



24/7
365
IL Corn

Annual Report 2016



**Illinois Corn
Growers Association**

“The job of the ICGA is to help the Illinois corn farmer be both economically and ecologically sustainable.”



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Growers Association**

A MESSAGE FROM OUR PRESIDENT



This year has been a wild ride! When I was elected to the ICGA Board of Directors seven years ago, I figured on doing “grunt work” for this group. As time progressed, our association started asking more of me: more interaction with our elected officials, other ag commodity groups, and media.

As I worked even harder, I asked you to get more involved. Our group asked for many calls to action from you: calls to alert our elected officials of the pitfalls in certain legislation introduced throughout the year and calls urging you to notify the EPA about problematic rules imposed on farms this past year as an example.

The job of the ICGA is to help the Illinois corn farmer be both economically and ecologically sustainable. We are pushing ideas to improve soil health. Members have attended ethanol hearings on your behalf. Others attend meetings discussing nutrient management, new markets through trade agreements, waterways, livestock problems, and the 2018 farm bill. Despite our efforts, we need you to contact your congressional representatives. We do talk with them, but they would much rather hear from their constituents. These representatives often comment on the need for more calls from farmers.

Check out this report. I think you’ll be impressed with the accomplishments made this year. We are setting the groundwork for increased corn usage. We visit many environmental organizations in Washington DC, finding common goals within our groups. We visit agencies emphasizing science-based, voluntary solutions for cleaner lakes, streams, and rivers.

We realize the importance of getting a better price for corn. You are just too good at raising this stuff! Experienced farmers are bracing to weather this cycle of low prices. New farmers are worried. We are working to fix the problem. The strangest Presidential campaign I have ever witnessed is finally over and we are ready to work with the new administration on policies and legislation.

I am honored to have been your ICGA President this past year. These are challenging times. I had hoped there would be better price news on the near term horizon. Unfortunately, it looks like you better keep a bottle of Roloids handy. But, the wheels have been set in motion to improve our farm economy. One thing I want you to remember is to please- Get Involved!

Sincerely,

Jeff Jarboe

Corn, corn, and



The summary for 2016? Farmers need market opportunities. You've harvested a record corn crop, you're suffering with low commodity prices, and your association must continue working to build demand.

We are! Trade, ethanol, and livestock growth have all been on our docket this year. Flip through and let us show you how we're working to build opportunities for profitability.

24/7 365

more corn



2016

Working Together



In 2016, ICGA successfully coordinated several member activation opportunities that we believe magnified the voice of the Illinois corn farmer.

We've joined together to lift a unified voice in favor of keeping atrazine, an important chemical and crop protection tool. Without atrazine, a recent University of Chicago study estimates farmers would pay an additional \$59 per acre. Together, we generated over 24,000 comments nationwide in favor of keeping atrazine available on your farms.

And we've worked together for a third year in a row on the EPA's Renewable Volume Obligation (RVO). The RVO is the amount of ethanol retailers are supposed to blend into our gasoline supply in any given year – and for the past years, the EPA has published a lower number than Congressional intent, which hasn't benefited corn prices or the ethanol industry. Together, our comments advocated for saving market opportunities equivalent to 425,000 acres of corn!

You've also joined together to discuss trade. **The Trans-Pacific Partnership (TPP) is an already negotiated trade agreement that will boost net U.S. farm income by \$4.4 billion annually** – and it's just sitting in Washington, DC waiting for Congressional approval. Your comments and letters to our IL delegation have made this issue front of mind for them and we hope to see action during the lame duck session of Congress.





Congresswoman Cheri Bustos

Congressman Rodney Davis

Relationships = Value



Congressman Mike Quigley

IL State Senator Bill Cunningham, Chairman of Senate Ag & Conservation Committee



2016

Success or failure can often be determined by relationships cultivated and compromises made. In fact, in each of ICGA's priority issues in 2016, relationships with elected officials led to key conversations, input, and involvement. To that end, ICGA seeks to continually be engaged with our Congressional delegation and puts a tremendous amount of effort into maintaining those relationships.

Visits to the IL delegation are important, both our downstate farmer delegation and the more urban and Chicago area elected officials. In 2016, IL Corn visited each Congressional office at least four times in their Washington, DC offices and additional times in their district offices. Each visit generates improved relationships between farmers and their Congressmen that ICGA can capitalize on when an issue or need presents itself.

ICGA has also benefited from an active Political Action Committee (PAC). The ICGA PAC regularly contributes to elected officials that support IL Corn priority issues. As we support our IL delegation, their connection and relationship with us grows.

Results of this investment in relationship building with our IL delegation are apparent when we consider what our elected officials have begun asking of us! ICGA hosted Congresswoman Cheri Bustos at the Illinois State Fair by putting together a tour of ag sites, connecting her with constituents, and helping her understand IL agriculture's position on key issues. We've also hosted Congressmen on Illinois farms and at gas stations as we discuss farm and ethanol issues with them.

Creative



2016

Connection



Using the latest in video technology, Vice President Justin Durdan (in brown) takes non-farmers on a 360-degree tour of his farm as he plants, fertilizes, sprays, and harvests in a series of #360corn videos. Check out our latest opportunity to connect with non-farmers at www.watchusgrow.org/corn.

Coming Soon ...

Your association is trying to prepare you for the future.

There are a lot of new concepts floating around that will impact you. Some of them have merit, maybe some don't. Our job is to help you discover the latest and greatest ideas and help you to be a cutting edge adopter.

The most important of these is the water quality initiative. The Illinois Nutrient Loss Reduction Strategy hopes to decrease nutrient runoff considerably in the coming years. If farmers can demonstrate reduction via voluntary practices, no mandatory regulations will be made! So your association helps you understand and adopt innovative solutions like cover crops on your family farm.

We also applied for and received a grant from the USDA via the RCPP. Our program (Precision Conservation Management or PCM) focuses on understanding the financial impacts of the most meaningful conservation practices. We know that if you see financial gain via increased yield after implementing a conservation practice, you'll make sustainability an even bigger priority. These conservation grant funds will pay farmers who are working with us on the PCM project.

We're also developing the ag leaders of the future. ICGA hosted 22 FFA student leaders from around the state in Washington, DC this summer, giving them a taste of policy and farm advocacy that most had not experienced. Did we just plant a seed for a future policy maker from IL that understands agriculture? Perhaps the future President of our association? We hope so!





IL FFA in D.C.



Illinois Corn Growers Association / Financials

Bloomington, Illinois . Year Ended September 30, 2016

STATEMENT OF FINANCIAL POSITION

ASSETS

Current Assets

Cash and Cash Equivalents*	\$183,852
Short Term Investments	1,889,000
Accounts Receivable	38,159
Grant Receivable	125,000
Prepaid Expenses	13,118
Other Current Assets	953
Total Current Assets	2,250,082

Investments	80,998
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Net Property, Plant and Equipment	637,583
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Other Noncurrent Assets	19,167
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TOTAL ASSETS	\$2,987,830
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LIABILITIES AND NET ASSETS

Current Liabilities

Accounts Payable	\$33,303
Deferred Revenue	1,144,184
Accrued Expenses	50,758
Total Current Liabilities	1,228,245

Long-Term Liabilities

Management Services Contract Liability	326,143
Deferred Rental Revenues	221,964
Total Long Term Liabilities	548,107

Net Assets

Unrestricted - Board Designated	22,500
Unrestricted	1,188,978
Total Net Assets	1,211,478

TOTAL LIABILITIES AND NET ASSETS	\$2,987,830
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STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

REVENUES

Dues	\$153,029
Corporate Partners	475
Interest	2,454
Grant and Project Funding	1,500,000
Rental	8,221
Special Projects	670,203
County Projects	30,000
Equity Income (Loss)	160
Unrealized Loss on Marketable Securities	(12,024)
Other	2,910

TOTAL REVENUES	\$2,355,428
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EXPENSES

Program Services	
Exports Committee	479,541
Grassroots Committee	446,464
Industrial Committee	476,424
Special Projects	748,278
Management and General	111,977

TOTAL EXPENSES	2,262,684
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NET INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS	92,744
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