



When trade teams visit Kansas, our farmers make it a family affair--Sylvester farm, Pottawatomie County.

What's Inside Our Annual Report? People.

By Greg Krissek, CEO

In this annual report, you are seeing many people Kansas Corn has touched. Buyers at feedlots, ethanol plants, and grain elevators down the road; buyers from the other side of the world and just across the border; researchers; teachers; students; farmers; consumers and young people interested in a future in corn.

People who grow corn: Our Kansas corn farmers are innovators and early adopters of technology. Our farmers are connecting with customers who buy corn, and with consumers who buy our products.

People who help us grow corn: People who are agronomists, ag retailers, researchers, crop insurance agents, government staff, bankers, market analysts and others help us by providing services and information. We're building our network of industry partners.

People who buy and sell corn: We value buyers of corn and corn products in our state, across the nation and around the world. Ultimately, the end user of corn in all forms is the consumer of feed, fuel and food. We are

strengthening our bonds with corn buyers and with the retailers who sell corn products like ethanol fuel blends.

People who are the future of corn: We're reaching out to young farmers, college students, FFA members and students who will find careers in farming or other professions. We're committed to building a better future for Kansas corn by working with these young people.



Jonathan Aguilar, Extension Irrigation Engineer of K-State Southwest Research-Extension at a Water Technology Farm field day

**Kansas Corn --
It's all about
the grind**

By Dennis McNinch,
KCC Chairman

This year, we are again harvesting a bin-busting corn crop in Kansas. Nationally, we're on pace to set another record yield.

Technology, good farming practices and some good weather in many areas made this possible. But what is the Kansas Corn Commission doing to grind more corn and ultimately making corn farming more profitable? We are doing a lot with a focus on building demand for corn and corn products around the world, improving sustainability and building our future as corn growers. The areas we can invest corn checkoff dollars in are foreign and domestic market development, research, promotion and education. I hope you'll follow along with me through this report to see how we are working to maximize the impact of our corn checkoff to build, demand and grind more corn!



Dennis McNinch

Kansas Corn Info

Address: PO Box 446, Garnett, KS 66032
Phone: 785-448-2626
Email: corn@ksgrains.com
Kansas Corn online: kscorn.com

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
Misty Palmer, Financial Manager

Kaitlin Donovan, Western Kansas Regional Representative
Laura Handke, Collegiate Coordinator

Forging Relationships to Build Exports

Chairman's Note

“We are building relationships with buyers around the world to increase export markets for corn, ethanol, DDGS and red meat-- “corn in all forms”. We support aggressive foreign market development programs with the U.S. Grains Council, U.S. Meat Export Federation and K-State’s International Grains Program. Our trade mission to Mexico in March led to visits from high level Mexican buyers. Our work with USMEF is vital to build exports of red meat. We’ll continue to build exports which represent promising growth markets for corn in all forms.”

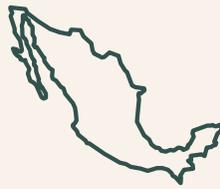
Building Ethanol Demand

While foreign markets for corn are important, higher ethanol blends are foreign to many U.S. drivers. Kansas Corn is deeply invested in building infrastructure for higher ethanol blends in Kansas and in high volume retailers across the country. Working with several partners in our state to administer a USDA grant, we’ve added E15 and higher blends to several high-volume fuel retailers. Working with NCGA and our ethanol partners, higher ethanol blends are available across the U.S. with major retailers getting on board. Kansas is part of an effort by Casey’s General Stores to offer higher ethanol blends at new stores in Kansas, Iowa and Illinois.

Chairman's Note

“Nearly every gallon of gas sold in the United States contains 10 percent ethanol. If we are going to see continued growth in the ethanol industry, we must build demand for higher ethanol blends. 86 percent of the cars on the road today are model year 2001 and newer. That means they can use E15 fuel. And why wouldn’t drivers choose E15? It’s higher octane and costs less than regular unleaded. Availability and infrastructure are our main barriers.”

Mexico



In March, Kansas Corn, with the Kansas departments of agriculture and commerce and U.S. Grains Council embarked on a mission to Mexico to evaluate demand for corn, DDGS and ethanol. Mexico is the biggest export buyer of U.S. corn. In August, Kansas Corn hosted the Northeast Mexico Cattle Producers team. This visit was a direct result of the Kansas mission to Mexico. The Mexican cattle producers interacted directly with U.S. corn and cattle producers to discuss feed inclusion rates, export outlook and trade outlooks during the NAFTA modernization process. Kansas Corn also hosted a trade team of Mexican pork and beef producers as well as grain buyers from SuKarne, Mexico’s largest meat processor.

China



An influential team of Chinese feed grain buyers who represented all of China’s corn imports visited Kansas in October. They learned about production, marketing and export logistics in the U.S. to assist them in purchasing more U.S. corn. In Kansas, the group toured the DeLong Edgerton container loading facility, Splitter Farms and K-State’s International Grains Program.



Building relationships with Chinese grain buyers. During a tour of their farm, the Splitter family made connections with Chinese buyers who represent all of China’s corn imports.

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.

Kansas Corn Commissioners

The commission is made up of nine corn producers elected to represent the state’s nine crop reporting districts. 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 (Chairman)

District 3 • Southwest

Steve Rome, Hugoton (Secretary)

District 4 • North Central

Mike Brzon, Courtland

District 5 • Central

Terry Vinduska, Marion

District 6 • South Central

Kent Moore, Iuka

District 7 • Northeast

Ken McCauley, White Cloud

District 8 • East Central

Pat Ross, Lawrence (Treasurer)

District 9 • Southeast

Randy Small, Neodesha (Vice Chairman)

Website: kscorn.com

Facebook: [@kansascorn](https://www.facebook.com/kansascorn)

Twitter: [@kscorn](https://twitter.com/kscorn)



Water Technology Farms Aim to Improve Irrigation Practices



Moisture probes, soil mapping, and new nozzle types are being tested in real-world conditions at water technology farms in Kansas. As part of the Governor's Water Vision program, the goal is to identify new technology and practices that can help farmers who irrigate use water more efficiently. Over the past 10 years, about 37 percent of Kansas corn acres have been irrigated, producing 53% of the state's crop. In 2016 and 2017, the Kansas Corn Commission provided \$120,000 in funding to individual water technology farms. Many irrigation technologies and farming practices are being studied including row spacing, soil mapping, moisture probes, plant-based sensors, irrigation nozzles and center pivot controllers. Kansas Corn Checkoff dollars fund not only these water technology farms, but also other research projects at K-State to address water quantity and water quality. See more at kscorn.com/annual.



Chairman's Note

“Our research programs are supporting sustainability. Sustainability means we are making better use of our resources, but profitability must be the ultimate goal. For the second year, we have strongly supported research being done at the water technology farms that are part of the Governor's Water Vision process. We are part of the Soil Health Partnership and other conservation efforts as well.”

FY18 Funded Projects

The Kansas Corn commission funds projects in the areas of Domestic Market Development, Foreign Market Development, Research, Promotion and Education. Combined, our investment in foreign and domestic market development make up 56 percent of our funded projects. Focusing on exports of corn in all forms including beef and pork, ethanol and DDGS, and building markets and infrastructure for higher blends of ethanol in Kansas and across the U.S., the commission is committed to creating demand for our products.

Our cutting-edge education programs that bring corn, ethanol and biotechnology into the classroom in STEM-based lessons are reaching teachers and students across the state from kindergarten through high school. We're also reaching consumers who influence decisions about the products we produce and the technology we use from biotech corn to ethanol fuel. We work with many organizations

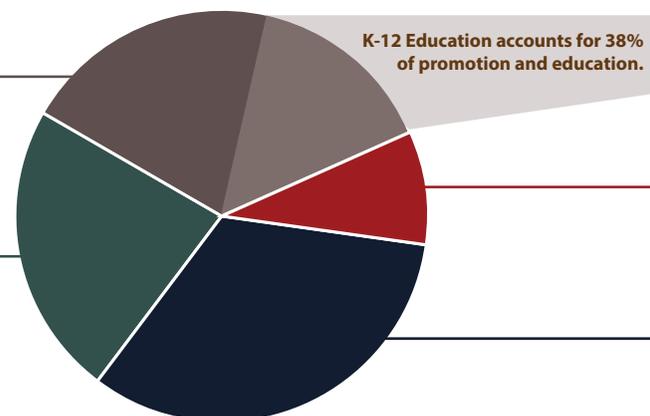
who provide services to help the Kansas Corn Commission meet its goals including the National Corn Growers, US Grains Council, US Meat Export Federation, US Farmers and Ranchers Alliance and CommonGround. We fund research to address water quantity and water quality challenges, improve farming practices and find new uses for our products. Please visit kscorn.com/annual for a listing of funded projects for Fiscal Year 2018, beginning July 1, 2017 and ending June 30, 2018.



Seed to STEM Surgery. Two science teachers dissect a corn plant at this past summer's Seed to STEM workshop.

FY-2018 Funded Projects

Funding	Amount	%
Research	\$514,365	9%
Domestic Market Development	\$1,819,532	33%
Foreign Market Development	\$1,259,032	23%
Promotion & Education	\$1,922,468	35%



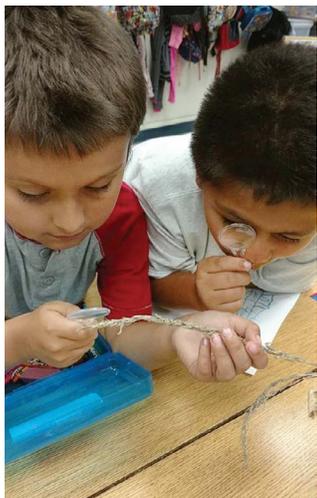
Building Our Future

Chairman's Note

“Many of our newer programs are aimed at our future. Our education programs that offer STEM-based lessons, materials and training from Kindergarten through 12th Grade, support science education in our schools. Our Corn Corps program just announced its second class of young farmers. Our collegiate program is reaching college students and providing information and industry advice to explore Careers in Corn.”

Education

Kansas Corn now offers lessons for elementary teachers featuring inquiry-based learning techniques to use corn to teach science. While the lessons can be easily downloaded, teachers



Elementary students use inquiry-based techniques to learn about the corn plant. Here, taking a close look at the tassel.

can also request a kit with materials that help bring the lessons to life in the classroom. This is just one part of Kansas Corn's innovative education programs that offer STEM based lessons, resources and training for elementary,

middle and high school teachers following the Next Generation Science Standards. Kansas Corn's popular Seed to STEM program for secondary school science teachers is in its second year. Kansas Corn also provides lab equipment to Seed to STEM and CASE teachers to help bring lessons into the classroom. Kansas Corn's education programs are guided by a teacher advisory board led by 12 educators from all areas of the state. To learn more about Kansas Corn's educational programs, including teacher workshops, visit kscorn.com

Kansas Corn Corps



Members of Kansas Corn Corps during their domestic agriculture trip in Michigan.

As Class 1 of the Kansas Corn Corps young farmer program continues, Class 2 has been announced. This program is providing networking and seminars focused on helping participants build a successful future on their farms. Here's what one Class 1 participant has to say about Corn Corps:

“One of the topics we focused on in Corn Corps was improving our soft skills, such as conflict resolution and effective listening. We may not think we need to learn about these topics, but it's critical for all families and farms.”

— Krystale Neitzel, Lawrence



Kansas Farmers Reach Out to Consumers

Consumers are bombarded with information and misinformation about their food and about farming. However, few consumers know a farmer. That's not surprising, considering farmers make up about 2 percent of the population. But farmers in Kansas and across the nation are reaching consumers through advocacy efforts like the CommonGround network of female farmers; US Farmers and Ranchers Alliance and many state efforts. This fall, Kansas Corn hosted eight influential urban

Collegiate Programs



Barrett Long, Producers Hybrids, spoke to a class at Cloud County Community College.

Kansas Corn is dedicated to providing programs and opportunities for college students interested in careers in the corn industry. Kansas Corn's collegiate programs were created for college students to learn about careers in corn and agriculture, a collegiate academy for students looking for additional career development, a scholarship program and a special student rate for KCGA membership. The Careers in Corn program brings professionals from the corn industry to events at colleges across the state to show students the career opportunities in corn.

“It's important to share information with college students about corn's impact on the Kansas economy and the jobs our industry creates. We are investing in students and helping them understand their future business success may be found in the corn industry.”

— Ken McCauley, White Cloud