

CORN | SORGHUM | BARLEY | DDGS | ETHANOL | VALUE-ADDED CO-PRODUCTS



**U.S. GRAINS
COUNCIL**

20 F Street, NW, Suite 900,
Washington, D.C. 20001

FULL ANNUAL REPORT

NOW AVAILABLE

grains.org/annualreport

DEAR U.S. GRAINS COUNCIL MEMBERS:

Amid myriad political, social and environmental changes around the world in 2019, the U.S. Grains Council (USGC) was laser focused on finding new demand, building on it and keeping markets open for U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS) and ethanol.

Closer to home, long-time USGC President and CEO Tom Sleight retired. Widespread weather challenges for U.S. crops made headlines, there were movements on trade agreements with Japan, Mexico and Canada and, eventually, hints of a new beginning with China.

Through it all, Council staff around the globe were not deterred from their goals. Boot camps on contracts and risk management propelled corn sales in Central America; our work with Spain resulted in additional sorghum sales; expanded brewing possibilities in both Mexico and China helped move barley; research increased DDGS deals in Ireland and Southeast Asia; our efforts in Mexico and Vietnam led to ethanol growth in both countries; and our first-ever Global Ethanol Summit in Washington, D.C. impacted ethanol exposure and business around the world.

With an influx of Agricultural Trade Promotion (ATP) funding from the U.S. Department of Agriculture, the Council set its sights on new and existing programs including an expanded offering in East and West Africa to create market opportunities for coarse grains, feeding trials and fuel station owner seminars in Mexico that resulted in expanded DDGS sales and increased ethanol usage, respectively.

While the year's end culminated in positive news about trade agreements with some of our country's largest trading partners, the Council understands our work is never complete. The more markets change, the more our work to access and develop them remains the same - to identify short-term opportunities and build on long-term demand to *Make Something Happen* for U.S. commodities around the world.

Sincerely,

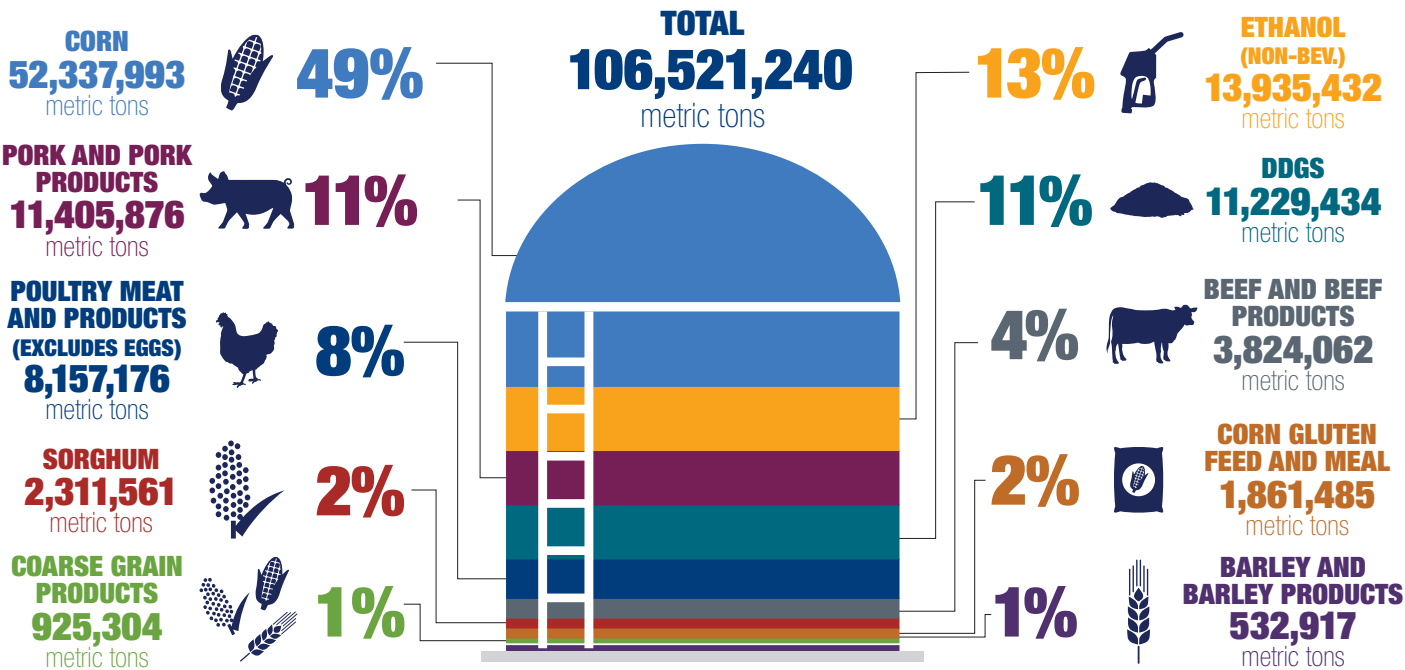


Darren Armstrong
Chairman



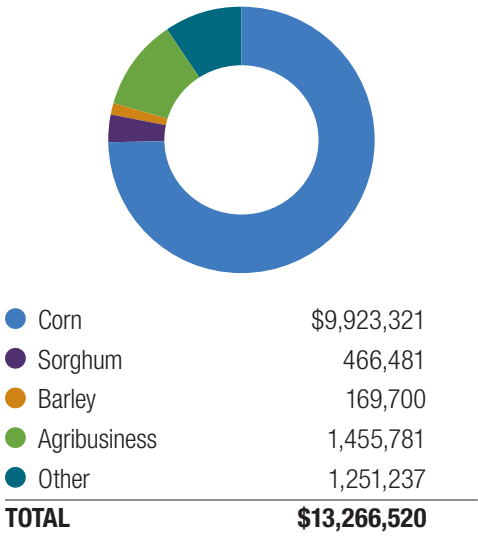
Ryan LeGrand
President and CEO

HOW U.S. GRAIN WAS EXPORTED IN 2018/2019

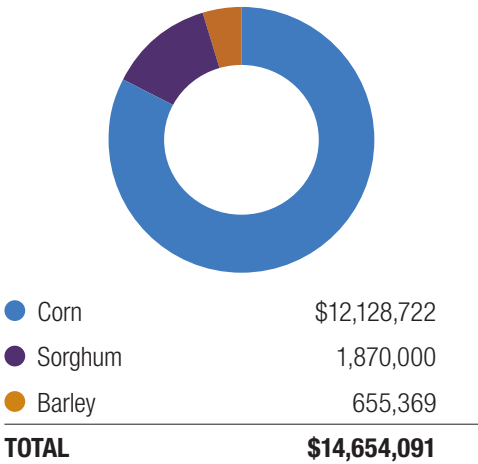


Find more information about feed grains in all forms at grains.org/feed-grains-in-all-forms-portal/.

FY2019 USGC MEMBER CONTRIBUTIONS



FY2019 USDA RESOURCE ALLOCATION



USGC'S 2019 FINANCIALS

	FY18	FY19
Agribusiness		
Membership Dues – Non-Checkoff	\$851,000	\$834,000
Grant Income – Non-Checkoff	846,342	621,781
Total Agribusiness	\$1,697,342	\$1,455,781
Producer Financial Support		
Producer Agreements – Checkoff	5,927,394	6,080,483
Grant Income – Checkoff	4,758,575	4,479,019
Total Producer Financial Support	\$10,685,969	\$10,559,502
Total Member Financial Cash Support	\$12,383,311	\$12,015,283
Other Cash Support		
Meeting Revenue	647,542	387,357
Export Exchange	-	494,752
Income – USDA Projects NICRA	91,063	19,968
Sublease Income	297,348	308,316
Interest Income	5,855	39,204
Miscellaneous	1,403	1,640
Total Other Cash Support	1,043,211	1,251,237
Total Member & Other Revenue	13,426,522	13,266,520
USDA Foreign Agricultural Service Fund		
FMD	3,691,249	3,733,831
MAP And Others	8,776,514	9,319,434
ATP	-	1,600,825
Total USDA/FAS Cash Funds	\$12,467,763	\$14,654,091
US Department Of State		
US Department Of State	318,475	437,336
Total US Dept Of State	\$318,475	\$437,336
Total Cash Financial Support From All Sources	\$26,212,760	\$28,357,947
Non-Cash		
Member Goods And Services Contributions	5,507,824	5,243,217
Foreign Third Party Goods And Services Cont.	4,175,000	3,850,000
Total Non-Cash Support	\$9,682,824	\$9,093,217
TOTAL	\$35,895,584	\$37,451,164



U.S. GRAINS COUNCIL BOARD OF DIRECTORS

Front row (seated); left to right: Tadd Nicholson – Checkoff Sector Director; Chad Willis – Secretary-Treasurer; Darren Armstrong – Chairman; Ryan LeGrand – President and CEO; Jim Raben – Vice Chairman; Jim Stitzlein – Past Chairman; Charles Ray Huddleston – Sorghum Sector Director

Back row (standing); left to right: Duane Aistrophe – At-Large Director; Josh Miller – At-Large Director; Mark Seastrand – Barley Sector Director; Brent Boydston – At-Large Director; Ryan Wagner – At-Large Director; Greg Hibner – Agribusiness Sector Director; Wayne Humphreys – Corn Sector Director

Agribusiness Ethanol and Co-Products Sector Director Ray Defenbaugh, who passed away in early 2020, was not present at the time of this photo.

CHECK OUT the full annual report, including program highlights about corn, sorghum, barley, DDGS and ethanol.

[GRAINS.ORG/ANNUALREPORT](https://grains.org/annualreport)