

K A N S A S
CORN

2016

ANNUAL REPORT
2016 Review, 2017 Outlook

What a year at Kansas Corn!

By Greg Krissek, CEO

This fall's USDA/NASS production estimates pegged the 2016 Kansas corn crop at a record 713 million bushels, 24 percent higher than last year's big crop. We certainly had a good harvest, but with low prices, we all feel the urgency to build and protect markets for corn. Last year, the Commission identified four goals to increase opportunities for Kansas corn farmers. Examples of the commission's efforts to achieve these goals on this page and throughout this annual report.

Building Markets for Ethanol—Kansas Better Blends Initiative (KBBI) and national ethanol infrastructure programs continue to be a focus to build markets for ethanol and Kansas corn. Kansas Corn and KBBI partners committed matching funds to create a program that offers over \$2 million to high-volume fuel retailers to add higher ethanol blends. We also support a national effort to build ethanol infrastructure across the nation.

Exports of Corn and More—As our growers suffer from low prices, exports of corn and corn products like red meat, ethanol and DDGS are critically important. The Kansas Corn Commission strongly supports efforts of the US Grains Council, US Meat Export Federation and K-State's International Grains Program to build foreign markets for corn and corn products.

Research and Water Technology Farms—The Kansas Corn Commission funds several K-State research projects to help improve our production practices. The commission is also funding two Water Technology Farms which are part of the Kansas Water Vision effort. Dale Fjell, PhD, recently joined our staff as Director of Research and Stewardship after retiring from a lengthy career at K-State. Dale's experience will be valuable as we focus on building our research and sustainability efforts.

Seed to STEM and the Summer Science Institute—These two programs enjoyed great success in their first year. Both programs focus on science to teach about corn, biotechnology and more. Sharon Thielen, PhD, joined our staff on a part-time basis as Educational Curriculum Manager. Sharon, formerly an assistant dean in the K-State School of Agriculture, shares our passion for bringing corn and technology to the classroom!

Kansas Corn Corps—Eleven young farmers were selected to participate in the first class of Kansas Corn Corps. The first session took place in early December. This young farmer development program will give participants tools to become better ag producers and better farm managers. Stacy Mayo, our Director of Industry Relations, joined the staff in January 2016 and is key in implementing grower engagement programs and strengthening our ties throughout the corn industry.

Summer Shed Tour—Kansas Corn's Summer Shed Tour stopped in each of the state's nine districts for some good food and great discussion. Farmers heard updates on programs funded through the Kansas Corn Commission and your checkoff dollars. More importantly, Kansas Corn staff and leaders listened to farmers' ideas and concerns, which will help us better serve growers.

- INCREASE** our investment in building needed infrastructure for higher ethanol fuel blends in Kansas and on the national level.
- BUILD** domestic and export markets for Kansas corn, corn-fed red meat, DDGS and ethanol.
- RAISE** the awareness of the positive economic impact Kansas corn and corn-fed products offer for our state, our ag industry and our Kansas communities.
- CREATE** a strong network of corn leaders and advocates and build understanding of the amazing technological advances that are occurring on our corn farms.

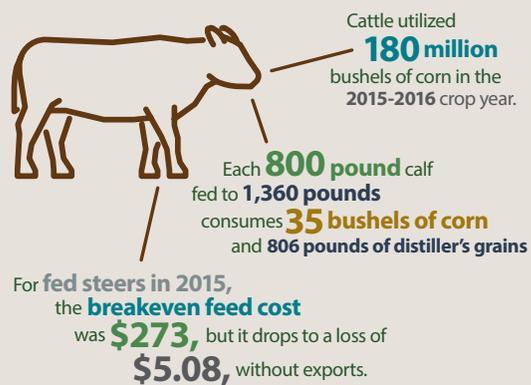
Expanding Markets for Corn, Corn Products and Red Meat

Kansas Corn Builds Ties to Foreign Buyers

South American grain buyers stopped recently at the farm of Mike Brzon, Courtland, (pictured below). This year, Kansas Corn Commission hosted trade teams from Egypt, Argentina, Mexico, Colombia, Ecuador and Peru, through the US Grains Council. In addition to corn exports, USGC is also active in building exports of DDGS and ethanol. US Meat Export Federation's work to build exports of another corn product—red meat.



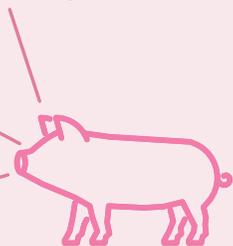
Meat Exports Matter to Kansas Corn



With **red meat exports**, a **hog producer's breakeven for 2015** was about **\$73**, and it drops to **\$25**, without exports.

Each **12 pound** pig finished to **284 pounds** consumes **11 bushels of corn** and **37 pounds** of distiller's grains

Hogs utilized **30 million** bushels of corn in the 2015-2016 crop year.



Expanding Markets for Ethanol Fuels

Ethanol Blender Pumps Adding Fuel Choice for Kansas Motorists, Supported by Grant

The Kansas Corn Commission and its partners in the Kansas Better Blends Initiative (KBBI) are adding fuel choices for drivers at stations in Kansas. Several Kansas groups provided matching funds to receive a USDA Biofuels Infrastructure Grant, creating a program with over \$2 million in funds to offer higher ethanol blends at high-volume fuel stations. Ethanol blender pump grand openings have been celebrated at three Jump Start stations in Wichita, Sandra's Quick Stop in Garnett and the Kechi Convenience Store near Wichita. TJ's Convenience Store in Colwich also is planning an event for its new ethanol blender pumps. Several other stations will add blender pumps soon through the grant program.

Kansas Corn Info

Greg Krissek, CEO
Sue Schulte, Director of Communications
Stacy Mayo, Director of Industry Relations
Dale Fjell, Director of Research and Stewardship
Sharon Thielen, Educational Curriculum Manager
Erin Rios, Programs Manager
Sue Hardman, Financial Manager
Corn Crew Regional Representatives:
 Paige Lutz, Central Kansas
 Kaitlin Donovan, Western Kansas
 Eastern Kansas Representative, vacant

Address: PO Box 446, Garnett, KS 66032

Phone: 785-448-2626

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Kansas Corn Checkoff

The Kansas Corn Commission checkoff was created by the Kansas Legislature in 1977 and determines how the one cent per bushel corn checkoff is invested to benefit corn producers. The Kansas corn checkoff is voluntary, and growers may request a refund from Kansas Corn Commission. The corn checkoff rate was increased as allowed by statute to one cent per bushel on July 1, 2015 and remains the lowest checkoff per bushel of all the Kansas grain commodity checkoffs.

Kansas Corn Commissioners

The commission is made up of nine corn producers elected to represent the state's crop reporting districts. The 2017 election process is underway for the North Central, Central and South Central Kansas. The commission invests the checkoff in the areas of market development, research, promotion and education. Kansas Corn Commission meetings are open to the public.

District 1 • Northwest:

Brian Baalman, Menlo

District 2 • West Central:

Dennis McNinch, Utica (Vice Chairman)

District 3 • Southwest:

Steve Rome, Hugoton

District 4 • North Central:

Mike Brzon, Courtland

District 5 • Central:

Terry Vinduska, Marion

District 6 • South Central:

Kent Moore, Iuka (Chairman)

District 7 • Northeast:

Ken McCauley, White Cloud

District 8 • East Central:

Pat Ross, Lawrence (Treasurer)

District 9 • Southeast:

Randy Small, Neodesha (Secretary)

Kansas Corn Online:
www.kscorn.com

Supporting Sustainable Practices Through Research



Water Technology Farms

The Kansas Corn Commission is also funding two Water Technology Farms which are part of the Kansas Water Vision effort. These research farms, working with K-State researchers, will test water saving technologies to improve our sustainability efforts. The Kansas Corn Commission hopes to learn what technologies will work on our Kansas farms to help growers improve irrigation efficiency while producing a needed crop. At an August field day at the T&O Farms Water Technology Farm, Tom Willis, who is also CEO of Conestoga Energy, LLC, said, “My motivation is two-fold—not only do we have an ethanol business here, but I farm. I want to pass this farm to my son when he returns from serving our country,” said Willis. “My goal for this three-year project is to prove it is possible to grow more with less and see this duplicated all over the aquifer.”

FY-17 Funded Projects and Comparisons

Below is a listing of projects funded by the Kansas Corn Commission in Fiscal Year 2017, beginning July 1, 2016 and ending June 30, 2017. The commission may fund additional projects before the end of the fiscal year.

Kansas State University Research:

Ignacio Ciampitti, “Extension Activities, Educational Materials and Applied Research for Kansas Corn” \$24,244

Ignacio Ciampitti, “Corn Management Decision Guiding Website and Mobile App” \$39,350

Daniel Flippo, “Study of Light Wavelength and Image Processing to Automatically Identify Corn Pests” \$37,990

Nathan Nelson, “Cover Crops and Phosphorus Management to Protect Water Quality in Corn-Soybean Rotation” \$5,000

Anserd Foster, “Exploring the Value of Plant Analysis to Enhance Water Use Efficiency in Southwest Kansas” \$9,234

Isaya Kisekka, “Mobile Drip Irrigation for Sustaining Corn Production with Limited Water” \$38,406

Water Technology Farms, \$50,000

International Market Development

International Grains Program, K-State “International Market Development” \$75,000

US Meat Export Federation, “International Market Development” \$120,000

US Grains Council, “International Market Development” \$362,000

Market Development, Promotion and Education

Brian McCornack, K-State, “Summer Science Institute” \$25,000

EPP, “Seed to STEM” educational program \$271,000

Kansas Corn Growers Association “Market Development, Promotion and Education” \$820,000

Look East Corn Image, \$100,000

KS Better Blends, \$250,000

National Corn Growers Association “Research, Market Development, Promotion and Education” \$1,567,500

NCGA Funding summary: Base Funding: \$220,000 plus Portfolio Funding in the following areas:

Trade and Biotechnology--\$10,000

Ethanol Programs--\$175,000

Ag-Auto Alliance--\$7,500

Common Ground--\$80,000

Corn Reputation--\$80,000

US Farmers and Ranchers Alliance--\$50,000

Production and Stewardship--\$25,000

Public Policy Education--\$35,000

Research and Business Development--\$35,000

NASCAR Base and Activation--\$100,000

Ethanol Pump Standardization--\$750,000

FY-2016 Funded Projects

Funding	Amount	%
Research	\$225,205	8%
Domestic Market Development	\$1,015,250	38%
Foreign Market Development	\$685,250	26%
Promotion & Education	\$745,250	28%

FY-2017 Funded Projects

Funding	Amount	%
Research	\$336,024	9%
Domestic Market Development	\$1,553,333	41%
Foreign Market Development	\$897,833	24%
Promotion & Education	\$1,024,333	27%

(Higher totals in FY-2017 reflect increased collections due to checkoff increase to 1 cent per bushel which took effect July 1, 2015.)

Expanding Educational Opportunities



Programs Inspire Teachers to Bring Corn to Classes with Science, Technology Focus

When two innovative science-based educational programs were proposed, the Kansas Corn Commission saw the opportunity to bring corn to the classroom in new ways. The Seed to STEM summer workshop, and K-State's Summer Science Institute corn workshop opened new pathways to reaching students in STEM curriculums. STEM stands for Science, Technology, Engineering and Mathematics.

The Kansas Corn Commission's first **Seed to STEM** summer workshop in Kansas City in July provided middle school and high school science teachers classroom and lab instruction incorporating lessons about biotechnology and ethanol, as well as tours of a farm and an ethanol plant. Each teacher received \$400 worth of lab equipment to use at their schools. Kansas Corn CEO Greg Krissek said, "We want to reach teachers, especially urban teachers, to get them and their students energized about the role science plays in agriculture. We aren't just giving them lesson plans, we are supporting science education in their schools." In 2017, two Seed to STEM workshops will be offered in Lawrence and Wichita. Learn more at seed2stem.org.

Using inquiry-based learning techniques, the **Summer Science Institute** corn workshop led by K-State's Brian McCornack, helped teachers educate students about corn and agriculture. One teacher said, "We are learning about INQUIRY using corn as the model, using the Next Generation Science Standards! We will then be taking this back to our classrooms, colleagues and to our district as a working partnership!"

Lots of carbs means lots of energy! Corn contains carbohydrates in the form of starch, which can be broken down into simple sugars and fed to yeast to produce ethanol. Denise Scribner's biology students at Eisenhower High School used the corn fermentation in a bag lab when studying how cells work. Scribner said, "They enjoyed the hands-on activities very much. Seeing that fermentation is anaerobic was an 'a-ha' moment for them." Scribner plans to use the GMO activities from the Seed to STEM lessons when her class studies genetics.



Inquiry into Corn—Summer Science Institute teacher Cindy Norris is a 6th grade teacher who worked with first grade teachers to bring corn to the classroom at Lee Elementary School in Manhattan. Using inquiry-based learning techniques, students studied ears of sweet corn and field corn, investigated a corn stalk and participated in a classroom presentation to learn that corn isn't just in corn flakes. "All the kids were so engaged in learning!" Norris said. "They loved going to each station to learn something new about corn."

Engaging Corn Farmers

New Kansas Corn Corps Program Accepts 11 Young Corn Farmers

Eleven young Kansas farmers were selected to participate in the Kansas Corn Corps, a newly-created young farmer program sponsored by Kansas Corn Growers Association and Kansas Corn Commission. Kansas Corn Corps was developed to allow young growers to come together to learn and to take multiple perspectives back to the farm. Three sessions and a domestic agriculture trip are being held over a 16-month time frame launching in December 2016. Information to apply for the next Corn Corps class will be available in early 2017.

Building Relationships with Consumers



Lawrence Farm Family Hosts Dinner on the Farm

Over 75 consumers from the Lawrence area came to the farm for dinner in July. What happened next was an evening of conversations and a delicious farm-grown dinner. "We just wanted to invite people to the farm for dinner and talk to them one-on-one about food and farming. We wanted to learn about their questions and concerns. Farmers have a great story to tell, and we're happy to open our doors and share that story," said Lowell Neitzel who along with his wife, Krystale, thought up the event. The Neitzels are part of a family farm that includes both Bismarck Gardens, that grows and sells sweet corn and other produce, and Nunemaker-Ross Farms that grows corn, soybeans and cattle. Agriculture advocates from Kansas Common Ground also participated in the event.

THE KANSAS CORN CORPS PARTICIPANTS ARE:

Coby Baalman, Menlo

Geoffrey Burgess, Sterling

JD Hanna, Silver Lake

Brandon Heier, Grainfield

Tanner McNinch, Ness City

Lowell & Krystale Neitzel, Lawrence

Kelsey Pagel, Wetmore

Matt & Janna Splitter, Lyons

Dallin Willis, Garden City

