

Working for Kansas Corn 2018 ANNUAL REPORT

2018 Review, 2019 Outlook

Working for Corn Farmers



By Greg Krissek, CEO

At Kansas Corn, we go to work every day for corn farmers. I can't think of a better group of people to work for. The one-cent-per-bushel Kansas corn checkoff is guided by the Kansas Corn Commission--corn

farmers elected from the nine crop reporting districts. The commission is focused on communicating with growers across the state through listening tour stops in each district, and our Kansas Corn Symposium, which will be held this year on January 23, 2019 in Manhattan, the day before the Kansas Commodity Classic.

Your checkoff pennies are at work, investing in areas of market development, education, research and promotion. Whether we are developing and defending domestic and foreign markets for corn and corn products, researching more sustainable production practices and new uses for corn, or educating K-12 science teachers and students, college students, young farmers and consumers, our programs have proven to be successful.

The commissioners meet throughout the year, in person and on conference call meetings. The commission hears research proposals at its winter meeting, and market development, research and promotion proposals at its summer meeting. Both meetings are exciting because we hear new ideas for corn, and get updates on ongoing efforts and see progress being made in the commission projects. Our corn commissioners are passionate about the work they do on behalf of the corn checkoff. In this annual report, we've asked the corn farmers who serve on the commission to talk about some of the success stories at Kansas Corn. We hope you enjoy reading about the excellent work that's being done with Kansas corn checkoff pennies.

Kansas Corn Checkoff by the Numbers

The Kansas Corn Commission is energized and working hard with our Kansas Corn staff to put together new programs, and to make sure our ongoing programs are accomplishing our goals. We're excited about programs that are making a positive difference in Kansas. Kansas Corn's efforts to bring



By Dennis McNinch, Chairman

corn into science classrooms, to reach college students and young farmers to build a future for corn, and to reach consumers and decision-makers are helping us build a statewide network of people who have a better understanding of the value of the corn industry to the Kansas economy. At the same time, our programs to build markets for corn and corn products; research into more sustainable farming practices, and research for new uses for corn are sparking new ideas and optimism about corn production in Kansas.

This year, we've asked our commissioners to talk about the programs they are passionate about. I hope you'll read what my fellow Kansas corn commissioners have to say about some of our programs. Instead of focusing on one program, I'd like to highlight a few numbers that are relevant to our efforts:

- 55** The percentage of Kansas Corn Checkoff program funding dedicated to market development.
- 20,000** The number of Kansas students Kansas Corn reached last school year with our Kansas Corn STEM K-12 science education program.
- 6:1** Corn farmers see a 6 to 1 return on every dollar they invest in international market development programs like US Grains Council and US Meat Export Federation.
- 15+** The percentage of ethanol in fuel we'd like to see in Kansas gas tanks. We're working hard to build infrastructure for 15 percent and higher ethanol blends that are lower cost, higher performance and give us cleaner air.
- 550,000,000** The amount of corn bushels exported indirectly through exports of U.S. beef and pork every year.
- 1** One cent per bushel is the amount of the Kansas Corn Checkoff. It's a small investment to support the future of Kansas corn.

Kansas Corn Commission **FY19 FUNDED PROJECTS**

The Kansas Corn commission funds projects in the areas of domestic market development, foreign market development, education, research and promotion. The information below outlines funding for Fiscal Year 2019, beginning July 1, 2018 and ending June 30, 2019.

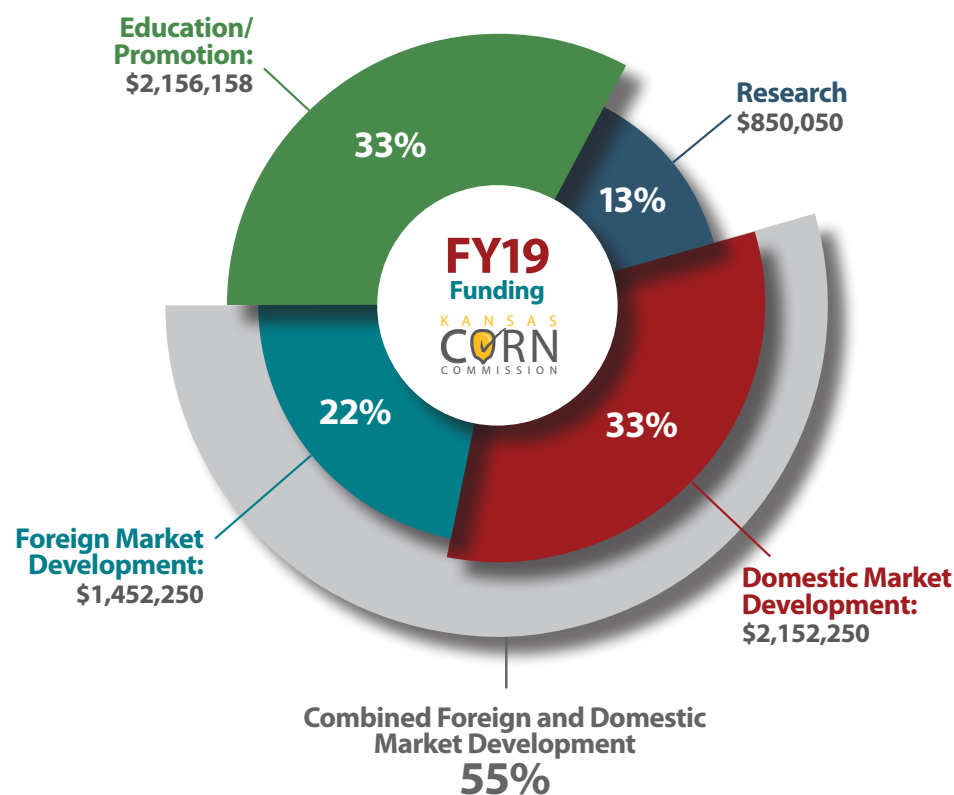
Combined, our investment in foreign and domestic market development makes up 55% percent of our funded projects. Focusing on exports of corn in all forms including beef and pork, ethanol and DDGS, and building markets and infrastructure for higher blends of ethanol in Kansas and across the U.S., the commission is creating demand for our products.

Kansas Corn's innovative education programs that bring corn, ethanol and biotechnology into science classrooms are reaching teachers and students

across the state from kindergarten through high school. Our collegiate programs help students see the role corn and agriculture can play in their future, and our Corn Corps young farmer program helps young growers create a network and learn skills to help thrive in agriculture.

We work with many organizations like National Corn Growers, U.S. Grains Council, U.S. Meat Export Federation that provide services to help the Kansas Corn Commission meet its goals. Our work with CommonGround, U.S. Farmers and Ranchers Alliance, Center for Food Integrity and the Kansas Farm Food Connection help us reach consumers who influence decisions about agriculture.

We support the work of researchers at Kansas universities and elsewhere to help us improve farming practices and sustainability, and to find new uses for our products.



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 commission is made up of nine corn producers elected to represent the state's nine crop reporting districts. The 2018 election for the three western districts is underway. The commission invests the checkoff in the areas of market development, research, promotion and education. Kansas Corn Commission meetings are open to the public.

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)

Kansas Corn STAFF **Email:** corn@ksgrains.com **Kansas Corn online:** kscorn.com

Greg Krissek, CEO

Josh Roe, Vice-President, Market Development and Public Policy

Dale Fjell, Director of Research and Stewardship

Stacy Mayo-Martinez, Director of Industry Relations

Sue Schulte, Director of Communications

Sharon Thielen, Director of Education

Misty Palmer, Financial Manager

Erin Rios, Education Programs Manager

Stacy Moorberg, Programs Coordinator

Kaitlin Donovan, Western Kansas Regional Representative and Communications Coordinator

Emily Koop, Eastern Kansas Regional Representative and Market Development Coordinator

Deb Ohlde, Central Kansas Regional Representative

Kansas Corn Commission Projects WHY WE DO WHAT WE DO



Ken McCauley

Teaching the Science of Corn

“Our corn-based science lessons reached over 20,000 students last year and this year will be even bigger. The commission’s K-12 Kansas Corn STEM program provides lessons and lab materials to help educators teach science with topics like corn, biotechnology and ethanol. The teachers we work with become more knowledgeable about corn and agriculture and can be positive advocates for us. We’re reaching teachers and students, as well as parents and others across the state. Science and technology have provided many advances to corn farmers, and Kansas Corn is supporting a generation of future scientists.”

EDUCATION



Seed to STEM Teachers



Seed to STEM Workshop Lab



Kansas Corn Collegiate Academy Students

Investing in Young Farmers and College Students

“We’re making a difference by helping young people become advocates and leaders for agriculture. Kansas Corn visits colleges across the state to challenge students to think about careers in corn, and we’re connecting with top students through our collegiate academy and scholarship programs. These efforts help students understand the positive economic impact of corn and agriculture. Our Kansas Corn Corps program provides professional and personal development to help young farmers become leaders on the farm and in the ag industry.”



Terry Vinduska

COLLEGIATE YOUNG FARMER



Steve Rome

Supporting Innovative Water Research

“Farmers are constantly learning how to do things better. Innovative efforts like the Water Technology Farms will help us continue to produce corn needed to feed the livestock and bioenergy industries in Kansas. The corn checkoff is a major funder of the research on these farms where we’re learning new ways to use, conserve and extend the water we irrigate with. As the next generation gets involved in our farm, I’m encouraged by the ingenuity of the researchers and companies who are developing and implementing water-saving technologies in real-life conditions.”



Nozzle Technology

RESEARCH



Water Technology Farm Field Days



Dragon Line for Irrigation

COMMISSION PROJECTS

Kansas Corn Commission Projects WHY WE DO WHAT WE DO



Mike Brzon

Building Export Markets for Corn in All Forms

“Just 15 years ago, exported corn was something that came from Iowa and Illinois, and Kansas was a net importer of corn. Today, we’ve about doubled our Kansas corn production, and Kansas is now a net exporter of corn. The U.S. Grains Council helps us do that. While it would be easy to simply complain about trade difficulties, the Grains Council sees opportunities to build markets by building relationships, knowledge and trust with foreign buyers of not only U.S. corn but also ethanol and DDGS. Optimistic, forward thinking leadership from the Grains Council makes this possible.”



USGC Trade Team at Ken McCauley's Farm

USGC



Red Meat Exports

Exporting Corn as Red Meat

“As a corn grower and a cattle producer, I value the U.S. Meat Export Federation’s efforts to increase foreign markets for red meat. We can export corn as a grain, or we can export it as beef and pork. USMEF teams around the world build markets by showcasing the quality of U.S. beef and pork to overseas buyers and to consumers who want quality meat. As the middle class grows in many countries, so does the demand for red meat. Through USMEF’s work, consumers are learning that our corn-fed U.S. beef and pork are higher quality, more delicious products.”



Pat Ross

USMEF



Brian Baalman

Building a Foundation for Ethanol Fuels

“I am a corn farmer, ethanol plant investor and I feed corn and DDGS to my cattle. Ethanol is a big part of the Kansas economy, providing a market for our corn, feed for our livestock and a high-performance fuel for our cars not only in the U.S. but in other countries. Ethanol is the best octane enhancer, and we’re working to make sure ethanol is a part of the next generation of high octane, high performance fuels. We continue to build demand for ethanol by building infrastructure for E15 and higher ethanol blends and growing exports of ethanol and DDGS.”



Ethanol Blending Pump

ETHANOL



Soil Health Partnership

Exploring New Tools for Sustainability

“Sustainability is important to my farm and to corn farmers across the nation. The Kansas Corn Commission supports the Soil Health Partnership with NCGA and other corn states to research and improve conservation practices. We are funding a state-level project with SHP and K-State to research and promote new conservation practices and make them more relatable to Kansas farmers. A practice that works in Illinois may not work in Kansas, and it’s important that we learn the best tactics that will work in the different areas of our state.”



Randy Small

SUSTAINABILITY



Kent Moore

Partnering with National Corn

“Most people know we work closely with the National Corn Growers Association, but few understand the wide array of NCGA programs that are funded by corn checkoff in Kansas and other corn states. Corn farmers, including three from Kansas, serve on action teams that guide many of those NCGA efforts. NCGA programs address areas like corn uses, market access, risk management, ethanol, corn productivity, stewardship and consumer engagement. NCGA’s work magnifies the work we do on the state level and allows us to have a greater reach by pooling our resources with other state checkoffs.”



National Corn Growers Association

NCGA PROGRAMS

COMMISSION PROJECTS