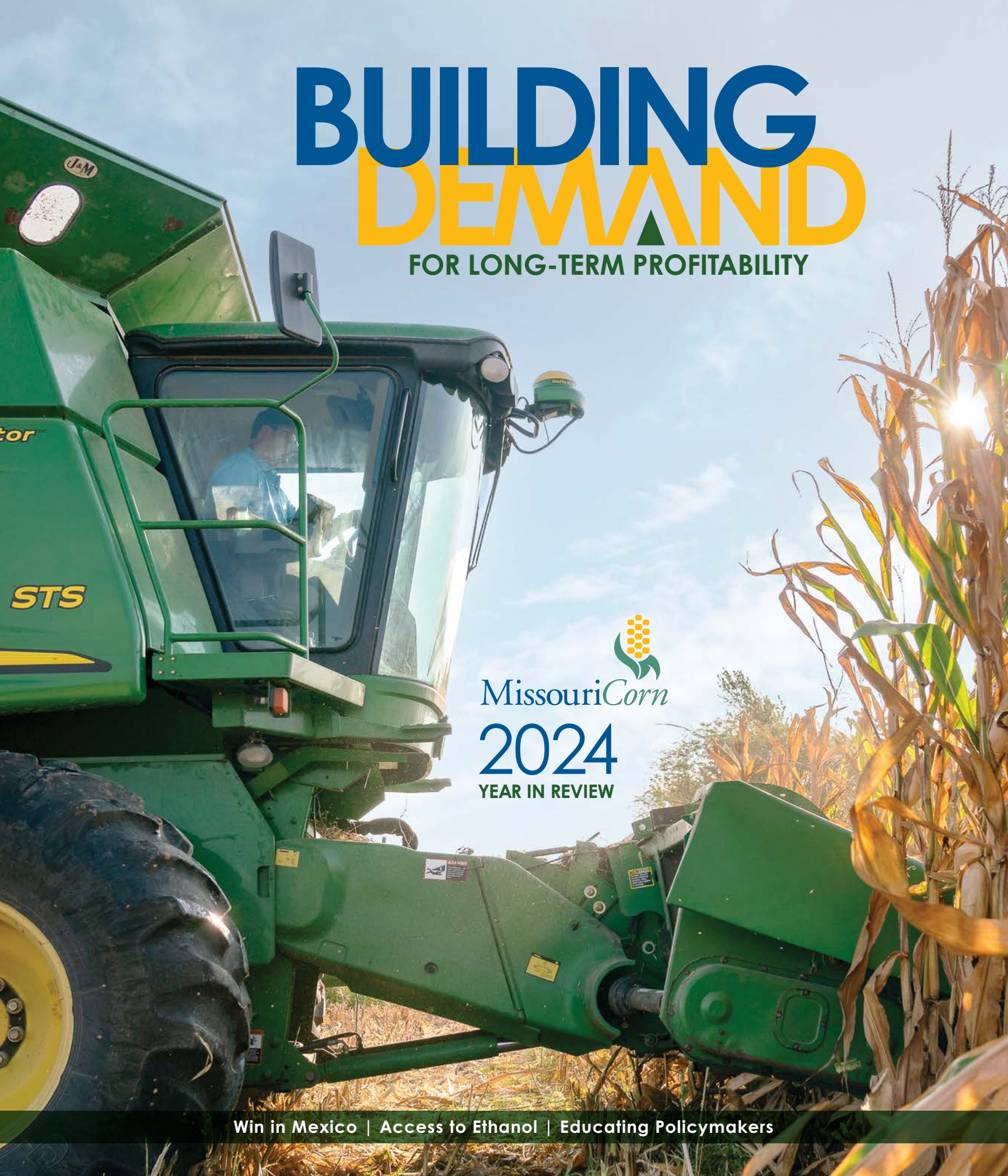


# BUILDING DEMAND

FOR LONG-TERM PROFITABILITY



MissouriCorn

2024  
YEAR IN REVIEW







Win in Mexico | Access to Ethanol | Educating Policymakers



# YOU CAN AFFECT CHANGE

In Missouri, there is no greater force driving demand for corn than the Missouri Corn Merchandising Council (MCMC) and the Missouri Corn Growers Association (MCGA). At local, state, federal, and international levels, Missouri corn growers are working together to ensure the important work of farmers is seen from the fields of Missouri to the halls of Congress.

## ▶ EFFORTS INCLUDE:

-  *Improving market access and increasing trade for corn and corn co-products around the globe,*
-  *Pushing for comprehensive energy policies that include higher ethanol blends,*
-  *Partnering with major fuel dispenser manufacturers to provide access to higher ethanol blends,*
-  *Educating policymakers in Washington, D.C., on ethanol's benefits,*
-  *Advocating for science-backed regulations in the reregistration of key crop protection tools to maintain access for farmers,*
-  *Urging Congress to pass a farm bill and extend important federal tax laws to protect your bottom line and ensure family farms can be passed on to the next generation.*

START HERE



## BECOME A MEMBER



As a grassroots organization, MCGA's strength lies in our members. Joining MCGA ensures you are a part of the collective effort to protect our farms and rural communities. Become a member today or check your membership status by calling (573) 893-4181. You can also visit [mocorn.org](http://mocorn.org) to sign up for a one-year, three-year, or lifetime membership.

# ▶ CONTENTS



\*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.



**Building Demand Across the Globe**



**Building Demand Here at Home**



**Protecting Your Right to Farm**



**Missouri Corn in Action**



**Volunteer Board of Directors**



**2024 Crop Numbers**



\*MCMC = MISSOURI CORN MERCHANDISING COUNCIL  
The Missouri Corn Merchandising Council (MCMC) was formed in 1985 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.

**MOCORN.ORG**



## MISSOURI CORN STAFF

**Bradley Schad**  
Chief Executive Officer

**Becky Frankenbach**  
Director of Communications

**Cindy Remmert**  
Director of Finance

**Darrick Steen**  
Director of Public Policy

**Katie Marshall**  
Director of Grower Engagement

**Kurt Boeckmann**  
Director of Environmental Programs

**Hilary Black**  
Associate Director of Communications

**Ann Kisner**  
Membership Manager

**Jacob Knaebel**  
Associate Director of Public Policy

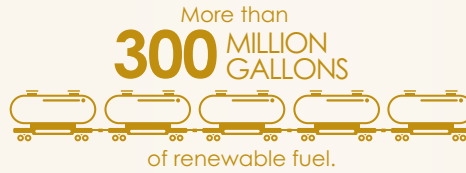
**Kevin Buckallew**  
Grower Engagement Manager

**Lori Schulte**  
Operations Manager

# ETHANOL 1

## WHERE DOES YOUR CORN GO? MISSOURI'S TOP 3 CORN MARKETS

BY THE NUMBERS



**2,555 JOBS**  
contributing to economic growth.



BUILDING DEMAND

Secured state funding for the **BIOFUEL INFRASTRUCTURE INCENTIVE PROGRAM** to assist in distributing and utilizing biofuels across Missouri.

Partnering with other corn organizations and the two largest fuel dispenser manufacturers to produce over **82,500 BIOFUEL DISPENSERS** IN NORTH AMERICA.

Pushing for higher ethanol blends through a **NATIONAL OCTANE STANDARD**



# EXPORTS 2

BY THE NUMBERS



BUILDING DEMAND

Leveraging checkoff investments with the **U.S. GRAINS COUNCIL AND U.S. MEAT EXPORT FEDERATION** to have boots on the ground in **50+ COUNTRIES**

Supporting pre-ethanol policies across the globe, with **60 COUNTRIES AND COUNTING** – thanks to the environmental, human health, and economic benefits of biofuels



# LIVESTOCK 3

BY THE NUMBERS

Missouri ranks **THIRD** in beef cattle



**FIFTH** in turkeys



**SEVENTH** in hogs and broiler chickens



with **CORN** being a key component in feed rations.



BUILDING DEMAND

Helped secure **AMERICA'S HEARTLAND PACKING** plant that will source corn-fed beef within a **500-MILE** radius of Warren County.

Continue working with **MISSOURI FARMERS CARE AND MISSOURI PARTNERSHIP** to expand corn grind as new businesses come to the Show-me State.

Partnering with **TOP COMMODITY GROUPS** and the **ST. LOUIS CARDINALS** to promote corn, dairy, beef, and pork with 3 million consumers.





# IT TAKES A TEAM

**Matt Lambert**  
Missouri Corn Growers Association President

Growing up, my brother and I spent much of our free time playing football. Now having two boys of my own who both love to play, I get to watch a lot of games. And while it's always fun to have a hotshot quarterback or a standout linebacker, what wins games and brings success at the end of the season is a team. That winning team doesn't always have the fastest, strongest, or most skilled player. What makes it successful is when they work together to accomplish the collective goal and overcome adversity.

The same can be said for the Missouri Corn Growers Association (MCGA). When it comes to organizations, we may not have the largest staff, the most board members, or the biggest budget. But by working together, we can – and have – scored major wins for Missouri's corn farmers. And as you read through the victories in the following pages, rest assured we aren't ready to quit.

Heading into a new year, our team of board and staff remain committed to driving demand and protecting your ability to farm. Whether advocating for strong trade agreements, fighting back on unnecessary regulation, expanding opportunities for ethanol, or striving to ensure tax policies allow you to keep the farm in the family, Missouri corn

farmers are top of mind. We may take some hits, yet we remain committed to getting the ball across the goal line.

But we can't do it without you. MCGA's success is built on collective action. When each of us takes a moment to call, email, or meet with elected officials, our united grassroots voice consistently achieves results. If you're not already a member, I encourage you to join. Together, we can ensure a strong future for our families and communities by taking action and sharing our ideas with those who can make a difference.

Grassroots work, and we invite you to join us in making an impact this year.

Sincerely,

Matt Lambert • Laclede  
Missouri Corn Growers Association President

MATT LAMBERT



# PUTTING THE PIECES TOGETHER

Brian Lehman  
Missouri Corn  
Merchandising  
Council Chairman



BRIAN LEHMAN

If you've ever helped your kids put together a jigsaw puzzle, you know it takes patience - turning pieces this way and that, getting each in the correct spot, for everything to fit together just right. Oftentimes, it feels like our work at the Missouri Corn Merchandising Council requires those same skills. Making sure we have all the right pieces in place. Making small tweaks here and there to ensure things line up.

For the last few years, one of the biggest pictures we've tackled is building markets abroad. Many of the growth opportunities for growers have firmly fallen in the global arena. Whether corn, co-products, or ethanol, trade has been key to building demand for corn farmers here at home. To help build relationships and ensure we have all the right pieces, Missouri Corn relies on strong partnerships with the U.S. Grains Council and U.S. Meat Export Federation to provide boots-on-the-ground action in countries all over the world.

To align the pieces, we've invested dollars in Mexico to enhance the efficiency of unloading distillers grains, strategically partnered with facilities in Egypt to improve storage and maintain grain quality, and welcomed trade teams to Missouri farms to showcase U.S. corn production firsthand while strengthening relationships with buyers.

For over a year, one effort has been working alongside our partners at MCGA and the National Corn Growers Association (NCGA) to ensure we don't lose an important piece of the puzzle. With Mexico threatening to ban genetically modified corn and putting our top market in jeopardy - of which nearly 14% originates in Missouri - we leaned on our partners to pick up the policy reins and push back to protect the vital trade agreement.

This victory wasn't just a win for trade agreements—it was a win for every corn grower. It's proof that when we stand together, all the pieces can fall into place to overcome the biggest challenges. Thank you for your dedication to this industry and for trusting us to fight for what's right. Your hard work makes victories like this possible, and we are proud to be part of the team.

Sincerely,

Brian Lehman • Versailles  
Missouri Corn Merchandising Council Chairman



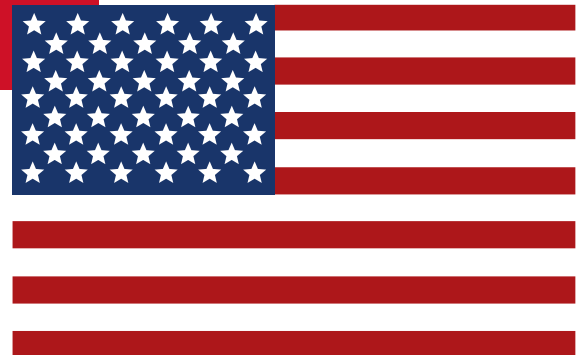
JAPANESE TRADE  
TEAM VISITS MISSOURI



To grow global market demand, Missouri Corn farmers partner with the U.S. Grains Council (USGC) and the U.S. Meat Export Federation (USMEF) to have boots on the ground in major export markets. Checkoff dollars are matched by government funds, like the USDA's Market Access Program (MAP) and Foreign Market Development (FMD), to support these international market development programs. Working together, Missouri Corn and its partners are building global relationships to increase U.S. exports of corn and corn co-products.



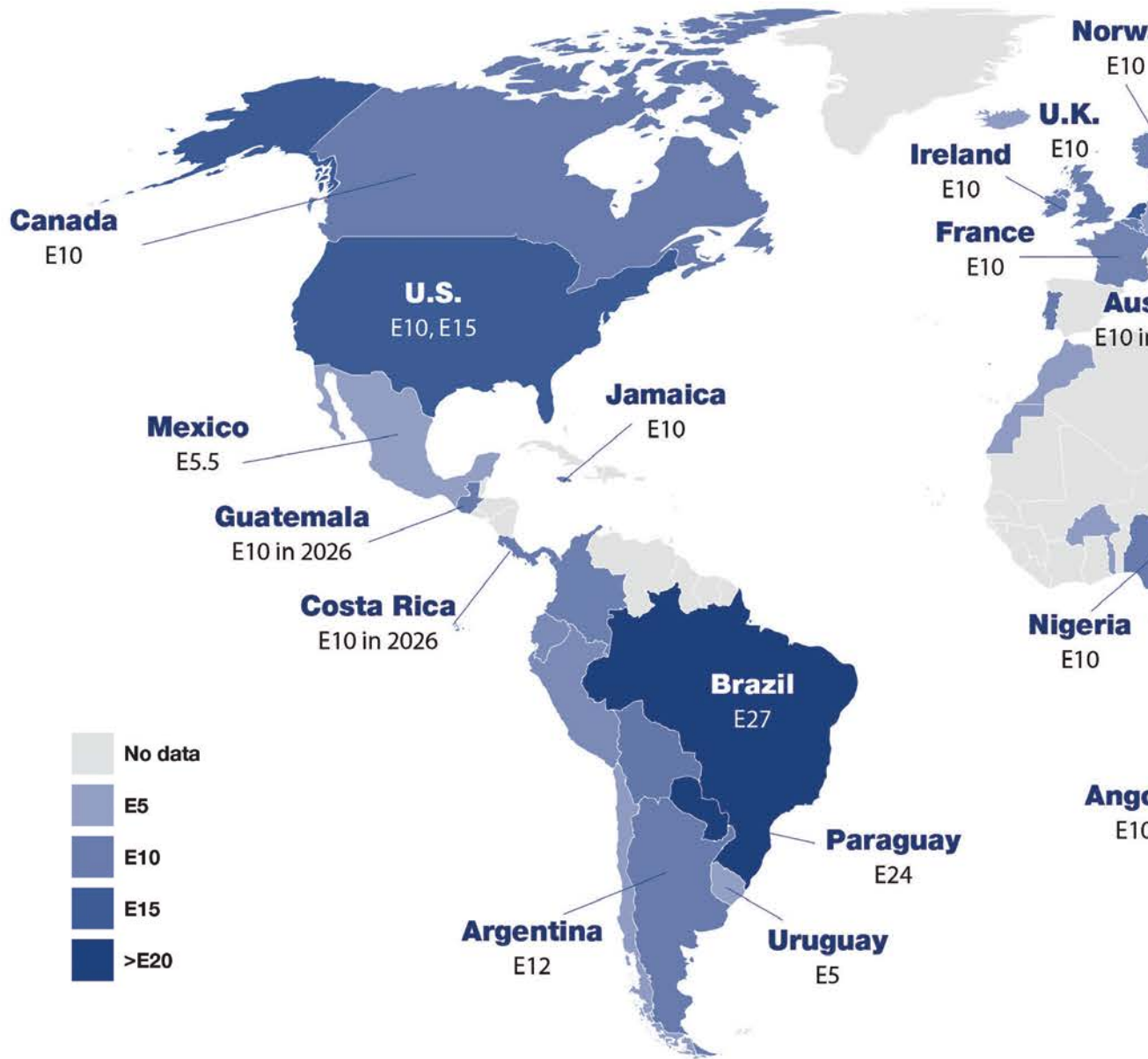
## CORN GROWERS VICTORIOUS IN MEXICO DISPUTE



In a major win for corn growers, an international trade dispute panel ruled Mexico violated the United States-Mexico-Canada Agreement (USMCA) when it issued a decree banning genetically modified corn imports. This victory is a direct result of advocacy efforts by MCGA, NCGA, and other organizations, who have battled the issue since December 2020 when Mexican President Andrés Manuel López Obrador first set off alarms. Given Mexico is the number one export destination for U.S. corn, the ban would have significantly harmed growers and rural communities if left unchecked. The formation of dispute panels is uncommon and must meet a high threshold of requirements, making it no small achievement for corn growers and showcasing the power of an industry working together to build and maintain markets.

**PHILIPPINES MOVES TO E20,  
HELPING DRIVE U.S. ETHANOL DEMAND**

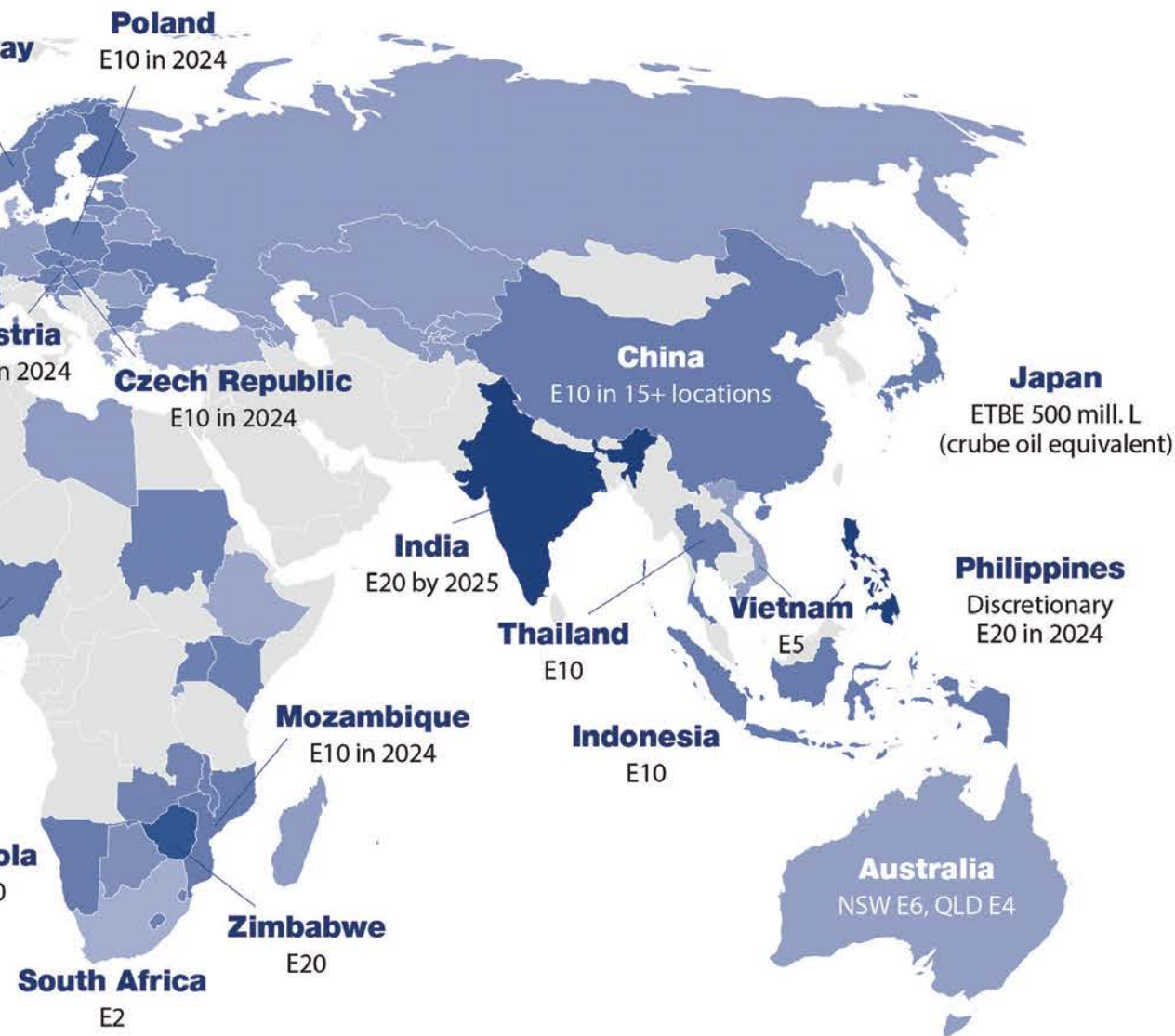
Following the successful implementation of an E10 standard, the Philippines Department of Energy is permitting fuel retailers to sell E20. As one of the world's most progressive ethanol markets, the Philippines consumes 1.8 billion gallons of gasoline annually and imports an average of 75 million gallons of ethanol from the U.S. each year. More than 60 countries have positive ethanol policies in place – a number that continues to grow thanks to the environmental, human health, and economic benefits of ethanol.





## FEDERAL INITIATIVE BOOSTS GLOBAL CORN AND ETHANOL MARKETS

Expanding checkoff investments, the U.S. Department of Agriculture announced plans in October 2023 to create the Regional Agriculture Promotion Program (RAPP) – a \$1.3 billion program to assist in marketing commodities overseas. Like the Agricultural Trade Promotion (ATP) funds first distributed in 2019, RAPP funding supplements MAP and FMD funds the U.S. Grains Council and U.S. Meat Export Federation utilize to help expand markets for corn and corn co-products. Missouri Corn advocated for this long-term investment to aggressively promote U.S. corn worldwide.



**Sources:** Inspire SGS. Ethanol Mandates and Average Content in Gasoline. Jan. 2024. ePure. Overview of Biofuels Policies and Markets across the EU. Feb. 2023.  
**Note:** Some countries only have maximum % blending policies.

# HERE AT HOME

Domestically, Missouri Corn continues to focus on opportunities to increase ethanol sales while defending existing market share and the internal combustion engine.

## ETHANOL PUMP PROJECT PAYS BIG DIVIDENDS

Missouri Corn, state corn checkoff partners, and the National Corn Growers Association (NCGA) are working with the two largest fuel dispenser manufacturers to produce hardware certified to deliver fuel containing up to 25% and 40% ethanol. To date, the partnership has generated over 82,500 fueling dispensers sold in the North American market certified to deliver at least E25 (~6,000 of these are certified for E40).

## FUNDING SECURED FOR ETHANOL INFRASTRUCTURE IN MISSOURI

At the state level, funding for the Biofuel Infrastructure Incentive Program (BIIP) made it through a tough legislative session thanks to the work of MCGA advocates. This program assists in the distribution and use of biofuels across the state. It enables fuel retailers to upgrade infrastructure to accommodate higher ethanol blends – ultimately increasing availability and options for consumers at the pump. Given the challenges of the 2024 legislative session, successfully securing BIIP funding is a testament to the value Missouri agriculture brings to the state's economy and the power of grassroots involvement.





## WHAT WILL DRIVE MORE DEMAND?

The profitability equation of the last two decades has been driven in part by increased ethanol demand. Passage of the Renewable Fuel Standard in 2005 and the Renewable Fuel Standard II (RFS II) in 2007 set an ethanol usage goal of 15 billion gallons by 2015. Now, the growth of the ethanol industry has not only reached the end of the RFS II lifetime but is also being blocked by a de facto electric vehicle edict from the U.S. Environmental Protection Agency (EPA) and the National Highway Traffic Safety Administration (NHTSA).



Missouri Corn is working diligently with local, state, and federal partners to support a national octane standard. This federal legislation would establish a new certification fuel for all vehicles that must meet efficiency and greenhouse gas emissions standards. Ethanol is the lowest-cost fuel available in the market today that meets both standards. Passage of a nationwide octane standard provides market certainty for auto manufacturers, fuel retailers, ethanol plants, and corn growers and stops EPA's and NHTSA's rulemakings that force the purchase of electric vehicles.

## EDUCATING POLICYMAKERS IN WASHINGTON, D.C.

Missouri Corn is partnering with other states and NCGA to communicate ethanol's benefits with decision-makers in D.C. The focus is ensuring the right messages reach the right audiences at the right time through social media and search engine keyword targeting. Compelling images and strong messaging work to share the story of how farmers are advancing innovation, sustainability, and economic growth across America with policy-makers, regulators, and staff crafting policies and rules impacting your bottom line.

## ADVOCATING FOR ACCESS TO INPUTS

Missouri Corn, through the Triazine Network, is proactively engaged with government agencies – including EPA, USDA, the U.S. Fish and Wildlife Service, and the National Marine Fisheries Service – to help protect corn farmers' ability to operate with full access to crop protection products. As the EPA moves forward with its strategy for the court-ordered Endangered Species Act (ESA) compliance for herbicides (like atrazine and glyphosate), MCGA continues to seek solutions to the challenges growers could face in meeting ESA obligations required by law.





## END-OF-YEAR VICTORIES, FARM BILL EFFORTS CONTINUE

Amid a whirlwind of year-end activity, corn growers helped secure a hard-fought victory when Congress passed the American Relief Act of 2025. The bill, which kept the federal government operating through March 14, 2025, included market relief assistance, weather-related disaster support, and a one-year extension of the 2018 Farm Bill.

The market relief assistance allocated \$10 billion for one-time emergency relief to eligible commodity producers, including corn farmers. Calculations will be made based on acres planted to eligible commodities and 50% of all prevented plant acreage during the 2024 crop year. The law stipulates that USDA has until March 21, 2025, to implement the program.

The American Relief Act also included support for Missouri corn growers who experienced crop losses due to qualifying natural disaster events occurring in 2023 and 2024. As with prior disaster assistance, it will take several months for USDA to



MAKING A  
DIFFERENCE



announce eligibility and qualification guidelines. MCGA will be monitoring implementation and weighing in as necessary every step of the way.

While Congress allocated market and weather-related assistance to growers, passing a new five-year farm bill in 2025 with meaningful improvements to the farm safety net, including adequate enhancements to the Price Loss Coverage (PLC) and Agriculture Risk Coverage (ARC) program, will be imperative. MCGA continues to work hard to ensure Missouri's congressional leaders understand the value the farm bill provides to farmers, rural communities, and the entire country.

# 2024 MISSOURI CORN IN ACTION



Missouri growers join corn farmers across the country for NCGA Action Team meetings to set priorities for the year.

JAN

MCGA Secretary/Treasurer Ryan Meyerkorth is part of the U.S. Grains Council 2023 Corn Quality Rollout mission. With exports accounting for 1/3 of U.S. corn demand, these meetings are vital to maintaining and growing markets.

Corn growers, along with the 13th CornRoots class, convene in Jefferson City to visit with legislators during the 2024 MCGA Annual Meeting & Legislative Day.



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

FEB



Serving as the U.S. Grains Council corn sector lead, Past MCGA President Jay Fischer addresses delegates at the International Marketing Conference and Membership Meeting, where the focus is expanding exports across the globe.

The 2024 Corn Congress takes place at Commodity Classic with Missouri growers weighing in on NCGA policy positions.



The White House approves a plan by Midwest governors for year-round E15 in Missouri and seven other states starting in 2025.

MAR



Corn farmers visit members of the House Budget and Senate Appropriations Committees to advocate for biofuel infrastructure with elected officials.

MCGA joins other corn organizations in expressing extreme frustration with EPA's final 2027-2032 tailpipe emissions rule for sedans, light- and medium-duty trucks.

Missouri Corn supports Missouri FFA members during the state FFA convention in Columbia, Mo., celebrating 25 years of sponsoring an ethanol-powered vehicle for state officers to promote biofuels.



Missouri Corn joins Missouri Farmers Care on the lawn of the State Capitol to serve lunch and thank elected officials for supporting Missouri agriculture.



Missouri CommonGround volunteers talk farming and food with 800 ticket holders at the Farmers' Table Wine Trail in Hermann.



APRIL

The Missouri Corn Scholarship Program awards \$1,000 to seven recipients.

The 2024-25 Missouri FFA Association officer team visits the Missouri Corn office to talk all things corn and ethanol.



Missouri and Illinois corn growers interact with Cardinals fans of all ages in Ford Plaza as part of the Missouri Farmers Care educational campaign.



MAY

Working with NCGA and other partners, Missouri Corn joined a petition in the D.C. Circuit Court to challenge a restrictive tailpipe emissions rule that ignores ethanol's proven benefits in combating emissions and climate change.



JUNE

Missouri Corn hosts the tenth Missouri FFA HYPE Academy, helping build future agriculture advocates.

# 2024 MISSOURI CORN IN ACTION



**Congratulations, Jay Schutte**  
National Corn Board

MCGA welcomes members and industry partners to the golf course for industry updates and PAC support.



Growers and friends congregate at MCGA President Clint Stephens' farm for a roundtable conversation with Congressman Jason Smith.

JULY

Missouri's Jay Schutte is elected to the National Corn Board during the National Corn Growers Association's Corn Congress.



AUG



Grower leaders talk issues impacting Missouri farmers on the state and national levels with elected officials during the Missouri State Fair.



MCGA hosts growers and industry partners for two membership clay shoots and continued policy discussions.



Missouri Corn joins ag groups for a taping of the U.S. Farm Report to visit with students on the University of Missouri campus.

AUG

SEP

Missouri Corn board member Brian Willott welcomes a team of Japanese Grain buyers to his farm near Mexico, Mo., to see U.S. corn quality and production firsthand.



Missouri Corn staff talk with growers across the state, providing lunch and showing appreciation during a fast-moving harvest.

SEP

OCT

**2024-25 MCGA LEADERSHIP**

President	Vice President	Secretary/Treasurer
 Matt Lambert Laclede	 Patrick Seyer Oran	 Adam Casner Carrolton

Missouri Corn Growers Association announces new leadership for the 2024-25 fiscal year.

**2024-25 MCMC LEADERSHIP**

Chairman	Vice Chairman	Secretary	Treasurer
 Brian Lehman Versailles	 Dylan Rosier Mound City	 Brandon Thiel Marshall	 Ryan Meyerkorth Rock Port

Missouri Corn Merchandising Council announces new leadership for the 2024-25 fiscal year.





MCGA co-hosts events at Fischer Farms, supporting longtime champions Mike Kehoe in his race for governor and Josh Hawley for Senate.

Missouri Corn CEO Bradley Schad is recognized with the Honorary American FFA Degree for his longstanding support of youth in agriculture.



Bookmarks, activity books, and coffee sleeves are provided to corn mazes statewide to showcase education materials available through Missouri Corn.



OCT

A trade team from Mexico visits Missouri Corn board member Dylan Rosier on his family's farm in Mound City following the U.S. Grains Council's Global Ethanol Summit.



Missouri Corn Director of Market Development Lane Howard weighs in with Fox Business, pushing back on the nationwide electric vehicle edict.



OCT

Third-grade teachers across Missouri are offered free Corn in the Classroom materials to teach students about the many uses of field corn.

NOV



DEC

Missouri Corn is a proud sponsor of the Missouri Stewardship Award, presented by Missouri Farmers Care.



After a lengthy battle, an international panel decrees Mexico's GM corn ban is not based on science and violates the USMCA trade agreement, maintaining the market with America's top corn customer.



DEC

The 14th CornRoots class kicks off in Jefferson City, focusing on improving communication techniques in advocacy.



Facing pressure from ag groups, Congress passes a stopgap spending bill that includes market and disaster relief for farmers, as well as a one-year farm bill extension.

# FINANCIAL SUMMARY



## MISSOURI CORN GROWERS ASSOCIATION

### OVERVIEW

Beginning Balance .....	\$4,467,005
Total Income .....	\$879,592
Total Expenses.....	\$1,081,114
<b>Ending Balance .....</b>	<b>\$4,265,483</b>

### INCOME

Dues.....	\$21,155
Other .....	\$158,437
Contributions.....	\$700,000
<b>Sub-Total .....</b>	<b>\$879,592</b>

### EXPENSES

General & Administrative .....	\$115,275
Membership & Communication .....	\$302,562
Public Policy .....	\$651,525
Market Development.....	\$11,752
<b>Sub-Total .....</b>	<b>\$1,081,114</b>

## MISSOURI CORN MERCHANDISING COUNCIL

### OVERVIEW

Beginning Balance .....	\$5,765,765
Total Income .....	\$5,762,685
Total Expenses.....	\$4,627,383
<b>Ending Balance .....</b>	<b>\$6,901,067</b>

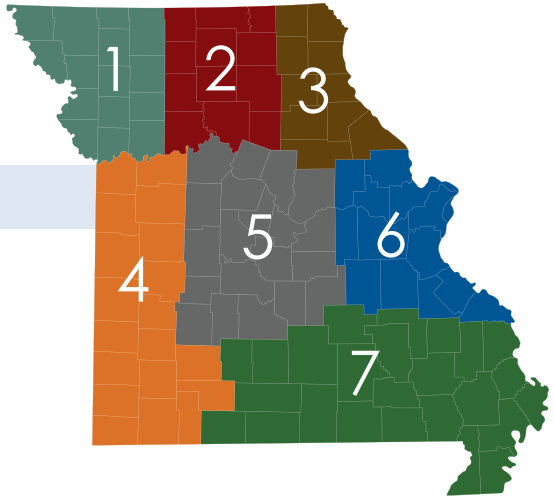
### INCOME

Checkoff Income.....	\$5,367,577
Other .....	\$229,740
Investments .....	\$165,368
<b>Sub-Total .....</b>	<b>\$5,762,685</b>

### EXPENSES

General & Administrative .....	\$145,118
Education & Grower Services.....	\$1,208,985
Research.....	\$211,099
Market Development.....	\$3,062,181
<b>Sub-Total .....</b>	<b>\$4,627,383</b>

# MEET THE MISSOURI CORN BOARD



## MISSION

In Missouri, there is no greater force driving demand for corn than the Missouri Corn Merchandising Council (MCMC) and the Missouri Corn Growers Association (MCGA). Guided by a board of 14 volunteer corn farmers, Missouri Corn is making strategic investments that are:

- Building demand for Missouri corn and corn products; and,
- Protecting corn farmers' profitability and ability to operate.

## DISTRICT 1



**Dylan Rosier • Mound City**  
MCMC Vice Chairman  
USGC Western Hemisphere, Chairman



**Ryan Meyerkorth • Rock Port**  
MCMC Treasurer  
USGC Value-Added

## DISTRICT 2



**Matt Lambert • Laclede**  
MCGA President  
USGC Trade Policy  
NCGA Trade/Transportation/Animal Ag  
NCGA PAC



**Adam Casner • Carrollton**  
MCGA Secretary/Treasurer  
USGC Ethanol

## DISTRICT 3



**Brian Willott • Mexico**  
USGC Asia  
NCGA Risk Management



**Addie Yoder • Leonard**

## DISTRICT 4



**Brice Fischer • Rich Hill**  
USGC Innovation and Sustainability



**Greg Bertz • Mayview**

## DISTRICT 5



**Brian Lehman • Versailles**  
MCMC Chairman  
USGC Middle East/Africa/South Asia  
NCGA Communication and Education  
NCGA Resolutions



**Brandon Thiel • Marshall**  
MCMC Secretary  
NCGA Biofuels

## DISTRICT 6



**Dan Kuenzel • Washington**



**Jim Boerding • St. Charles**  
NCGA Research and New Uses

## DISTRICT 7



**Patrick Seyer • Oran**  
MCGA Vice President  
NCGA Production and Sustainability



**Will Hunter • Sikeston**

## EX-OFFICIO



**Jay Fischer • Jefferson City**  
USGC Board of Directors



**Jay Schutte • Benton City**  
National Corn Board




NON-PROFIT  
U.S. POSTAGE  
**PAID**  
JEFFERSON CITY, MO  
PERMIT 182



2024  
MISSOURI  
CORN CROP\*

3.5   
MILLION ACRES  
PLANTED

3.3   
MILLION ACRES  
HARVESTED

604   
MILLION BUSHELS OF  
TOTAL PRODUCTION<sup>^</sup>

MO  
ranked  
**#8**  
for corn  
production  
among states.

**CORN**  
is the state's largest  
crop by volume.



183   
BU/AC  
ON YIELD<sup>°</sup>

<sup>^</sup> second largest compared to 628.7 million bushels in 2014.

<sup>°</sup> second highest compared to 186 bushels per acre in 2014.

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