2010/2011 BOARD OF DIRECTORS

Sitting, left to right: Julius Schaaf, Wendell Shauman, Terry Vinduska, Don Fast, Rick Fruth
Standing, left to right: Thomas C. Dorr, Mark Seastrand, Bill Kubecka, James Tobin, Darrel McAlexander, Ron Gray, Dave Lyons, Alan Tiemann, Jere White
Not pictured: Gerry Salzman

OFFICERS

Terry Vinduska
Chairman
Kansas Corn Commission

Wendell Shauman
Vice Chairman
Illinois Corn Marketing Board

Don Fast
Treasurer
Montana Wheat & Barley Committee

Julius Schaaf
Secretary
Iowa Corn Promotion Board

Thomas C. Dorr
President and CEO
U.S. Grains Council

Rick Fruth
Past Chairman
Ohio Corn Marketing Program
It’s been five decades since the U.S. Grains Council was formed on an idea that by working together we could improve the lives of U.S. farmers and millions of people around the globe, while ensuring a more reliable export market for our crops.

Supported by members, partners and cooperators, who together are the lifeblood of our organization, the Council has seen success every year since its founding. We’ve promoted U.S. corn, sorghum, barley and their co-products in dozens of countries. We’ve educated buyers about U.S. grain quality and about the production potential of their livestock, poultry and fish when fed a high-quality diet. We’ve built strong relationships – partnerships – around the world.

Relationships are surely one of the most important aspects of the Council. Through positive relationships where buyers and sellers speak freely, where trade rules are clear and reliable, and where questions are answered through a quick call or e-mail, we change attitudes. We, ultimately, improve lives through market development and trade.

In 2010, we witnessed a new awareness of U.S. distiller’s dried grains with solubles (DDGS), which saw an incredible upswing in exports. China began importing significant amounts of U.S. corn and DDGS. Direct contracts between foreign buyers and U.S. barley farmers are a positive example that may be of significance in other sectors. Programs touting the benefits of sorghum had direct results with sales to Morocco.

Yet, trade barriers in some regions in 2010, like in 2008, shifted trade patterns, distorted markets and hampered efforts of countries to be food secure.

This idea of food security is often draped in a cloak labeled “self sufficiency.” We must be clear that food security is considerably broader and includes trade with reliable suppliers who have clear expectations, abide by trade rules and operate in a transparent environment.

Reflect on the Japan hog lift and how that was the beginning of a tremendous relationship between the United States and Japan. We celebrated this special relationship in 2010 by hosting a food security conference in Japan. We talked about harmonized regulations, sound trade policy, a respect for science and more. This led to strong trade ties with Japan. The result is a nation that is food secure through trade with partners like the United States who deliver year after year.

This is perhaps the best example of food security through trade in the world and is a message the Council will continue to share.

Meanwhile we must remain diligent and continue adapting our strategies to a world with an international marketplace that is bigger and more dynamic than at any point in history. We must remain connected on the ground and be active through international offices located in the right regions. This is why we opened an office in Panama that will allow the Council to better focus on Latin America and the Caribbean region.

This is why the Council is learning more about opportunities in India, a country whose economic growth may create markets for U.S. agricultural products in the years ahead. It is important to build relationships while developing the market and align policies that will enable trade, so when the time is right, the United States can fulfill the market’s needs and help improve the lives of India’s people.

While we look back over the last year in the next few pages, let us also look forward and remember we must be flexible enough to seize opportunities and to approach new markets with open minds and new ideas. Let us support trade agreements and infrastructure improvements that will help us achieve our goal and maintain our position as the world’s most reliable supplier of feed grains.

Thank you for your support and encouragement over the last year and in the future. Your investment in the U.S. Grains Council is making a difference in the lives of people the world over and helping ensure the success of farmers and agricultural organizations here at home.

Terry Vinduska
Chairman

Thomas C. Dorr
President and CEO
The U.S.-Morocco Free Trade Agreement, signed in June 2004, provided the United States a significant market advantage with its recent tariff reduction of U.S. corn.

A feeding trial using U.S. DDGS concluded in Egypt in the dairy, water buffalo, and poultry sectors and demonstrated performance improvements and savings in feed costs. The results matched those of previous trials orchestrated by the Council.

The Council helped foster the sale of 200 tons (9,200 bushels) of high beta glucan hull-less barley to Taiwan, having met with the Taiwan Barley Products Industry Association to encourage their interest in food barley and helping deliver samples used to make food products for display at a local food trade show and seminars.

The Council organized three international teams that included individuals from Taiwan, Morocco, Egypt and Saudi Arabia to travel to the United States for educational seminars on modern U.S. poultry operations and production technology.

Council representatives traveled to Tokyo for the Corn Outlook Conference. Organized by the Council in cooperation with Japanese corn importers, end-users and industry, the team discussed U.S. and world corn supply, production and demand with attendees.

In support of these efforts, the Council conducts dozens of educational sessions in the United States and around the world, bringing in industry experts on everything from animal nutrition to grain storage to feed mill operations. Perhaps most importantly, however, the Council conducts trade missions to connect U.S. agriculture producers with those looking for answers on everything from grain production to specifications on import contracts.

Of the many missions organized by the Council in 2010, the Corn Mission provided an opportunity for U.S. farmers to talk grain quality and yield trends with importers and end-users in Japan, Taiwan and China. End-users and importers have a great deal of faith in farmers and trust them to provide honest, sound answers.

Platforms like the Export Exchange 2010, where deals on the sale of U.S. feed grains are struck with a handshake, are possible because of the reputation the U.S. Grains Council has built over its five decades of service to global agriculture. The Council is a non-biased source of reliable information. It is known for answering questions on feed grains and trade; helping livestock industries be the best they can, and partnering with industry associations that need access to global grain markets to produce affordable, high-quality animal proteins to feed a growing population.

“The U.S. Grains Council has the experience and imagination necessary to make things happen,” said the Honorable Carole L. Brookins to the Council’s International Marketing Conference and Annual Membership Meeting.

U.S. Grains Council-sponsored events like the Export Exchange 2010 and Southeast Asia Grain Transportation Conference are tremendously successful, as they provide an opportunity for buyers and sellers to meet face-to-face. This interaction builds relationships and trust, and that’s what it takes to develop a partnership in agriculture, which ultimately facilitates global trade.

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Without free trade agreements with countries in Latin America and Southeast Asia, the United States risks losing export competitiveness, Council directors reported during a meeting.

As a direct result of Council programs in conjunction with the United Sorghum Checkoff Program, 7,000 tons (270,000 bushels) of U.S. sorghum was tendered to Morocco for mid-March delivery.

Chairman Rick Fruth announced the official opening of the Council’s newest international office in Panama City, Panama. The USGC Latin America and Caribbean Region office represents a key presence in the region.

Free on Board contracting seminars hosted by the Council in Morocco aim to increase U.S. market share within the region by helping buyers gain more control of their grain buying transactions.

To celebrate the successful relationship between the United States and Japan, which also helped plant the seeds for the U.S. Grains Council 50 years ago, the Council sponsored the Global Food Security Symposium in Tokyo, kicking off the Partners-in-Agriculture events.

When Japanese importers, for example, asked questions about corn quality, the farmers who planted, managed and harvested the crop were there to assure them that the 2010 corn crop was one of the highest quality crops in recent memory. U.S. producers also shared information about yields, production trends and the ethanol industry. In Taiwan and China, they provided information on distiller’s dried grains with solubles and the tremendous feed opportunity the ethanol co-product offers.

Throughout the 2010 Corn Mission, producers talked about policy and trade and how reliable trade rules benefit consumers as they ensure importers access to high-quality grains. They explained how efficient management practices and quality feed increase livestock production output while lowering input costs, which means more food that’s affordable to more people.

Missions like this enhance existing partnerships and develop new ones that allow the United States to be in a position to be the reliable supplier to the world. People like to do business with those they know. These efforts and all the programs organized by the Council are then culminated in the hallways and meeting rooms at events like the Export Exchange 2010.

With a broiler sector growing 10-12 percent per year and an egg sector growing 6-7 percent, India’s agriculture and food systems are responding in significant ways to the country’s economic growth – and over time that may offer opportunities to trade partners.

“In the last decade, India’s per capita GDP doubled and it will double again in less than a decade. This economic revolution is driving change and providing extraordinary opportunities for the people of India and those who can enhance their economic growth,” said Thomas C. Dorr, president and CEO of the U.S. Grains Council.

By partnering with key organizations, the Council can identify India’s needs – and help India better understand what the United States can offer as a reliable trade partner. The Council can establish the principle that food security is possible through partnerships and global trade.

Establishing positive relationships and laying the groundwork for trade policies that are reliable and predictable, the United States will be in a good position to help India’s livestock and poultry producers meet the demand of a growing middle class.
China created a stir in the marketplace when it purchased more than 100,000 metric tons (3.9 million bushels) of U.S. corn in April 2010 – with even more sales on the books. It meant China’s agricultural output could not keep up with demand from its modernizing livestock and poultry production sectors and increased demand for milk, meat and eggs from its emerging middle class. It also meant the U.S. Grains Council’s successful market development efforts led China to the United States, the world’s most reliable feed grains supplier.

China came to recognize that importing feed grains and related products like distiller’s dried grains with solubles (DDGS) is one way to ensure food security, especially since domestic supplies and opportunities to expand internally were limited.

The Council has driven home the opportunity imports offer by partnering with livestock organizations in China and by bringing Chinese producers to the United States. In fact, Chinese dairy farmers on a study tour of the United States fully grasped the advantage of modern dairy facilities and genetics when they saw it in action. Yet they also understood by including high-quality feed grains and high-protein DDGS, they could maximize output and better meet the demands of their country’s citizens.

The Council’s programs were there to help China’s dairy, poultry and swine producers learn how to use U.S. feed grains and DDGS to maximize their potential and produce more affordable food. It is a story repeated in multiple countries around the world.

By sharing a model of how livestock and poultry producers can be successful, global partners in developing countries become supportive of a system that allows them to have reliable access to those grains. Reliable access means security for people who, in greater numbers, are able to purchase high-quality animal proteins.

**RECOGNIZING TRADE AS A SOLUTION**

- USDA announced the export sale of 115,000 tons (4.5 million bushels) of U.S. corn to China, with Council sources suggesting additional cargoes may have been booked for China delivery.
- As part of the Council’s marketing strategy, it sent a grain storage science specialist to Panama and Guatemala to meet with feed millers and discuss grain quality control systems and procedures.
- More than 138 grain traders, purchasing managers and integrators from around the world gathered in Singapore at the Southeast Asia Grain Transportation Conference, which helped foster the sale of 400,000 tons of U.S. corn and co-products.
- The Council hosted 21 representatives from the Central American feed industry to attend a course in quality control offered by the International Grains Program at Kansas State University.
- An independent study revealed that USDA’s international market development programs and the work done by agricultural cooperatives like the Council positively impact U.S. agricultural trade.
- According to the study, for every additional $1 expended by government and industry on market development, U.S. food and agricultural exports increased by $35.
An excellent example of model sharing at work is DDGS.

As a high-protein feed ingredient, DDGS helps end-users reduce input costs and maximize their production capabilities. That means an increased supply of more affordable meat, milk and eggs that are in high demand by populations in developing countries who have additional purchasing power thanks to economic growth.

As global buyers better understood the value of DDGS in 2010, sales soared – reaching an estimated 8 million tons for the year, doubling the sales of just two years ago.

The foundation for this success came from a Council initiative that began by educating animal nutritionists about the nutritional and economic benefits of DDGS – nutritionists who may have never before heard of the ethanol co-product. The Council also helped customers address regulatory issues because many countries had never before imported DDGS.

As the level of trust grew in the potential for DDGS, the Council supported feeding trials so locals would have an opportunity to see, touch and experience it for themselves.

Whether in Chile, Taiwan, Egypt, Japan, Canada, Jordan, China, Vietnam, Malaysia, Indonesia or Thailand, these real-world feeding trials were a tremendous demonstration of the viability of this feed product. It showed them how DDGS could lower feed costs, increase production and improve their bottom line while producing more affordable food. It instilled confidence that DDGS could indeed be another component in feed rations that importers could rely upon through trade.

Sorghum Programs Yield Big

When a 25,000 metric ton (984,000 bushel) shipment of U.S. sorghum arrived in Morocco, the U.S. Grains Council was there with ruminant and poultry nutritionists to ensure the sorghum was assigned proper nutritive values in ration formulation calculations while offering insight on sorghum milling characteristics.

The Council, working with the United Sorghum Checkoff Program, hosted a group of Moroccan feed millers in the United States, so they could better understand how sorghum is grown and the decisions farmers make when deciding what to plant. The result was additional sales to the North African country – with sales reaching 85,000 metric tons (3.3 million bushels) part way through the marketing year.

Building on this success, the Council embarked on informational marketing campaigns to Japan and the Philippines, identified opportunities in Vietnam and maintained key relations with buyers in Mexico. In Egypt, the Council arranged for the delivery of U.S. sorghum for feed trials at one of the largest poultry companies in the country.

The timing of these efforts was ideal, because the Russian grain export ban suddenly created a global shortage of feed wheat – similar to a situation that occurred just a few years ago. Since the U.S. remains open, the Council was in the perfect position to promote U.S. sorghum to those left in the lurch. The result was additional sales to Israel and Spain.

Our reputation as a reliable supplier – and having the expertise to back it up – is a powerful one-two punch that puts U.S. farmers and exporters on top in the global marketplace.
Disruptions and price distortions in global grain markets following Russia’s grain export ban and restrictions put in place by the Ukraine following its grain shortage influenced global grain prices and availability for some feed grains buyers. This created another stir in the marketplace as trade routes and patterns were suddenly disrupted. It also offered an opportunity to exporters in the United States – and was a stark reminder about the importance of being an open, reliable trade partner.

This is a key story the Council shares around the world – that the United States will remain open, will maintain transparent trade rules and will have a reliable export system.

This is a compelling message when others back away from their commitments or adopt policies that make trade difficult.

Regulations and policies must be conducive to trade – not hinder it. While this message may be simple, it is challenging on a global level. The Council encourages importers and trade associations around the world to work with their local government to keep trade rules fair and open.

FTAs Key to Growth

While the United States steps up to fill demand left by Russia and Ukraine, U.S. exporters face challenges elsewhere due to unratified free trade agreements (FTAs) – while other ag exporters boldly move forward on FTAs and in the process get an advantage in the marketplace thanks to import duties that are eliminated or reduced.

For example, unratified FTAs with Colombia and Panama reduced U.S. feed grain sales to those countries, with several hundred million dollars lost.
Representatives from breweries in Costa Rica, Guatemala and the Dominican Republic came to the United States in 2010 to meet barley growers and better understand production trends and market forces, especially since there is increased competition between barley and other crops for acres.

These breweries contacted the U.S. Grains Council for ways to manage risks they were facing due to tight global malt supplies. A great way to manage that risk is to contract a portion of their needs directly with U.S. barley farmers. This guarantees the breweries access to a reliable supply, while also guaranteeing U.S. barley producers a good market.

The Council shared with these breweries the success story of an arrangement between a brewery in Mexico that contracted with U.S. barley growers over the last two years. By working with these breweries, the Council helped establish positive relationships that turned into partnerships between buyers and growers – partnerships that procure more of their malt needs out of the United States.
At a set of tables at the front of a hotel ballroom in Boston, Mass., in July 2010, were 20 past chairmen of the U.S. Grains Council. It was the largest ever gathering of former chairmen. Beside them was Elbert Harp, the only living person who was at the table where the organization now known as the U.S. Grains Council was drawn out on paper in the late 1950s.

Of course making the Council a reality took some effort. Harp reminded those at the 50th Annual Board of Delegates Meeting that in the early 1950s, there were no national feed grains organizations. That changed in 1955 when the Grain Sorghum Producers Association was organized in response to an over supply and lack of markets for sorghum. With Bill Nelson as its executive director, the organization began working with the U.S. Department of Agriculture’s Foreign Agricultural Service (FAS) in 1958.

What is now the National Corn Growers Association was formed in 1957, with Walter Goeppinger serving as president. When the sorghum producers learned about the existence of this new national corn organization in 1959, Harp said, the Grain Sorghum Producers Association invited Goeppinger and his board to meet in west Texas.

The meeting was held around a dining room table. “We often laughed that the U.S. Feed Grains Council was actually born on our kitchen table,” Harp said.

In 1959 another significant event happened that helped move the U.S. Grains Council from something on paper to a chartered organization: the famous hog lift to Japan.

The hog lift came after two typhoons totaled Japan’s Yamanashi prefecture, the most important livestock-producing region in the country.

The lift came about through an idea from a Master Sergeant in the U.S. Air Force who passed it on to an agricultural attaché at the U.S. Embassy in Tokyo, who

Brewing industry representatives from Costa Rica and Guatemala participated in a Council-sponsored barley quality tour in North Dakota and Montana to learn about opportunities to contrast their barley needs directly with U.S. growers.

A 12,000-ton shipment of U.S. DDGS arrived in Tunisia, just a couple of days ahead of a one-day DDGS conference held in the country that was organized in part by the Council.

The Council concluded its annual China Corn Tour, estimating production for 2010 at 158 million tons (6.2 billion bushels), an increase over 2009. The Council has conducted the tour since 1996.

Producers, suppliers, importers and end-users of DDGS and coarse grains from around the world gathered in Chicago for the Export Exchange 2010, the event to Get answers. Make contacts. Build business.

Countries who signed on to the Cartagena Protocol on Biosafety reached an agreement on supplementary text that will establish rules and procedures for liability and redress in case of damage to biological diversity resulting from living modified organisms.

A workshop co-sponsored by the Council introduced Taiwanese women to bakery products made from U.S. barley and wheat flour and emphasized the nutritional characteristics of barley.
helped work out the details and received enthusiastic support from Goeppinger.

Through the cooperation of the FAS, the Japanese agricultural attaché in Washington, Iowa farmers, the Commodity Credit Corporation, which donated grain, and the Japanese government, 36 hogs and 60,000 bushels of corn were sent to Japan.

By chance, when a call from the Japanese agricultural attaché came to FAS seeking assistance following the typhoons, Nelson and Harp were there. The attaché explained that Japan was experiencing a critical, long-term shortage of feed grains. Nelson took the call and assured the Japanese attaché that U.S. farmers could meet all of Japan’s needs. Trade teams from Japan began arriving in the United States to visit with farmers and examine U.S. grain production soon after.

The assurance from Nelson combined with the cooperation of the hog lift pushed all involved to formally create an organization to represent all U.S. feed grains and work with the FAS to develop markets, help other countries and support U.S. farmers.

The Council was chartered on July 1, 1960, with Goeppinger becoming its first chairman. One of its first international offices opened, appropriately, in Japan in 1961, where the Council promoted the benefits of meat, milk and eggs to consumers and the benefits of feed grains and proper nutrition for livestock and poultry. This was visionary thinking at the time and led the Council forward as it expanded and grew.

**Top U.S. Customers**

<table>
<thead>
<tr>
<th>Country</th>
<th>U.S. Utilization (TMT)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mexico</td>
<td>2,269.3</td>
<td>69.9%</td>
</tr>
<tr>
<td>Japan</td>
<td>870.3</td>
<td>26.8%</td>
</tr>
<tr>
<td>Morocco</td>
<td>97.6</td>
<td>3.0%</td>
</tr>
<tr>
<td>Israel</td>
<td>5.9</td>
<td>0.2%</td>
</tr>
<tr>
<td>Canada</td>
<td>1.0</td>
<td>0.03%</td>
</tr>
<tr>
<td>Korea</td>
<td>0.3</td>
<td>0.01%</td>
</tr>
</tbody>
</table>

**TOTAL** 3,244.4 TMT

Marketing Year Ending August 31, 2010

Source: USDA, WASDE, October 2009

**U.S. Utilization**

<table>
<thead>
<tr>
<th>Category</th>
<th>U.S. Utilization (TMT)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed &amp; Residual</td>
<td>3,556.2</td>
<td>35.4%</td>
</tr>
<tr>
<td>Food, Seed &amp; Industrial</td>
<td>2,286.1</td>
<td>22.7%</td>
</tr>
<tr>
<td>Exports</td>
<td>4,216.6</td>
<td>41.9%</td>
</tr>
</tbody>
</table>

**TOTAL** 10,058.9 TMT

Marketing Year Ending August 31, 2010

Source: USDA, WASDE, October 2009

**World Production**

<table>
<thead>
<tr>
<th>Country</th>
<th>Production (TMT)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nigeria</td>
<td>11,500</td>
<td>19.3%</td>
</tr>
<tr>
<td>US</td>
<td>9,728</td>
<td>16.3%</td>
</tr>
<tr>
<td>India</td>
<td>6,980</td>
<td>11.7%</td>
</tr>
<tr>
<td>Mexico</td>
<td>6,250</td>
<td>10.5%</td>
</tr>
<tr>
<td>Argentina</td>
<td>3,629</td>
<td>6.1%</td>
</tr>
<tr>
<td>Sudan</td>
<td>2,630</td>
<td>4.4%</td>
</tr>
<tr>
<td>Ethiopia</td>
<td>2,084</td>
<td>3.5%</td>
</tr>
<tr>
<td>Brazil</td>
<td>1,825</td>
<td>3.0%</td>
</tr>
<tr>
<td>China</td>
<td>1,650</td>
<td>2.8%</td>
</tr>
<tr>
<td>Australia</td>
<td>1,600</td>
<td>2.7%</td>
</tr>
<tr>
<td>Others</td>
<td>11,637</td>
<td>19.6%</td>
</tr>
</tbody>
</table>

**WORLD** 59,513 TMT

Local Marketing Years

Source: USDA, Grains: World Markets and Trade, November 2010

**World Exports**

<table>
<thead>
<tr>
<th>Country</th>
<th>Exports (TMT)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>4,084</td>
<td>65.6%</td>
</tr>
<tr>
<td>Argentina</td>
<td>1,507</td>
<td>24.2%</td>
</tr>
<tr>
<td>Australia</td>
<td>350</td>
<td>5.6%</td>
</tr>
<tr>
<td>India</td>
<td>75</td>
<td>1.2%</td>
</tr>
<tr>
<td>Nigeria</td>
<td>50</td>
<td>0.8%</td>
</tr>
<tr>
<td>Brazil</td>
<td>25</td>
<td>0.4%</td>
</tr>
<tr>
<td>China</td>
<td>41</td>
<td>0.7%</td>
</tr>
<tr>
<td>South Africa</td>
<td>40</td>
<td>0.6%</td>
</tr>
<tr>
<td>Others</td>
<td>50</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

**WORLD** 6,222 TMT

Year Ending September 30, 2010

Source: USDA, Grains: World Markets and Trade, October 2010
Top U.S. Corn Gluten Customers

- Turkey: 255,485 (14.6%)
- Ireland: 185,329 (10.6%)
- Israel: 164,208 (9.4%)
- Egypt: 153,933 (8.8%)
- Indonesia: 136,522 (7.8%)
- Canada: 130,463 (7.5%)
- Spain: 87,940 (5.0%)
- Colombia: 83,630 (4.8%)
- Chile: 80,483 (4.6%)
- Mexico: 73,209 (4.2%)
- Others: 392,886 (22.5%)

TOTAL: 1,744,088 MT

Top U.S. Distiller’s Grains Customers

- China: 2,173,607 (26.2%)
- Mexico: 1,607,288 (19.4%)
- Canada: 1,061,696 (12.8%)
- SEA: 1,029,621 (12.4%)
- Other ASIA: 736,300 (8.9%)
- Middle East: 710,564 (8.6%)
- EU: 265,115 (3.2%)
- Central America: 230,485 (2.8%)
- North Africa: 176,080 (2.1%)
- South America: 159,492 (1.9%)
- Caribbean: 117,626 (1.4%)
- S. Asia: 7,183 (0.1%)
- Other: 8,102 (0.1%)

TOTAL: 8,283,159 MT

U.S. Biotech Corn Acres

- Stacked Trait
- Insect Resistant
- Herbicide Resistant
- Non-Biotech

Distiller’s Grains Exports, Quantity and Value

- Quantity and Value in million metric tons (mT)
- Data Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

Marketing Year Ending August 31 for each year.
### Private-Industry Member (Domestic) Investment

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 2009</th>
<th>FY 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agribusiness</td>
<td>612,777</td>
<td>612,777</td>
</tr>
<tr>
<td>Others</td>
<td>449,424</td>
<td>449,424</td>
</tr>
<tr>
<td>Sorghum</td>
<td>421,500</td>
<td>421,500</td>
</tr>
<tr>
<td>Barley</td>
<td>167,759</td>
<td>167,759</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>5,557,223</strong></td>
<td><strong>5,557,223</strong></td>
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</table>

### USDA Resource Allocation

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 2009</th>
<th>FY 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>$13,394,687</td>
<td>87%</td>
</tr>
<tr>
<td>Sorghum</td>
<td>1,445,521</td>
<td>9%</td>
</tr>
<tr>
<td>Barley</td>
<td>575,324</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$15,415,532</strong></td>
<td><strong>$15,415,532</strong></td>
</tr>
</tbody>
</table>

### Sources of Cash and Other Support

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 2009</th>
<th>FY 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Financial Cash Support</td>
<td>$5,107,799</td>
<td>18%</td>
</tr>
<tr>
<td>Other Financial Cash Support</td>
<td>449,424</td>
<td>2%</td>
</tr>
<tr>
<td>Member Goods &amp; Services Non-Cash Support</td>
<td>2,950,000</td>
<td>10%</td>
</tr>
<tr>
<td>Foreign Third Parties Goods &amp; Services Non-Cash Support</td>
<td>4,890,000</td>
<td>17%</td>
</tr>
<tr>
<td>USDA Financial Cash Support</td>
<td>15,415,532</td>
<td>54%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$28,812,755</strong></td>
<td><strong>$28,812,755</strong></td>
</tr>
</tbody>
</table>

### Value of Worldwide Programs

<table>
<thead>
<tr>
<th>Source</th>
<th>FY 2009</th>
<th>FY 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agribusiness Financial Support</td>
<td>519,039</td>
<td>612,777</td>
</tr>
<tr>
<td>Producer Financial Support</td>
<td>3,983,580</td>
<td>4,495,022</td>
</tr>
<tr>
<td><strong>Total Member Cash Financial Support</strong></td>
<td>4,502,619</td>
<td>5,107,799</td>
</tr>
<tr>
<td>Other Cash Support</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Meetings, Interest, Special Projects)</td>
<td>419,160</td>
<td>449,424</td>
</tr>
<tr>
<td><strong>USDA Foreign Agricultural Service Fund</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foreign Market Development (FMD)</td>
<td>4,940,653</td>
<td>5,021,584</td>
</tr>
<tr>
<td>Market Access Program (MAP)</td>
<td>7,943,548</td>
<td>10,393,948</td>
</tr>
<tr>
<td><strong>Total USDA/FAS Cash Funds</strong></td>
<td>12,884,201</td>
<td>15,415,532</td>
</tr>
<tr>
<td><strong>Total Cash Financial Support from all Sources</strong></td>
<td>17,805,980</td>
<td>20,972,755</td>
</tr>
<tr>
<td>Non-Cash</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Member Goods and Services Contributions</td>
<td>2,900,000</td>
<td>2,950,000</td>
</tr>
<tr>
<td>Foreign Third Party Goods &amp; Services Contributions Non-Cash Support</td>
<td>4,875,000</td>
<td>4,890,000</td>
</tr>
<tr>
<td><strong>Total Non-Cash Support</strong></td>
<td>7,775,000</td>
<td>7,840,000</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>25,580,980</td>
<td>28,812,755</td>
</tr>
</tbody>
</table>
MEMBER ORGANIZATIONS

Abengoa BioEnergy Trading U.S.
Absolute Energy LLC
Advanta U.S. d.b.a
Crosbyton Seed Company
Ag Processing Inc. (AGP)
AgMotion Inc.
Agniel Commodities LLC
AgReliant Genetics LLC
Amaizing Genetics LLC
American Farm Bureau Federation
American Seed Trade Association
Archer Daniels Midland Company
Arkansas Corn and Grain Sorghum Board
Arkansas Farm Bureau
BASF Plant Science
Bayer CropScience
Beck’s Superior Hybrids
Big River Resources LLC
Boehringer Ingelheim Vetmedica Inc.
Bratney Companies
Bunge North America Inc.
C&D (USA) Inc.
Carbon Green BioEnergy LLC
Cargill Inc.
Case IH
Cerolffood (New York) Inc.
CF Industries Inc.
Channel
CHS Inc.
CME Group
CoBank, ACB
Consolidated Grain and Barge Co.
Corn Growers Association of North Carolina Inc.
Corn Marketing Program of Michigan
Corn Producers Association of Texas
Corn Products International Inc.
Corn Refiners Association
Custom Marketing Company, Inc.
Deere & Company
DeKalb County Farm Bureau
DeLong Co. Inc.
Dow AgroSciences LLC
Elanco Animal Health
Feed Management Systems Inc
Flint Hills Resources Fairbank LLC
Flint Hills Resources Iowa Falls LLC
Flint Hills Resources Menlo LLC
Flint Hills Resources Shell Rock LLC
Furst-McNeely Company
Gavilon
Glacial Lakes Energy LLC
Golden Grain Energy
Granite Falls Energy LLC
Green Plains Renewable Energy Inc.
GROWMARK Inc.
GSI Group LLC
H & B Specialties Inc.
Hawkeye Gold LLC
Homeland Energy Solutions
Idaho Barley Commission
Illinois Corn Growers Association
Illinois Corn Marketing Board
Illinois Department of Agriculture
Illinois Farm Bureau
Illinois Renewable Fuels Association
Indiana Corn Marketing Council
Indiana Farm Bureau Inc.
International Feed
Iowa Corn Growers Association
Iowa Corn Promotion Board
Iowa Farm Bureau Federation
J.D. Heiskell & Company
Kansas Corn Commission
Kansas Grain Sorghum Commission
Kellogg
Kentucky Corn Promotion Council
Land O’Lakes Inc.
Lansing Trade Group
Little Sioux Corn Processors
Los Angeles Harbor Grain Terminal
Louis Dreyfus Commodities
Louisiana Soybean & Grain Research & Promotion Board
Macon County Farm Bureau
Macquarie Bank Limited
Marinex Grains Inc.
Maryland Grain Producers Utilization Board
McCaulay Dalton and Company USA LLC
Midwest Shippers Association
Minnesota Corn Growers Association
Minnesota Corn Research & Promotion Council
Minnesota Department of Agriculture
Missouri Corn Growers Association
Missouri Corn Merchandising Council
Monsanto Company
Monsanto/Corn States Hybrid Service LLC
Montana Wheat & Barley Committee
National Barley Growers Association
National Corn Growers Association
National Sorghum Producers
Nebraska Corn Board
Nebraska Department of Agriculture
Nebraska Farm Bureau Federation
Nebraska Grain Sorghum Board
North Dakota Barley Council
North Dakota Corn Utilization Council
Northwest Grains International LLC
Novus International
Ohio Corn Growers Association
Ohio Corn Marketing Program
Ohio Farm Bureau Federation Inc.
Pasternak, Baum & Co. Inc.
Patriot Renewable Fuels LLC
Philbro Ethanol Performance Group
Pioneer Hi-Bred, A DuPont Business
Platinum Ethanol LLC
POET
Premium Ag Products Cooperative
Quality Technology International Inc.
RBC Logistics LLC
Remington Seeds LLC
Renewable Products Marketing Group
Rycom Trading Ltd.
SCAFCO Grain Systems
Seedburo Equipment Company
South Dakota Corn Growers Association
South Dakota Corn Utilization Council
South Dakota Farm Bureau Federation
Syngenta
Syngenta Seeds Inc.
Tate & Lyle Ingredients Americas Inc.
Texas Corn Producers Board
Texas Farm Bureau
Texas Grain Sorghum Association
Texas Grain Sorghum Producers Board
The Hale Group, Ltd.
The Scoular Company
Touton USA Limited
Trans Coastal Supply Company Inc
United Sorghum Checkoff Program
United Wisconsin Grain Producers LLC
Valero Marketing & Supply Company
Virginia Corn Board
Washington Grain Commission
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Wisconsin Corn Promotion Board Inc.
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