

2020 **ANNUAL** **REPORT**

2020 In Hindsight

Enough unbelievable things happened this year to fill an entire history book, including an expansive chapter on corn alone! After a forgettable 2019, we entered 2020 with high hopes of a better year. Thankfully good news came in bunches that January.

First came the signing of the [China trade deal](#) at the White House. Then, a few days later, the [Tenth Circuit Court agreed](#) with our position that the EPA was improperly issuing small refinery exemptions. Five days after that, we were back at the White House for the signing of the U.S. Mexico-Canada Agreement (USMCA). Not a bad way to start the year if you ask me.

We rode that momentum into a [record-setting Commodity Classic](#) in San Antonio, celebrated those wins together and returned home to an emerging crisis that would define the remainder of the year. As winter turned to spring, COVID-19 flipped the world on its head and knocked farmers off our feet. Instead of giving in, we helped our neighbors out.

It started with ensuring our essential farmers were designated essential workers in their communities so they could continue farming. Our focus then turned to Congress to [push the federal government](#) for COVID relief to help farmers cope with the disaster that wreaked havoc on our primary markets.

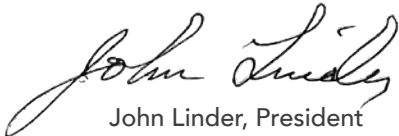
Meanwhile, our state associations got creative and teamed up with ethanol plants to produce enough hand sanitizer for a world that suddenly needed a lot more of it. To help those that were struggling, we raised money for local food banks. We took to our fields to [show our appreciation](#) for our medical workers. And we created an [amazing agricultural curriculum](#) for teachers to integrate into their quarantine lesson plans.

Back on the farm, our attention shifted from pandemic to planting. We thought mother nature had cut us some slack until the derecho gave too many another reminder of who's in charge. And just as our combines started rolling, the year that delivered one surprise after another saved a few pleasant ones for the end.

Commodity prices have rallied since September, lifting spirits and raising expectations for a strong run in 2021. And Representative Cheri Bustos (D-IL) introduced the [Next Generation Fuels Act](#), a game-changing bill that paves the way for the future of our fuel.

This report contains more detailed information on all these efforts and many others. Please take a few minutes to review this report to get a better feel for the significant accomplishments we made together in 2020.




John Linder, President

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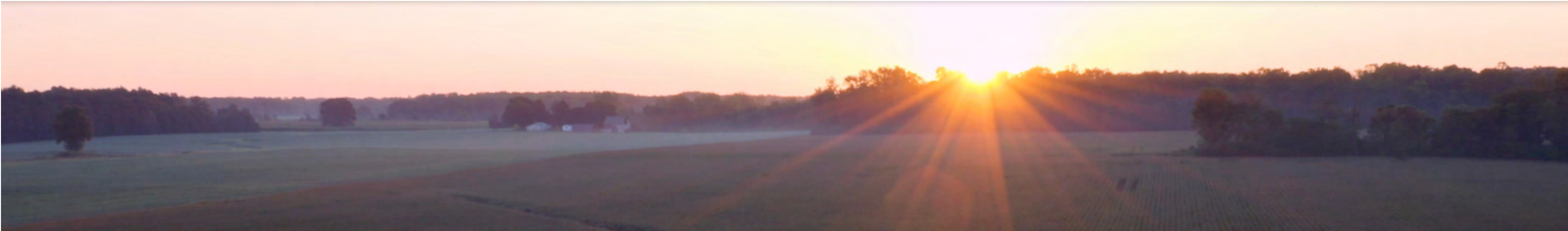
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GROWING DEMAND

Strengthening Market Access For U.S. Corn

USMCA Solidified Our Top Market

In late January, the U.S.-Mexico-Canada Agreement, or USMCA, was signed into law by President Trump at a White House ceremony attended by NCGA leaders. This monumental event was the culmination of nearly two years of negotiations and set the stage for positive trade developments for corn growers in 2020. Since NAFTA, U.S. ag exports have tripled to Canada and quintupled to Mexico. These exports have a significant economic impact, producing \$5.79 billion in economic activity, supporting 36,480 jobs and 300,000 farms. USMCA is a big win for America’s farmers, rural communities, and the American economy as a whole.

Expanding Sales to China

NCGA President Kevin Ross in January attended a White House ceremony to commemorate the signing of the phase one deal between the United States and China. China holds tremendous opportunity for U.S. corn, ethanol and DDGS and includes significant promises to reform standing non-tariff trade barriers, including China’s process for regulating biotechnology products for import. Since that signing, China has made more than 11 million metric tons of corn purchases from the United States. As of late 2020, China is the corn industry’s top customer for the year. NCGA is pleased with the pace of purchases, though still hopes for future ethanol and DDGS purchases.

\$5.79 BILLION
IN ECONOMIC ACTIVITY

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CornPAC Provides Direct Link Into the Political Process

CornPAC is an integral tool in NCGA’s policy toolbox and is the most transparent way to get involved in supporting candidates who believe in the issues important to corn growers. By pooling NCGA members’ resources, we can help candidates in their campaigns while reinforcing that corn growers are involved in all aspects of the political process.

- During the 2020 election cycle, CornPAC raised over **\$340K** to support candidates to federal office who have demonstrated support for our public policy goals.
- This represents a 14% increase over the 2018 election cycle.
- Over 400 individuals contributed to CornPAC during the 2020 election cycle.
- CornPAC was able to support 52 candidates in the general election who support our priorities. 49 of these candidates were successful in their elections, putting us in a strong position as we move into a new session of Congress.
- CornPAC is bipartisan. 64% of contributions went to Republicans and 36% went to Democrats.



\$340K
RAISED IN THE 2020 ELECTION CYCLE

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Improving Our Competitiveness with Better River Transportation

America’s corn farmers need reliable means of moving their crop to customers. Efficient, reliable transportation on the U.S. inland waterways is essential for American farmers to compete globally with countries like Brazil and Argentina. Given that more than half of U.S. corn exports are transported via the inland waterways, increased investment in this system is critically important to corn’s future competitiveness. In December 2020, Congress approved the Water Resources Development Act (WRDA) which changed the cost-share on capital improvement projects. This provision, supported by NCGA, will provide more than \$1 billion additional dollars for construction over the next ten years.



Positioning Our Ethanol Market for Growth

COVID-19 took its toll on the ethanol industry this year, with fewer cars on the roadways, miles driven and gallons used were severely impacted. The pandemic has also highlighted the importance of ethanol products many outside the industry were unaware of. From alcohol in hand sanitizers to CO2 utilized in beverages, animal production and dry ice, the flexibility of corn's ethanol partners continue to aid in the fight against COVID-19.

Despite 2020's many challenges, NCGA forged on, working to grow short-mid-and long-term ethanol demand. NCGA, along with our state corn partners, continued partnerships and outreach with automakers, researchers, pump manufacturers and the ethanol industry to drive mid-level ethanol blends in the U.S.

"Increasing long-term corn demand for ethanol continues to require multiple, simultaneous efforts," said NCGA Vice President of Market Development Jim Bauman. "Higher blends of ethanol are the only commercially available, affordable, liquid fuel solution that can unlock new high-octane fueled engine technologies while dramatically lowering overall carbon emissions. In fact, recent studies have shown combining higher ethanol blends with a combination of engine technologies will deliver environmental benefits comparable to many zero-emission vehicles. As corn farming practices continuously improve, we must expand reliable markets for corn grind now and in the future. That's why we continue to engage with so many traditional and non-traditional partners to grow ethanol demand."

Next Generation Fuels Act Paves the Way for Future of Renewable Fuels

The [Next Generation Fuels Act](#), legislation to transition to a higher-octane fuel in order to reduce greenhouse gas emissions and meet future needs of more advanced vehicles, was introduced by Illinois Representative Cheri Bustos in September. Corn growers support a low carbon octane standard as a means toward boosting long-term corn demand for clean, affordable ethanol.

Due to its high-octane rating and other properties, ethanol is an efficient, cost-effective octane source, providing the greatest efficiency gains while displacing gasoline's most harmful components. A new 98 Research Octane Number (RON) standard would support mid-level blends like E25 and E30, which would generate new corn grind.

The Next Generation Fuels Act is the first step in the legislative and regulatory process to transition the gasoline supply to higher octane



5 BILLION GALLON INCREASE IN ETHANOL USEAGE

A high-octane low-carbon fuel in the marketplace could increase annual ethanol usage by **5 billion** gallons or more. That's **1.8 billion** bushels of corn annually, nearly **the same amount** of forecasted corn carryout from 2019.

fuel. NCGA is focused on continued education efforts and working to build support for these policies.

A [high-octane low-carbon fuel](#) in the marketplace could increase annual ethanol usage by 5 billion gallons or more. That's 1.8 billion bushels of corn annually, nearly the same amount of forecasted corn carryout from 2019. You can learn more at ncga.com/octane.

Partnering with Oak Ridge National Laboratory on Engine Testing and Mid-level Ethanol Blends

State corn grower associations and NCGA have been working with the Department of Energy's (DOE) Oak Ridge National Laboratory (ORNL) on [research around engine performance](#) and mid-level ethanol blends.

Brian West, former Group Leader for the Fuels and Engines Research Group at the National Transportation Research Center at ORNL, says based on the engine testing work he's done, the move to a high-octane low carbon fuel makes sense.

"Ethanol has a high RON, which is why it is so attractive as a spark-ignition engine fuel, West said. "Octane is one of the most important properties for spark-ignition engine fuel," West added. "If the octane number isn't high enough, the engine control will adjust the spark timing to eliminate knock, and that comes at the cost of power and efficiency. Raising the octane number is one of the most efficient ways to permit the engine to use the optimum spark timing."

Following the completion of testing on an unmodified Ford F-150 test, NCGA and state corn associations have kicked off a project to highlight the benefits of using mid-level ethanol blended fuels in a newer GMC Terrain. This effort will measure and highlight the yet to be unlocked potential of internal combustion engines to use ethanol-based high octane fuels in combination with an engine modified to run at a higher compression ratio after installing modified pistons. This is a joint research effort by ORNL and Mahle Powertrain. To-date, E10 and E25 testing with the stock engine is complete. Next, the team will increase the engine's compression ratio and re-test the two ethanol blended fuels for comparison. NCGA looks forward to sharing results from this program in the first half of 2021.

You can see West talk about engine testing and the process at ncga.com/octane.

Expanding Pump and Gas Station Infrastructure

A key to making this all become a reality is expanding access to retail fuel dispensers certified to handle mid-level blends of ethanol at gas stations across the country. Over the past three-years, NCGA and state partners supported [Wayne Fueling Systems](#) efforts to sell fuel dispensers certified to deliver fuel containing up to 25 percent ethanol.

Thanks to this key partnership, NCGA has supported the sale of more than 55,000 new fuel dispensers across the U.S., building out the infrastructure needed to support future mid-level blends of ethanol.

"Partnerships with companies like Wayne are imperative to laying the groundwork for growing ethanol demand and moving the industry forward," said NCGA Ethanol Action Team Chair and Iowa farmer Mark Recker. "Corn farmers' support of this multi-year fuel dispenser infrastructure program bolsters the introduction of higher-octane fuels delivered by low-carbon, affordable, corn-based ethanol."



#ICYMI: Other accomplishments throughout 2020

[California E15 Testing Moves Forward](#), Setting Up the Potential for More Corn Grind in the Future
[Dispelling Myths with Boaters](#) through a Partnership with Crappie Masters
[NCGA Support of HBIIP Application Process](#)
[Unleashing the Power of Ethanol](#): NCGA and Growth Energy Town Hall

Animal Agriculture: An Industry that Adapted in 2020

It's no secret the animal agriculture industry faced many challenges in 2020 as producers and packers dealt with COVID-19 related market disruptions. In the end, our animal ag partners overcame. Animal agriculture is the number one customer of corn, using roughly 40 percent of the corn crop every year, which is why this is and continues to be a priority area for NCGA.

Reaching Cattle Producers during COVID-19

The NCGA and [National Cattlemen's Beef Association](#) (NCBA) have partnered on [the Cattlemen's Education Series](#) (CES), to produce a webinar series focusing on many issues that impact cattle producers such as protein and energy supplementation. NCGA is the sole sponsor of the CES, which is designed to provide resources to NCBA state and breed affiliates through grants, which allow them to extend outstanding educational experiences. The mission of the CES is to provide cutting-edge information to beef producers that contribute to increased knowledge, profitability, and sustainability. NCGA has reached more than 4,000 cattle producers through these sessions.



The beef cattle industry consumes more than 1.2 billion bushels of corn. [One out of four bushels](#) of added corn demand is due to beef and pork exports, with the beef industry providing \$5.7 billion in corn value. DDGs account for nearly 8 percent of total domestic corn usage.

The Value of Poultry Exports to Corn Farmers: Sharing Our Story with Updated Buyer's Guides

It is anticipated that over the next 10 years, the value of poultry exports to U.S. corn farmers is approximately \$1 billion per year, on average. The poultry industry alone consumes over 1,200 million bushels of corn, making the poultry industry the largest consumer of corn grain within the animal agriculture sector. As the top export product by volume for the U.S. meat market, it's no surprise that poultry exports add \$0.28 of value per corn bushel, equating to \$4.1 billion in revenue.

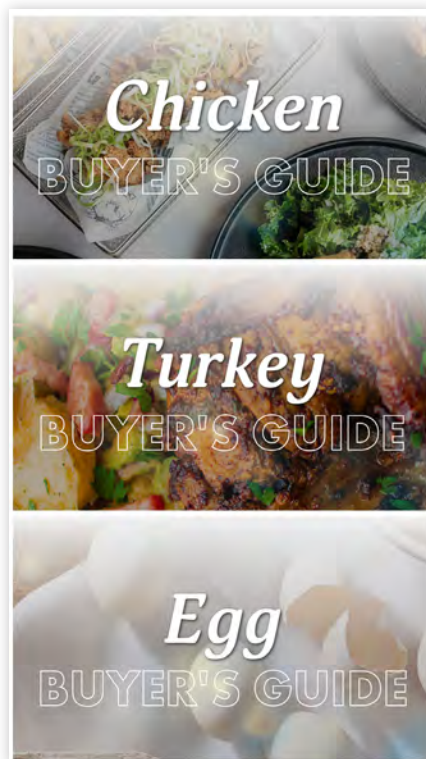
NCGA partnered with the United Soybean Board and [the USA Poultry and Egg Export Council \(USAPEEC\)](#) to [update buyer's guides](#) for chicken, turkey, and eggs, available on both computer and mobile-enabled browsers. Additionally, through the power of Google Translate, the webpages will be automatically translated into native languages around the world, helping to better serve the industry's diverse customers.

Visit the new digital buyer guides below:

Click [here](#) for the chicken buyers guide.

Click [here](#) for the turkey buyers guide.

Click [here](#) for the egg buyers guide.



The Value of Red Meat Exports to Corn Farmers

Red meat exports added [12 percent of bushel value to the U.S. corn farmer in 2019](#). The U.S. Meat Export Federation (USMEF) recently updated a study on the market value of red meat exports. At an average of \$3.75 per bushel, \$0.46 is from red meat exports. The study indicated that without red meat exports, corn growers would have lost \$6.4 billion in corn revenue in 2019.

"The good news for corn farmers is that our biggest customer, America's red meat industry, continues to succeed in the global market – despite COVID," said Dean Meyer, director of the Iowa Corn Growers Association and secretary-treasurer of the U.S. Meat Export Federation. "Exporting red meat products around the world helps increase demand for beef, pork and lamb, which in turn creates demand for corn and other livestock feed."

NCGA Partners with the Institute for Feed Education and Research to Showcase the Value of Corn in Pet Food

A recent study by [the Institute for Feed Education and Research](#) (IFEEDER), [the Pet Food Institute](#) and [the North American Renderers Association](#) unpacks the \$30 billion U.S. retail pet food industry, finding that corn and corn gluten meal are the top two most used plant-based ingredients in pet food products. Corn is the dominant plant-based carbohydrate at 1,283,674 tons, and corn gluten meal is the dominant plant-based protein ingredient at 476,649 tons used on an annual basis. Thanks to pets like Fido and Fluffy, the [corn industry](#) moved 1,958,061 tons of product, valued at a total of \$438 million.

Link to the full Pet Food Production and Ingredient Analysis [study here](#).

**CORN in
Pet Food**

#ICYMI: Other accomplishments in the Animal Ag Space in 2020

NCGA partnered with Farm Journal, the Cattlemen's Beef Board, National Pork Board and United Soybean Board to discuss [how commodities were adapting to a pandemic world](#). [Sustainability Continues to be a Focus](#) in the Animal Ag Space. NCGA Hosts First-Ever [Farm to Virtual Fair Contest](#)

1.2 Billion

BUSHEL CONSUMED BY BEEF CATTLE

The [beef cattle](#) industry consumes more than 1.2 billion bushels of corn. Beef cattle are consistently one of corn's largest animal agriculture customers.

\$6.4 BILLION

RED MEAT EXPORTS

A USMEF study indicated that [without red meat exports, corn growers would have lost \\$6.4 billion](#) in corn revenue in 2019.



Paving the Way for Corn Through New Uses

The confluence of available corn-based feedstocks and consumer demand represents an opportunity for stakeholders in the sustainable biomaterials industry and will help drive demand for corn. The NCGA is working to establish new uses of corn and demonstrating corn as the clear feedstock of choice.

“The seeds have to be planted along the way to find the next big new uses of corn,” said NCGA Director of Market Development Sarah McKay. “This doesn’t just happen overnight. That’s why we’ve been working with university researchers, government entities, and untraditional partners to prime the pump for innovation and viable uses of corn. We also work with individual companies, innovators and research groups to engage in conversations and projects together to facilitate these technologies to commercialization while making sure their customers understand the value of corn as an industrial feedstock.”

NCGA and our state partners are working together to engage with different audiences who might not traditionally think of corn as the feedstock of choice. You can [listen to NCGA's podcast](#), Wherever Jon May Roam, to hear more about how NCGA is creating corn demand with biobased materials.

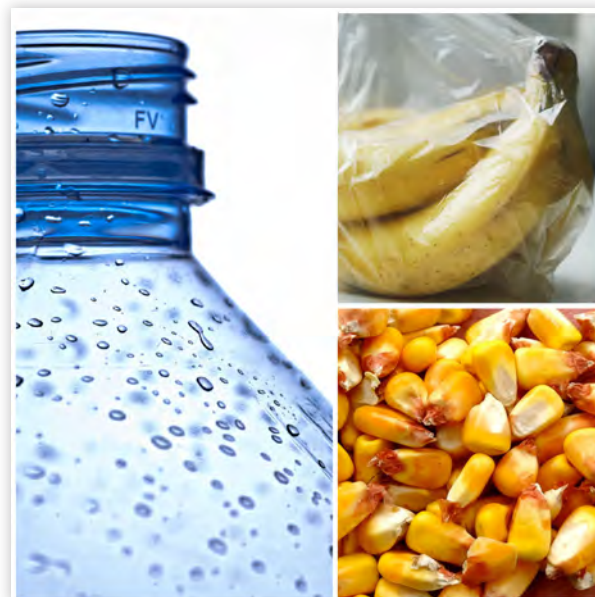
Successful Engagement with the Department of Energy (DOE) Could Lead to Additional Uses of Corn

A step forward to driving demand for corn was achieved this year, thanks to the work of state and national corn grower’s staff and members of the NCGA Market Development Action Team (MDAT).

In the most recent Funding Opportunity Announcement (FOA), the Department of Energy’s (DOE) Bioenergy Technologies Office (BETO) clarified that corn grain is an acceptable feedstock for funding opportunities. This means that starch-derived sugars, specifically starches from field/feed corn, were clarified as acceptable.

The timing of this announcement is important because it means those looking for funding opportunities through BETO’s Plastics Innovations Challenge can use corn as a base for recycling technologies in the manufacture of new plastics. BETO works to develop industrially relevant technologies to enable domestically produced biofuels and bioproducts.

An example of a product that could now be developed to use corn grain as a feedstock is single-use plastics such as water bottles and plastic bags.



Consider Corn Challenge Continues to Pave the Way for New Uses of Corn

NCGA has held [two Consider Corn Challenge contests](#), garnering nine winners with unique technologies that would improve a product or process by using field corn to produce biobased materials. If all nine of the Consider Corn Challenge winners reached full commercialization with products available in the marketplace, the potential for additional corn demand would be approximately 2.9 billion bushels.

Previous Consider Corn Challenge winners have recently [received more funding](#) for their technologies. ExoPolymer announced the Investment Group of Santa Barbara (IGSB) is providing seed money to help them continue to conduct research for targeted markets. ExoPolymer produces biopolymers. Furthermore, Exopolymer received first-round funding from USDA for a Small Business Innovation Research (SBIR) grant.

2.9 Billion

BUSHEL MARKET POTENTIAL

If all 9 of the [Consider Corn Challenge winners](#) reached full commercialization with products available in the marketplace, the potential for additional corn demand would be approximately 2.9 billion bushels.



#ICYMI: Other Accomplishments in the New Uses Space in 2020

Bringing Together Start-Ups with [Trusted Partners in the Bio-Based Materials Industry](#)

[Corn in the Biorenewable Space](#) Featured as Cover Story of Industrial Biotechnology

Chemical & Engineering [News Partnership Highlights the Versatility of Corn](#) as an Industrial Feedstock

DRIVING SUSTAINABILITY

Sustainability Key to Building Competitive Market Demand

Corn farmers are leaders in adopting farming practices to improve soil health, air quality and water quality but 2020 will be remembered as a year of major initiatives to formalize this commitment at a level not seen before. It started at Commodity Classic with new policies that embrace the intersection of environmental improvement and economic success and it resulted in a clear pledge to continuous improvement.

NCGA Commitment to Sustainability Statement

U.S. Corn farmers are committed to continuous improvement in the production of corn, a versatile crop providing abundant high-quality food, feed, renewable energy, biobased products, and ecosystem services. As stewards of the land, we understand the responsibility we have for creating a more environmentally and economically sustainable world for future generations with transparency and through continued advances and efficiencies in land, water, and energy use.

Amplifying Best Sustainability Practices

NCGA wanted to make sure the new decade started with a bright spotlight shining on the sustainability renaissance underway in the U.S., and the launch of the [Success in Stewardship Network](#) did that in a big way.

"NCGA and the Environmental Defense Fund formalized their relationship with a memorandum of understanding in 2020 on joint sustainability initiatives and have beat the drum loudly all year to recognize and accelerate the use of agricultural conservation practices on U.S. corn farms," said Carl Sousek, Prague, Nebraska farmer and chairman of Stewardship Action Team. "I get upset too at the lack of public understanding of the positive change that has already occurred in agriculture. [The Network](#) celebrates and connects farmers and recognizes their sustainability efforts that are already driving change."

A big part of the Network is encouraging individual farmers to step-up and [tell their story](#) of growing sustainability. The initiative has resulted in significant positive exposure to these stories with mixed audiences throughout the year.



Promoting Best Management Practices for Pollinator Success

A core mission of NCGA is ensuring farmers have continued access to the tools needed to protect their crops from devastating pests each year. As a part of that mission, NCGA promotes the use of best management practices and following label guidelines for [proper pesticide](#) applications to protect their crops while also protecting non-target pests around the fields, including pollinators.

We are also actively involved in making sure the public is aware of efforts to ensure use of responsible management practices and develop habitats for pollinators and wildlife. For example, NCGA supports the [BeSure!](#) campaign, which promotes the proper use of neonicotinoid products to best protect honeybees and other pollinators critical to the food supply and ecosystem.

NCGA collaborates with a wide variety of stakeholder groups to advocate for pollinator protection and pesticide stewardship, including:

[Bee and Butterfly Habitat Fund](#)

[Honeybee Health Coalition](#)

[Farmers for Monarchs](#)

[EDF Monarch Butterfly Habitat Exchange](#)



Protecting Farm Inputs Matters

Farmers face a host of challenges each year in growing a crop, so it is critical they have access to the best available tools and technology to get the job done. Maintaining this access on your behalf is part of NCGA's core mission.

That advocacy often takes the form of formal comments submitted to agencies like the U.S. Department of Agriculture or Environmental Protection Agency and sometimes results in weighing in on a court case. For instance, thanks to the efforts of groups like NCGA, the Eastern District Court of California issued a permanent injunction preventing the labeling of glyphosate as a carcinogen in California. NCGA was a plaintiff in this case, along with 12 other ag organizations. The court concluded that the best available science does not support labeling glyphosate as a carcinogen. Doing so would be misleading to consumers and not advance the state's mission to protect citizens from truly cancerous materials, while also violating the first amendment rights. Success in this case is a big win for farmers and supports the use of science-based decision making.

To defend grower access to effective biotech seeds, NCGA submitted [formal comments](#) to the EPA in the fall to ensure future access and continued success with the use of Bt technology. NCGA's comments addressed several concerning proposed strategies from the EPA that would potentially limit grower access nationwide to valuable Bt pyramids. The comments stressed the willingness of NCGA to devise strategies with the agency that will preserve grower access to effective Bt technologies.

NCGA and state corn organizations also mobilized to drive farmer comments to the EPA compelling them to reregister atrazine. NCGA's mobilization resulted in more than 2,771 individual farmer comments being sent to the EPA, in addition to NCGA's comments. NCGA also submitted comments throughout the year on behalf of corn growers to maintain access to products like glyphosate, metolachlor and several neonicotinoids.



BUILDING TRUST

As more and more Americans grow further removed from the farm, they have honest, understandable questions about how and what they feed their family is grown and raised. NCGA's consumer engagement programs and school outreach efforts tell the story of modern agriculture in a thoughtful, fiscally responsible manner. NCGA reaches out to moms, policy elites, Gen Z, educators, students and sustainability-focused influencers where they are to grow a shared understanding of farming and the importance of the technology used today.

CommonGround Celebrates 10 Years of Breaking Barriers, Building Trust

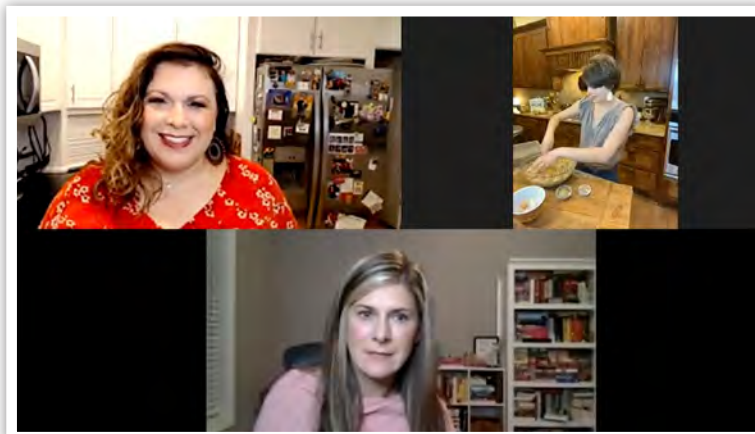
[CommonGround](#), a group of women farmers planting seeds of trust through conversations with consumers about the food they grow, celebrated an impressive milestone this November: [10 years of service and impact](#).

Moms naturally want to feed their families the best, safest food possible. Figuring out who to trust can be daunting. With so many choices available, CommonGround farmer-volunteers serve as a resource to connect with families about food and farming. Sharing personal experiences, along with science and research, they help consumers sort through the misinformation about food and alleviate the "mom guilt" many feel today.

CommonGround was developed by the NCGA, in collaboration with state corn and soy associations. Though 10 years have passed, the mission remains the same: break the barriers between farmers and consumers through direct conversations. What began as a handful of volunteers with a shared goal has flourished, growing into a grassroots movement with more than 200 volunteers across 20 states.

"I'm proud to be part of something so authentic in this crazy world," said Lauren Biegler, a CommonGround farmer-volunteer from Minnesota. "All the women in the program have such genuine love and pride for their families, farms and the products that come off their farms."

To keep the conversation going, [CommonGround](#) also hosted series of [virtual cooking classes](#) for busy moms that featured farm women both on the farm and in the kitchen for a fun and tasty chat on a wide array of common food questions surrounding topics such as GMOs, gene editing, pesticides and hormones in meat and milk.



Corn Checkoff Funded Curriculum Effort Filling the Virtual Learning Gap

Many teachers and parents found solid, professional teaching materials that lend themselves to an online classroom in 2020 thanks to your investment in your state checkoff program. NCGA launched the [Nourish the Future](#) program, a national education initiative developed by science teachers for science teachers to raise Ag awareness and do it in a way that helps teachers meet state learning guidelines.

Teachers and parents can get free hands-on lessons addressing current topics in science. The program also offers professional development events that foster connections between industry and the classroom, giving teachers an opportunity to experience the engaging curriculum and receive classroom supplies.

Nourish the Future also invests in teacher leaders from across the country, providing them with opportunities to enhance their teaching skills, develop inquiry-based lessons, learn more about agriculture-related educational paths and careers, and build a professional network of teachers and industry experts from other states.

If you know an excellent teacher, we would love to answer their questions, connect them with great resources, and have them join our community of educators! For more info, contact [Robyn Allscheid at NCGA](#) or [Heather Bryan at EducationProjects.org](#), NCGA's education partner.

NOURISH THE FUTURE

Tomorrow's science is looking for leaders





2020 ANNUAL REPORT

NCGA Income Statement FY Oct. 2019-Sept. 2020

Income	
Checkoff Revenue	\$14,810,264.73
Industry Revenue	\$2,409,575.04
Membership	\$702,078.73
Corn Yield Contest Revenue	\$841,521.00
CUTC Revenue	\$49,000.00
NCGA Commodity Classic	\$951,586.57
Grant (SHP)	\$1,490,567.77
Interest Income	\$93,815.76
Other	\$123,414.15
Total Income	\$21,471,823.75
Expenses	
Team Program Expenses	
Ethanol Action Team	\$3,436,753.56
Market Development Action Team	\$527,266.13
Stewardship Action Team	\$4,457,738.02
Production Technology Action Team	\$440,307.66
Risk Management & Transportation Action Team	\$65,970.27
Sustainable Ag Research Action Team	\$740,264.87
Member & Consumer Engagement Action Team	\$866,017.98
Total Team Programs	\$10,534,318.49
Association Programs	
Communications	\$485,788.46
Corn Board & Funding	\$473,071.17
Corn Utilization & Technology Conference	\$27,035.35
Membership/Leadership	\$518,203.85
NCGA Commodity Classic Awards Banquet	\$350,968.74
Resolution/Policy/Corn Congress	\$332,009.64
State Relations Meeting	\$20,680.15
Team Meetings	\$170,321.56
Corn Yield Contest	\$295,582.34
CornPAC Administration	\$87,218.73
Total Association Programs	\$2,760,879.99
Human Resources	
Health Insurance	\$703,117.30
Payroll Tax	\$347,973.69
Professional Development	\$20,665.64
Retirement	\$442,817.26
Salaries	\$5,273,664.43
Total Human Resources	\$6,788,238.32
Property & Equipment	
Depreciation	\$114,018.46
Equipment-Leases/Rentals/Purchases	\$27,749.72
IT Expense	\$81,908.17
Maintenance	\$53,040.48
Property Taxes	\$40,726.97
Rent	\$282,403.09
Total Property & Equipment	\$599,846.89
Operating Expenses	
Accounting	\$37,842.47
Dues & Subscriptions	\$61,270.12
Electronic Communications	\$63,458.55
General Liability Insurance	\$140,984.04
Legal	\$25,015.21
Meetings	\$34,803.11
Office Expense	\$85,520.62
Outside Services	\$70,979.99
Professional Fees	\$248,529.71
Travel	\$32,161.76
Utilities	\$76,583.40
Total Operating Expenses	\$877,148.98
Bad Debt	\$51,185.25
Total Expenses	\$21,611,617.92
Net Income	(\$139,794.17)



About NCGA

Founded in 1957, the National Corn Growers Association represents nearly 40,000 dues-paying corn farmers nationwide and the interests of more than 300,000 growers who contribute through corn checkoff programs in their states. NCGA and its 50 affiliated state organizations work together to create and increase opportunities for corn growers.

National Office

632 Cepi Drive
Chesterfield, MO 63005

(636) 733-9004

corninfo@ncga.com

Washington Office

20 F Street NW, Suite 900
Washington, DC 20001

(202) 628-7001