

**Illinois Corn Growers Association**  
**P.O. Box 1623**  
**Bloomington, Illinois 61702**

## ASK YOUR NEIGHBORS TO JOIN US BECAUSE ...

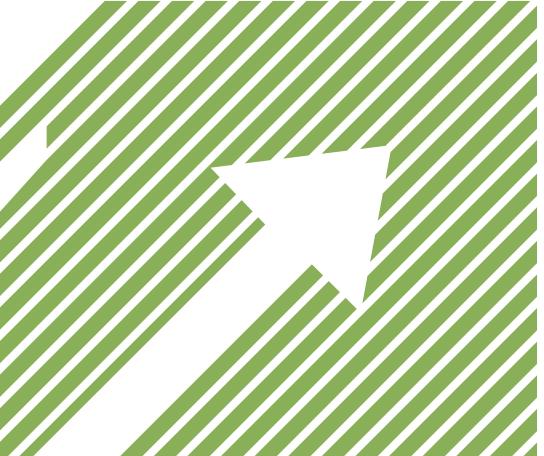
Illinois corn farmers have had a challenging year. Weather presented a production challenge, while regulations presented a legislative challenge. Illinois Corn Growers Association has met every challenge head-on, doing our best to understand your needs and stand up for you in Congress, in the media, and in the homes of non-farmers in Illinois. As a member, you understand the job we're doing for you, but [have you told your neighbor?](#)

It's a free and easy way to add volume to your voice. Encourage your friends, family and neighbors to join ICGA. Share this booklet with a non-member when you're done.



**IT'S THE  
RIGHT THING  
TO DO**

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# IT'S THE RIGHT THING TO DO



“EVERY MAN OWES A PART OF HIS TIME AND MONEY TO THE BUSINESS OR INDUSTRY IN WHICH HE IS ENGAGED. NO MAN HAS A MORAL RIGHT TO WITHHOLD HIS SUPPORT FROM AN ORGANIZATION THAT IS STRIVING TO IMPROVE CONDITIONS WITHIN HIS SPHERE.”

THEODORE ROOSEVELT

Illinois Corn Growers Association . Annual Report 2011



Illinois Corn  
Growers Association



## CORN FARMERS COALITION CONTINUES TO DO THE RIGHT THING

Corn farmers in fourteen states continue to educate policy makers and think tanks in Washington, DC with facts about corn production and corn farmers. The 2011 campaign built on the success of the 2010 campaign with more ads featuring farmer faces, more station domination tactics in D.C. metro stations near the hill, and more Corn Fact Books for ICGA to use here in Illinois.



**Featuring Illinois farmers.** Illinois farmers John and Sue Adams (Atlanta) were featured in the Corn Farmers Coalition campaign to educate policy makers and think tanks about corn farmers and corn production. Here, the message is simple: American corn farmers grow 66% of world corn exports.

## EVERY MAN



## INTRODUCING OURSELVES TO THE PUBLIC

IL Corn has invested in helping your leaders communicate better with their non-farm cousins. This year, we've put together several videos profiling Illinois corn farmers and helping consumers see them as people who are concerned about their family and the preservation of their heritage. ICGA leaders also participated in communications training where they discovered how to talk about themselves to people of various different learning styles, engaging all.



**Communication tips.** The farmer profile videos we've worked on, like this one of Paul Taylor (Esmond), drive home points that farmers are knowledgeable about their craft, that they care about the land and resources in their care, and that they want to pass on this legacy to future generations.



## LETTER FROM JIM REED, ICGA PRESIDENT



What really impresses me about corn farmers in Illinois is that we never quit working hard to make our industry and our world better.

I am proud to have represented you as your Illinois Corn Growers Association President this year because I have seen your commitment to the industry first-hand. When we needed action on legislative issues, you called your Congressmen and worked hard for the votes. Passing the Colombia, Panama, and Korea Free Trade Agreements this fall was a huge success for Illinois farmers, but it was not accomplished without significant help from ICGA membership who reminded Congress that each of these agreements had something important to offer.

Crop insurance improvement was another victory that corn farmers will be excited about. Leveraging the research conducted by the Illinois Corn Marketing Board, ICGA has worked through legislative and regulatory channels to give you one of the best crop insurance products yet. I'm excited about the Yield Trend Endorsement pilot program for 2012 and encourage you to take a look at it next spring when deciding on your crop insurance needs.

I also look forward to working more on the 2012 Farm Bill in the coming months. Because you showed up at Farm Bill listening sessions last year and told your association what you needed in a risk management tool, I think we have worked with Congress on the best possible option for Illinois farmers, despite significant cuts to the federal budget. The principles put forward in the ARRM program (Durbin-Brown-Lugar-Thune farm bill) are very similar to the proposals put forward by ICGA.

Bottom line, without your commitment to the Illinois Corn Growers Association, we simply couldn't make your industry what it is today. But there is always more work to do.

We still need you to talk about what you're doing on the farm every day, why you do it, and the sustainable and moral way that you're producing America's food. Your association can't do this alone. We need you to tell your own story; and we still need you to talk to your elected officials about the regulatory burden you face every single day and the proposed legislation that threatens to continually make it worse. First-hand experiences are so much more powerful to your Congressman than a letter from ICGA. Please keep showing up on these issues.

Thank you for your ever increasing involvement in the Illinois corn industry and for your commitment to do what you can to leave the industry in a better position than you found it.

I am grateful for the opportunity to have served the industry this past year,

A handwritten signature in black ink that reads "James A. Reed".

OWES  
A PART

## CROP INSURANCE

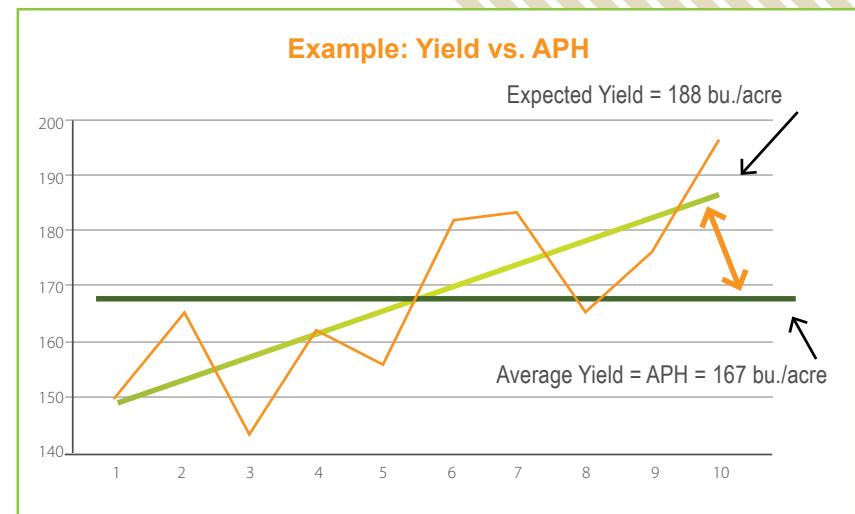
Illinois corn farmers told us that crop insurance wasn't working for them and that a viable federal crop insurance program was a vital component to their future profitability.

Research showed us that farmers in the cornbelt had significant and consistent low "loss ratios" relative to other crops and other regions of the country. What does this mean to you? Farmers throughout the cornbelt are paying crop insurance premiums that are too high.

ICGA and the National Corn Growers Association went to work. Years later, building on the research investment by the Illinois Corn Marketing Board, we've made two significant steps forward. The USDA Risk Management Agency has proposed a re-rating which will lower corn farmer insurance premiums for the 2012 crop year, if they choose to proceed. And we've developed the Yield Trend Endorsement.

The Risk Management Agency has approved the Yield Trend Endorsement to factor in a trend yield adjustment to your average production history (APH) allowing farmers to insure a more correct anticipated yield instead of a historical average.

ICGA believes these solutions will make your crop insurance **work better for you!**



Illinois corn and soybean farmers will now have the option to insure their expected yields instead of their average yields over the last decade. The Trend Yield Endorsement actually predicts a yield that is much closer to what you will likely grow when the average yield is more than 10 bushels lower (in the above example).

# OF HIS TIME AND MONEY

McLean, IL

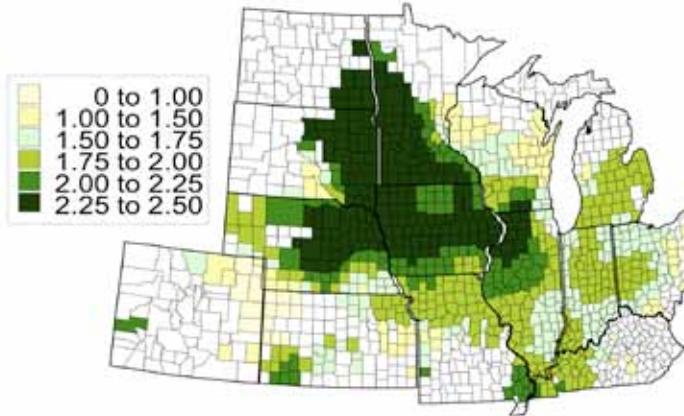
### Premium Example

Premium info, 400 ac. Enterprise Units, 2011 rates

Coverage	APH = 160 bu		Trend Adjusted APH = 170 bu	
	Bu. Trigger	Premiums, \$/Acre	Bu. Trigger	Premiums, \$/Acre
55%	88	1.37	94	1.75
60%	96	1.93	102	2.49
65%	104	2.67	111	3.73
70%	112	3.98	119	5.21
75%	120	6.20	128	8.09
80%	128	11.43	136	15.05
85%	136	22.11	145	27.76

- The Yield Trend Endorsement will allow Illinois farmers to either:
1. Insure the same amount of bushels for a lower premium, or
  2. Insure a higher number of bushels for a more reasonable increase in the cost per acre.

### Trend Rates 2012 - Corn



This new product will adjust your APH by a factor of up to 2.5 per year depending on where you live. If you live in a "2.00" area, your yield last year will be increased by 2 bushels, your yield two years ago will be increased by 4 bushels, and your yield 10 years ago will be increased by 20 bushels. This results in an APH that more accurately reflects the bushels you expect to produce in the coming year.

# TO THE BUSINESS OR INDUSTRY

# YOU TALKED TO US ABOUT FARM PROGRAMS: WE LISTENED

In 2010, you showed up at our Farm Bill Listening Sessions and told us what you thought would be **the right thing** for future federal farm programs. We learned that you were willing to take your share of the federal funding cuts, but wanted a better crop insurance program to protect your business from unknown risks. You told us you thought federal farm programs could be simplified and duplications eliminated.

And in 2011, ICGA presented the Agriculture Disaster Assistance Program (ADAP) which builds on the existing structure of ACRE and is designed to address the need for simplification

and elimination of overlapping coverage with individual crop insurance. Changes include the use of harvest prices and crop reporting districts to set the crop revenue guarantee and the establishment of a guarantee based on the five-year Olympic average of revenue.

This program has similarities with Senator Durbin's Aggregate Risk and Revenue Management (ARRM) proposal. We will continue to work with our elected officials to make the 2012 farm program as close as possible to what you hope it would be.



Program Parameter	ACRE	ADAP
Crop specific	Yes	Yes
Benchmark (guarantee) based on ...		
Years	2-year average price and 5-year Olympic average yield	5-year revenue
Area	State trigger	Crop Reporting District trigger
Price	Season average cash price	Crop insurance harvest price
Revenue coverage level	90%	95%
Maximum payment	25%	10%
Movement up/down limit	110% / 90%	None
Payment acres	Planted, up to farm's base acres	Planted
Payment adjusted to farm	Yes, by farm to state yield ratio	Yes, by farm-to-state CRD ratio
Farm must have a loss	Yes, relative to farm benchmark	Yes, relative to farm benchmark



**Barge tours continue.** ICGA still works hard to educate farmers about the deteriorating condition of the Mississippi River locks and dams. In 2011, we reached out to Iowa farmers, hoping to gain support from more legislators in our efforts. NCGA President Garry Niemeyer (Auburn) and ICGA President Jim Reed (Monticello) seeing the lock and dam conditions first-hand.

## IN WHICH HE



**Mike Toohey joins WCI.** With more than 30 years of federal government expertise, Mike Toohey serves as WCI's President and CEO, effective August 14, 2011. ICGA looks forward to working with Mike and moving forward with our goal of updated locks and dams under his leadership.

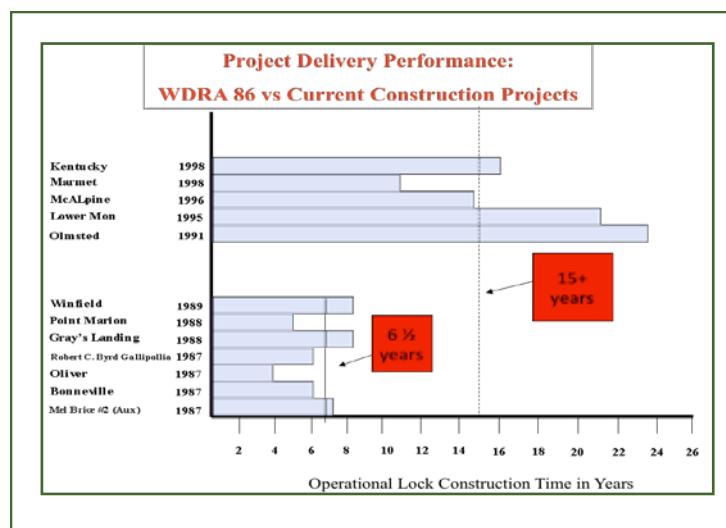
## FUNDING FOR LOCKS AND DAMS STILL A TOP PRIORITY

Illinois corn farmers know that updating locks and dams is **the right thing to do**, but we can't seem to convince our legislators of the same!

Appropriations for a new lock start continue to be a part of ICGA's portfolio of issues, but discussions surrounding the debt ceiling and deficit reduction make it almost impossible to gather any interest from Congress on the ICGA supported Capital Development Plan in Washington, D.C.

ICGA pushes two ideas when in Washington, DC:

1. When will the U.S. recognize the expansion of the Panama Canal and start to prepare?
2. In the 1930s we invested in infrastructure to rejuvenate a depressed economy and pave the way for future success. When will the country be ready to recognize that need again?



## [DO THE RIGHT THING]

How long has it been since you wrote a letter to the editor of your local newspaper about these key legislative efforts? The more support we can garner from non-farmer voters, the better chance ICGA has getting the Congressional votes to move forward on our top priorities.

# IS ENGAGED

# NO MAN HAS A RIGHT TO WITHHOLD

## [DO THE RIGHT THING]

Keep talking about who you are, what you do, and why you do it. Look for ways to connect with non-farmers in your community over other hobbies like sports, church projects, and local school events. If non-farmers understand that you are just like them, they will trust you to grow their food.

## TEACHING THE PUBLIC WHO YOU ARE

The millions of people off the farm want to understand more about you, what you do, and why you do it. To that end, IL Corn has worked through various avenues to reach out to the urban population, meeting them where they are and telling them more about you.

We're talking to sports fans at CornBelters games and NASCAR events, telling them more about corn, corn production, farmers, ethanol, and more. And as they learn more about you, you are learning more about our efforts and your association through member benefits that we've never been able to offer you before.

This year, ICGA members enjoyed member events at two NASCAR events in Joliet and in Marion, Sauget, and Evansville, IN through our cooperation with the Normal CornBelters. Even while you enjoyed the benefits of being an ICGA member, you were working on our behalf to show the world the moral, sustainable, family men and women who are growing their food.



## HIS SUPPORT

#### Chicagoland Speedway in Joliet.

Corn farmers from all over IL saw more than 50 thousand non-farmers learn about agriculture during the June 4 and September 17 NASCAR member events in Joliet



#### Wallace offers national audience.

IL Corn's partnership with Nationwide Driver Kenny Wallace has yielded corn farmers an opportunity to put their work ethic and their product in a national spotlight. Wallace often talks about family farming, corn, ethanol and corn farmers as moral, hard-working folks to 3 million viewers on SPEED network and during his other nationally televised interviews.



**Cornbelters, Presented by Illinois Corn Farmers.** Even Corny understands that farming often means walking the line between profitability and complete crop failure. Little by little, the nearly 115,000 urban baseball fans that frequent this stadium will understand it too.

# FROM AN ORGANIZATION



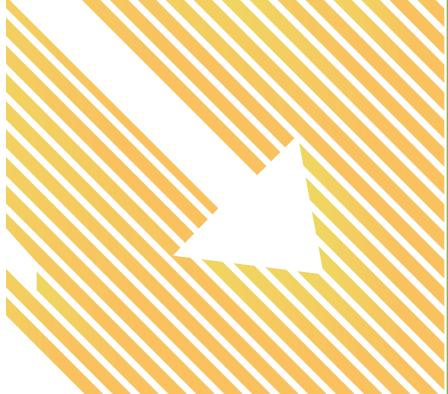
## TRADE IS THE RIGHT THING FOR ILLINOIS

Since 2006-2007 when free trade agreements with Panama, Colombia, and Korea were first negotiated, all three have languished in the Oval Office, waiting to be sent to Congress for approval. Finally, in October 2011, President Obama did just that.

Illinois Corn Growers Association was ready to act as soon as the Panama, Colombia, and Korea Free Trade Agreements were sent to Congress for consideration. We contacted members of Congress, reminding them that free trade is **the right thing** for agriculture and asking for their vote. We asked you to do the same. And we sent draft letters to the editor to our county Corn Growers Associations to encourage positive news in local papers all over IL about the agreements.

On October 12, the U.S. House of Representatives and the U.S. Senate passed the Panama, Colombia and Korea Free Trade Agreements. Illinois farmers will now enjoy:

1. Higher prices for commodities as a result of higher demand for processed products and meats to satisfy export demand for the Korean market.
2. Immediate duty-free access to Colombian markets for corn through a 2.1 million metric ton tariff rate quota with 5 percent annual growth. This will reverse the nearly 2 million metric ton market the U.S. lost to competitors in previous years without the agreement.
3. Rejuvenated trade with Panama whose agricultural exports enter the U.S. market duty-free. Prior to the agreement, less than 40 percent of U.S. agricultural exports enjoyed duty-free access to the Panamanian market.



## [DO THE RIGHT THING]

When your association asks for your help contacting Senators and Congressmen, please make those calls. Elected officials respond much better to their constituent's requests than to the requests of a state-wide association.

# THAT IS STRIVING



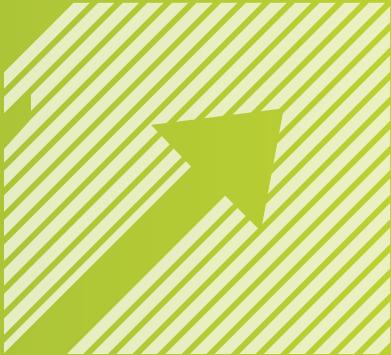


**Connecting international buyers to domestic sellers.** Illinois Corn hosted a trade team from Korea in October, taking them to visit ethanol plants and farms across the state. The delegation was interested in importing DDGS from Illinois ethanol plants, which will become a more profitable trade now that DDGS imports will enjoy duty free access to the Korean market.

**Investigating international opportunities.** Always interested in learning more about our trading partners, Illinois corn farmers visited Panama in 2011 to connect elevator managers in Illinois with Panamanian poultry farmers looking for American corn. Pictured is Jeff Scates (Shawneetown), ICGA Vice President, as he learns more about Panama's canal expansion and what that could mean for trading relationships.



## TO IMPROVE CONDITIONS

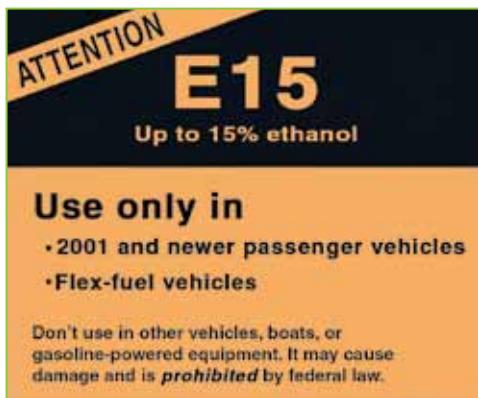


## CAN ETHANOL SURVIVE WITHOUT VEETC?

Yes. Ethanol can compete with gasoline without the Volumetric Ethanol Excise Tax Credit that expires at the end of this year. Though the taxpayer investment in ethanol was key to its initial success, the industry is confident that it can and will prosper. ICGA will continue to work with legislators on market access opportunities for ethanol and defending the Renewable Fuels Standard 2.



## E15: ETHANOL'S 2011 SUCCESS STORY



**Informative label.** Yes, the color indicates warning and Illinois corn farmers would argue that the science behind not allowing older vehicles and other gasoline powered motors to use E15 isn't really there either, but we can leave that alone for now.

What ICGA is really excited about is seeing the EPA use common sense. This label is informative and educates consumers instead of instilling fear. That is something we can all get behind.

### *...On the Road with E-15!*

✓ Waiver request filed with U.S. EPA

The paperwork trail started with this request, formally starting the process driving us toward higher ethanol blends. March 2009

✓ U.S. EPA announces partial waiver, and proposed label for E-15

Using evidence from checkoff funded research, Illinois Corn Growers Association leaders urge U.S. EPA not to "bifurcate" (split) their decision on E15 based on model years. October 2010

✓ E-15 approved

U.S. EPA approves E-15 for vehicles model years 2001 and newer. January 2011

✓ Technical assessment of E-15 on older vehicles

A study funded by Illinois corn checkoff dollars and the Renewable Fuels Association was submitted to U.S. EPA as evidence that higher ethanol blends do not damage engines or alter performance in vehicles model years 1994 and newer. Summer 2010

✓ Health impacts study submitted to U.S. EPA

Funded in part by corn checkoff dollars, the necessary research regarding the health impacts of this "new" fuel are completed and show positive results. February 2011

✓ Pump label rule finalized

Illinois Corn submitted strongly worded comments to U.S. EPA regarding their plan to put "warning" labels on E15 pumps, asserting the plan was inappropriate and would lead to consumer confusion. The final label incorporated these concerns, an improvement over EPA's initial proposal. June 2011

✓ UL certifies E-15 dispensers

The primary sanctioning body for safety and insurance eligibility, the United Laboratories, certified pump infrastructure and fueling components, paving the way for retail installation.



# ILLINOIS CORN GROWERS ASSOCIATION

Bloomington, Illinois . Year Ended September 30, 2011

## STATEMENT OF FINANCIAL POSITION

### ASSETS

#### Current Assets

Cash and Cash Equivalents	\$82,888
Short Term Investments	873,291
Accounts Receivable	18,258
Prepaid Expenses	7,976
Total Current Assets	982,413
Investments	135,844
Net Property, Plant and Equipment	534,592
<b>TOTAL ASSETS</b>	<b>\$1,652,849</b>

### TOTAL ASSETS

### LIABILITIES AND NET ASSETS

#### Current Liabilities

Accounts Payable	\$176,898
Other Deferred Revenue	123,739
Deferred Dues Revenue	32,692
Accrued Expenses	39,184
Total Current Liabilities	372,513

#### Long-Term Liabilities

Accrued Post Retirement Benefit	166,688
Deferred Rental Revenues	181,208
Total Long Term Liabilities	347,896

#### Net Assets

Unrestricted - Board Designated	11,050
Unrestricted - Undesignated	921,390
Total Net Assets	932,440

### TOTAL LIABILITIES AND NET ASSETS

**\$1,652,849**

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

### REVENUES

Dues	\$133,882
Corporate Partners	5,330
Interest	4,842
Project Funding	1,083,500
Rental	13,918
Special Projects	3,000
County Projects	30,000
Equity Income (Loss)	0
Unrealized Gain on Marketable Securities	72,000
Other	22,928

### TOTAL REVENUES

**\$1,369,400**

### EXPENSES

Exports	377,296
Grassroots	208,858
Industrial	510,524
County Projects	17,554
Special Projects	86,265

### General and Administrative

Management and Clerical	73,690
Building Repairs & Maintenance	1,245
Real Estate Tax	1,083
Depreciation	3,501
Post-Retirement Health Benefit	(1,020)
Rent and Utilities	1,063
Equipment/Maintenance	4,291
Staff Travel	4,030
Telephone	942
Internet Website	255
Office Supplies and Postage	5,267
Illinois Corn Growers Newsletters	2,001
Audit and Legal	2,161
Insurance	1,629
Miscellaneous	1,928
Total General and Administrative	102,066

### TOTAL EXPENSES

**1,302,563**

### NET INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS

**\$66,837**

WITHIN HIS SPHERE



## SOCIAL MEDIA SUCCESS

ICGA continues to leverage all avenues available on the worldwide web to get our message out. The IL Corn blog, CornCorps provides a wealth of consumer and farmer information while the IL Corn website focuses more on statistical information, data, and legislative analysis.

We also leverage ICMB's investment in social media internships, utilizing college students to promote legislative issues, give elected officials positive PR, and promoting corn farmers on a variety of social media outlets to the non-farm public.

[<http://corncorps.wordpress.com>] . [[www.ilcorn.org](http://www.ilcorn.org)]



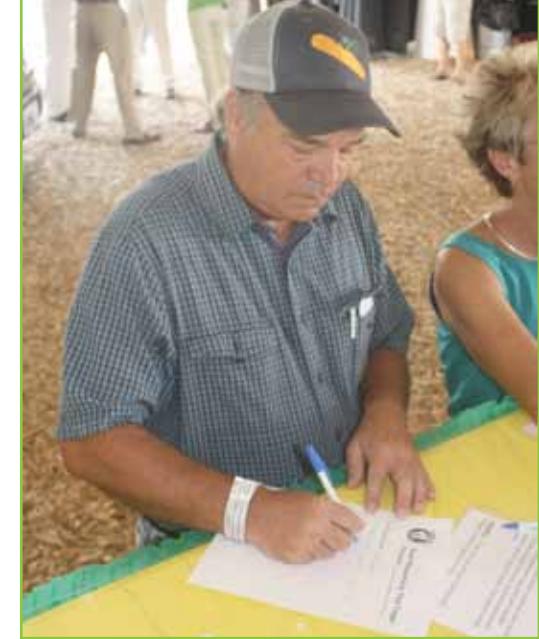
<http://corncorps.wordpress.com>. Now in its second year, CornCorps continues to touch on basic topics like ag education, who Illinois corn farmers are, and how farmers manage their resources because it's the right thing to do.



## FARMERS ACTIVATE AT FARM PROGRESS SHOW

The IL Corn Farm Progress Show booth enjoyed tremendous traffic during FPS 2011 on August 30-September 1. Throughout the three day show, we gave away 2,000 "First Aid for Farmers" kits, providing information about how farmers can better communicate with their non-farm cousins. We also convinced just shy of 500 farmers and visitors to write a letter to their Congressman, had Kenny Wallace on hand to sign hundreds of autographs, and answered tons of questions about biofuels, regulations, conservation, and farm policy.

All in all, it was a great time to show farmers what we're doing to help them, teach them how to help themselves, and show off some really great ag technologies to folks that might not already realize how smart farmers are!



**Contacting Congressmen.** Approximately 500 farmers at Farm Progress Show understood that maintaining an open line of communication with their Congressman **is the right thing to do**, so they wrote letters on a myriad of current issues and regulations during the three day event.

**FPS tent focused on government overregulation.** Congressman Bobby Schilling stopped by the IL Corn Farm Progress Show tent to discuss the threat of overregulation and what that means to farmers and small businessmen. ICGA Director Aron Carlson (Winnebago) and ICMB Director Lou Lamoreux (Lanark) led Cong Schilling through the exhibit.



**DO THE  
RIGHT THING**

Use your smart phone to connect with elected officials and non-farm consumers alike! Download facebook or twitter to your phone and start talking about what you do every day on the farm and how the decisions of others affect your family farm.



# ILLINOIS CORN GROWERS ASSOCIATION DISTRICT AND DISTRICT LISTING

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ICGA 2011 Officers pictures left to right

Gary Hudson, Secretary; Jim Reed, President;  
Jeff Scates, Vice President; Dan Cole, Treasurer

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