



Comments from Kent Moore, Chairman, Kansas Corn Commission
Annual Report to the Legislature
March 9, 2015

My name is Kent Moore and I am chairman of the Kansas Corn Commission. I farm near Iuka and represent growers in south central Kansas. I appreciate the opportunity to appear before you today and present the corn commission's annual legislative report.

2014 was an excellent year for corn farmers in most parts of Kansas and the U.S. In Kansas, we harvested 566 million bushels of corn, the third largest crop in history with an impressive yield of 149 bushels per acre. Nationally, the US corn crop had record yield and production.

The goal of the Kansas Corn Commission is to enhance the profitability of corn for Kansas farmers. In market development, we focus on our livestock and ethanol industries as well as building export markets for corn and products including corn-fed beef and pork.

Livestock is our top customer and over the years, the Kansas Corn Commission has supported the industry through investment research and in market development for red meat. The commission was the first corn checkoff in the nation to support the US Meat Export Federation back in the 1970s, and our support has continued for over 30 years. USMEF's mission is to build export markets for beef and pork. The exports of beef and pork equate to an annual impact of over 66 million bushels of Kansas corn.

We work with the US Grains Council and K-State's International Grains Program to build export markets through increased demand and better market access for U.S. corn. The International Grains Program brings grain buyers from around the world to Kansas providing technical training in grain storage and handling, milling, marketing and processing.

The corn commission continues its strong support of ethanol, a priority since the commission was created in 1977. There is much synergy between corn, ethanol and livestock. The ethanol process uses only the starch from the corn kernel. The part of the corn kernel that is important to livestock remains. A third of the corn used for ethanol becomes DDGS, also called distillers grains, a high nutrient feed ingredient that is valued by our state's livestock feeders.

The Kansas Corn Commission continues its work to build markets for ethanol, which has become a vital domestically-produced component in the nation's fuel supply. The commission continues to work with our partners to build retail infrastructure to offer higher blends of ethanol fuel on the state and national levels.

A new national ethanol infrastructure program that aims to create more demand for ethanol blended fuels is underway and the Kansas Corn Commission has invested in that program. These programs are essential for continued growth in the ethanol industry.

In 2014, we completed our fourth year of partnering with Growth Energy, National Corn Growers and several other state corn checkoffs in the American Ethanol program with NASCAR. All NASCAR race vehicles operate on 15 percent ethanol fuel and have now driven well over 6 million miles on the ethanol blend with excellent results in both engine performance and mileage. Not only has NASCAR has provided an excellent platform to reach a broad

cross section of American consumers with a positive message about ethanol fuel, it also has also generated a great deal of research into the performance of E15 ethanol fuel.

The Corn Commission also funds research at K-State, focusing on production and profitability. An area of emphasis is in irrigation management for drought tolerant corn, and also different maturities for lower water usage. The goal is to maintain profitability for growers while conserving water while producing a bountiful corn crop that our livestock and ethanol industries rely upon. This year, the Kansas Corn Commission worked with K-State Research and Extension to host two corn schools in Hesston and Atchison. Interest was very high for both schools, with over 170 growers at the Hesston school and nearly 100 at the Atchison school.

The Kansas Corn Commission recognizes the need to help consumers understand agriculture and our food system. We support Common Ground, the Kansas Farm Food Connection, Corn Farmers Coalition and US Farmers and Ranchers Alliance. While these efforts have different tactics, they all aim to help consumers gain a better understanding of how farmers produce feed, fuel, food and fiber for the world. We also support the Kansas Ag in the Classroom program to educate students about the role agriculture plays in our lives.

Recently, the Kansas Corn Commission voted unanimously to increase the Kansas corn checkoff to the 10 mill rate approved by the 2008 Kansas Legislature. The increase will take effect July 1, 2015. This will represent the first Kansas corn checkoff rate increase in 25 years. Much has changed in the last 25 years, especially the need to build existing markets and create new markets for corn. This reality was best illustrated in 2014 when several market factors proved that demand for corn was not bulletproof. Decreased export demand for corn as well as events that put the ethanol industry at risk helped to deflate corn prices. These factors emphasize the need to build even stronger demand for our crop by:

- Strengthening and expanding our foreign and domestic markets for corn products made with corn like ethanol and corn-fed beef and pork
- Building infrastructure and demand for ethanol-blended fuels
- Supporting research and education efforts to ensure our growers are using the most innovative technology and production practices to grow plentiful and sustainable crops

Provided with my comments today, are copies of the commission's Fiscal Year 2014 financial audit, the FY 2014 Year-End Budget Report, the FY2015 Budget, and our annual report to producers, which was distributed through Kansas Farmer magazine, grower meetings and farm shows.

The Kansas corn checkoff is fully refundable, and our staff honors refund requests in a prompt and courteous manner. The FY2014 checkoff refund percentage was 9.6 percent, down from 12.23 percent in FY 2013.

The Kansas Corn Commission continues its work to benefit Kansas corn producers and our customers. Thank you for your interest in agriculture and the activities of the Kansas Corn Commission.

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03/04/15

Cash Basis

Kansas Corn Commission

Income & Expense Budget vs. Actual

July 2013 through June 2014

	Jul '13 - Jun 14	Budget	% of Budget
Income			
Checkoff Funds			
Assessments Received	2,177,696.99	2,362,500.00	92.2%
Refunds to Producers	-209,070.73	-283,500.00	73.7%
Total Checkoff Funds	1,968,626.26	2,079,000.00	94.7%
Interest Received	2,987.78	7,000.00	42.7%
Total Income	1,971,614.04	2,086,000.00	94.5%
Expense			
Communications			
Annual Report	4,785.00	6,000.00	79.8%
Education and Outreach	4,500.00	20,000.00	22.5%
Elections	0.00	1,000.00	0.0%
Postage	1,775.94	2,500.00	71.0%
Radio	24,511.65	40,000.00	61.3%
Total Communications	35,572.59	69,500.00	51.2%
Ethanol Expansion Program			
E-85/Blender Pump Program	0.00	25,000.00	0.0%
Ethanol Promotion	18,920.46	25,000.00	75.7%
In-State NASCAR Activation	0.00	20,000.00	0.0%
Vehicle, Additional Expenses	3,477.00	4,500.00	77.3%
Total Ethanol Expansion Program	22,397.46	74,500.00	30.1%
Grants	17,050.00	18,000.00	94.7%
Hospitality	3,743.52	6,000.00	62.4%
Meeting Expense	3,560.49	6,000.00	59.3%
Office Expenses	2,092.17	3,500.00	59.8%
Professional Services			
Auditing Services	3,100.00	3,200.00	96.9%
Kansas FFA Foundation	5,000.00	5,000.00	100.0%
KCGA - Administration	72,000.00	72,000.00	100.0%
KCGA - Programs	335,000.00	335,000.00	100.0%
KDA - Audit and Collection Fees	3,827.29	14,000.00	27.3%
KEMA Phosphorus Project	41,000.00	41,000.00	100.0%
Ks Found for Ag in the Class	15,000.00	15,000.00	100.0%
KSU - International Grains	75,000.00	75,000.00	100.0%
KSU - Research	109,301.00	109,301.00	100.0%
National Corn Growers Assn.			
Core Funding	271,300.00	271,300.00	100.0%
Image and Activism Campaign	95,000.00	95,000.00	100.0%
NASCAR	250,000.00	250,000.00	100.0%
Natl Ag Genotyping Ctr	25,000.00	25,000.00	100.0%
Portfolio - Ethanol	30,000.00	30,000.00	100.0%
Portfolio - Grower Services	10,000.00	10,000.00	100.0%
Portfolio - Prod & Steward	10,000.00	10,000.00	100.0%
Portfolio - Public Policy	30,000.00	30,000.00	100.0%
Portfolio - Research & Develop	15,000.00	15,000.00	100.0%
Portfolio - Trade and Biotech	5,000.00	5,000.00	100.0%
Total National Corn Growers Assn.	741,300.00	741,300.00	100.0%
No-Till On The Plains	15,000.00	15,000.00	100.0%
ProExporter Network Grain Study	8,000.00	8,000.00	100.0%
Undetermined Contracts	0.00	25,000.00	0.0%
US Grains Council			
Foreign Market Development	277,300.00	277,300.00	100.0%
MAIZALL Alliance	20,000.00	20,000.00	100.0%
Total US Grains Council	297,300.00	297,300.00	100.0%
US Meat Export Federation			
USMEF Core Funding	75,000.00	75,000.00	100.0%
Total US Meat Export Federation	75,000.00	75,000.00	100.0%
Total Professional Services	1,795,828.29	1,831,101.00	98.1%

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03/04/15
Cash Basis

Kansas Corn Commission
Income & Expense Budget vs. Actual
July 2013 through June 2014

	Jul '13 - Jun 14	Budget	% of Budget
Travel	37,421.59	65,000.00	57.6%
Total Expense	1,917,666.11	2,073,601.00	92.5%
Net Income	53,947.93	12,399.00	435.1%

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Cash Basis

Kansas Corn Commission
FY15 Budget
July 2014 through June 2015

	Jul '14 - Jun 15
Income	
Checkoff Funds	
Assessments Received	2,446,875.00
Refunds to Producers	-244,688.00
Total Checkoff Funds	2,202,187.00
Interest Received	5,000.00
Total Income	2,207,187.00
Expense	
Communications	
Annual Report	6,000.00
Education and Outreach	20,000.00
Elections	1,000.00
Postage	2,500.00
Radio	40,000.00
Total Communications	69,500.00
Ethanol Expansion Program	
Ethanol Promotion	25,000.00
In-State NASCAR Activation	20,000.00
Vehicle, Additional Expenses	4,500.00
Total Ethanol Expansion Program	49,500.00
Grants	25,000.00
Hospitality	6,000.00
Meeting Expense	6,000.00
Office Expenses	3,500.00
Professional Services	
Auditing Services	3,200.00
Corn Vision 2020	7,000.00
KCGA - Administration	72,000.00
KCGA - Programs	380,500.00
KDA - Audit and Collection Fees	14,000.00
Ks Found for Ag in the Class	15,000.00
KSU - International Grains	75,000.00
KSU - Research	112,932.00
National Corn Growers Assn.	
Core Funding	252,700.00
Image and Activism Campaign	113,300.00
NASCAR	250,000.00
Natl Ag Genotyping Ctr	35,000.00
Portfolio - Ethanol	30,000.00
Portfolio - Grower Services	10,000.00
Portfolio - Prod & Steward	10,000.00
Portfolio - Public Policy	30,000.00
Portfolio - Research & Develop	15,000.00
Portfolio - Trade and Biotech	5,000.00
Prime The Pump	100,000.00
Total National Corn Growers Assn.	851,000.00
No-Till On The Plains	15,000.00
ProExporter Network Grain Study	8,000.00
US Grains Council	
Foreign Market Development	277,000.00
Total US Grains Council	277,000.00
US Meat Export Federation	
USMEF Core Funding	75,000.00
Total US Meat Export Federation	75,000.00
Total Professional Services	1,905,632.00
Travel	75,000.00
Uncategorized Expenses	25,000.00

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Cash Basis

Kansas Corn Commission
FY15 Budget
July 2014 through June 2015

	Jul '14 - Jun 15
Total Expense	2,165,132.00
Net Income	42,055.00

KANSAS CORN COMMISSION

Garnett, Kansas

FINANCIAL STATEMENTS

WITH

INDEPENDENT AUDITOR'S REPORT

June 30, 2014 and 2013

November 12, 2014



Board of Commissioners
Kansas Corn Commission
Garnett, Kansas

Independent Auditor's Report

Report on the Financial Statements

We have audited the accompanying statements of assets and net assets - cash basis of Kansas Corn Commission (the Commission), a quasi-municipal entity, as of and for the years ended June 30, 2014 and 2013, and the related statements of revenues, expenses, and changes in net assets - cash basis and the notes to the financial statements, which collectively comprise the Commission's basic financial statements.

Management's Responsibility for the Financial Statements

The Commission's management is responsible for the preparation and fair presentation of these financial statements in accordance with the cash basis of accounting described in Note 1; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets and net assets - cash basis of Kansas Corn Commission, as of June 30, 2014 and 2013, and its revenues, expenses, and the changes in its net assets for the years then ended in accordance with the cash basis of accounting described in Note 1.

Basis of Accounting

We draw attention to Note 1 of the financial statements, which describes the basis of accounting. The financial statements are prepared on the cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to that matter.

Varney & Associates, CPAs, LLC

Certified Public Accountants
Manhattan, Kansas

KANSAS CORN COMMISSION
Garnett, Kansas
STATEMENTS OF ASSETS AND NET ASSETS - CASH BASIS
June 30,

Financial Statements

	<u>2014</u>	<u>2013</u>
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 650,000	\$ 1,050,000
CDARS deposits	1,067,387	613,440
Money market		
TOTAL ASSETS	<u>\$ 1,717,387</u>	<u>\$ 1,663,440</u>
NET ASSETS		
Net Assets	<u>\$ 1,717,387</u>	<u>\$ 1,663,440</u>
TOTAL NET ASSETS	<u>\$ 1,717,387</u>	<u>\$ 1,663,440</u>

KANSAS CORN COMMISSION
Garnett, Kansas
STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS - CASH BASIS
For the Years Ended June 30,

Financial Statements

	<u>2014</u>	<u>2013</u>
REVENUE		
Check-off collections	\$ 2,177,697	\$ 1,727,430
Refunds	(209,071)	(211,317)
Net	<u>\$ 1,968,626</u>	<u>\$ 1,516,113</u>
Return of unused funds	-	2,160
Interest income	2,988	3,775
Total Revenue	<u>\$ 1,971,614</u>	<u>\$ 1,522,048</u>
EXPENSES		
Administrative		
Communications	\$ 35,573	\$ 44,164
KCGA - Administration	72,000	72,000
Travel	37,422	38,750
Office	2,092	2,142
Meetings	3,560	3,066
Hospitality	3,745	2,349
Grants	17,050	14,168
Program		
Ks Foundation for Ag in the Class	15,000	15,000
KCGA	335,000	350,000
KSU - Research	109,301	124,415
KSU - International Grains	75,000	75,000
National Corn Growers Association	741,300	697,300
No-Till on the Plains	15,000	15,000
KEMA	41,000	-
FFA Foundation	5,000	-
Undetermined contracts	-	25,000
Ethanol expansion	22,397	36,199
Other contracts	6,927	11,395
ProExporter Network Grain Study	8,000	8,000
US Grains Council	297,300	277,300
US Meat Export Federation	75,000	50,000
Total Expenses	<u>\$ 1,917,667</u>	<u>\$ 1,861,248</u>
INCREASE (DECREASE) IN NET ASSETS	\$ 53,947	\$ (339,200)
NET ASSETS - BEGINNING OF YEAR	<u>1,663,440</u>	<u>2,002,640</u>
NET ASSETS - END OF YEAR	<u>\$ 1,717,387</u>	<u>\$ 1,663,440</u>

KANSAS CORN COMMISSION
Garnett, Kansas
NOTES TO FINANCIAL STATEMENTS
June 30, 2014 and 2013

Notes To Financial Statements

Note 1: Summary of Significant Accounting Policies

Organization

The Kansas Corn Commission (the Commission) is organized as an instrumentality of the state to conduct a campaign of corn promotion and market development through research, education, and information pursuant to K.S.A. 2-3002. Revenues are primarily from check-off monies which are collected when producers sell their grain. The Commission's offices are located in Garnett, Kansas.

Method of Accounting

The financial statements are prepared using the cash basis of accounting, which differs from generally accepted accounting principles in that revenues are recorded when received rather than when earned and expenses are recorded when paid rather than when the obligation is incurred.

Income Taxes

The Commission is a quasi-municipal entity that is not subject to income tax and, accordingly, no provision has been made for income taxes.

Subsequent Events

Subsequent events were evaluated through DATE, which is the date the financial statements were available to be issued.

Cash and Cash Equivalents

The Commission considers all cash, money market, and CDARs deposits as cash equivalents regardless of the maturity date.

Note 2: Deposits and Investments

The Commission's deposits were secured by the Federal Deposit Insurance Corporation (FDIC) insurance and pledged securities.

Note 3: Economic Dependency

In 2014 and 2013, the Commission received 99.84% and 99.66% respectively, of its income from the Kansas Department of Agriculture. The funds are a result of check-off monies collected when producers sell grain.

Note 4: Subsequent Events

Subsequent events were evaluated through November 12, 2014, which is the date the financial statements were available to be issued.

KANSAS CORN

Kansas Corn Commission
2014 Annual Report

2014 Surprises Kansas Growers with Good Weather, Record Yields

2014 Kansas Corn Production

581 million bu.

157 bushels per acre--RECORD YIELD

November USDA/NASS Kansas Corn Crop Estimate

14%

Increase from the
2013 KS Corn Crop



Nº3

3rd Largest Crop
In Kansas History

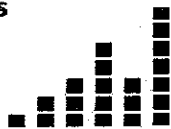
All Kansas Crop Reporting Districts reporting yield increases.
8 of 9 Kansas Districts reporting increases in corn production.

↑73 Million Bushels

Increase from
2013 crop

District Production Increases

NW: 19%	NC: 12%	NE: 8%
WC: -8%	C: 15%	EC: 29%
SW: 3%	SC: 13%	SE: 87%



» There's more to know about Kansas Corn! www.kscorn.com

Growers are used to the ups and downs of farming. This year, production was up, prices were down. A dry spring had many wondering what the growing season would bring. But as usual, our Kansas weather changed—this time for the better, bringing moderate summer temperatures and plentiful rainfall to many areas of the state. Unfortunately, prices fell on news of a huge 2014 corn crop combined with stagnant or lower demand in some sectors. Years like 2014 truly illustrate the value of the corn checkoff. Continued aggressive **market development** efforts are critical to the success of our Kansas corn farmers. Our corn checkoff dollars support efforts to build **export markets** for corn and for corn-fed **beef** and pork. With continued growth in the world's population and an increase in wealth in many countries, the demand for meat will continue to increase, making corn and corn-fed meat promising commodities. Other countries stand ready to take advantage of those export markets, and it is imperative that we continue our efforts to promote US corn and US meat around the world. **Domestic market development** continues to be a top priority as well, focusing on **ethanol and live-stock**, our two top customers. The Kansas Corn Commission is working on several fronts to build demand and **infrastructure for ethanol** fuels and also promoting the co-product of ethanol, the nutrient rich livestock feed, DDGS. **Research** funding continues to focus on production practices and technology—including no-till, cover crops, limited irrigation, nutrients and genotyping. **Advocacy and education** remain important as there is a great need to continue to educate consumers about farming and the technology we use to produce our crops. The Corn Commission's advocacy and education efforts include: Common Ground, Corn Farmers Coalition, US Farmers and Ranchers Alliance, the Kansas Farm Food Connection and Kansas Ag in the Classroom.

What's Inside this Annual Report . . .

Page 2—FUNDING

Kansas Corn Commission Funding Summary

Page 3—FEATURED PROJECTS

Commission brings export buyers to Kansas and mechanics to the ethanol-powered NASCAR race.

Page 4—CORN TOPICS

2015 KS Commodity Classic is Feb. 6
Kansas Corn Facts; Website Update



FY-2015 PROJECTS

Below is a listing of projects funded by the Kansas Corn Commission in Fiscal Year 2015, beginning July 1, 2014 and ending June 30, 2015.
The commission may fund additional projects before the end of the fiscal year.

Extension and Applied Research Programs for Kansas Corn Production – Ignacio Ciampitti, KSU: \$7425

Yield of Two Hybrid Maturities as Affected by Management-Allowed Depletion Levels – Freddie Lamm, KSU: \$18,000

Developing a Crop Evaluation Tool for Comparing Corn to Alternative Crops in Kansas Cropping Systems—
Dan O'Brien, KSU: \$50,000

Developing Integrated Pest Management Strategies for Drought Tolerant Corn Under Deficit Irrigation Scenarios—
Sarah Zukoff, KSU: 32,507

Cover Crops and Phosphorous Management to Protect Water Quality in Corn-Soybean Rotations—Nathan Nelson, KSU: \$5,000

Foreign Market Development — KSU International Grains Program: \$75,000

Locally Led Core Conservation Practices to Protect Water Quality — No Till on the Plains: \$15,000

Connecting Kansas Classrooms to Agriculture— Kansas Foundation for Agriculture in the Classroom: \$15,000

Promotion, Market Development and Education—Kansas Corn Growers Association: \$380,500

Foreign Market Development for Meat—U.S. Meat Export Federation: \$75,000

Foreign Market Development for Corn and DDGS—U.S. Grains Council: \$277,000

Research, Market Development, Promotion & Education—National Corn Growers Association: \$466,000 to be distributed as: Core Funding: \$252,700; Portfolio funding in the following areas: Image & Corn Farmers Coalition Campaigns: \$113,300; Biotechnology: \$5,000; Ethanol: \$30,000; Grower Services: \$10,000; Production/Stewardship: \$10,000; Public Policy Education: \$30,000, and Research and Development: \$15,000. Also the following projects: National Ag Genotyping Center: \$35,000; Prime the Pump Ethanol Infrastructure Development: \$100,000; American Ethanol/NASCAR Project: \$250,000.

FY2015 Grants—National Agricultural Statistics Service: \$4,253; 4-H Foundation: \$500; K-State Farm Bill Meetings: \$1,000; American Coalition for Ethanol: \$20,000.

Projects funded by the Kansas Corn Commission

A comparison of FY-2015
And FY-2014 Kansas Corn
Commission Funding

FY-2015 Funded Projects

Funding	Amount	%
Research	\$241,107	13%
Domestic Market Development ..	\$445,008	25%
Foreign Market Development	\$617,008	34%
Promotion & Education	\$498,308	28%

FY-2014 Funded Projects

Funding	Amount	%
Research	\$273,126	16%
Domestic Market Development ..	\$334,492	20%
Foreign Market Development	\$606,791	36%
Promotion & Education	\$469,491	28%



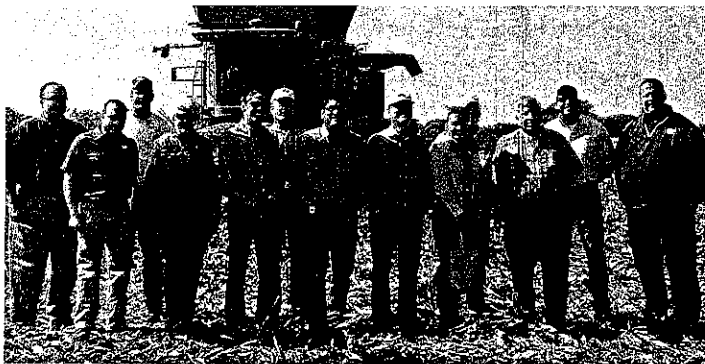
Kansas Corn Commission

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This annual report is published to inform corn producers of the projects and activities of the Kansas Corn Commission. Complete FY-15 budget available on request.
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Featured 2014 Kansas Corn Commission Projects



LEARNING ABOUT DDGS—Above, a Venezuelan grain buyer (right) learns about DDGS at the East Kansas Agri Energy ethanol plant in Garnett. The buyer said that many Latin American grain buyers think DDGS is a low quality waste product. EKAE CEO and President Jeff Oestmann (left) and DDGS Merchandiser Josh Morrill (center) explain the high quality of the DDGS produced at our ethanol plants.



WATCHING HARVEST—The group watched corn being harvested at the Pat and Mary Ross farm near Lawrence. The Latin American buyers talked about maintaining grain quality of corn exports from farm to port.



BEHIND THE SCENES—The Kansas Corn Commission gave 40 area mechanics a behind-the-scenes look at American Ethanol and NASCAR at #3 Driver Austin Dillon's American Ethanol car hauler at the October NASCAR Sprint Cup race at Kansas Speedway.

EXPORTS

2014 was a great year for corn production, but an off year for prices. What is the **solution**? Create more demand. That's what the Kansas Corn Commission strives to do by funding efforts that increase **exports of corn and corn-fed meats**. The Kansas Corn Commission supports export-building efforts of the **US Grains Council, US Meat Export Federation as well as the KSU's International Grains Program**. In October, the Kansas Corn Commission hosted a high-level team of Latin American grain buyers with the US Grains Council's Export Exchange conference. These buyers wanted to learn about DDGS (ethanol distillers grains), corn and grain quality both on the farm and through the export channels. The group visited the farms of Kansas Corn Commissioners Pat Ross near Lawrence and Ken McCauley near White Cloud as well as the Garnett ethanol plant and the BNSF and DeBruce facilities at Logistics Park in Edgerton.

"This group was impressed with our Kansas farms and we had a lot of discussion about grain quality. These trade team visits are important to growers because we need to have a personal relationship with our customers," Ross said. "Farm visits give export buyers an opportunity to see how we are producing the corn they are buying. At the same time, we learn about their needs and concerns, which is equally important."

— Pat Ross, Lawrence

The Kansas Corn Commission also continues to work closely with the US Meat Export Federation to build markets for beef and pork fed with corn and DDGS.

"I think livestock will always be our top customer. We can export corn as a grain and as DDGS, but we can also export it as the finished product in beef and pork. The world is hungry for meat and our meat exports continue to grow. In fact, red meat exports is one of the main growth markets for corn and DDGS." —Brian Baalman, Menlo

ETHANOL AND NASCAR

The Kansas Corn Commission continues its support of the NASCAR American Ethanol effort with NCGA, Growth Energy, and several other state corn organizations. In October, the Kansas Corn Commission brought 40 car mechanics to the NASCAR Sprint Cup Race at Kansas Speedway. Before the race, the mechanics spoke with #3 Austin Dillon, the American Ethanol spokesman who drives for the Richard Childress Racing (RCR) Team. The mechanics were treated to a behind-the-scenes tour of the pit area, and walked through Dillon's car hauler. All NASCAR race vehicles use 15% ethanol fuel and have raced for over 6 million miles with American Ethanol.

"When you have a question about your car, you ask your mechanic, and we want to make sure mechanics understand the benefits of ethanol to car engines. Our mechanics saw and heard first hand that ethanol is a high-performance fuel that works great in NASCAR vehicles. Our mechanics were engaged and interested, and they were ready to learn about ethanol performance in engines."

—Dennis McNinch, Ulica



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Visit our redesigned website for
corn news, information
& current market quotes!

Save the Date—Flinchbaugh to Speak at Classic **2015 Kansas Commodity Classic Is** **Feb. 6 at Manhattan**

Mark your calendars for the 2015 Kansas Commodity Classic, the annual convention of the Kansas Corn, Wheat and Grain Sorghum Associations. The Classic will be held the morning of Friday, Feb. 6 at the Hilton Garden Inn in Manhattan. Get up to date on markets and issues facing agriculture. The event wraps up with a joint luncheon with the Women Managing the Farm conference. KSU Professor Emeritus **Barry Flinchbaugh** will be featured as the luncheon speaker. Corn, Sorghum and Wheat board meetings will be held the day before on Feb. 5. Details will be posted on the Kansas Commodity Classic Facebook page and at kscorn.com

Kansas Corn Facts

Kansas corn farmers are estimated to harvest 581 million bushels of corn in 2014 with a record yield of 157 bushels per acre. This would be the third largest crop in Kansas history. Kansas corn has led the state in grain production in eight of the last ten years.

About 95 percent of the corn grown in Kansas is enhanced with biotechnology to help control pests, weeds and to help tolerate drought. Biotechnology helps farmers better implement conservation practices and use less farm chemicals. Biotechnology advances have made corn more stress-tolerant by improving plant health. In addition, new drought-tolerant traits show great promise to further help farmers grow bountiful crops in dry conditions.

Kansas' vibrant livestock industry provides a market for most Kansas corn, followed by the ethanol industry that produces fuel ethanol and distillers grains for livestock.

The 2013 Kansas Corn Crop was the highest valued crop in Kansas, valued at \$2.31 billion. Irrigated corn accounted for approximately \$1.3 billion; non-irrigated corn accounted for \$993 million in value.

The 12 Kansas ethanol plants use about 183 million bushels of corn and sorghum to produce 550 million gallons of ethanol. A third of the grain used for ethanol is returned to the cattle feeding stream as wet or dry distillers grains (WDGS or DDGS).

While Kansas Corn acres have doubled since the mid-1990s, irrigated corn acres have remained virtually unchanged over the past 20 years, at about 1.5 million acres. 20 years ago, only 28 percent of Kansas corn acres were non-irrigated. In 2013, 63% of Kansas corn acres were non-irrigated. Non-irrigated corn yields in Kansas have increased 33% over the past 40 years. Irrigated corn yields in Kansas have increased 55% over the past 40 years.

About the Kansas Corn Commission . . .

The Kansas Corn Commission was created by the Kansas Legislature in 1977 and determines how the half-cent per bushel corn checkoff is invested to benefit corn producers. The Kansas corn checkoff is voluntary, and growers may request a refund from Kansas Corn Commission.

Producers decide how checkoff dollars are spent:

The commission is made up of nine corn producers who represent the state's crop reporting districts. The commission invests the checkoff in the areas of market development, research, promotion and education.

Kansas Corn Commissioners are elected by producers:

Commissioners are elected by producers to decide how checkoff funds are spent for the greatest benefit to Kansas corn producers. Elections are underway for the Northwest, West Central and Southwest crop reporting districts. In 2016, elections will take place for the Northeast, East Central and Southeast districts.

For more information:

Get more information on Kansas Corn programs and events at:
www.kscorn.com

Kansas Corn Commissioners

District 1—Northwest

Brian Baalman, Menlo

District 2—West Central

Dennis McNinch, Utica (Vice Chairman)

District 3—Southwest

Steve Rome, Hugoton

District 4—North Central

Mike Brzon, Courtland

District 5—Central

Terry Vinduska, Marion

District 6—South Central

Kent Moore, Iuka (Chairman)

District 7—Northeast

Ken McCauley, White Cloud

District 8—East Central

Pat Ross, Lawrence (Treasurer)

District 9—Southeast

Randy Small, Neodesha (Secretary)

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