



NATIONAL  
CORNGROWERS  
ASSOCIATION

# 2021 ANNUAL REPORT



## 2021 Down, 2022 To Go

If the events of 2020 felt like a rollercoaster ridden too soon after lunch, then 2021 was more of a Ferris wheel that steadily ascended through the summer as corn prices recovered and gradually descended as the pandemic began to impose its will on our economy.

I'm pleased to report your national corn organization was working together with its states through it all to protect those hard-fought gains and position ourselves for continued growth down the road.



To that end, this report highlights what went down in 2021 while also looking ahead at where we're going in 2022.

Working together as we always do, we'll keep things moving forward for America's crop in the year ahead. That's my promise to you.

Thanks for your partnership and support.

Sincerely,

A handwritten signature in black ink that reads "Chris Edgington". The signature is fluid and cursive, with a large, stylized "C" and "E".

Chris Edgington



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# Protecting Profitability

## Taxes

Farm profitability faced a dual threat of higher taxes and runaway fertilizer prices in 2021, and NCGA made combatting both top priorities. The president's American Families Plan originally called for raising capital gains rates and the elimination of the stepped-up basis tax provision. The estate tax and gift tax exemptions were also targeted in the legislative process.

Among other things, we shared our concerns with U.S. House Ag Committee Chairman David Scott (D-GA) and asked him to convey these concerns to the White House. He responded with a letter that did just that. By the end of the year, proposals to eliminate stepped-up basis, raise capital gains rates, and change the estate and gift tax exemptions had all been removed from consideration in the Build Back Better Act.

## Fertilizer Prices

Meanwhile, rising corn prices were muted by increasing input costs. More specifically, fertilizer prices have soared to record levels, and companies like Mosaic and CF Industries have made that bad situation worse by applying for tariffs to be applied to imports of phosphate and nitrogen fertilizers, respectively.

Responding to this crisis, NCGA and its states publicly pushed back with a host of efforts, including direct requests that the companies voluntarily withdraw their petitions. These actions are expected to continue long into 2022.





# Growing Demand

## Higher Ethanol Blends

Creating ways to increase sales of higher ethanol blends was another area of focus in 2021. Helping us make that case for higher blends were two studies that were released earlier in the year – one from researchers at well-known institutions, such as Harvard, and another from the Department of Energy – that confirm ethanol's climate-fighting capabilities. Armed with that data, we launched a campaign in Washington, D.C., promoting the environmental benefits of corn ethanol.

Our top legislative priority took a strong step forward in the summer, when Representative Cheri Bustos (D-IL) reintroduced the Next Generation Fuels Act, HR 5089. This bill would solidify corn ethanol as the alternative fuel of America by requiring fuels and vehicles to use higher levels of clean, low-carbon octane by 2031.

Building out the infrastructure necessary to facilitate the expansion of higher ethanol blends continued through 2021. To date, our infrastructure efforts have yielded over 75,000 fuel dispensers across the country that can deliver ethanol blends of up to 25%. We expect to accelerate these efforts with additional checkoff investments over the next few years.

## Partnering with Animal Agriculture

Beef and Corn: Working Together in a Sustainable System was the topic of a panel show on the National Cattlemen Beef Association's (NCBA) series Cattlemen to Cattlemen on RFD-TV. Representatives from NCGA, NCBA and the Certified Angus Beef (CAB) Board participated in the show. The episode reached more than 400,000 viewers and received a national award from the National Agri-Marketing Association.

## Consider Corn Challenge III

Six new winners were announced for the latest Consider Corn Challenge. If all 15 program winners were to reach full commercialization, it would total 3.4 billion bushels in additional corn demand. Previous winners of the Consider Corn Challenge contests have scaled up to the next phase of development, received additional grant funding, entered into joint agreements and obtained registration for state biobased production incentives.

## Infrastructure Improvements

Improving our nation's river transportation system has long been a corn grower priority. Congress paved the way for this to happen when it passed the Bipartisan Infrastructure Bill late in 2021. It will provide \$17 billion for improvements to our ports and inland waterways systems, investments that will strengthen the competitiveness of U.S. corn in the global marketplace.



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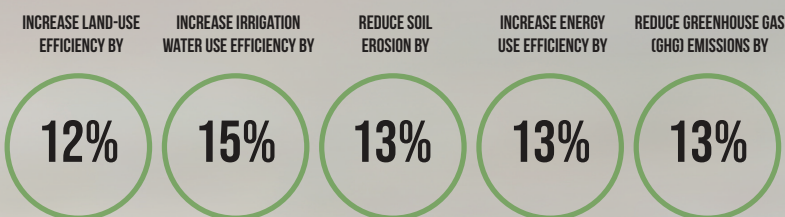




# Driving Sustainability

## Sustainability Goals

Sustainability is at the core of our brand. It's what distinguishes us from foreign producers and differentiates our products from all other suppliers. To help us stay ahead of the competition, we introduced our national sustainability goals for 2030. These include:



At the same time, we issued our first Sustainability Report, which documents a rich history of continuous improvement and environmental performance. The report confirms we have an amazing sustainability story to tell, and the goals reinforce our commitment to leaving our small corner of the world better than we found it.

## Corn Reputation

The Corn Reputation program was launched last year in Washington, D.C., to tell this very story of corn farmer sustainability inside the Beltway and, eventually, beyond. This campaign will strengthen our brand among policymakers, customers and even consumers.



## Field of Dreams Game

NCGA partnered with the Illinois and Iowa checkoff programs to sponsor the Major League Baseball at the Field of Dreams game. Played between the Chicago White Sox and the New York Yankees in an Iowa cornfield, the Field of Dreams game attracted more than 5.9 million viewers, making it the MLB's most-watched regular-season game in 16 years.

On that night, corn was the coolest thing on the planet.





# NCGA Income Statement

OCT. 1, 2020- SEP. 30 2021

## Income

Checkoff Revenue	\$15,600,857.12
Industry Revenue	\$1,941,747.72
Membership	\$745,837.47
Corn Yield Contest Revenue	\$985,054.00
CUTC Revenue	\$10,000.00
NCGA Commodity Classic	\$268,980.97
Grant (SHP)	\$815,989.00
Interest Income	\$15,533.79
Other	\$124,764.57
<b>Total Income</b>	<b>\$20,508,764.64</b>

## Expenses

<b>Team Program Expenses</b>	
Ethanol Action Team	\$2,431,994.02
Market Development Action Team	\$1,016,343.87
Stewardship Action Team	\$3,466,363.87
Production Technology Action Team	\$348,937.59
Risk Management & Transportation Action Team	\$131,538.30
Sustainable Ag Research Action Team	\$767,563.93
Member & Consumer Engagement Action Team	\$1,733,198.22
<b>Total Team Programs</b>	<b>\$9,895,939.80</b>
<b>Association Programs</b>	<b>\$2,168,942.52</b>
Human Resources	\$6,480,789.30
Property & Equipment	\$796,183.25
Operating Expenses	\$715,326.72
Bad Debt	\$26,500.00
<b>Total Expenses</b>	<b>\$20,083,681.59</b>
<b>Net Income</b>	<b>\$425,083.05</b>



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