15. Are payments driven by practices used on the field or on outcomes?
16. If I disagree with the value of my credits, what is the process for challenging that value?

## EXPANDING EDUCATION EFFORTS ON CAPITOL HILL

Targeting key policy influencers, the National Corn Growers Association (NCGA), with support from Missouri and other state corn organizations, launched a major campaign in Washington, D.C., this May. Positive, pro-corn messages are being prominently displayed in the Ronald Reagan Washington National Airport and Union Station, online, and even on popular podcasts to help open doors and build trust by highlighting the role farmers play in combatting today's environmental issues. The campaign's goal is to build a real connection with today's family farmers to showcase the environmental advances being made in the industry. Sustainability messages provide tangible improvements farmers have made to build a better future through healthy soil, clean air, and clean water. Learn more about these efforts [www.ncga.com/our-future](http://www.ncga.com/our-future).

Below: Positive, pro-corn messages seen below at Ronald Regan Washington National Airport.



## BUILDING UNDERSTANDING THROUGH COMMON GROUND

A sold-out crowd of 800 food and wine enthusiasts hit the road April 10 to experience the third annual The Farmers' Table Wine Trail in Hermann. In addition to award-winning wine, The Farmers' Table Wine Trail showcased corn, soy, beef, pork, turkey, eggs, and dairy – all foods representing the state's vibrant agricultural landscape. At each stop, attendees heard from Missouri CommonGround volunteers through short video snapshots of their farms as they tasted their way through the seven delectable wine and food pairings.

The sold-out event was made possible through a partnership with Missouri CommonGround, the Hermann Wine Trail, and the Missouri Wine & Grape Board. Missouri CommonGround is a group of volunteer farm women sharing their experiences raising food with primary grocery purchasers. Learn more and meet the farmers behind the food → [www.findourcommonground.com](http://www.findourcommonground.com).



Participants at The Farmers' Table Wine Trail enjoyed six wine pairings highlighting Missouri commodities.



Volunteers provide short video snapshots at each stop along The Farmers' Table Wine Trail.

## GIVING BACK WITH CORN-FED BEEF

Missouri Corn teamed up with the Missouri Beef Industry Council, Operation Food Search, and Dierbergs Markets to give back with beef during National Beef Month in May. Through the partnership, all Dierbergs Markets' locations participated in a buy one pound of ground beef, give one pound, May 4-10, with donations being distributed by Operation Food Search. This hunger-relief organization provides food, nutrition education, and programs to reduce food insecurity. The promotion brought in 3,871 pounds of ground beef to those in the St. Louis community. Other contributing partners included the Illinois Beef Association, St. Louis County Farm Bureau (Missouri), and St. Clair County Farm Bureau (Illinois).



Agriculture leaders joined Gov. Mike Parson in St. Louis to celebrate the "Giving Back with Beef" promotion.

## DRIVING THEIR FUTURE

Supporting youth in agriculture is important to Missouri corn farmers and the future of the Missouri agriculture industry. Whether it's providing scholarships, judging contests, helping out with applications, or sponsoring Missouri 4-H and Missouri FFA Association events such as State Congress, Proficiency Awards, or the HYPE Academy, Missouri Corn is committed to helping youth in agriculture succeed. Earlier this year, Missouri Corn also presented Missouri FFA with a travel-ready Chevy truck. State officers and state staff will once more be powered by ethanol as they attend events across the state.



The 2021-2022 Missouri State FFA officer team learned more about Missouri corn and ethanol production during a visit to the Missouri Corn office.



Communications Contact:  
Becky Frankenbach,  
[bfrankenbach@mocorn.org](mailto:bfrankenbach@mocorn.org)



Education Contact:  
Hilary Black,  
[hblack@mocorn.org](mailto:hblack@mocorn.org)

## SUMMER GOLF TOURNAMENTS IN FULL SWING

Helping drive membership and build grassroots strength, MCGA is hitting the golf course again this summer. Nearly 800 growers and industry partners are expected to participate in the 2021 MCGA golf tournaments around the state, receiving a one-year membership with their registration. These six tournaments provide a casual environment for members to network with fellow growers and agribusiness partners, hear the latest industry updates from MCGA staff, and ask any questions they might have. While these tournaments allow a break from the day-to-day, the opportunity to build relationships, meet face-to-face with members and partners, and build a stronger grassroots network is crucial to the success of your organization. Register for an event near you. [www.mocorn.org/golf](http://www.mocorn.org/golf).



## BUILDING BRIDGES FOR SUCCESS

To continue the conversation and build another bridge to Jefferson City, Missouri Corn has added Grower Engagement Manager Kevin Buckallew to the team. Kevin will be serving as the primary liaison for Missouri Corn field services programs, working to provide information and increase programming opportunities with those contributing to the checkoff. Be watching for Kevin as he travels the state to meet with growers, elevators, processors, and other end users to increase awareness of Missouri Corn programs and efforts to build demand. We look forward to hearing from you.



**Grower Engagement Contact:**  
Katie Marshall,  
kmarshall@mocorn.org



**Membership Contact:**  
Ann Kistner,  
akistner@mocorn.org



**Grower Engagement Contact:**  
Kevin Buckallew,  
kbuckallew@mocorn.org



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# DRIVING OUR FUTURE



**Join Us.**  
Become a member.

[www.mocorn.org](http://www.mocorn.org)

*Working together, the Missouri Corn Growers Association represents something more powerful than one person alone. We unite voices that need to be heard and amplified in Jefferson City and Washington, D.C. We work with other organizations to grow, strengthen, and defend our industry while promoting stewardship and conservation practices. And, we do it with a passion and a commitment to the next generation. Join MCGA or renew your membership by calling (800) 827-4181 or visiting [www.mocorn.org](http://www.mocorn.org).*

