



NATIONAL  
CORN GROWERS  
ASSOCIATION

# DEEPLY ROOTED

ANNUAL REPORT

# What does the National Corn Growers

Our mission, to create and increase opportunities for corn growers, and vision, to sustainably feed and fuel a growing world, are deeply rooted in all we do. You'll find on the pages of this annual report the highlights of how National Corn Growers Association (NCGA) fulfilled its mission and vision over the past year.

Yet if we dig a little deeper, you'll discover we're really deeply rooted to our members – their challenges, their successes, their goals and hope for the future of corn and agriculture. It's our grassroots who set the agenda, and NCGA works every day to make it happen.

This was an incredibly rewarding year, perhaps more so because of the challenges we overcame. Ethanol, the farm bill and trade, all items critical to corn growers, seemed to face a never-ending barrage of barriers.

On the ethanol front, several members of the Administration questioned whether farmers cared deeply about Renewable Identification Numbers (RINs), the Renewable Fuels Standard (RFS) or the ethanol industry as a whole. Following several personal conversations with the Secretary of Agriculture, as well as all the letters, emails and Tweets sent by our grassroots, it's safe to say we've changed some views in Washington.

In fact, our push was so successful that the Administration agreed to allow the year round sale of E15. This is really a tremendous victory, and you can be sure NCGA will work toward implementation in 2019.

For the farm bill, crop insurance is the top risk management priority for growers, and we successfully thwarted proposals that would limit participation or increase costs. We also protected Market Access Program (MAP) and Foreign Market Development (FMD) program funding in the farm bill. MAP/FMD are critical for trade, as they help strengthen current markets and support developing for new ones.

Trade matters because corn growers are very good at what they do. NCGA will continue working to eliminate trade barriers while driving home the message to policymakers

**KEVIN SKUNES**

Arthur, North Dakota  
2018 President



**JON DOGGETT**

Chesterfield, Missouri  
Chief Executive Officer



# DEEPLY

# Association stand for?

and the Administration that trade is important to rural America. While there is work to be done, we know our voice was heard and we were pleased the U.S.-Mexico-Canada Agreement (USMCA) was announced.

The common thread through all of this is our grassroots. It's important for our membership and corn farmers across the country to be involved, and our success this year was tied directly to growers speaking up.

Yet we'd encourage you to take it a step further. Perhaps get involved at the state level, then look to join one of NCGA's action teams. Volunteer and see where it goes, as there's nobody better to stand up for your farm than you. NCGA is a respected organization, and being involved is a rewarding way to add value to your industry and let Congress, the Administration, state representatives and local leaders know that agriculture matters.

It has been a privilege to advocate for NCGA and corn farmers over the last year. Thank you for your encouragement and support, and continued membership and involvement in this vibrant organization that's deeply rooted in living its mission.



# ROOTED





# Stewardship Action Team



“The growth of NCGA’s Soil Health Partnership has been incredible. Being at the point where we can start to analyze data is exciting, and we look forward to SHP providing insight into the economic and environmental benefits of various soil management strategies that farmers can use on their farms.”

**ROGER ZYLSTRA** *Lynnville, Iowa*

Chair of the Stewardship Action Team (2018)

In the fifth year of the NCGA’s Soil Health Partnership (SHP), and 114 partner farms participating, the SHP soil database has become one of the country’s most data-rich and biggest resources of soil health information from working farms.

Enough early data has been collected that SHP began analyzing it to help farmers understand the economic and environmental impacts of different soil management strategies. This is an exciting step, and a look at the economics of practice shifts like adding cover crops, changes in tillage or adjustments to nutrient management are promising.

Recognizing that information from more cropping systems and geographies would strengthen the breadth and depth of its data, SHP enrolled 25 farms in a pilot Associate Program. A less-intensive version of full partner sites, SHP plans to grow pilot associate sites to 100 in 2019 before a full launch in 2020.

Sharing soil health information and research findings is critical, and is something SHP does at its many local field days, the Soil Health Summit and ag-focused meetings. This year, SHP encouraged farmers to get “soil smart” through a #SoilSmart social media campaign funded by a Walton Family Foundation grant. The campaign reached new audiences and provided helpful content to spread soil health awareness.



■ At the SHP Summit, inaugural Seeds of Change Awards were presented to four recipients who are deeply rooted in supporting the program. They include Andrew Reuschel of Illinois, a first-year member; Mark Mueller of Iowa; Jack Hardwick of Illinois; and Tom Vaske of Iowa.

■ Randy and Nicole Small of Neodesha, Kansas, were honored in NCGA’s Good Steward Recognition Program, which is funded by the Howard G. Buffett Foundation. The Smalls believe the best ways to ensure the farm remains productive in the future is to pass their conservation ethic on to their children. Along with being 100 percent no-till since 1999, they plant cover crops, soil test to determine nutrient needs and split apply nitrogen fertilizers. Nicole shares their farm experiences on her blog, Tales of A Kansas Farm Mom.

■ NCGA continues to be a member of Field to Market: The Alliance for Sustainable Agriculture, a collaborative effort that focuses on science- and outcomes-based approaches to sustainability across the entire food chain. NCGA provides a grower voice to the group, and shares information on sustainability advances we’re seeing on the farm level. Field to Market launched Field Print Platform 3.0, a sustainability tool that’s more user friendly and will make it easier for farmers to upload data through the Fieldprint Calculator or via API with a bush of a button.

■ NCGA and a broad coalition of agriculture organizations asked a federal district court to stay its order striking a rule that delayed implementation of the Waters of the U.S. rule (WOTUS). Absent a stay, the rule would have gone into effect in states where courts have not already stayed its implementation, resulting in a patchwork regulatory regime. We continued to push for changes to WOTUS, and were encouraged that EPA indicated it was reviewing the rule and planned a rewrite, a victory for farmers everywhere.

■ NCGA’s Climate Task Force, charged with identifying threats and opportunities for corn farmers arising from possible policy or market changes related to climate change, included farmers and representatives from input suppliers, processors, food companies, retailers, academia and state association staff. The group wrapped up it’s work this year and presented the Corn Board with recommendations for staff to prioritize.

Through coalitions, partnerships, state corn organizations and our powerful grassroots, NCGA shares positive and exciting messages about corn, ethanol, farming, biotechnology, sustainability and more to consumers across the country.

In today’s fragmented media world, it’s critical to share information in a multitude of channels, which is why NCGA’s programs address a number of audiences in ways that matter to them. Together, the programs work like pieces of a puzzle that, when assembled, reveal a true, meaningful story of American corn farming.

An exciting initiative in its second year is a partnership with Farm Journal Foundation’s HungerU program. HungerU engages college students outside of the agricultural bubble through an educational and advocacy platform that provides tomorrow’s influencers with an understanding of the role agriculture plays in creating affordable, wholesome food, as well as the tools farmers use to do so.

HungerU features young adult ambassadors who visit colleges to share information critical to agriculture and corn farmers, such as the importance of biotechnology, crop inputs and innovative breeding techniques. The tour brings these messages to prestigious coastal and urban universities, often with strong STEM or government affairs programs.

■ **The U.S. Farmers & Ranchers Alliance** (USFRA) engages in dialogue with thought leaders about how food is grown and raised. From conversations at restaurant trade shows to launching an interactive podcast in partnership with SupermarketGuru Phil Lempert, USFRA strives to share insights from the farmer perspective. USFRA also launched the engAGe app, which allows users to view current agriculture news, and then share content to their own social media networks. It’s a useful tool to help advocate for ag on social media. Find it fooddialogues.com.

# Consumer Engagement Action Team



“Over the last decade, NCGA has learned much about engaging consumers to maintain and build trust. Building trust requires farmers who share their own story in an authentic way that opens dialogues and builds relationships. NCGA’s successes can be directly attributed to the association’s grassroots strength and the hundreds of men and women who work to bridge the gap between their farms and the cities and suburbs where most Americans now live.

**TED MOTTAZ** *Elmwood, Illinois*

Chair of the Consumer Engagement Action Team (2018)

■ Since its launch in 2010, **CommonGround** volunteers have had 1.2 billion conversations with consumers who have questions about how their food is grown. The collaborative partnership between state and national programs, along with more than 200 volunteers, continues to grow dramatically. This year, CommonGround launched a video series featuring volunteers traveling to the city to help moms tackle their busy day and answer food questions along the way. Spending time carpooling, grocery shopping and running errands helped farmers understand how these moms make food choices while

giving them access to answers about food. Find the Carpool video series on the CommonGround YouTube channel, linked from FindOurCommonGround.com.

■ **The Corn Reputation Program** launched a consumer-centric Facebook page named “Corn: Planted for People.” In a matter of months, the followers engaging with this vehicle grew from 0 to 12,000. Now, this targeted, important audience learns more about the incredible, continuously improving sustainability of U.S. corn many times a week.



*About 50 women from different backgrounds gathered on a farm just outside of Des Moines, Iowa, to learn more about where their food comes from and meet the women who grow it. The women chosen were influencers in a variety of areas, and they appreciated a farm tour, dinner and conversation. This was one of several CommonGround events during the year.*



# Freedom to Operate Action Team



“The Take Action program and its accompanying website, IWillTakeAction.com, features important resources that help farmers maintain the viability of tools we have to manage insects, weeds and disease. Importantly, this initiative includes seed companies who understand the importance of maintaining the viability of their products.”

**DON DUVALL** Carmi, Illinois  
Chair of the Freedom to Operate Action Team (2018)

■ Take Action continues to build momentum to help ensure farmers have access to the latest tools and information to manage insects and prevent resistance development. Take Action is an industry-wide partnership that advocates a diverse approach to weed, disease and insect management to avoid resistance, with Insect Resistance Management (IRM) and insecticide resources added in the last year. NCGA is part of Take Action, as is the Agricultural Biotechnology Stewardship Technical Committee (ABSTC), a consortium of Bt corn registrants. Find details and resistance management information at IWillTakeAction.com.

■ NCGA submitted comments to the Agricultural Marketing Service as the agency worked to finalize the National Bioengineered Food Disclosure Standard. Our feedback encouraged AMS to come to a final standard that's beneficial to consumers, farmers and food manufacturers, while preserving Congressional intent. We emphasized our concern that some options could harm U.S. agriculture and stifle farming innovation. As a member of the Coalition for Safe Affordable Food, we support honest, accurate and unbiased labeling.

■ Throughout the year we monitored and worked with companies in regards to dicamba. This is an important herbicide management issue, and we encouraged suppliers to proactively educate growers on proper application methods to prevent off target events from occurring. While mostly a soy issue, it's important for NCGA to be involved and maintain a unified front with our soy partners to protect access to dicamba and all crop technologies

■ NCGA sponsored the Bee & Butterfly Habitat Fund, expanding to 11 states the program that provides high-quality seed to growers who want to provide habitat for honey bees and Monarch butterflies. We remain involved with the Honeybee Health Coalition and Monarch Collaborative, and support efforts to create habitat for both honeybees and Monarch butterflies.

# DEEPLY ROOTED



# Corn Productivity & Quality Action Team

The Corn Utilization and Technology Conference (CUTC) is an incredible opportunity to bring together top innovators in the corn industry to interact and have open dialogues with researchers, farmers and other industry leaders throughout the supply chain. Organized and managed by NCGA, the biennial conference is the perfect venue for sharing needs, priorities and successes around the topics of production, processing and utilization.

Nearly 250 attendees appreciated the informative presentations, trade show and time for open discussions, as well as a poster sessions and contests for college students that help connect the next generation of researchers with industry experts and potential future employers.

Attendees also spent time discussing the need to develop techniques and messages to share scientific advancements with consumers. Expanding the understanding of modern science is a must in order to allow technology to come to market that's designed to sustainably increase the production, processing and utilization of U.S. corn.

■ The National Agricultural Genotyping Center (NAGC) marked its two-year anniversary with a list of accomplishments in both facilitating research and solving problems for farmers. NAGC is a public-private partnership

founded by NCGA and the Los Alamos National Laboratory. NAGC has already commercialized tools such as a screening assay for honey bee diseases and faster and more effective tests to accurately identify corn diseases like Xanthomonas and Goss's Wilt.

■ We continue to manage the Aflatoxin Mitigation Center for Excellence, which is funded primarily by southern states corn checkoff boards, although talks are underway to expand more states into the program. This year's research proposals advance the center's priorities of improving aflatoxin resistance in corn and reducing aflatoxin through best management practices.

■ The inaugural Corn Research Ideation Workshop was a great opportunity to dream big with stakeholders across the value chain about what corn could deliver in the future. Corn growers, university experts, U.S. Department of Agriculture, and private seed, chemical and feed and food companies all came together to examine problems and discuss solutions all across the production and value chain while working to define potential research needs and partnerships.

**DENNIS MAPLE** Greentown, Indiana  
Chair of the Corn Productivity & Quality Action Team (2018)



“The Corn Utilization and Technology Conference offered insight into the future of corn processing and use. We were especially encouraged by the many young researchers who participated in our poster contest. We hope they pursue careers in agriculture, as they provide considerable optimism and enthusiasm, and will drive new uses for corn in the future.”



# Risk Management Action Team



“We worked with economists and experts to evaluate numerous proposals for the farm bill, with particular emphasis on the commodity title. Through this process, and communication among stakeholders and the support of NCGA members, we were able to push those proposals that were consistent with our policy positions. Thank you to everyone who was active throughout the process. Your voice made a difference.”

**STEVE EBKE** Daykin, Nebraska  
Chair of the Risk Management Action Team (2018)

NCGA and our strong grassroots played an incredibly active role in educating senators and representatives to ensure no harmful funding cuts or policy changes were made to the federal crop insurance program as part of farm bill negotiations. We're deeply rooted in all crop insurance discussions, and for good reason: Crop insurance is number one risk management program priority for our growers.

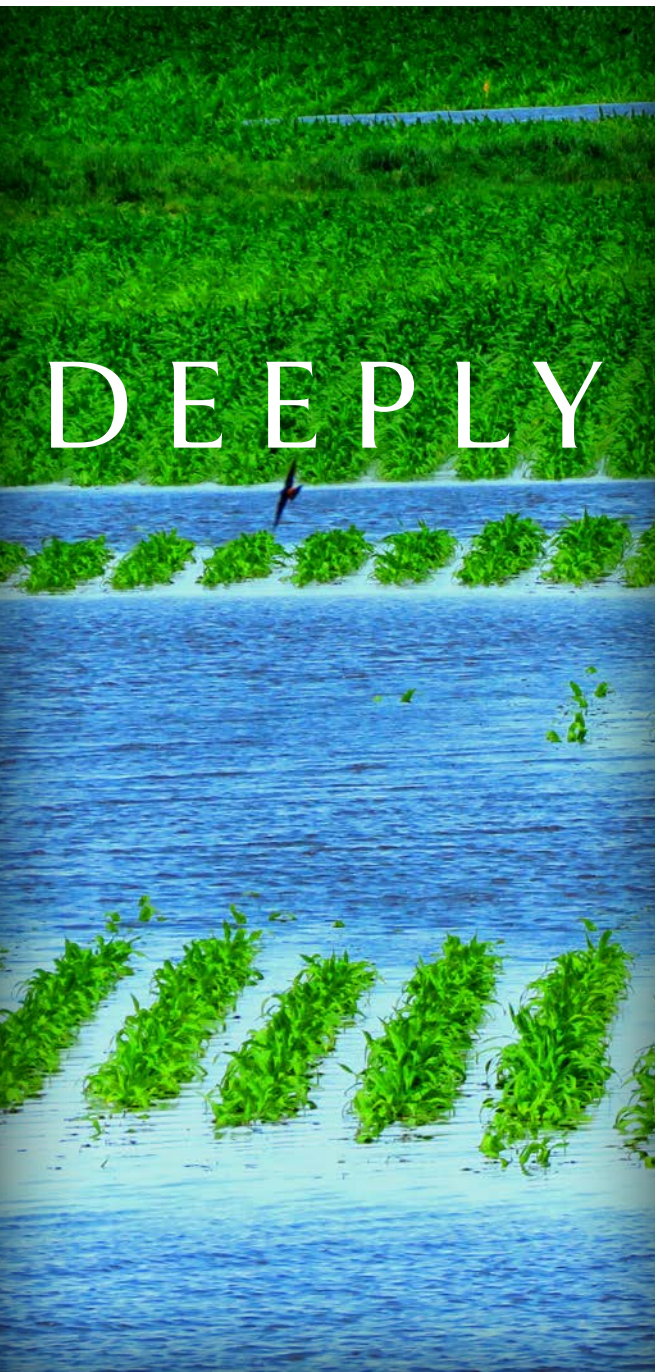
Several harmful amendments were proposed during farm bill debates that would reduce or limit participation in crop insurance or make insurance more expensive. Our efforts, however, and the efforts of a large coalition of other agriculture-focused groups, were successful, and both the House and Senate versions of the bill maintained the funding and policy priorities set by NCGA's grower leaders.

■ We supported the Agriculture Data Act, which would direct the Secretary of Agriculture to collect, integrate and link data relating to conservation practices on soil health and crop yields. USDA collects much of this data already, and there are ways to make data more better utilized and more accessible for farmers to help understand which conservation practices reduce risk and improve profitability. The measure would also give the Agriculture Secretary the authority to establish a secure and confidential cloud-based data warehouse.

■ Improving the Agriculture Risk Coverage (ARC) program was the focus of a bipartisan Senate bill we supported and advocated to be included in the farm bill. The act would improve the current ARC program by modifying the payment calculation and other components to improve its safety net potential. The common-sense changes would help make ARC work to its full potential for corn growers who are enrolled in the program. NCGA helped drive the debate, spur the bill's introduction and encourage specific recommendations to be included.

■ We worked with a coalition to push for a legislative fix for Section 199A, which was part of the tax cut cut package passed last year. The agreement was important for addressing the measure's unintended consequences and restoring certainty to the marketplace for farmers.

■ NCGA continued working with our state associations to introduce innovative crop insurance products that are still under development. There is a lot of potential here for the future, and we'll continue working with states to push for new options.



# ROOTED

NCGA has a deeply rooted policy of working to eliminate barriers to trade, supporting market development and promoting a transportation infrastructure that moves grain efficiently. We also value creating opportunities for farmers to learn about and support these issues.

One such opportunity was an NCGA Trade School for growers where we discussed current trade policy issues, explored the historic context of the global trading system and practiced tactics for sharing messages on trade. It was a great way to equip more growers with the tools and knowledge to talk trade. Indeed, throughout the year, growers pushed positive trade messages to the Administration and Congress.

We also worked with a coalition to form Americans for Farmers & Families (AFF), which focused on importance of preserving and modernizing the North American Free Trade Agreement (NAFTA). Under NAFTA, food and agriculture exports have more than quadrupled and account for 25 percent of American exports.

As the fiscal year came to a close, NCGA's grower members were heartened that a U.S.-Mexico-Canada Agreement

# Market Access Action Team



“In this economy, trade is increasingly important to because we're looking to grow exports, from expanding sales to current customers to building new markets. Trade policy plays an important role in facilitating those opportunities, which is why we continuously advocate for policies that support trade.”

**JAY REINERS** Juniata, Nebraska  
Chair of the Market Access Action Team (2018)

(USMCA) that preserves market access was announced, that a modernized trade agreement was signed with Korea and that formal trade talks were to announced begin with Japan.

While we appreciate efforts designed to achieve improved trade agreements, the imposition of tariffs and subsequent retaliatory tariffs has had a direct impact on corn prices, which an NCGA-commissioned study showed cost corn farmers 44 cents per bushel.

Ongoing trade disputes exacerbate an already difficult farm economy. This is why NCGA has encouraged the Administration to keep lines of dialogue open with trading partners.

Exports of U.S. corn and co-products provide critical support across the economy, offering billions in direct and indirect economic benefits to farmers, rural communities and the nation.

■ NCGA partnered with a coalition to promote the success of and funding for Market Access Program (MAP) and Foreign Market Development (FMD). These programs have a successful track record and have returned \$28 for every \$1 invested. It's important to invest in these programs, which help support the critical work of our partner, the U.S. Grains Council.

■ NCGA, through MAIZALL, our alliance with U.S. Grains Council and corn farmers from Brazil and Argentina, was represented at the Global Business Forum in São Paulo, Brazil. MAIZALL president and former NCGA president Pam Johnson keynoted the event, and former NCGA president Julius Schaaf participated in a panel. Johnson shared her perspective to why farmers have adopted agriculture innovations, and the role growers have in feeding a growing world population and farming toward a more sustainable future. Johnson and MAIZALL also participated in the 11th Ministerial Conference of the World Trade Organization. It's valuable to have growers on the ground emphasizing the importance of supporting farmer access to the full range of tools and technologies available and opposing regulatory barriers lacking scientific justification.

■ The America's Water Infrastructure Act, which includes the Water Resources Development Act of 2018, was signed. This important bill authorizes Army Corps work on locks and dams, dredging and other water resources projects. We partnered with the Waterways Council Inc. on this effort. In 2018, the Army Corp budget included \$10 million for work on the LaGrange Lock & Dam in Illinois, and repair work on the Olmsted Lock & Dam in Kentucky was completed.



# Ethanol Action Team



“A tremendous amount of effort went into the push for year-round sales of E15 and maintaining the integrity of the RFS. Our members made the difference on both and helped create an important win for E15, corn farmers and rural America.”

**JAY SCHUTTE** *Benton City, Missouri*  
Chair of the Ethanol Action Team (2018)

For more than 40 years, NCGA has worked to grow the ethanol industry. Through our grassroots efforts and in partnership with dozens of agriculture and biofuels groups, we built an entire renewable fuels sector from the ground up.

Because our roots run deep in this critical market for corn, NCGA is a leader in key ethanol issues.

We spoke out against refinery exemptions and will continue the legal battle we initiated in partnership with other biofuels backers. We believe what the Environmental Protection Agency (EPA) has done can't be justified, and we'll continue defending the Renewable Fuels Standard (RFS) and the volumes it required.

We partnered with several organizations in an effort to ensure the White House heard farmers' voices, calling on the President to maintain the integrity of the RFS. It was important to push back against oil refiners and others who were encouraging the Administration to undermine the RFS. Doing so would hurt farmers and rural America. It's that simple.

Instead, we encouraged the President, EPA and the Secretary of Agriculture to allow year round sales of E15. Early on, it seemed insurmountable, and there was a push to cut a deal. We resisted and engaged our grassroots, who rose to the occasion. Every email, phone call, letter, Tweet and personal visit to Washington by our members and grower leaders inched us closer to our goal.

We were thrilled when the Administration announced setting the necessary regulatory steps in motion to allow for year-round sales of E15 – without any harmful proposals attached. We'll work toward implementation in 2019 and believe the change will open doors for increased demand in the future.

■ In April, agriculture and ethanol groups, including NCGA and our grassroots, participated in a Twitter Townhall prior to a White House meeting on the RFS. NCGA sent a grassroots call to action, and members responded by Tweeting at the President, EPA and members of Congress with the hashtag #RFSWorks. It produced great social media engagement and encouraged the Administration to support corn and ethanol.

■ Our partnership with one of the largest fuel pump manufacturers in the country continues to grow the infrastructure needed to expand ethanol use by ensuring all new pumps are certified to handle higher ethanol blends. This has been a tremendously successful partnership for NCGA and state corn organizations.

■ We marked the 10-year anniversary of the Energy Independence and Security Act, which expanded the scope of the RFS. Deeply rooted in the success and growth of a key corn market, in the decade since passage, significant progress has been made towards greater energy security, cleaner air and boosting local economies.



The thousands of existing uses for corn is testament to the versatility of America's most abundant crop. Yet scientists and researchers know there's even more potential in those golden yellow kernels. Moving from "potential" to "reality," however, takes time and investment.

This is where NCGA's Consider Corn Challenge comes in. It's a great way to engage innovators from around the world and stay true to our mission of growing opportunities for your crop. The inaugural contest drew 33 entries from eight countries, all demonstrating that corn can improve the environmental footprint of many products.

**The six winners include:**

**Annikki** – Producing FDCA (furanedicarboxylic acid), a performance advantaged replacement for petroleum-derived terephthalic acid used today in plastic bottles, fibers and nylons.

**Iowa Corn Promotion Board** – Technology developed by Iowa corn farmers to produce a bio-based MEG (monoethylene glycol), which is found in everything from packaging materials to heat transfer fluids.

**Lygos** – Utilizes biology to produce Bio-Malonic™ acid from sugars. Targeting diverse markets such as high-tech composites and coatings, electronics, flavors, fragrances and pharmaceuticals.

**Sasya** – Working to produce methylmalonic acid, focused on the acrylic glass and adhesive markets.

ROOTED

# Feed, Food & Industrial Action Team



“We're working to expand the utilization of corn wherever opportunities lie. From active partnerships with animal agriculture to the highly successful Consider Corn Challenge, driving demand is a continuous multi-prong effort.”

**BRUCE PETERSON** *Northfield, Minnesota*  
Chair of the Feed, Food & Industrial Action Team (2018)

**South Dakota State University** – Using renewable precursors such as glycerol and lactic acid to make unsaturated polyester resins, which can be used in the production of plastic tanks, binders for fiberglass sheets and other plastics.

**Vertimass** – Converting corn ethanol into bio-based aromatic chemicals that have been historically petroleum sourced. Targeting a many large markets that includes polyester fibers and resins, polyurethane, nylons and fuel additives.



Since being recognized by NCGA, all six have received additional funding and support. We were so impressed with the entries and the potential they represent, that a second Consider Corn Challenge has been launched for 2019.

■ In continuing efforts to support animal agriculture, NCGA partnered with the National Cattlemen's Beef Association (NCBA) to develop the Cattlemen's Education Series. This program provides state affiliates of NCBA with grants to help offset the cost of hosting educational opportunities for their members. NCBA state affiliates can apply for grants ranging from \$2,000 to \$4,000 for producer-focused educational sessions. This is a great way to support our cattle producer partners, while also providing an opportunity to share research on the value corn and corn-based feed ingredients provide within feed rations.

■ A partnership with the USA Poultry and Egg Export Council produced a study on the benefits of poultry exports to corn. "Corn and Poultry: A Great Partnership" showed that growth in the demand for feed corn is strongly tied to poultry production, as the United States is the largest poultry producer in the world. The study noted that the U.S. poultry industry consumed more than 30 percent of all feed use of corn grain and estimated that this equated to roughly 1.663 billion bushels.

■ In addition to attending more than 25 national and regional livestock, poultry and feed events, NCGA was a sponsor of the World Meat Congress. As part of our sponsorship, we conducted a session that focused on the value proposition and taste profile of corn-fed beef and pork, along with a separate invitation-only tasting event and seminar for large international customers.



# Engaging Members Committee



“Thank you to everyone who took the time to make their voice heard over the past year. Every letter, call, email and Tweet makes a difference. We also appreciate the feedback that helped us craft a new leadership development program. We’re deeply rooted to leverage the strength of our more than 40,000 members, and future leaders of our organization will come from these efforts. We can’t wait to see where we’ll go.”

**JOHN LINDER** Edison, Ohio  
Chair of the Engaging Members Committee (2018)

As a grassroots, membership-driven organization, we’re always looking for better ways to create value, provide opportunities to help your voice be heard and build programs that allow you advance your leadership skills.

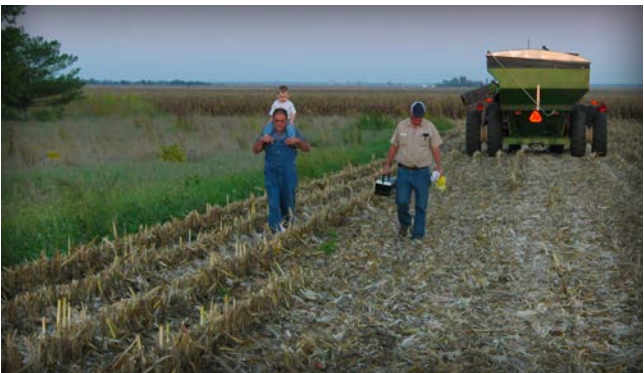
An important focus over the past year included rethinking our leadership development programs. In examining results from a survey and feedback from members and state organizations, a refresh made sense.

The new leadership development program is modular, allowing growers to pick and choose focus areas, and most will have basic and advanced levels. To help make the program available to more growers more often, we’re making many of the modules available during existing meetings. This will reduce travel costs and shorten the time away from family and the farm. Follow-up training will happen via webinars and other online components.

We are excited about what we’re building — and were ready to launch multiple training initiatives early in the 2019 fiscal year.

■ Through the assistance of funds provided by FMC Corporation, NCGA awarded four seed grants to encourage innovative programs in state organizations. The grants, an offshoot of the Reaching for Excellence award, are provided to associations who implement or enhance a program previously nominated for a Reaching for Excellence Award. Corn grower organizations in Missouri, Colorado, Wisconsin and Texas were awarded seed grants to fund innovative programs in 2019. As organizations implement their own version of these programs, they’ll report back on ways they made it better, further driving programmatic excellence among state organizations.

■ The National Corn Yield Contest saw farmers from 46 states participate — with 50 seed companies represented. The 7,269 entrants in the 53rd annual contest planted some 689 hybrid numbers, while the 424 state winners planted 169 different hybrid numbers. National winners saw an average yield of 386.1 bushels per acre, with three farmers passing 500 bushels.



■ A grassroots letter campaign “triple pack” sent to members resulted in more than 8,000 messages focused on trade, the Farm Bill or the RFS being sent to Capitol Hill. This was a great push by members to help leadership in Washington know what issues matter most to farmers.

■ We ramped up social media advocacy this year and conducted several “tweetstorms” directed at key officials and the President. It’s a great way for farmers and our allies to push key messages at critical times, and by working together, we demonstrate the strength of our more than 40,000 members.

■ At the 2018 Commodity Classic, we rolled out text alerts as a new way for our grassroots to stay in touch on key issues. Built through StandUpForCorn.com and the NCGA app, you can choose the topic areas of interest to you.



**National Corn (NCGA) @NationalCorn**  
As our largest trade partners (and neighbors), free trade with Canada & Mexico is key to maintaining our status among one of the world’s largest exporters.  
[#NAFTAWorks](#) [#NeedNAFTA](#) [#TradeNotTariffs](#)

<b>Revenues</b>	
Checkoff Revenue	13,943,861
Commodity Classic	821,375
Corn Yield Contest	907,515
Corn Utilization & Technology Conf. (CUTC)	194,232
Grants	2,233,050
Industry	2,802,508
Interest	143,211
Membership	762,481
Other	136,305

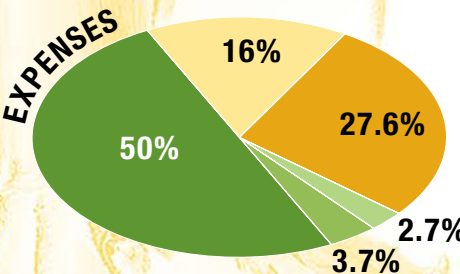
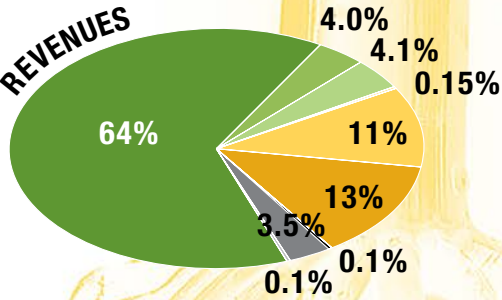
**Total Revenues 21,944,538**

<b>Team Program Expenses</b>	
Consumer Engagement Action Team	1,357,907
Corn Productivity and Quality Action Team	818,877
Engaging Members Committee	72,244
Ethanol Action Team	2,758,216
Feed, Food and Industrial Action Team	647,724
Freedom to Operate Action Team	249,963
Market Access Action Team	325,431
Risk Management Action Team	394,874
Stewardship Action Team	4,447,060

**Total Team Programs 11,072,296**

<b>Association Programs</b>	
Communications	478,492
Corn Board and Funding	686,707
Corn Utilization & Technology Conf. (CUTC)	189,543
Corn Yield Contest	251,903
Membership/Leadership	550,510
NCGA Commodity Classic/Awards Banquet	339,826
Resolutions/Policy/Corn Congress	371,074
State Relations/Meetings	105,876
Team and Committee Meetings	562,253

**Total Association Programs 3,536,184**



# Financials

For the twelve months ended September 30, 2018 (Unaudited)

<b>Human Resources</b>	
Health Insurance	660,488
Payroll Taxes	303,782
Professional Development	12,138
Retirement	335,090
Salaries	4,793,783

**Total Human Resources 6,105,281**

<b>Property and Equipment</b>	
Depreciation	109,163
Equipment Leases/Rental/Purchases	34,494
IT Expense	67,129
Maintenance	27,886
Property Taxes	33,531
Rent	322,910

**Total Property and Equipment 595,113**

<b>Operating Expenses</b>	
Accounting	39,400
Professional Fees	89,905
Outside Services	97,507
Legal	94,983
Dues/Subscriptions	49,671
Electronic Communication	77,541
Insurance	79,021
Meetings	69,035
Office Expense	74,785
Travel	78,233
Utilities	74,581

**Total Operating Expenses 824,662**

**Total Expenses 22,133,536**

**NET REVENUES/(EXPENSES) (188,998)**

These are unaudited figures.  
Audited numbers will be available later in 2019.



# 2019 Committee / Action Teams

**CONSUMER ENGAGEMENT ACTION TEAM**

Ted Mottaz, Chair  
Debbie Borg, Vice Chair  
Bruce Rohwer, Liaison  
Lindsey Bowers  
Brian Lehman  
Allyson Maxwell  
David Merrell  
Lowell Neitzel  
Gary Petersohn  
Richard Syverson  
Kurtis Harms, State Staff  
Mary Quigley, NCGA Staff  
Cathryn Wojcicki, NCGA Staff

**CORN PRODUCTIVITY & QUALITY ACTION TEAM**

Charles Ring, Chair  
Randy DeSutter, Vice Chair  
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Jon Doggett, Executive Director  
Katharine Emerson, Treasurer  
Kendra Ricks, Assistant Treasurer

# 2019 Leadership

With nearly 40,000 dues-paying members, the National Corn Growers Association works on behalf of 49 state affiliated organizations in 28 states – while also representing more than 300,000 farmers who contribute to corn checkoff programs in 23 states.



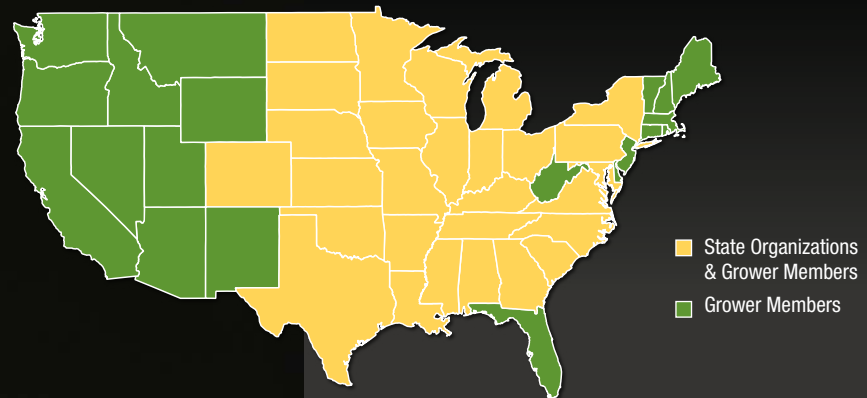
**NCGA CORN BOARD**

**Front row from left:** Gary Porter, Chairman Kevin Skunes, President Lynn Crisp, First Vice President Kevin Ross, Deb Gangwish **Second row from left:** Bruce Rohwer, Dennis Maple, Ken Hartman, Jeff Sandborn, Don Glenn **Third row from left:** Harold Wolle, Jr., Brandon Hunnicutt, Chris Edgington, Tom Haag, John Linder



DEEPLY ROOTED





The National Corn Growers Association, founded in 1957, is the largest and oldest national nonprofit organization representing the interests of U.S. corn farmers. Checkoff investments made by corn growers nationwide and the commitment and dedication of farmer leaders give NCGA the opportunity to redefine the role of corn in the world's future through research, market development, public policy, production and education.

You can join nearly 40,000 corn growers in 28 states involved in NCGA by connecting with one of our affiliated state corn organizations or by contacting NCGA. With your help, we will continue building collaborations across the country and sharing the extraordinary achievements of America's corn farmers.

Visit [NCGA.com](http://NCGA.com) for more details and updates on the corn industry.



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