

STAND UP FOR CORN



MISSOURI CORN GROWERS ASSOCIATION
MISSOURI CORN MERCHANDISING COUNCIL
SUMMER 2022

TAKE ACTION!

As your elected Missouri Corn Growers Association (MCGA) board representatives, we know you expect a trustworthy champion with the flexibility and skill to build bridges, collaborate, and conquer challenges year after year. That's effective advocacy; that's Missouri Corn. Working together, we are fighting to make sure corn farmers have a seat in the discussions. But we need your help. Join us in sending a strong message on two critical issues:

1. Congress needs a solution for high gas

prices. The answer is the Next Generation Fuels Act (NGFA-HR 5089). Bipartisan legislation supported by MCGA has been reintroduced in Congress, clearing a path for increased ethanol demand. If passed, NGFA would drive corn-based ethanol blends above 15% nationwide while growing corn demand by an additional 1.8 billion bushels annually. We appreciate the strong support from Reps. Emanuel Cleaver (D-MO), Jason Smith (R-MO), and Vicky Hartzler (R-MO), but additional voices are needed in this conversation.

2. Can you afford to spend more on inputs?

While costs skyrocket, EPA is taking another swing at atrazine, disregarding sound science, transparency, and the regulatory framework. A critical component in 90 different herbicide formulations, the agency's latest proposed rule will impact more than 70% of U.S. corn acres, significantly reducing application rates while requiring additional conservation measures and reporting procedures. EPA estimates the cost to replace atrazine is \$42 per acre due to alternative herbicide expenses and reduced yields. Don't take their word for it. Talk with your chemical representative to calculate the increased cost for your farm and take action.

What can you do? Take a few minutes to sign these two postcards and drop them in the mail—no postage necessary. Your efforts will go a long way to ensure our voice doesn't get overlooked in these critical discussions.

STAND WITH US



Left to Right: Matt Lambert -
MCGA Secretary/Treasurer,
Jay Schutte - MCGA President,
Brent Hoerr - MCGA
Vice President

WE NEED ATRAZINE

Atrazine is a critical tool for corn farmers. EPA must use sound science and stick to the 2020 finalized registration review.

Name _____

Address _____

City _____

State _____ Zip _____

Email _____

Cell _____

☐ I authorize the Missouri Corn Growers Association to communicate on my behalf regarding EPA's latest proposed rule on atrazine.



WE NEED THE NEXT
GENERATION FUELS ACT

I am counting on Missouri's congressional delegates to work together to help pass the Next Generation Fuels Act, utilizing corn-based ethanol to boost octane, providing additional power and cost savings for all drivers.

Name _____

Address _____

City _____

State _____ Zip _____

Email _____

Cell _____

☐ I authorize the Missouri Corn Growers Association to communicate on my behalf regarding the Next Generation Fuels Act.

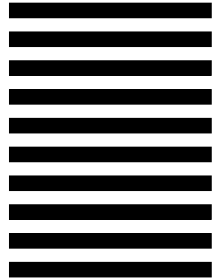


SPEAK ★ UP!

Please fill out the postcards above, tear out, and drop in the mail to let our legislators know we need them to stand up for Missouri farmers!



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



BUSINESS REPLY MAIL

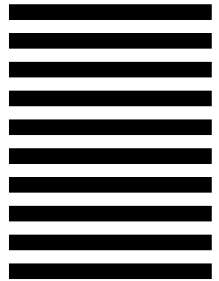
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Sounding the Alarm on High Fertilizer Prices

Rightly so, fertilizer companies have come under scrutiny this summer as the Court of International Trade considers an appeal of the U.S. International Trade Commission's (ITC) decision to place duties on phosphorus fertilizers from Morocco and Russia. These developments come after Missouri Corn, alongside the National Corn Growers Association, worked to eliminate tariffs on nitrogen and phosphorous fertilizer imports.

MCGA President Jay Schutte of Benton City, Mo., joined a national press conference in March to discuss skyrocketing fertilizer costs. This followed an economic analysis released by Texas A&M University that determined increased fertilizer costs are attributable to increased corn revenue. The research also quantified natural gas, a key component in nitrogen fertilizer, only accounts for 15% of the variable costs.

At a recent ITC hearing, NCGA testified that shortages in nitrogen fertilizers are placing an undue burden on farmers and could eventually be detrimental to the global food supply. Judge Stephen Vaden, with the Court of International Trade, grilled ITC officials about how they determined unfair imports of phosphate fertilizer from Morocco had injured U.S. producers. Mosaic had claimed unfairly subsidized foreign companies were flooding the U.S. market with fertilizers and selling the products at extremely low prices. Last year, CF Industries, another U.S.-based fertilizer company, also filed a petition asking the commission to place tariffs on certain nitrogen fertilizers imported from Russia and Trinidad and Tobago.

Both decisions by ITC and the Court of International Trade are expected later this summer. MCGA and partners will continue taking the fertilizer companies to task to remove the severe and unnecessary burden on family farms.

BROOKE APPLETON,
NCGA VICE PRESIDENT OF PUBLIC POLICY



“Placing tariffs on nitrogen fertilizers will land yet another blow to farmers, who are already dealing with a host of issues,” Brooke Appleton, NCGA vice president of public policy from Stanberry, Mo., told Agri-Pulse. “Farming is hard enough in the current environment. Farmers can’t do what they do with one hand tied behind their backs. And actions like these, pushed by fertilizer companies, will tie the hands of farmers.”

Let's Build a Brighter Future for Corn-Based Fuels

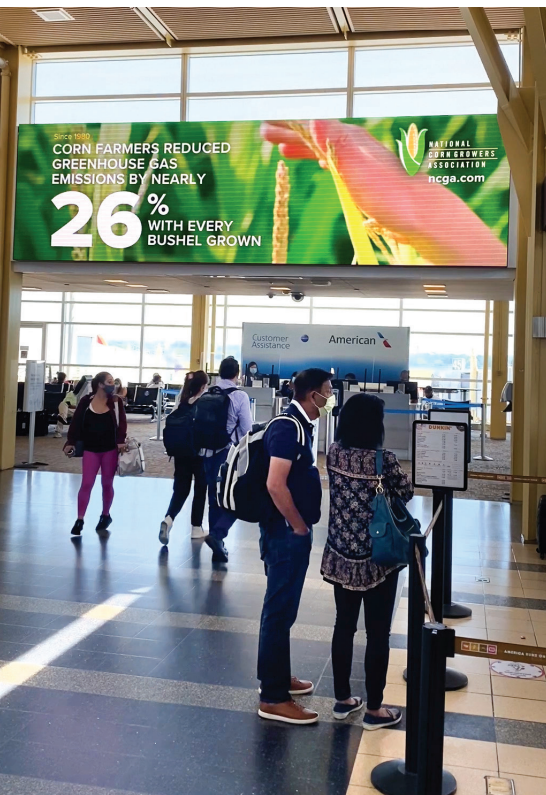
Today's high gas prices are crippling America's economy. As Congress struggles to find a solution, corn farmers have been working for years to educate those in Washington, D.C., on how ethanol can be part of the answer to increasing our nation's energy security.

Corn farmers, like all Americans, want access to the lowest cost, most efficient, and safest fuel. Corn-based ethanol is uniquely positioned as the only option that checks all of these boxes today. Studies have shown that to optimize the performance of future engines, a high-octane fuel should utilize between 20%-40% ethanol compared to the 10%-15% blends that are standard across the U.S. today.

Bipartisan support of the Next Generation Fuels Act (NGFA-HR 5089) is key to our nation's long-term energy security. An all-encompassing and technical bill, NGFA cleans up our nation's fuel supply and transitions light-duty vehicles to use high octane (corn-based) fuels to lower fuel prices, reduce greenhouse gas (GHG) emissions, improve air quality and increase fuel efficiency, all while supporting agriculture's contribution toward helping address climate change. The bill ensures a clean, low-carbon octane source like ethanol is used as a substitute for toxic aromatics and opens the door for auto manufacturers to produce more fuel-efficient vehicles.

Optimizing ethanol requires optimized engines. Missouri Corn has been working with a broad coalition of auto manufacturers to design vehicles maximized to run on ethanol blends up to 25%. Corn-based ethanol is a commercially available, high-octane, low-carbon, affordable source that is ready to reliably supply the U.S. motor fuel market with a homegrown fuel. Passing NGFA would drive corn-based ethanol blends above 15% across the nation while growing corn demand by an additional 1.8 billion bushels annually.


The move to higher octane fuels will not occur overnight, but it is MCGA's stance that we must move quickly to plant the seeds for future ethanol demand that will positively impact farmers for decades to come.




EDUCATION EFFORTS UNDERWAY
AT REAGAN NATIONAL AIRPORT
IN WASHINGTON, D.C.

The Next Generation Fuels Act

NGFA IS THE FIRST STEP IN OUR NATION'S TRANSITION TO A HIGH-OCTANE, LOW-CARBON FUTURE FOR BOTH FUELS AND VEHICLES. CORN GROWERS SUPPORT THIS TRANSFORMATIONAL LEGISLATION, WHICH WILL CLEAN UP LIQUID FUEL BY CREATING MORE SPACE IN EVERY LIQUID FUEL GALLON FOR LOW-CARBON ETHANOL.



NGFA could grow ethanol by





5 Billion Gallons
per year

The NGFA requires octane sources used in the new fuels to result in at least

40%

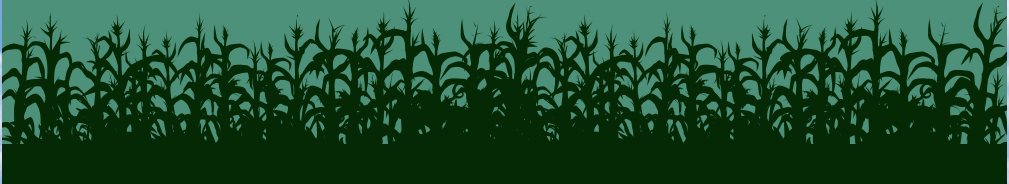
fewer GHG emissions than unblended gasoline



Increasing annual corn demand by

1.7 Billion Bushels

Today's ethanol is nearly **50%** lower in carbon intensity compared to gasoline, thanks to ongoing corn and ethanol production improvements



Helping Grow Demand in Top U.S. Ethanol Market

The Missouri Corn Merchandising Council, along with the corn checkoff programs from Kansas and Nebraska, are positioning your checkoff dollars to work harder by leveraging resources to increase the availability of E85 (an 85% ethanol blend) in the nation's top ethanol market. Fuel will be supplied by Pearson Fuels, the largest E85 distributor in California.

GREG JONES,
BUSINESS DEVELOPMENT DIRECTOR
PEARSON FUELS

“Over the last several years, the E85 market has grown significantly in California, and because of that, station owners have been eager to add E85 into their operations. Our partnership with the Missouri Corn Merchandising Council has allowed us to continue our rapid growth by assisting with the project funding needed to bring more stations online to support our expanding customer base. We look forward to continuing the partnership for years to come.”

Priced to move gallons and help clean the air, E85 is taking California by storm. According to recent data from the California Air Resources Board (CARB), E85 sales in the state surpassed 62 million gallons in 2021. This is an increase of 55% from 2020 and nearly double 2018 sales. This growth is carrying over into 2022 as sales grew more than 20% from January to February.

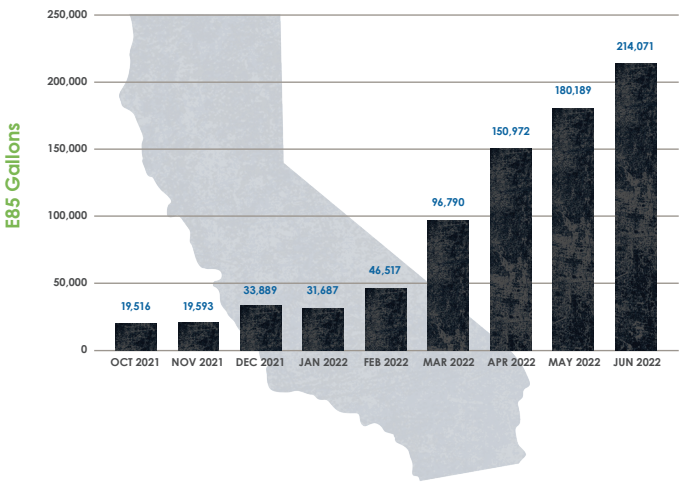
California's electric vehicle tally at the end of 2020 was close to 370,000 – only 1.3% of all light-duty vehicles on the road. For comparison, there are more than 1.3 million flex-fuel vehicles (FFVs), making it a prime area to increase E85 sales. The state still has more than 25 million other cars on the road using non-flex fuel, internal combustion engines. These vehicles could utilize E15 once CARB finalizes a joint study and approves the ethanol blend to be sold in the state. While the state's Low Carbon Fuel Standard incentivizes so-called “zero-emission vehicles” powered by electricity or hydrogen, ethanol has reduced more greenhouse gas emissions than any other fuel.

Pearson Fuels recently opened its 250th location, with plans to open at least another 50 E85 locations through their partnership with the Missouri Corn Merchandising Council, Nebraska Corn Board, and Kansas Corn Commission.

E85 Taking California by Storm

E85 SALES IN CALIFORNIA

Aggregate Station Sales | Pearson Fuels



The E85 sales record speaks volumes about consumer attitudes and purchasing trends, setting the stage for other states to follow this successful model and driving more demand for Missouri-made ethanol.



Continuing Efforts to Develop Ethanol Markets Overseas

With international travel thankfully resuming, Missouri Corn recently welcomed an energy trade team from India to provide a closer look at the ethanol value chain. Comprised of members from India's automotive manufacturers, oil companies, and the country's Governmental Energy Transition Team, the trade group was led by the U.S. Grains Council (USGC) and MCMC staff to see the process from corn plant to retail. India previously established the goal of transitioning from E10 to an E20 blending requirement by 2030. Recently, their government announced the transition will now occur by 2025. To answer questions from the various value chain stakeholders, the trade team explored all ethanol components from plant to pump.

The team visited with MCMC board member Adam Casner on his farm, where they saw U.S. corn production firsthand. Located in Carrollton, much of Casner's crop goes to two local ethanol plants, showcasing the direct benefit of ethanol production to growers. The team also visited two ethanol plants and a retail fuel location offering

mid-level ethanol blends. In addition, the group participated in technical conversations with researchers from the Department of Energy's National Renewable Energy Lab.

As international travel continues to reopen, Missouri Corn looks forward to more opportunities to engage foreign buyers and expand global markets for Missouri's corn farmers. MCMC's longstanding partnership with USGC allows growers to showcase the continuously improving practices along with the high quality and quantity of U.S. corn and ethanol production.

These longstanding efforts are paying dividends for growers. According to a new study prepared for the U.S. Department of Agriculture's Foreign Agricultural Service, programs to help U.S. farmers build markets overseas boosted agricultural exports by an average of \$9.6 billion annually from 1977 to 2019, an annual lift of 13.7% in export revenues and returning \$24.5 for every dollar invested.

A USGC TRADE TEAM FROM INDIA VISITED MCMC BOARD MEMBER ADAM CASNER'S FARM



AMIT SACHDEV,
REGIONAL CONSULTANT – SOUTH ASIA
(BANGLADESH, INDIA, NEPAL, SRI LANKA)
U.S. GRAINS COUNCIL



“Getting a bird’s eye view of the ethanol process, from farm to fuel, demonstrated the advances the U.S. has made in biofuels technology, particularly in terms of value from co-products. In addition, the aspect of choice to the consumer as well as the cost-benefit is something that can be more closely examined for India. Lastly, the strong support and buy-in from the farmer community and Missouri Corn demonstrates the value of ethanol to the social as well as commercial infrastructure.”



River Transportation Upgrades

Pay Dividends with Historic Funding

After years in the trenches, MCGA celebrated the U.S. Army Corps of Engineers' announcement to fully fund the update of Lock and Dam 25 in Winfield, Mo. The allocation of \$732 million will improve critical infrastructure on the Mississippi River and create jobs for the region. Last fall, a group of Missouri Corn board members had the opportunity to tour Lock and Dam 25. Commissioned in 1939, this facility was clearly well past its 50-year lifespan.

Missouri corn farmers rely on sound lock and dam infrastructure to keep barges moving and commodities flowing downstream. It is a crucial pipeline for getting our products to

other global markets. For this reason, Missouri Corn battled for nearly two decades to keep discussions of river transportation improvements afloat in Congress.

Thanks to our partners at the Waterways Council, Inc., Illinois Corn Growers Association, National Corn Growers Association, and others for never relenting in the fight. We also appreciate the work of Missouri's congressional delegation to improve a dilapidated infrastructure system. Our collaborative efforts will allow for the upgrades desperately needed on this section of the Mississippi River, ultimately benefiting all farmers by having a more reliable and efficient transportation system for corn markets across the globe.



TELL EPA YOU NEED ATRAZINE



Thought the battle to register atrazine was over? Think again.

While input costs skyrocket, EPA is taking another swing at atrazine, disregarding sound science, transparency, and regulatory framework. Join us in fighting back against EPA's regulatory tricks to drastically limit your use of a critical input included in **more than 90 herbicide formulations across the U.S.** The latest proposed rule will **impact more than 70 percent of U.S. corn acres**, significantly reducing application rates, and requiring additional conservation measures, and reporting procedures. It also **prohibits all aerial applications** and stops you from applying during a rain event or **when rain is forecast within 48 hours.**

What happened? In 2020, EPA published its final atrazine registration review decision, setting the aquatic level of concern (CE-LOC) at 15 parts per billion (ppb). Extreme environmental groups retaliated with a lawsuit, **opening the door for EPA to shift tactics** and alter its 2020 published decision. On June 30, EPA proposed an ultra-low CE-LOC of 3.4 ppb, dramatically limiting atrazine's use on corn, sorghum, and other crops. This proposed level is **not supported by scientific research.**

EPA estimates the cost to replace atrazine is \$42 per acre based on alternative herbicide expenses and reduced yields. If adopted, there will be significant implications for no-till and conservation tillage, negatively impacting efforts to reduce carbon emissions. Allowing environmental activists to win here - when atrazine has more than 7,000 science-based studies over 60 years proving its safety - **sets a dangerous precedent** for regulating atrazine and all other crop inputs.

**JOIN US IN THE FIGHT.
SUBMIT COMMENTS TODAY.**

www.FightEPA.com



Pushing Legislative Victories

Despite Challenges in the State Capitol

At the state level, MCGA had several key legislative priorities growers advocated for during annual meeting and throughout the session. Despite congressional redistricting battles and countless other hot political issues that brought progress to a crawl, several of MCGA's priorities made it across the finish line.

Eminent Domain Passed: One major accomplishment included eminent domain reforms to further protect farmers' property rights. Although this legislation does not stop the Grain Belt Express project that has been in the works for several years, it does place many new restrictions on future electric transmission projects impacting agricultural land. Gov. Mike Parson signed this much-

needed legislation into law during the Missouri Cattlemen's Steak Fry in Sedalia June 11. It takes effect Aug. 28, 2022.

Continuing to Expand Ethanol in Missouri:

Sales of E15 are approved to continue throughout the summer. MCGA has primed Missouri to fuel ethanol blends now and into the future by securing funding for the state's Biofuels Infrastructure Improvement Program (BIIP). This program helps fuel retailers update their infrastructure, such as tanks and pumps, to accommodate higher blends of biofuels. The \$4 million budget allocation, along with the remaining \$700,000 from last year, will be an asset to bolstering biofuel availability across the state.



Governor Plans Special Session on Ag Tax

Credits: Agriculture tax credit programs have spurred investment in rural areas and bolstered markets for farmers for many years. Chief among these tax credits are those offered through the Missouri Agriculture and Small Business Development Authority (MASBDA), which expired last year. Recognizing its benefits, MCGA worked closely with other ag organizations to push for the renewal of these programs and obtain a six-year extension through 2028. Due to other political hot button issues unrelated to MASBDA, the extensions were shortened to two years, making it inadequate for new and pending projects. After the bill passed, Gov. Parson stated today's agriculture industry deserved more, vetoing the bill and calling for a special legislative session to push for the six-year extension of this crucial program along with biofuels and meat processing.

Corn in the Capitol: Each week, board members and other growers traveled to Jefferson City to discuss key measures directly with policy leaders. Thank you to MCGA members who made their voices heard on these issues to help protect the future of farming in Missouri. The success of this legislative session would not be possible without strong grassroots in the State Capitol. Every grower and family member that took time out of their schedule to visit Jefferson City each week made a huge difference by sharing corn farmers' perspectives and experiences on issues this legislative session.

CONTACT THE MISSOURI CORN OFFICE
AT (573) 893-4181
OR MEMBERSHIP@MOCORN.ORG
TO BECOME MORE INVOLVED IN
THE POLITICAL PROCESS.



Missouri Corn 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.

DISTRICT 1

Ryan Meyerkorth • Rock Port



DISTRICT 1

Dylan Rosier • Mound City

DISTRICT 2

Matt Lambert • Laclede



DISTRICT 2

Adam Casner • Carrollton

DISTRICT 3

Jay Schutte • Benton City



DISTRICT 3

Brent Hoerr • Palmyra

DISTRICT 4

Brice Fischer • Rockville



DISTRICT 4

Greg Bertz • Mayview

DISTRICT 5

Brandon Thiel • Marshall



DISTRICT 5

Brian Lehman • Versailles

DISTRICT 6

Mark Scott • Wentzville



DISTRICT 6

Danny Kuenzel • Washington

DISTRICT 7

Clint Stephens • Advance



DISTRICT 7

Patrick Seyer • Oran



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