

2022 ANNUAL REPORT



GREG KRISSEK,
CEO



KENT MOORE,
CHAIRMAN

KANSAS TOUGH RAISING CORN IN KANSAS IS NEVER EASY. 2022 WAS DIFFICULT FOR MOST KANSAS FARMERS

*Kansas Corn CEO Greg Krissek &
Kansas Corn Commission Chair Kent Moore Reflect on 2022*

GREG: If you asked me one word that described 2022, I'd have to say that word is tough. It was certainly a tough year for nearly all our growers as they experienced drought conditions. 2022 ended up being about 20 percent below the 2021 crop, a major drop in production. However, at the Kansas Corn Commission, our focus remains consistent. We are constantly working for the future, continuing to build opportunities through market development, education, promotion and research. Even in a poor growing year, we celebrate our accomplishments in this annual report and look to the future of corn in Kansas.

KENT: Tough is certainly a good word to describe this year. I would add some other words: dry, windy, hot and maybe a few more words we shouldn't put into print. But we did grow a corn crop in Kansas, still ranking 7th in the nation in production. The commission works to elevate corn and corn products by building markets, educating and advocating for corn, researching and innovating to find new uses and better ways to grow our crop. As usual, market development tops our efforts, and we have a lot to show for those efforts.

GREG: It's true, **market development** continues to be incredibly important to corn growers. Building export demand for our products is key, and so is market development here in the U.S. Look at the work the Kansas Corn Commission has done in the past several years to build infrastructure for higher ethanol blends. You can easily drive across the entire length of the state solely on E15 fuel. We've worked with some of the big retailers like Casey's, 24/7 and Jump Start, and also smaller retailers to offer a higher quality fuel that saves consumers money. When gas prices spiked this summer, E15 was selling around 15 cents a gallon below regular unleaded. The availability of E15 was an economic benefit for consumers, our state, Kansas corn farmers and ethanol producers.

KENT: I continue to marvel at the success of our Kansas Corn STEM **education** program that brings corn-based science learning into our K-12 school classrooms. Our program is reaching a record number of teachers and their students with lessons and materials used to teach STEM lessons about corn, biotechnology, ethanol and more. We are supporting STEM learning, supporting teachers, and giving future consumers and citizens a better understanding of farming and the role corn plays in their lives. Our campaigns with the National Corn Growers Association to educate influencers in D.C. about corn and ethanol are very impactful and are increasing understanding about how we grow food, feed and fuel, as well as the role of agriculture in our economy.

GREG: Our **research** goals continue to focus on building more demand for corn and finding new uses for our crop. We are focusing on making sure the research we fund has real potential for useful outcomes and possible commercialization. We work closely with K-State Research and Extension, and with top researchers from the University of Kansas and Pittsburg State University.

KENT: I hope you'll take some time to look through this annual report. It's packed with information on programs that are supported by the one-cent-per-bushel Kansas corn checkoff. Please reach out to us and share your feedback on our efforts.

FY2023 Kansas Corn Commission-Funded Projects

The Kansas Corn Commission funds projects in the areas of market development, education, promotion and research. The information below outlines funding for Fiscal Year 2022, beginning July 1, 2022, and ending June 30, 2023.

66% MARKET DEVELOPMENT

The Kansas Corn Commission's top priority—market development makes up 66 percent of total project funding. Building markets in the U.S. and around the world for corn and corn products to increase profitability for farmers is our main mission. Building infrastructure and demand to increase sales of ethanol is key.

26% EDUCATION AND PROMOTION

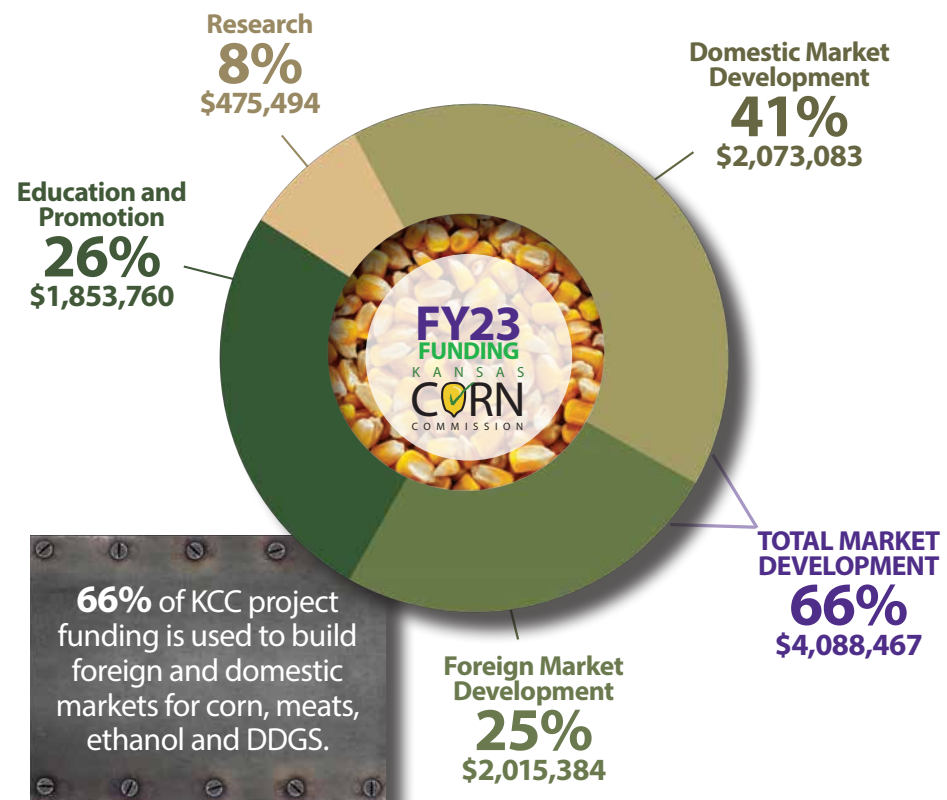
Kansas Corn's award-winning Kansas Corn STEM education program continues to grow with new offerings, reaching over 101,000 K-12 students and teachers across the state, up 35 percent over the school year. Our collegiate programs and young farmer programs are building the future of Kansas Corn. We support NCGA's Corn Reputation program as well as CommonGround and Kansas Farm Food Connection efforts that are building trust with decision-makers, consumers and influencers.

8% RESEARCH

Our research efforts are looking to the future with growing support of cutting-edge new uses research with researchers at universities across the state. Our production research with K-State Research and Extension focuses on building sustainability and profitability.

MULTIPLYING OUR INVESTMENTS

Our investments expand and multiply through partnerships with the Kansas and National Corn Growers Associations, U.S. Grains Council (USGC), U.S. Meat Export Federation (USMEF), USA Poultry and Egg Export Council (USAPEEC), CommonGround, Center for Food Integrity, the Kansas Farm Food Connection, Kansas universities and other organizations. These partnerships grow our ability to expand markets, build a better future with education and outreach and find innovative ways to grow and utilize corn and corn products.



ABOUT THE KANSAS CORN CHECKOFF

The Kansas Corn Commission determines how the one-cent-per-bushel corn checkoff is invested to benefit corn producers. Created in 1977 by the Kansas Legislature, the Kansas Department of Agriculture collects the checkoff from first purchasers. Corn producers may request refunds. The Commission is made up of nine corn producers elected by growers to represent the nine crop reporting districts. Kansas Corn Commission meetings are open to the public. Information on commodity commission elections can be found on the Kansas Department of Agriculture website at agriculture.ks.gov

Learn more about
Kansas Corn here



FACT

Kansas Corn Commissioners are corn farmers elected by corn farmers.

KANSAS CORN COMMISSION LEADERSHIP

Northwest

Brian Baalman, Menlo

West Central

Dennis McNinch, Utica

Southwest

Paige Clawson, Satanta

North Central

Mike Brzon, Courtland
Secretary

Central

Terry Vinduska, Marion

South Central

Kent Moore, Iuka
Chairman

Northeast

Griff Howard, Hiawatha
Treasurer

East Central

Krystale Neitzel, Lawrence

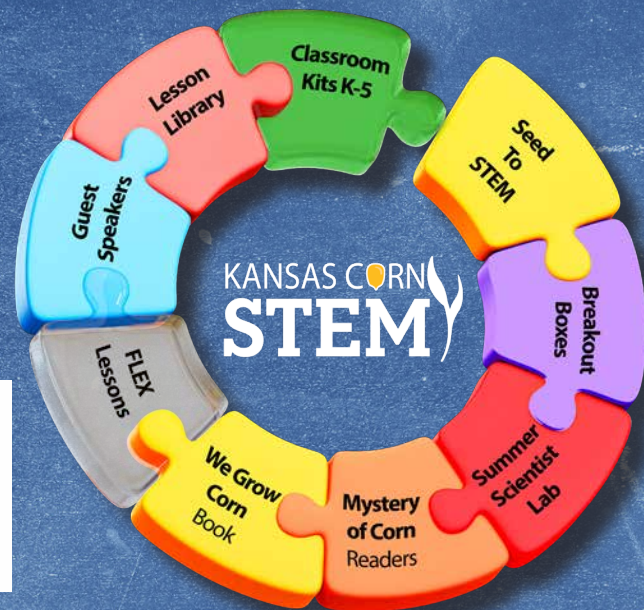
Southeast

Randy Small, Neodesha
Vice Chairman

KANSAS CORN STEM EDUCATION PROGRAM INCREASES REACH ACROSS KANSAS

The well-known Kansas Corn STEM education program continues to grow, with excellent results and positive feedback from teachers. Kansas Corn STEM provides lessons and materials to Kansas teachers, professional development, quarterly readers, guest speaker, a summer program and more. The graphic at right shows the different offerings for educators.

New in 2023, Kansas Corn STEM added two new pieces to the puzzle with a new pre-kindergarten book along with lessons and materials for PreK teachers, as well as lessons and materials for home-school educators.

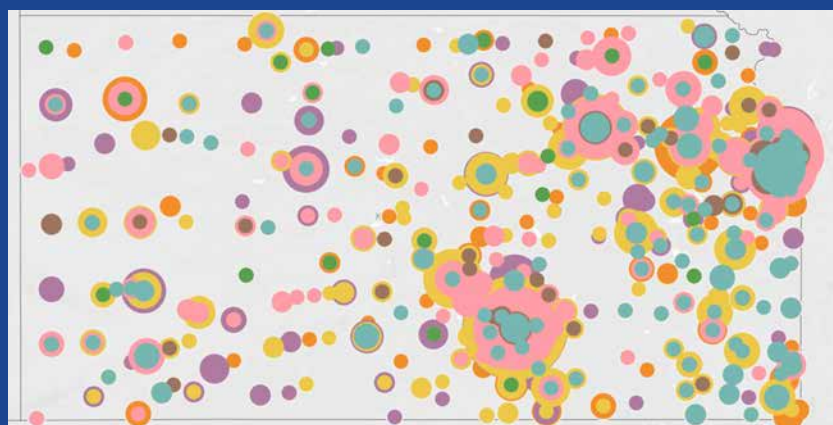


KANSAS CORN STEM IMPACT 2021-22 SCHOOL YEAR

3,373 TOTAL TEACHERS REACHED

98,288 TOTAL STUDENTS REACHED

KANSAS CORN STEM



ACTIVITY

- Guest Speaker
- Elementary Refill
- CASE
- Elementary Kit
- Corn Readers
- Seed to STEM
- Summer Scientist



Pictured above, Kansas grower Lowell Neitzel, Lawrence, led educational efforts in Washington, D.C.

Watch this video to learn more about the Water Trailer educational effort Kansas Corn sponsored through NCGA's Corn Reputation Program.



CORN & ETHANOL PROGRAMS BUILDING UNDERSTANDING

Only a handful of lawmakers in Washington DC have backgrounds in agriculture. NCGA's educational efforts to build understanding of corn farming, and a more recent effort to educate decision-makers about ethanol are making a difference. The Corn Reputation campaign reaches decision-makers in Washington, D.C. with information and positive messages about corn farming. Using social media, and targeted digital advertising on online platforms like streaming services. KCGA member Lowell Neitzel, Lawrence has been instrumental in these efforts, serving as chair of NCGA's Membership and Consumer Engagement Action Team, through the end of 2022. been instrumental in NCGA's Corn Reputation and has led efforts to increase mental health awareness among farmers.

IN DC—THIRSTY FOR CORN INFORMATION

During July Corn Congress in Washington, D.C, NCGA's Corn Reputation campaign had two water trailers traveling to various locations near Capitol Hill. Kansas Corn sponsored the water trailer promotion, further supporting NCGA's Corn Reputation program, and spreading information about water use in corn farming. The Water Trailer project was a success, and during visits to Congressional offices growers saw many staffers and lawmakers carrying our green water bottles on Capitol Hill.

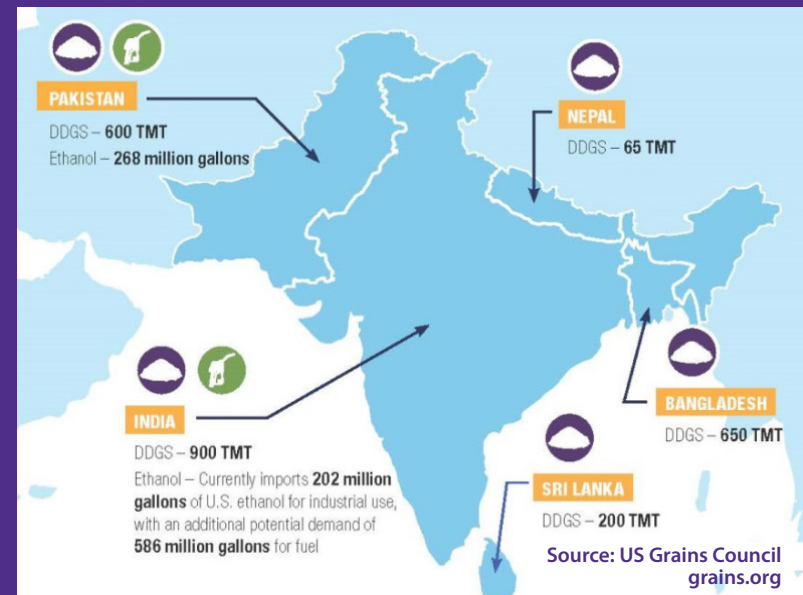


BRINGING BUYERS TO KANSAS FARMS

The U.S. Grains Council brought trade teams to Kansas farms preceding the Export Exchange Conference in October. This group from Central and South America visited the Nunemaker-Ross and Bismark Farms near Lawrence where they saw crops harvested, and shared a dinner with the farmers who hosted them. Kansas Corn Commissioner Krystale Neitzel of Bismark Farms helped to host the team. Trade team visits are important to building trust and helping foreign buyers understand our modern farming practices and the quality of our corn and corn products produced in Kansas and the U.S.

BIG DEAL: KANSAS CORN HELPS OPEN USGC SOUTH ASIA OFFICE IN INDIA

With the support of the Kansas Corn Commission, the U.S. Grains Council opened a South Asia trade office in India. With 1.3 billion people residing in India, the Council sees long-term growth trend for feed grains and ethanol in India. The Council and Kansas Corn look forward to more consistent and constant outreach to Indian customers and government officials through its full-time presence in the market. Building trade in South Asia is a priority for the Kansas Corn Commission. The region hold great potential as a growing market for corn, ethanol and other corn-based products. *See the U.S. Grains Council graphic at right for potential demand for U.S. ethanol and corn products in South Asia.*



HOW U.S. GRAIN WAS EXPORTED

KCC supports USGC, USMEF and USAPEEC to build export markets for corn and meat products. The infographic at the right offers a holistic view of the value of feed grain in all forms sold to overseas customers.



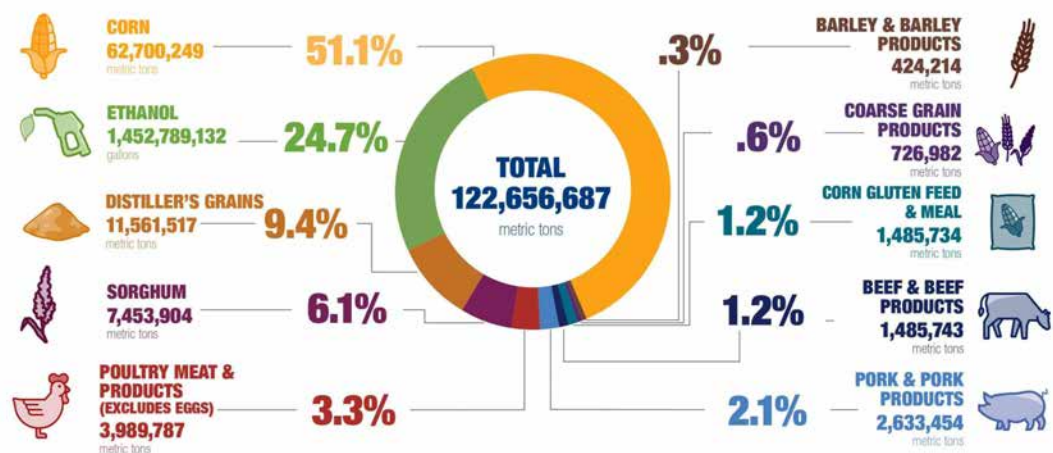
TOP FOUR EXPORT CUSTOMERS FOR CORN
Mexico | China | Japan | Canada



TOP FOUR EXPORT CUSTOMERS FOR ETHANOL
Canada | European Union | South Korea | Mexico



TOP FOUR EXPORT CUSTOMERS FOR BEEF
Mexico | China | Japan | Canada



BUILDING HOMETOWN ETHANOL DEMAND WITH HOMEGROWN FUEL

With fuel price spikes in the summer, E15 and higher ethanol blends helped consumers save money and learn about using ethanol in their vehicles. Finding E15 is easier than ever thanks to corn checkoff efforts that have been ongoing for several years with the Kansas Corn Commission's ethanol infrastructure program to help retailers add E15 and higher ethanol blends. It's easy to find ethanol blends at many Casey's General Stores, 24-7 Travel Stores along I-70 and Jump Start stations in the Wichita area as well as small retailers across the state. We now have over 90 stations that offer higher ethanol blends, and year-over-year ethanol sales in Kansas continue an upward trend!



FIND E15 FUEL

RESEARCH THAT WORKS FOR KANSAS CORN FARMERS

The Kansas Corn Commission is focusing its research efforts to ensure research funded by growers will have the potential for real-world impact that will benefit corn farmers. Researchers like Pittsburg State University's Dr. Ram Gupta are finding innovative ways to use corn in more sustainable products. Looking at innovation and the potential for commercialization, our corn commissioners are basing funding decisions in a more intentional way to maximize the use of grower dollars.



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