



U.S. GRAINS
COUNCIL



Global Awareness **Global Connections**

2014 Annual Report
Welcome & Financials

grains.org/annualreport2014

To U.S. Grains Council Members:

Since its founding 54 years ago, the U.S. Grains Council has recognized that each region and each nation where we work has a unique set of circumstances in which our expertise can help solve problems and improve lives. This global awareness and the development of individually-tailored demand-building initiatives has helped the Council build an incredible network of global connections.

Utilizing those connections during the challenging years for trade servicing, confidence building and promoting pro-trade policies helped lay the groundwork for turning back-to-back record harvests and more competitive pricing into record U.S. ag exports in 2014.

The efforts of our staff, consultants and member-leaders in 2014 highlight so much of what is good about the Council's work, and so much of why we've been successful in becoming a trusted bridge between international customers and U.S. farmers and agribusinesses.

Export Exchange 2014 – a hallmark Council program, put on in partnership with the Renewable Fuels Association – brought together buyers from around the world to build relationships with U.S. exporters and see first-hand the quality of the record U.S. crop.

We began a new Food for Progress program in Tanzania, aiming to provide a quality protein source for the growing middle class in the region.

We were thrilled to see our work bear fruit when Taiwan's Ministry of Health and Welfare approved a ready-to-eat barley-rice product, and China imported more than 6.4 million metric tons of U.S. sorghum in 2014.

The Council also worked with partners to begin assessing how best to promote U.S. ethanol in the global marketplace, and we helped the industry manage the short-term impact of biotech-related market disruptions while continuing to push for a long-term solution on asynchronous approvals and trade-enabling policies on the low-level presence of biotech events.

These are exciting and important projects that are made possible by our vibrant, active membership base, volunteer leaders from all sectors of agriculture and our dedicated global staff. We thank you and hope you are able to learn from, engage with and even – for the first time – display this annual report.



Handwritten signatures of Ron Gray and Thomas Sleight in blue ink.

Ron Gray
Chairman

Thomas Sleight
President and CEO

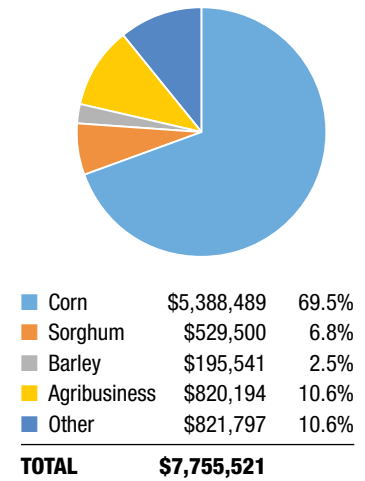


Financials

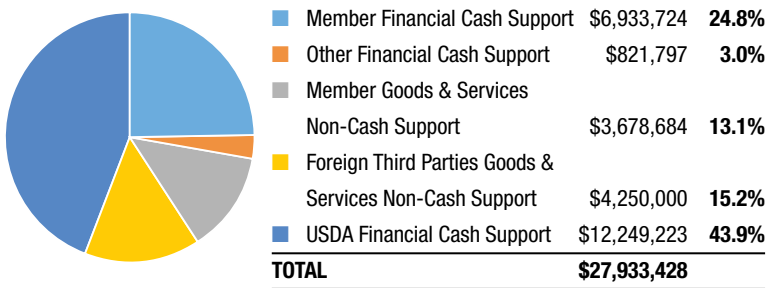
Value of Worldwide Programs

SOURCE	FY2013	FY2014
Cash		
Agribusiness Financial Support	\$713,781	\$820,194
Producer Financial Support	\$4,939,036	\$6,113,530
Total Member Cash Financial Cash Support	\$5,652,817	\$6,933,724
Other Cash Support (Meetings, Interest, Special Projects)	\$1,153,999	\$821,797
USDA Foreign Agricultural Service Fund		
Foreign Market Development (FMD)	\$4,377,287	\$3,957,524
Market Access Program (MAP) and others	\$8,766,871	\$8,291,699
Total USDA/FAS Cash Funds	\$13,144,158	\$12,249,223
Total Cash Financial Support from All Sources	\$19,950,974	\$20,004,744
Non-Cash		
Member Goods and Services Contributions	\$4,010,836	\$3,678,684
Foreign Third Party Goods and Services Contributions	\$4,100,000	\$4,250,000
Total Non-Cash Support	\$8,110,836	\$7,928,684
TOTAL	\$28,061,810	\$27,933,428

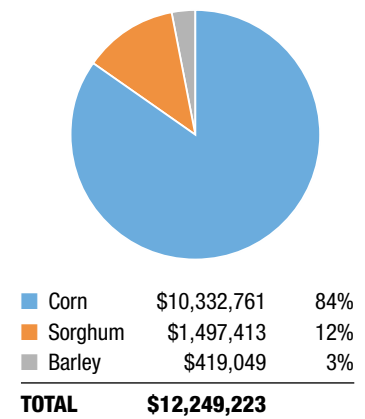
Private-Industry Member (Domestic) Investment



Sources of Cash and Other Support



USDA Resource Allocation



2014/2015 Board of Directors



Front row, from left: *Past Chairman*, Julius Schaaf, Iowa Corn Promotion Board; *Vice Chairman*, Alan Tiemann, Nebraska Corn Board; *Chairman*, Ron Gray, Illinois Corn Marketing Board; *Secretary/Treasurer*, Chip Councill, Maryland Grain Producers Utilization Board; *President and CEO*, Thomas Sleight, U.S. Grains Council

Back row, from left: *At-Large Director*, Deb Keller, Iowa Corn Promotion Board; *At-Large Director*, Charles Ring, Texas Corn Producers Board; *Agribusiness Sector Director*, Steve Brody, DuPont Pioneer; *At-Large Director*, Jim Stuever, Missouri Corn Merchandising Council; *State Checkoff Sector Director*, Craig Floss, Iowa Corn Promotion Board, *Barley Sector Director*, Mark Seastrand, North Dakota Barley Council; *Sorghum Sector Director*, Bill Kubecka, United Sorghum Checkoff Program; *Corn Sector Director*, Dick Gallagher, Iowa Corn Promotion Board; *At-Large Director*, Jim Tobin, Monsanto Company



U.S. GRAINS
COUNCIL



A global network of influence & innovation.

Founded in 1960, the U.S. Grains Council is an organization of corn, sorghum and barley producers and associated agribusiness organizations who share an interest in developing export markets for U.S. coarse grains and related co-products.

Headquartered in Washington, D.C., the U.S. Grains Council has 10 international offices, additional representatives in 16 locations and programs in more than 50 countries. This in-market presence helps establish key partnerships, develops trust and understanding, and enhances the U.S. industry's ability to quickly recognize and react to opportunities and challenges.

Around the clock and globe, the U.S. Grains Council is growing opportunities for U.S. farmers and agribusinesses while delivering on its mission of **Developing Markets, Enabling Trade and Improving Lives.**

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