

Illinois Corn Growers Association  
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Bloomington, Illinois 61702

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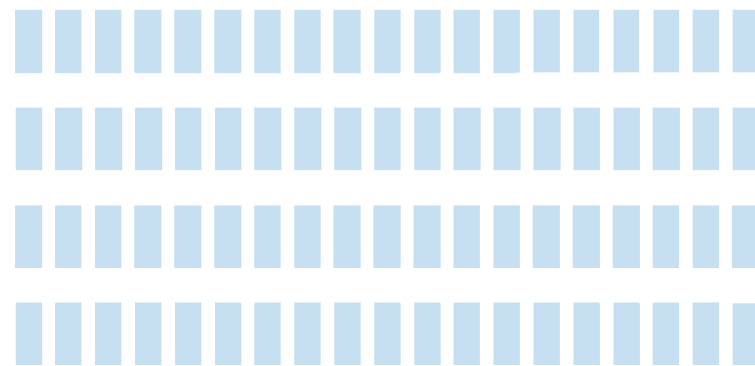


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Illinois Corn Growers Association . Annual Report 2009



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## Letter from ICGA President, Rob Elliott

It has been a pleasure to serve you in 2009 even as Illinois corn growers faced a veritable storm of issues. I use the term "storm" loosely, knowing that each and every one of you was affected by the weather extremes from planting through harvest. Our weather challenges seem to be matched only by the onslaught of challenges facing corn and agriculture in general by attitude changes in government and society. We've certainly entered a changing era that requires us to be engaged and pro-active. Your Illinois Corn Growers Association has been hard at work representing you in the media, in the state legislature, and certainly in Washington, DC, making sure that your interests are served and that this industry has a profitable future for your children and grandchildren.

I hope you take the time to look through this annual report, focusing on each and every activity in which ICGA has represented you. It has been a demanding year. As an organization, we've made every attempt to strategically recognize the issues and adapt and change to meet them head-on.

In more specific terms, we're proud of the way that we've represented Illinois corn growers in regards to the climate change bill. It's an ongoing battle that experts predict will now last until late 2010 or early 2011. However, given that some sort of greenhouse gas emission regulation is imminent either legislatively or through the US EPA, we believe that remaining a part of the conversation and maintaining input into the final direction is key to ensuring the best possible outcomes for the agricultural industry.

ICGA has also worked long and hard at sustaining two of our biggest markets, the livestock industry and the ethanol industry. We have done considerable work in Illinois, teaming up with the Illinois Pork Producers Association and the Illinois Livestock Development Group. We're also pleased that we were able to come through with needed funding for Ohio as they face attacks from the Humane Society of the US within their state. Finally, we stood by the ethanol industry in Illinois during some of their hardest economic times; working to provide programming to help them through the worst and looking to the future to ensure that ethanol remains a vital part of our nation's energy security goals and rural economies.

It has been a difficult year, but ICGA has remained vigilant in aggressively representing the best interests of corn growers in Illinois. Many thanks to each of you for your continued support. Without a strong, collective effort we won't be successful in overcoming the increasing resistance we seem to be facing. Please become an advocate. We need each of you in Illinois.

Thanks again,





A Quick Guide To

# Climate Change

What is it and how does it affect you?

## Carbon Footprint [kahr-buhn] [foot-print]

The amount of greenhouse gas emissions an individual produces in his or her daily life.



## CLIMATE, CARBON and AG'S CONTRIBUTIONS

A new administration means new priorities, new staff, and new strategies to work with them to accomplish our goals. One of the more notable new priorities ICGA has had to work with is the increased focus of this administration on environmental issues, specifically reducing greenhouse gas emissions.

Greenhouse gas emissions are emissions of gasses, especially carbon dioxide, that are thought to cause long term changes in weather patterns for our world. Farmers are already contributing to the solution to this problem by planting crops that sequester carbon, reducing their chemical and fertilizer input/bushel, utilizing no-till practices, and reducing trips over the field. Transporting products by rail or barge which have significantly less emissions than trucks on our roadways also saves energy and reduces greenhouse gas emissions.

Still, not everyone sees our contributions as a valuable piece to the puzzle. Some only want to reward new actions to lower atmospheric carbon and not early actors that have been sequestering carbon for years. Some believe that climate change policy should be based on unproven concepts despite the pleas of scientists and universities to reconsider. Some would push this issue as quickly as possible, without regard for peer review, public comments, or logical reason.

That is where ICGA stepped in. We have remained neutral on the Climate Change bill that passed in the House of Representatives as a way to be "at the table," negotiating the best deal we can for Illinois agriculture. Legislators recognize that we are willing to talk and actually ask us what farmers need from the bill to maintain profitability. We continue to work with the Senate as they discuss their version of a Climate Change bill.

Further, ICGA has submitted our own comments and coordinated group comments on your behalf to the US Environmental Protection Agency and to the California Air Resource Board as both considered policy and rulemaking that would penalize corn-based ethanol. Based on outdated models and incorrect scientific data, both proposed to penalize corn-based ethanol for the deforestation of the Brazilian rainforest. We lost round one in California, but continue to fight and offer innovative solutions to the US EPA as they proceed with their Congressional and Supreme Court-given right to regulate greenhouse gas emissions. ■

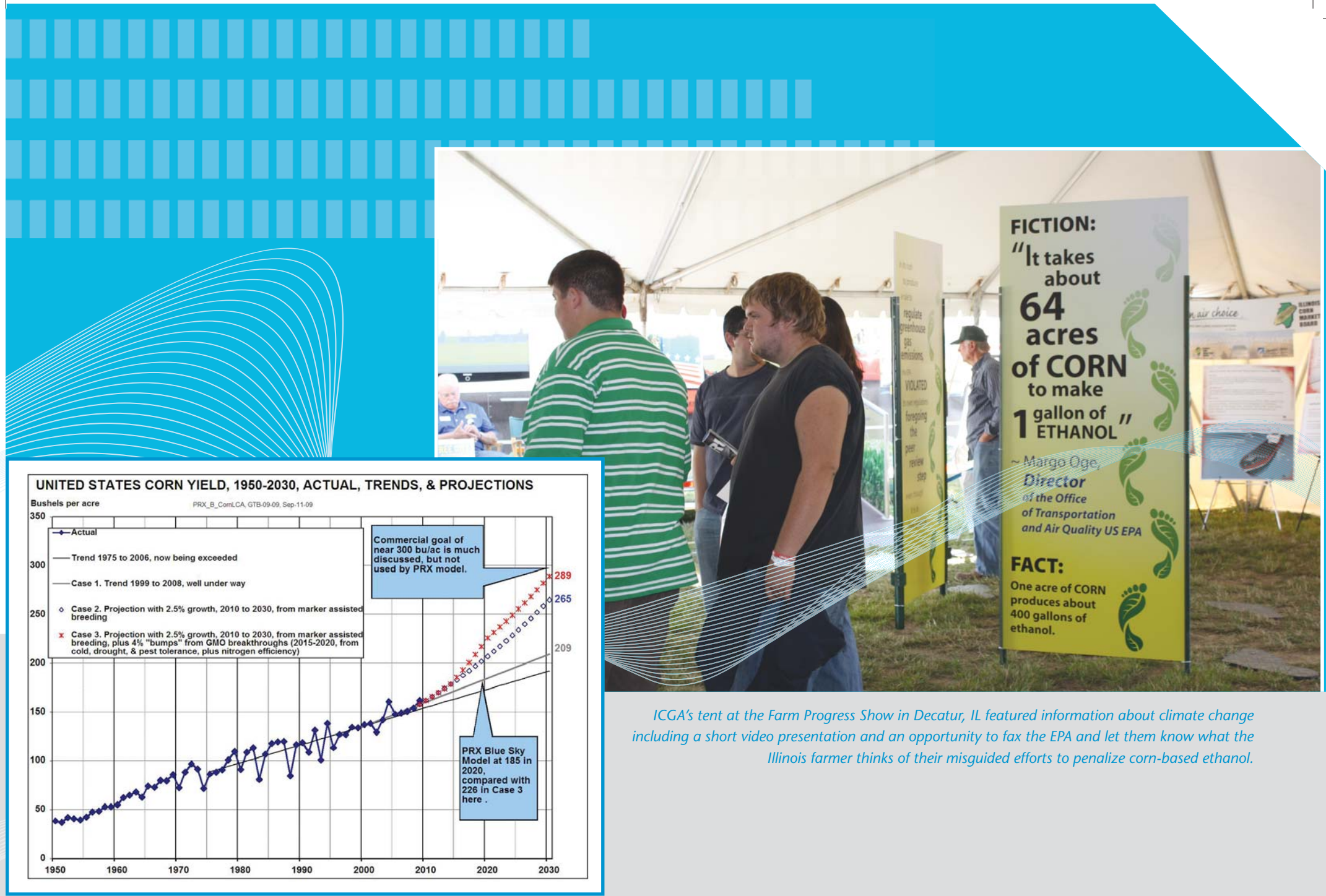
"While climate change legislation is unlikely to pass this year due to the concerns among moderate Democrats with the overall cost of a bill, especially following a lengthy health care debate, there is a good chance that we could see its passage in some form in 2010 or in 2011, following the mid-term elections."

~ David Crow, President, D.C. Legislative & Regulatory Services, Inc.

*Using modern crop technologies, yields are projected to increase at an exponential rate. Corn growers will be able to produce more than enough corn for a viable biofuels industry and continue feeding the world's growing population.*

*The indirect land use concept states that a growing biofuels industry will require increased corn acres, acres that used to be soybeans. Further, the soybean acres will be replaced in Brazil causing deforestation of the Amazon to create additional acres. This concept couldn't be further off base.*

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# MAINTAINING A MARKET

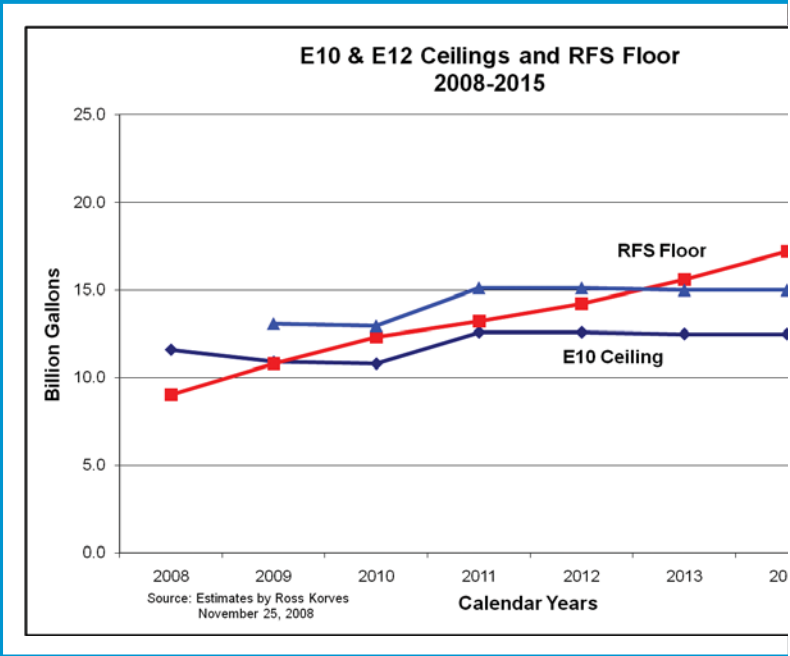
An economic downturn means bad news for everyone, but ethanol plants were hit especially hard during 2009. The failure of banks all over the country led to a lack of credit availability for ethanol plants to weather the poorer months and many foundered. As the economic bleeding finally slows, investment in ethanol is at an all time low. The government's undue penalty on corn-based ethanol in the climate change rulemaking leads everyone to wonder what role corn-based ethanol will be allowed to play as we seek independence from foreign oil.

During this time, ICGA stepped up their efforts to get the US EPA to increase the blend rate. If higher blends of ethanol in gasoline were allowed, new market opportunities for corn-based ethanol are immediately opened, giving ethanol plants some much needed relief in the midst of the economic crisis. In March 09, Growth Energy submitted a petition to the US EPA to consider up to a 15 percent blend of ethanol in gasoline which would not only provide new ethanol markets, but would allow our nation to meet the goals set in the Renewable Fuels Standard. The US EPA has until December to issue a final decision on whether or not the higher blend rate will be permitted.

ICGA also worked with the Illinois Corn Marketing Board to deliver research into the hands of the Secretary of Agriculture, Tom Vilsack, regarding how the USDA could help secure the future of ethanol in our country. The paper, completed by former USDA IL Rural Development Exec, Doug Wilson, offered several different opportunities for the USDA to utilize existing programs to the benefit of the sinking US ethanol industry. ■

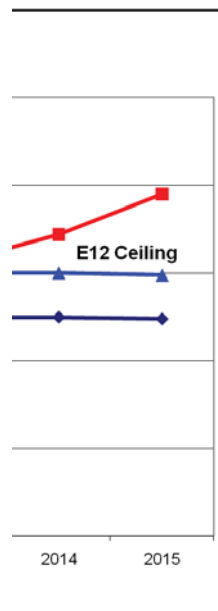
"Attached is a copy of our summary and recommendations for action that we hope you will find useful as a tool to assist the USDA in identifying means by which to assist the corn to ethanol industry through supporting existing investments. With the urgent need for action, we are hopeful that this work will allow you to expedite actions to stop the further demise of the industry."

~ letter to Sec Vilsack from ICGA,  
IL Renewable Fuels Association and 1<sup>st</sup> Farm Credit Services



*As this graph shows, we are currently at a point where there are no more available gallons of gasoline with which to blend 10 percent ethanol. Until the allowable blend of ethanol in gasoline is increased, our nation cannot meet the goal set forth in the Renewable Fuels Standard to use 15 billion gallons of renewable fuels by 2015.*

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Big River Energy in Galva, IL (pictured) and One Earth Energy in Gibson City both commenced operations during this fragile time for the ethanol industry with a combined capacity of 220 million gallons.



During the August 6 press conference hosted by ICGA, Congresswoman Debbie Halvorson announced that Illinois would receive more than 4,000 new jobs and \$833 million in economic activity if the federal government gives the green light to blending gasoline with 15 percent ethanol.

*"Today's higher-tech ethanol is cleaner and greener than ever before — and in fact the vast majority of ethanol made in America today achieves almost 60 percent reduction in greenhouse gas emissions compared to gasoline," said Congresswoman Halvorson.*




# ACRES ENROLLED IN ACRE

After working hard to provide corn growers with a revenue based safety net option over the traditional farm program, ICGA continued the push and educated growers about their farm program options.

Every ICGA member received an updated Average Crop Revenue Election calculator after the USDA rulemaking was finalized to help them analyze the benefits for their personal operations. In addition, we dipped our toe into the world of online sessions and hosted several ACRE webinars which reached more than 300 people with the details about the ACRE program and how it worked for individual farmers.

As a result of all this hard work to inform our membership base, the USDA Farm Service Agency reports that of all eligible corn acres in the U.S., 15.6 percent are now enrolled in ACRE. 21.8 percent of those acres were enrolled by Illinois farmers ranking the state number one relative to the percentage of corn acres on a state by state basis that are now enrolled in the ACRE program. ■

Farm-Level ACRE Payments per Planted Acre			
	Percent of Years State Trigger is Met <sup>1</sup>	Payment in Years When They Occur <sup>2,3</sup>	Average Payment Across All Years <sup>2,4</sup>
----- \$ Per Acre -----			
Corn	32%	\$51	\$17
Soybeans	16%	\$41	\$7
Wheat	25%	\$51	\$13



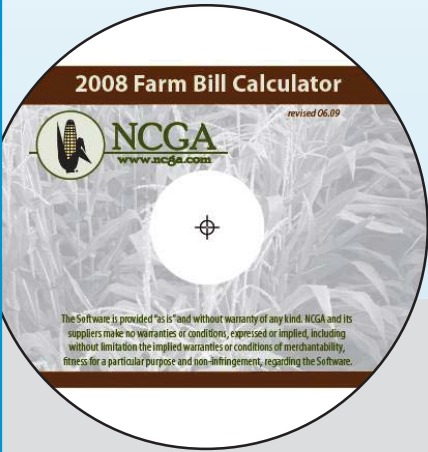
<sup>1</sup> Percent of years state trigger is met.  
<sup>2</sup> Based on a farm having a historical yield equal to the state average  
<sup>3</sup> In the year a payment occurs, the average amount of the payment.  
<sup>4</sup> Average payment in the year of the payment.

During the ACRE webinars, Dr. Gary Schnitkey of the University of Illinois discussed historical prices and yields and applied the ACRE rules to them. He indicated that for corn, using historical data, the state trigger would have been met 32% of years.

The ICGA website featured this presentation as well as a Frequently Asked Question document and other resources to assist producers find the answers to all their ACRE questions.

The revised ACRE calculator sent to ICGA membership was a CD containing an excel spreadsheet that would help producers determine their benefit or risk using the ACRE program. This revised calculator took into account USDA's final rulemaking on the ACRE program.

The calculator was also available on the University of Illinois' Farmdoc website.



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*Lobbying and educating Congressional offices are the only ways to garner federal support for investment in the Upper Mississippi Waterway. Pictured are Rob Elliott, ICGA President (middle) and Paul Rhode, Waterways Council, Inc (right) speaking to Janna Bergquist, Legislative Director for Congressman Phil Hare. Lock 25 is in the Congressman's district receiving \$3 million dollars in 2009.*



*The US Army Corp of Engineers opened up their premiere vessel, the MV Mississippi, during an annual inspection on the Illinois River. Guests were encouraged to tour the boat and visit the wide range of exhibits from allied industries. Illinois Corn was represented at this event and encouraged membership to participate as we seek to bring new barge and river experiences to the public to help educate them on the importance of a modern, working river transportation system.*

## THE KEY TO LOCK FUNDING

After significant success getting a commitment from US Congress and the President last year for waterway infrastructure improvement, ICGA still had a hill to climb to secure funding for lock and dam projects. President Obama's economic stimulus offered a unique opportunity to get additional funding for waterway infrastructure this year which contributed to our overall funding success. We fell short in reaching our ultimate goal of getting a "new start" but did receive significant funds for backlogged projects in the way.

Working with Waterways Council, Inc, ICGA used their lobbying power and other partnerships during the early months of 2009 to garner \$403.1 million for locks and dams modernization. The big winners under Major Rehabilitation are Locks & Dams 3, 11, 25, & 27 on the Upper Mississippi River and Lockport Lock & Dam on the Illinois River for a total of \$ 227.344 million of funding from the 2009 Appropriations plus the 2009 Stimulus. In fact, those projects got almost half (\$193.9 million) of the total Stimulus funds (\$ 403.169 million) for inland waterways navigation construction and major rehabilitation.

Major Rehabilitation	Full Efficient Funding Request '09	'09 Approps + Stimulus Funding
Emsworth Dam	\$ 25.8 million	\$ 38.8 million
Lock & Dam 3	\$ 6 million	\$ 71.157 million
Lock & Dam 11	\$ 2.75 million	\$ 6.732 million
Lock & Dam 25	\$ 0.00	\$ 3 million
Lock 27	\$ 8 million	\$ 30.186 million
Lockport Lock & Dam	\$ 53.418 million	\$ 116.269 million
Markland Lock & Dam	\$ 10.6 million	\$ 20.244 million
Construction Project	Full Efficient Funding Request '09	'09 Approps + Stimulus Funding
Chickamauga Lock & Dam	\$ 42 million	\$99.5 million
Kentucky Lock Addition	\$ 34.5 million	\$51.73 million
Locks & Dams 2, 3, & 4 (Lower Mon, PA)	\$ 40.86 million	\$99.9 million
Olmsted Lock & Dam	\$ 114 million	\$113.994 million

We still have significant work ahead of us as we seek to modernize and expand all the locks and dams on the Mississippi and Illinois Rivers. Considering the expansion of the Panama Canal and their potential to pass even larger shipments through the canal, funding for waterways infrastructure is a must to remain a competitive part of the world market. Our future activities in this area will include obtaining funding for "new starts" to begin new lock and dam modernization projects. ■



# CORN FARMERS COALITION ON CAPITOL HILL

After you joined our corner to help us fight the food and fuel debate of 2008, ICGA focused some energy on rebuilding the tainted image of corn in Washington, DC with a fact-based campaign. The Corn Farmers Coalition was the name given to the group of ten state corn checkoff boards and the National Corn Growers Association working together to provide the truth to influencers in the Washington, DC area.



Through focus groups, the Corn Farmers Coalition learned that the general public (including policy makers and influencers in Washington) often didn't realize how sustainable and innovative modern agriculture really is. They also didn't understand what agriculture looks like today, believing that it is mostly corporate owned enterprises instead of family farmers growing their food. We provided the truth in the form of the following messages:

- Corn farmers cut erosion 44 percent in two decades by tiling the soil less.
- Farmers contributed to the US economy by exporting \$13 billion worth of corn last year.
- Family farmers grow 90 percent of America's corn.
- American farmers slashed the fertilizer needed to grow a bushel of corn by 36 percent in just three decades.
- American farmers grow five times more corn than they did in the 1930s on 20 percent less land. ■

On June 9, the coalition held a standing-room-only briefing on Capitol Hill. Reps. Leonard Boswell (D-Iowa) and John Shimkus (R-Ill.)(pictured) headlined the event, while agricultural economist Ross Korves gave a presentation on the latest trends in farm productivity. Congressional staff, Washington political and policy media, officials from federal agencies, and opinion leaders from non-governmental organizations and environmental groups were all in attendance to hear what we had to say about modern corn production and sustainability.



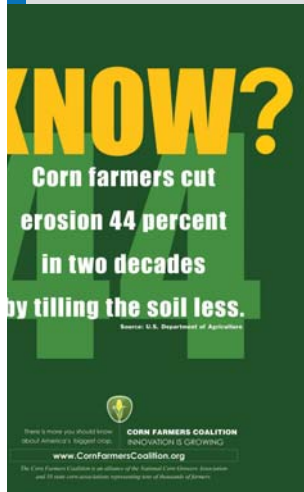
Overall, the paid advertising campaign generated 10.6 million impressions, including:

- Nearly 1 million in print.
- Nearly 3 million on the radio.
- More than 6.6 million online.



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## ILLINOIS CORN NEEDS ILLINOIS LIVESTOCK

As the number one consumer of US Corn, ICGA wants to help make the livestock industry profitable in Illinois. During 2009, we partnered with the Illinois Pork Producers Association for two promotions, the “Pork Power” promotion where pounds of ground pork are donated to food banks across the state and a second program where coupons for pork products were passed out in Jewel stores in the Chicagoland area. Both programs sought to move pounds of pork out of the market and into the mouths of consumers.

ICGA continues to be a valuable partner in the Illinois Livestock Development Group supporting livestock producers’ efforts to site and expand in Illinois.

They are also committed to fighting for the rights of livestock producers against animal welfare activists. In 2009, ICGA funded \$15,000 to the Ohio campaign against the Humane Society of the United States to ensure that livestock producers can continue to operate without the burden of onerous regulations and they are gearing up for the possibility of the same fight relocating to Illinois in the future. ■



## CREATION OF NEW RENEWABLE FUELS COALITION

The Illinois Corn Growers Association saw a need for the ethanol industry in Illinois to present a united front so they got to work trying join all the ethanol plants in the state together under one association. The Illinois Renewable Fuels Association (ILRFA) was the result of that work.

Thus far, the ILRFA has been engaged in writing letters to members of the state and national legislature as well as writing comments to the US Environmental Protection Agency. Additionally, the group has been well represented during various lobbying trips to Washington, DC and Springfield, IL.

Members of the ILRFA include ten of the ethanol plants in Illinois with Ray Defenbaugh of Big River Resources-Galva serving as the groups first President and Eric Moseby of Lincolnland AgriEnergy in Palestine serving as the first Vice President. ■



# ILLINOIS CORN IN SPRINGFIELD

The Illinois Corn Growers Association Board of Directors held a lobby day in Springfield, IL to discuss agricultural issues with our Illinois elected officials. A trip wouldn't have been fruitful in past years with the lack of action occurring at the state level, but with a new administration in place, ICGA has begun ramping up our lobbying efforts in state once again. ■

*Dan Cole, ICGA District IX Director, and his Representative Jil Tracey discussed the need for more state investment in E85 including new stations and legislative support for ICGA's blender pump program.*



# ICGA GETS SOCIAL

Reaching a consumer that understands less and less about the farm is becoming increasingly difficult. New generations obtain their information quickly and from new avenues that are still being explored. Part of meeting this consumer where they are requires agriculture to be present on YouTube, facebook, and other online media to get their message out.

This year, ICGA utilized college interns to increase our presence on these important

social media outlets. The result is a new and improved way to get the truth about agriculture out, reaching the general public with humor and intrigue while providing an underlying message that corn farmers are providing safe, abundant, affordable food.

ICGA hopes to continually increase efforts to speak the truth about our industry in online forums. ■



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## THE CUSTOMER KNOWS BEST!

Over the course of a year, many different countries typically make their way to Illinois to see our farms, understand our production methods, make contacts with farmers or ethanol plants to purchase product, and learn more about American agriculture.

In this photo, Art Bunting discusses his farm with a group of Chinese professionals and helps them to understand how he plants and harvests his crop.

Contacts with these foreign trade teams create a better understanding between countries and usually result in purchasing arrangements, contacts for future exchanges, and a greater understanding of the consumer Illinois growers are trying to serve. ■



## FREIGHT RAIL WORKS

Through their partnership with the Chicago Region Environmental and Transportation Efficiency (CREATE) program, ICGA has been able to advance the transportation system within Illinois and begin to eliminate the bottlenecks of trains in Chicago. The Melrose Connection was finished in September and is the largest CREATE project completed to date. The project added a second connection where, prior

to its completion, trains in this area would block other main lines. The project greatly increases capacity and efficiency.

Also in 2009, ICGA worked with the American Association of Railroads and Go21 to feature Ron Gray, Claremont, in a SuperBowl commercial touting the benefits of freight rail for industry and for our environment. ■



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\* Indicates NCGA CAT or Committee Member



ICGA 2007-2008 Officers pictured left to right  
(top row) Paul Taylor, Secretary; Gary Hudson, Treasurer  
(bottom row) Rob Elliot, President; Tim Lenz, Vice President

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# ILLINOIS CORN GROWERS ASSOCIATION

Bloomington, Illinois . Year Ended September 30, 2009

## STATEMENT OF FINANCIAL POSITION

### ASSETS:

#### Current Assets

Cash and Cash Equivalents	\$75,103
Short Term Investments	649,221
Accounts Receivable	20,303
Prepaid Expenses	4,871
<i>Total Current Assets</i>	<u>749,498</u>
<i>Investments</i>	<u>37,490</u>

#### Non-Current Assets

Land	53,931
Building	610,038
Vehicle	32,433
Less: Accumulated Depreciation	(125,547)
<i>Total Non-Current Assets</i>	<u>570,855</u>
<b>TOTAL ASSETS</b>	<u><u>\$1,357,843</u></u>

### LIABILITIES AND NET ASSETS:

#### Current Liabilities

Accounts Payable	\$119,688
Accrued Real Estate Tax	7,682
Deferred Dues Revenue	42,123
Deferred Rental Income	13,640
Deferred Project Revenues	53,510
<i>Total Current Liabilities</i>	<u>236,643</u>

#### Long-Term Liabilities

Accrued Post Retirement Benefit Obligation	117,432
Deferred Rental Revenues	209,044
<i>Total Long Term Liabilities</i>	<u>326,476</u>

#### Net Assets

Retained Equity	<u>794,724</u>
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**TOTAL LIABILITIES AND NET ASSETS** \$1,357,843

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

### REVENUES:

Dues	\$158,823
Corporate Partners	3,380
Interest	17,065
Project Funding	940,710
Rental	13,918
Special Projects	124,965
County Projects	30,000
Equity Income (Loss)	(52,095)
Unrealized Gain on Marketable Securities	12,440
<i>Total Revenues</i>	<u>1,249,206</u>

### EXPENSES:

Exports Committee	322,116
Grassroots Committee	158,298
Industrial Committee	492,414
Special Projects	156,579
County Projects	16,665

#### General and Administrative

Management and Clerical	64,581
Building Repairs and Maintenance	1,086
Real Estate Tax	496
Depreciation	2,946
Post-Retirement Health Benefit	(2,092)
Utilities	868
Equipment/Maintenance	3,711
Staff Travel	1,187
Telephone	1,317
Internet Website	318
Office Supplies and Postage	1,711
Illinois Corn Growers Newsletters	2,521
Audit and Legal	1,426
Insurance	1,077
County Grants and Activities	16,665
Miscellaneous	1,781

*Total General and Administrative* 82,934

*Total Expenses* \$1,229,006

*Net Increase (Decrease) in Unrestricted Net Assets* \$20,200