

# Letter from the NCGA

#### Corn.

It is a part of who we are as Americans. From the first tall, leafy stalk domesticated by early Americans to the cutting-edge varieties that help our nation's most widely grown crop thrive today, corn feeds innovation and fuels our economy. Corn nourishes our cultural identity, lighting night skies on Independence Day and filling traditional cornucopias at Thanksgiving. Our nation's corn farmers, through their unwavering dedication and steady perseverance, grow a crop that sustains our people, feeds our economy and buttresses our national identity. As you turn these pages, you too can explore the **World of Corn**.



Danula D. Johnson

Pam Johnson President

Rick Tolman CEO



CORN EACH AMERICAN CONSUMES ANNUALLY

25 lbs.

PERCENTAGE OF THE WORLD'S CORN SUPPLY GROWN IN THE UNITED STATES. THE U.S. IS THE LARGEST PRODUCER OF CORN.

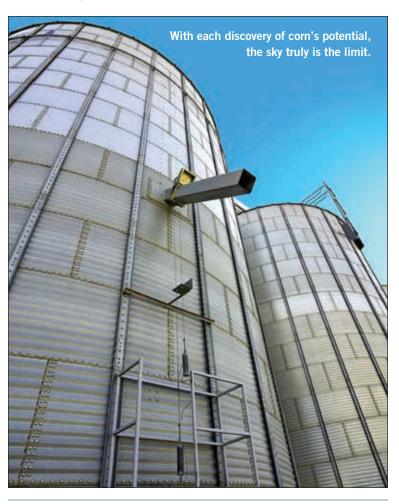
20 1234
BU/ACRE
harvested in 1912
BU/ACRE
harvested in 2012

### The World of Corn

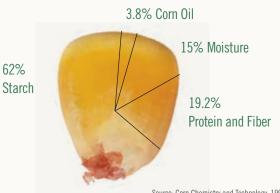
### **Unlimited Possibilities**

When it comes to making an impression, no other crop tells a story as compelling as corn.

Even on a global scale, the United States commands a deciding lead in production – a testament to the passion of so many who look to corn for their livelihood. As a nation focused on innovation, the advancements in corn continue to create greater yield to satisfy even greater demand. The opportunities for corn are truly without limit and the numbers prove it.



#### **Components of Yellow Dent Corn**



Source: Corn Chemistry and Technology, 1999

#### **U.S. All Crop Acres Harvested**

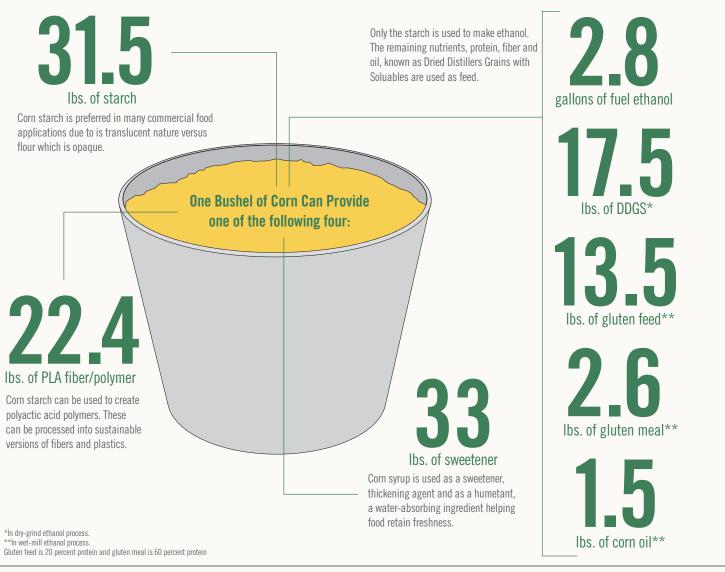
2011-2012

(1 000 acre)

	2011	2012
Corn (grain)	83,989	87,375
Corn (silage)	5,935	7,379
Soybeans	73,776	76,104
Hay	55,653	56,260
Wheat	45,705	48,991
Cotton	9,461	9,427
Sorghum (grain)	3,929	4,955
Sorghum (silage)	224	363
Barley	2,239	3,244
Rice	2,617	2,678
Sunflower	1,458	1,841
Canola	1,043	1,729
Dry Edible Beans	1,168	1,690
Peanuts	1,081	1,608
Sugar Beets	1,213	1,204
Potatoes	1,077	1,133
0ats	939	1,045
Sugar Cane	873	899
Dry Edible Peas	343	621
Lentils	411	450
Tobacco	325	336
Flaxseed	173	336
Rye	242	248
Proso Millet	338	205
Safflower	127	160
Sweet Potatoes	130	127
Peppermint	74	76
Mustard Seed	22	50
Other	36	40
Hops	30	32
Total	294,630	310,605

Source: USDA, NASS, Crop Production 2012 Summary Jan. 11, 2013





# **U.S. Corn at a Glance**, 2012

97.2 Million Acres Planted 87.4 Million Acres Harvested 10.8 Billion Bushels Produced \$79.8 Billion Corn Crop Value \$7.4 Average Price/Bushel

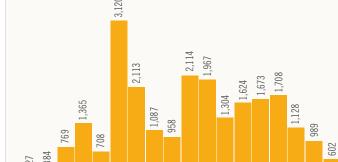


### **US Corn Production**

# 2012 U.S. Corn Production by State

Producing corn is a national endeavor that helps satisfy domestic and international needs. Global demand accounts for roughly 20 percent of our corn production achieved through irrigated and non-irrigated practices. In the continental US, every state adds to total corn production numbers. And as the numbers demonstrate, last year's drought made a dynamic impact on the industry like never before. While drought conditions have been a factor in this industry, last year's conditions proved to be the most extensive on record, effecting roughly 80 percent of agricultural land. Although the severity of the drought was unexpected, we remain confident in our nation's corn growers to persevere and prosper in 2013.

#### U.S. Corn Ending Stocks 1932-2012 (million bushels)



'32 '42 '52 '62 '72 '82 '92 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12\*

Source: USDA, ERS, Feed Outlook, Jan. 15, 2013 \*Crop year ending Aug. 31, 2013

	Acres Planted	Acres Harvested for				
	(1,000s)	Grain (1,000s)	bushel/acre	1,000/bushels		
Alabama	310	295	98	28,910		
Arizona	75	32	195	6,240		
Arkansas	710	695	178	123,710		
California	610	180	185	33,300		
Colorado	1,420	1,010	133	134,330		
Delaware	185	178	135	24,030		
Florida	75	40	112	4,480		
Georgia	345	310	180	55,800		
Idaho	360	135	190	25,650		
Illinois	12,800	12,250	105	1,286,250		
Indiana	6,250	6,030	99	596,970		
Iowa	14,200	13,700	137	1,876,900		
Kansas	4,700	3,950	96	379,200		
Kentucky	1,650	1,530	68	104,040		
Louisiana	540	530	173	91,690		
Maryland	495	435	122	53,070		
Michigan	2,650	2,390	133	317,870		
Minnesota	8,750	8,330	165	1,374,450		
Mississippi	820	795	165	131,175		
Missouri	3,600	3,300	75	247,500		
Montana	105	60	110	6,600		
Nebraska	10,000	9,100	142	1,292,200		
New Jersey	95	86	118	10,148		
New Mexico	125	43	170	7,310		
New York	1,170	680	134	91,120		
North Carolina		820	117	95,940		
North Dakota	3,600	3,460	122	422,120		
Ohio	3,900	3,650	123	448,950		
Oklahoma	360	295	110	32,450		
Oregon	85	52	210	10,920		
Pennsylvania	1,460	1,000	132	132,000		
South Carolina		310	122	37,820		
South Dakota Tennessee	6,150	5,300	101	535,300		
	1,040	960 1,550	85	81,600		
Texas Utah	1,850	· · · · · · · · · · · · · · · · · · ·	130	201,500		
Virginia	92 510	34 350	167 103	5,678		
Washington	185	115	215	36,050 24,725		
West Virginia	51	35	128	4,480		
Wisconsin	4,350	3,300	120	399,300		
Wyoming	105	60	142	8,520		
U.S. TOTAL	97,155	87,375	123.4	10,780,296		

Source: USDA, NASS, Crop Production 2012 Summary Jan. 11, 2013

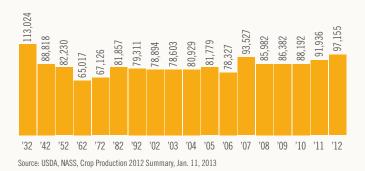


### Historical Corn Performance, 1932-2012

#### **U.S. Corn Acres Planted**

1932-2012

(1,000 acre)



#### **U.S. Average Corn Yield**

1932-2012



#### **U.S. Corn Acres Harvested**

1932-2012

(1,000 acre)



#### **U.S. Corn Production**



Source: USDA, NASS, Crop Production 2012 Summary, Jan. 11, 2013

#### **U.S. Corn Prices**

1932-2012



Source: USDA, WAOB, World Agriculture Supply & Demand Estimate, Jan. 11, 2013

#### **U.S. Corn Crop Value**

1932-2012



Source: USDA, WASDE, Jan. 11, 2013

### **Global Corn Production**

### **New Solutions**

#### Meeting rising demand.

Just as uses for corn continue to grow, so grows the demand for corn. Many variables play into the importing and exporting of corn grain across different countries, but the bottom line is clear: the world depends on corn. While we as a nation dominate world corn trade, we also continue to consume the most corn. Policies, like

increasing the use of higher ethanol blends in U.S. gas stations, will serve to increase the need for more corn in the future.



Each year, new uses and applications are discovered. Recently, some watches, jeans and even skateboards are now made with corn.

100

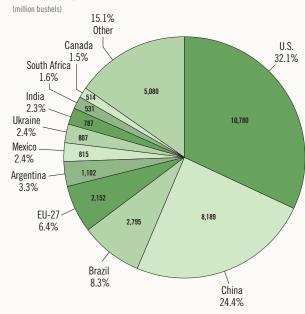
500 ml

400

200

### **World Corn Production**

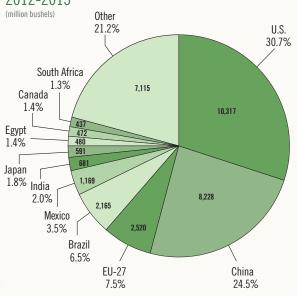
2012-2013\*



Source: USDA FAS Grain: World Markets and Trade, Jan 11. 2013 \*Marketing Year October 1, 2012- September 30, 2013

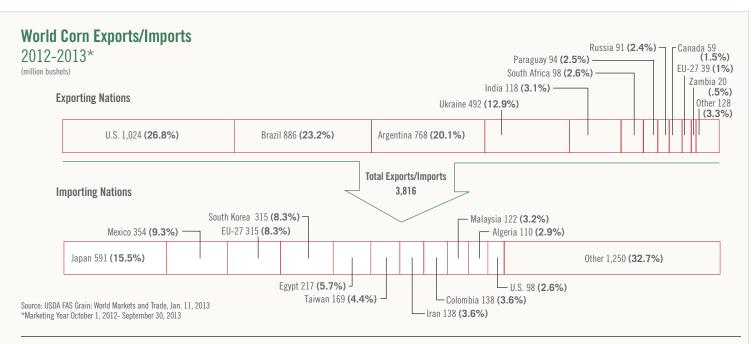
### **World Corn Consumption**

2012-2013\*



Source: USDA FAS Grain: World Markets and Trade, Jan 11, 2013 \*Marketing Year October 1, 2012- September 30, 2013





# **U.S. Corn Exports** 1993-2012

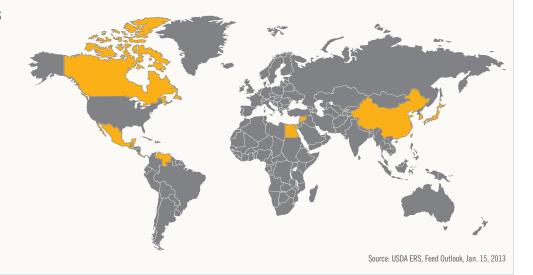
Total corn exports for the U.S. average roughly 20% of national production which underlines our nation's capacity to utilize supply. That said, the global demand for corn continues to rise.

Source: USDA, WAOB, World Agriculture Supply & Demand Estimate, Jan. 11, 2013



# **U.S. Corn Exports/ Leading Markets** 2009-2012

(million bushels)			
	2009-10	2010-11	2011-12
Japan	599	552	453
Mexico	325	295	399
China	47	39	203
South Korea	279	241	142
Taiwan	125	110	61
Venezuala	44	34	53
Canada	83	37	34
Guatemala	26	27	23
Costa Rica	23	28	23
Egypt	111	134	19
Other	431	472	153
Total	1,980	1,835	1,543



# Corn Consumption Overview

Personal Expression

Corn has a distinct place in design and creativity.

Thanks to technological advancements, you can find corn in crayons – a powerful creative tool that allows anyone to make art in any color they choose. As a native starch, corn supplies the needed ingredient in industrial applications such as in the manufacture of dyes and paints.

Pharmaceuticals and cosmetics share this starch ingredient as well. It's widely used in powdered cosmetics, soaps and antibiotic products. Cosmetics is a lucrative business, surely helped by the fact that, like crayons, one color is just never enough.

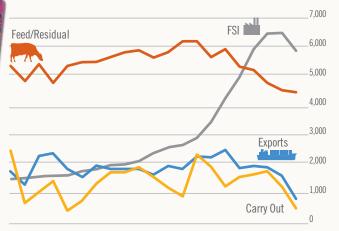
In our homes too, corn keeps our environments fresh and inviting. Wall paint contains corn starch, carpet fibers are made from corn and wallpaper adhesive from starch. So from paper to dyes, pigments to paints, you can practically color and cover the world with corn!

Cosmetics, such as stage makeup, are made up of corn starch.

Cosmetic manufacturers are adding corn starch more often for its oil absorbing property. Corn silk has also become a popular ingredient, known to provide allantoin, a natural antioxidant and healing agent.



## **Corn Processed by Segment,** 1992-2012

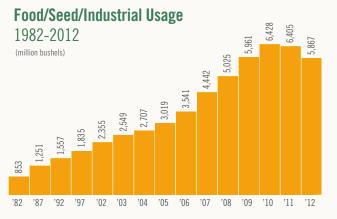


'92 '93 '94 '95 '96 '97 '98 '99 '00 '01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 \*

Source: USDA ERS, Feed Outlook

# STUFF YOU MAY NOT REALIZE WAS MADE WITH CORN

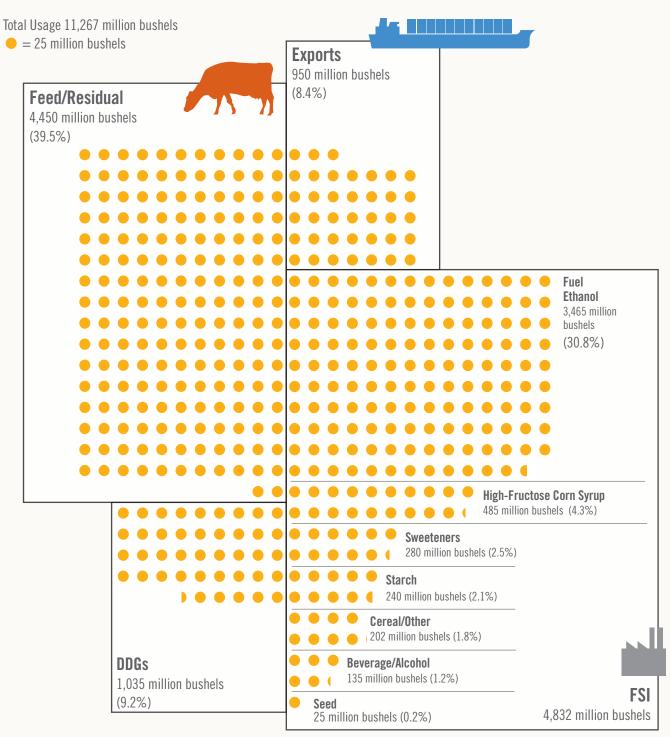
paints adhesives sandpaper candles antibiotics dyes fireworks textiles rubber tires drywall soaps carpeting plastics shoe polish fiberglass



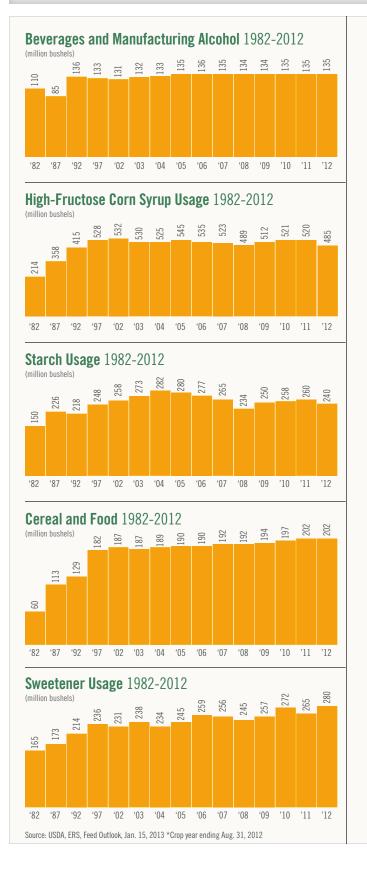
Source: USDA, ERS, Feed Outlook, Jan 15, 2013 \*Crop year ending Aug 31, 2012



# **Corn Usage by Segment** 2012

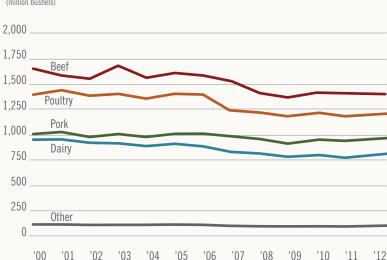


# Corn Consumption Food/Feed



## Corn Fed by Species 2000-2012

(million bushels)



Source: ProExporter Network. Crop year ending Aug. 31, 2012







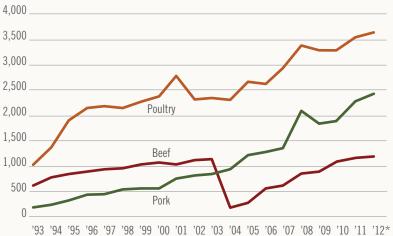


dairy

#### **U.S. Meat Exports by Animal Group**

1993-2012\*

(kilometre ton)



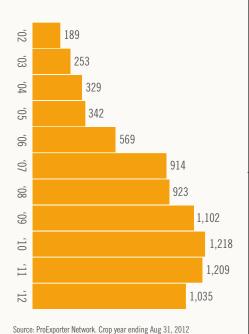
Source: PRX; USDA, WAOB, World Agriculture Supply and Demand Estimates, January 2013

\* Calendar year estimates



# Corn Displaced by DDG/CGF in Domestic Livestock Rations

(million bushels)



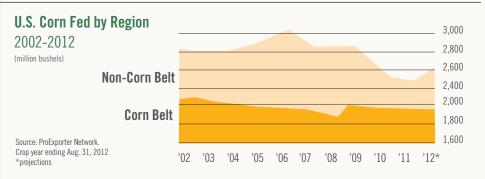
TODAY, THE AVERAGE U.S. FARMER FEEDS

### 155 PEOPLE

IN 1960, THE AVERAGE U.S. FARMER FED

## 26 PEOPLE

95%
OF CORN FARMS ARE FAMILY FARMS



# WHAT IS THE CORN BELT?

The term 'Corn Belt' is thrown around a lot and generally refers to the upper Midwest. But is it really a 'belt'?

As you can see by this map from the USDA, significant yields occur in the Pacific Northwest, California's Central Valley, along the Mississippi River, and up the Eastern Seaboard from Georgia to Upstate New York.

It's easy to see why no other crop is truly more 'All-American' than corn.

for Selected States

Source: Map based on 2011 Yield Per Harvested Acre by County for Selected States

# Corn Consumption Biotech

## **Everyday Sustainabilty**

#### The Sustainable Resource

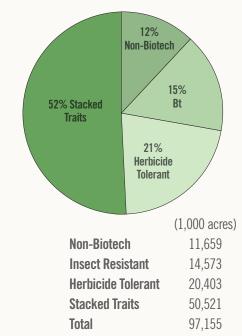
Innovation and research pave an even wider path for new uses derived from the kernel and germ oil. From foods, beverages, snacks and livestock feed to industrial uses in plastics, adhesives, pharmaceuticals, textiles and fuel, getting more yield drives this industry.

Biotech corn innovation offers distinct advantages under certain conditions and insect pressure, helping producers reduce yield loss during average growing conditions. Latest numbers conclude that biotech accounted for 88 percent of corn planted in 2012.



In addition to fuel, more plastics are being produced with sustainable resources like corn. This will reap great dividends in the future because nearly 10 percent of the world's oil consumption is used to make plastics.

## **Biotech Share of U.S. Corn Acres Planted** 2012



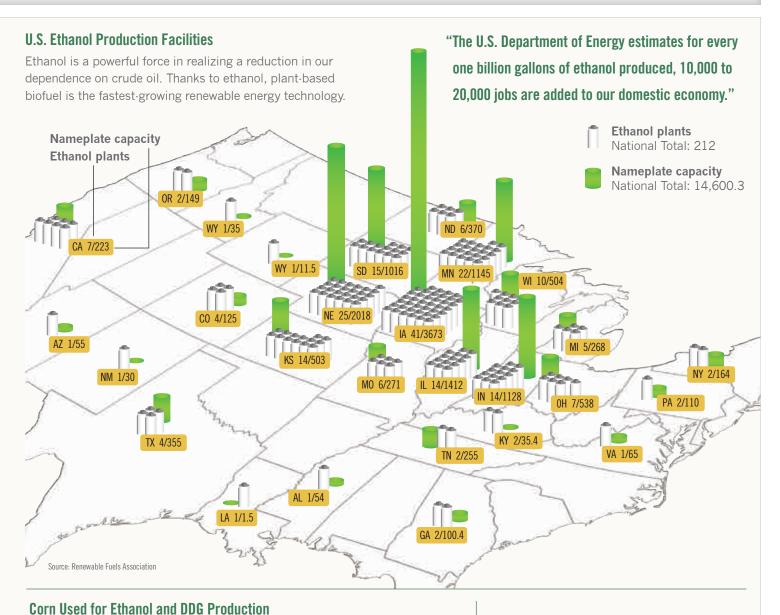
Source: USDA, NASS, Crop Production Annual, Jan 11, 2013

## Percentage of Biotech Acreage 2010-2012

	Insect Resistant		Herbicide Tolerant		Stacked Traits		All Biotech Hybrids					
Year	'10	'11	'12	'10	'11	'12	'10	'11	'12	'10	'11	'12
Illinois	15	14	14	15	17	18	52	55	53	82	86	85
Indiana	7	7	9	20	22	15	56	56	60	83	85	84
Iowa	15	13	12	14	16	15	61	61	64	90	90	91
Kansas	22	28	20	28	22	19	40	42	51	90	92	90
Michigan	11	11	8	25	24	26	44	52	52	80	87	86
Minnesota	18	16	19	28	29	22	46	48	47	92	93	88
Missouri	15	27	18	19	22	20	45	36	48	79	85	86
Nebraska	22	15	16	24	26	20	45	52	55	91	93	91
North Dakota	22	26	17	34	32	36	37	39	43	93	97	96
Ohio	13	24	13	22	13	20	36	37	43	71	74	76
South Dakota	6	7	9	29	25	23	60	64	62	95	96	94
Texas	18	22	20	27	24	21	40	42	44	85	88	85
Wisconsin	13	18	10	29	27	23	38	41	53	80	86	86
Other	21	20	18	30	30	26	31	36	41	82	86	85
Total	16	16	15	23	23	21	47	49	52	86	88	88

Source: USDA, NASS, Acreage June 29, 2012







Source: USDA ERS, Feed Outlook, Jan. 15, 2013

\*Crop year ending Aug. 31, 2013. Includes approximately 1.3 billion bushels to be used as distillers grains for livestock feed. Source: ProExporter Network. Similar ratios apply for previous years.

Henry Ford designed the first Model T, produced in 1908, to run on pure ethanol.

## **Organizations**

### A Shared Vision

From food and feed to fiber and fuel, corn connects us all.

While we individually consume this vital commodity, we gratefully acknowledge all customers and suppliers who continually bring great knowledge, value and efficiencies to the production and advancement of corn.



Over 23 million U.S. jobs are tied to agriculture from growing and distribution to processing and manufacturing. These organizations are working hard to ensure America's economy is thriving.

#### CORN PROCESSING

Corn Refiners Association (202) 331-1634 www.corn.org

North American Millers' Association (202) 484-2200 www.namamillers.org

#### **CORN INPUT**

American Seed Trade Association (703) 837-8140 www.amseed.com

CropLife America (202) 296-1585 www.croplifeamerica.org

The Fertilizer Institute (202) 515-2721 www.tfi.org

#### **CORN EXPORTS**

U.S. Grains Council (202) 789-0789 www.grains.org

#### FOOD AND SNACK CORN

Popcorn Board (312) 644-6610 www.popcorn.org

Snack Food Association (703) 836-4500 www.sfa.org

#### **CORN FUTURES**

CME Group (312) 466-4613 www.cmegroup.com

#### RENEWABLE FUELS

American Coalition for Ethanol (605) 334-3381 www.ethanol.org

Growth Energy (202) 545-4000 www.growthenergy.org

Renewable Fuels Association (202) 289-3835 www.ethanolrfa.org

#### LIVESTOCK & FEED

American Feed Industry Association (703) 524-0810 www.afia.org

National Cattlemen's Beef Association (303) 694-0305 www.beef.org

National Grain & Feed Association (202) 289-0873 www.ngfa.org

National Pork Board (515) 223-2600 www.pork.org

National Pork Producers Council (202) 347-3600 www.nppc.org



US Poultry & Egg Association (770) 493-9401 www.poultryegg.org

#### STATE ORGANIZATIONS

Alabama Soybean and Corn Growers Association (256) 882-3369 Mark Hall, Executive Director mark@alabamasoycorn.org

Alabama Wheat and Feed Grain Producers (334) 613-4216 Buddy Adamson, Director badamson@alfafarmers.org

Arkansas Corn and Grain Sorghum Board (501) 228-1297
Matt King, Executive Director matt.king@arfb.com

Colorado Corn Growers Association Colorado Corn Administrative Committee (970) 351-8201 Mark Sponsler, CEO msponsler@coloradocorn.com www.coloradocorn.com

Georgia Agricultural Commodity Commission (404) 656-3678 Marcia Crowley, Agricultural Manager

mcrowley@agr.state.ga.us Georgia Corn Growers Association (229) 386-3006

(229) 386-3006 Dewey Lee, State Executive Coordinator deweylee@uga.edu

Illinois Corn Growers Association (309) 557-3257 Rodney Weinzierl, Executive Director weinzier@ilcorn.org www.ilcorn.org

Illinois Corn Marketing Board (309) 827-0912 Rodney Weinzierl, Executive Director weinzierl@ilcorn.org www.ilcorn.org

Indiana Corn Growers Association Indiana Corn Marketing Council (317) 347-3620 Jane Ade Stevens, Executive Director jadestevens@indianacorn.org www.incorn.org

Iowa Corn Growers Association Iowa Corn Promotion Board (515) 225-9242 Craig Floss, Chief Executive Officer cfloss@iowacorn.org

www.iowacorn.org

Kansas Corn Growers Association

Kansas Corn Commission (785) 448-6922 Jere White, Executive Director jwhite@ksgrains.com www.ksgrains.com/corn Kentucky Corn Growers Association Kentucky Corn Promotion Council (800) 326-0906 Laura Knoth, Executive Director laura@kycorn.org www.kycorn.org

Louisiana Soybean and Grain Research and Promotion Board (225) 922-6209 Kyle McCann, Corresponding Secretary

Maryland Grain Producers Association Maryland Grain Producers Utilization Board (410) 956-5771 Lynne Hoot, Executive Director

lynnehoot@aol.com www.marylandgrain.com

kylem@lfbf.org

Michigan Corn Growers Association Corn Marketing Program of Michigan (517)-668-CORN (2676) Jim Zook, Executive Director jzook@micorn.org www.micorn.org

Minnesota Corn Growers Association
Minnesota Corn Research and Promotion Council
(952) 233-0333
Tim Gerlach, Executive Director
gerlach@mncorn.org
www.mncorn.org

Mississippi Corn Growers Association Mississippi Corn Promotion Board (662) 325-2311 Dr. Erick Larson elarson@pss.msstate.edu

Missouri Corn Growers Association Missouri Corn Merchandising Council (573) 893-4181 Gary Marshall, CEO gmarshall@mocorn.org

www.mocorn.org

Nebraska Corn Board
(402) 471-CORN (2676)
Don Hutchens, Executive Director
don.hutchens@nebraska.gov
www.nebraskacorn.org

Nebraska Corn Growers Association (402) 438-6459 Scott Merritt, Executive Director smerritt@necga.org www.necga.org

New York Corn and Soybean Growers Association (315) 583-5296
Julia Robbins, Executive Director juliarobbins@gmail.com

Corn Growers Association of North Carolina (919) 803-4778 Joyce Woodhouse, Executive Secretary

iwoodhouse@earthlink.net

www.nycornsoy.org

North Dakota Corn Growers Association North Dakota Corn Utilization Council (701) 364-2250 Tom Lilja, Executive Director tom@ndcorn.org www.ndcorn.org

Ohio Corn and Wheat Growers Association
Ohio Corn Marketing Program
(740) 201-8088
Tadd Nicholson, Executive Director
tnicholson@ohiocornandwheat.org
www.ohiocorn.org

Oklahoma Corn Growers Association (580) 338-1568 Raylon Earls, Acting President

Pennsylvania Corn Growers Association (814) 863-1018
H. Grant Troop, Executive Director info@pacorngrowers.org
www.pacorngrowers.org

South Carolina Corn and Soybean Association (803) 356-3727 Kathy Fudge, Executive Director sccsa@collabefforts.com www.scsoybeans.org

South Dakota Corn Growers Association South Dakota Corn Utilization Council (605) 334-0100 Lisa Richardson, Executive Director lisal@sdcorn.org www.sdcorn.org

Tennessee Corn Growers Association (731) 536-6226 Polk Glover, Secretary/Treasurer polk@ken-tennwireless.com www.tncorn.org

Corn Producers Association of Texas Texas Corn Producers Board (806) 763-2676 David Gibson, Executive Director dgibson@texascorn.org www.texascorn.org

Virginia Corn Board (804) 371-6157 Phil Hickman, Program Director phil.hickman@vdacs.virginia.gov

Virginia Grain Producers Association (757) 421-3038 Katie Hellebush, Executive Director katie@virginiagrains.com www.virginiagrains.com

Wisconsin Corn Growers Association Wisconsin Corn Promotion Board (262) 495-2232 Robert Oleson, Executive Director wicorn@centurytel.net www.wicorn.org





# Who grows unlimited possibilities? I do.

I am an American farmer. I grow more than just your food. In fact, agriculture helps feed our economy with nearly \$100 billion in exports and over 23 million jobs here at home.

**Americas Farmers.com** 





Founded in 1957, the National Corn Growers Association represents more than 38,000 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 48 affiliated state associations and checkoff organizations work together to create and increase opportunities for their members and their industry.