

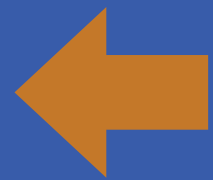


**WHEN TRADE
WORKS, THE
WORLD
WINS**



**U.S. GRAINS
COUNCIL**

20 F St. NW, Suite 600
Washington, D.C. 20001



CHECK OUT our

2018 Year in Review

at grains.org/

2018-annual-report



**U.S. GRAINS
COUNCIL**

**CORN | SORGHUM | BARLEY | DDGS
ETHANOL | VALUE-ADDED CO-PRODUCTS**

DEAR U.S. GRAINS COUNCIL MEMBERS:

The U.S. Grains Council's work in 2018 has been a safe port in choppy seas for global markets and the global trade policy environment for U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS) and ethanol.

The Council's dedication to market development and trade servicing to identify short-term opportunities and build long-term demand for our products demonstrated the commitment of our members and staff.

From on-the-ground work that lifted pesticide restrictions to helping resolve potential quality barriers to sales, **having staff in countries around the world allowed the Council to keep markets open for U.S. corn sales**, which increased by 6 percent this year.

When China refused boats of sorghum already on the water, the Council nimbly tapped contacts in countries like Spain and Saudi Arabia to find new homes for the product. In other parts of the world, including Japan and Myanmar, the Council tapped into niche markets for food sorghum and helped resolve misunderstood regulatory issues to buoy sales.

The Council's efforts focused on the **food barley market in Japan and the craft brewing sector in Mexico** to find demand for U.S. barley this year.

And market-building promotional programs and educational activities in Southeast Asia along with Latin America **helped support DDGS sales to almost 50 countries** – the top commodity traded during Export Exchange, co-sponsored by the Council.

We also continued to see success on U.S. ethanol exports. Almost a dozen countries, including the top five U.S. ethanol markets, have updated their biofuels policies in recent years, **allowing U.S. ethanol to capture two-thirds of the global ethanol sales.**

The Council's work with you and on your behalf in the midst of shifting global trade dynamics shows the power of dedicated market development – and that even in a turbulent trade environment, *When Trade Works, The World Wins.*

Sincerely,



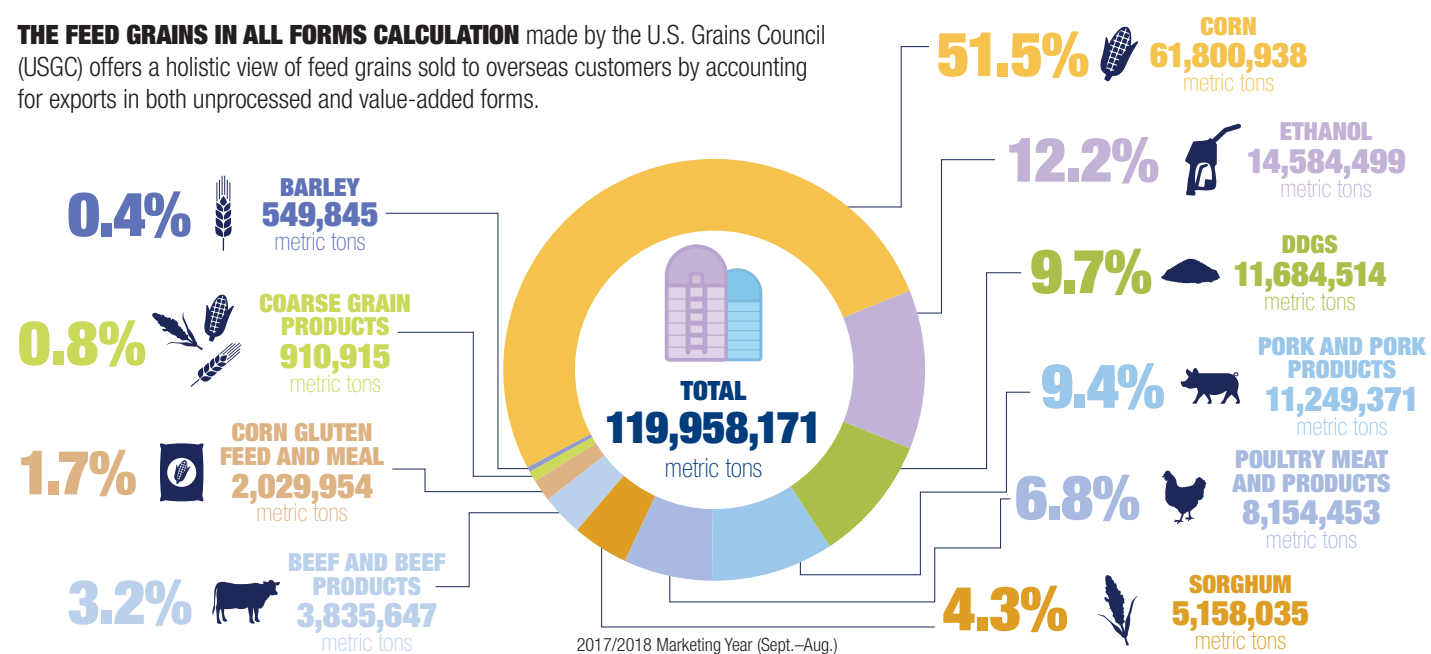
Jim Stitzlein
Chairman



Tom Sleight
President and CEO

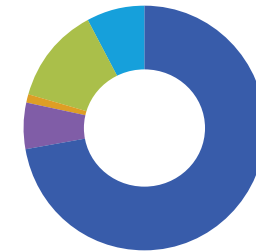
HOW U.S. GRAIN WAS EXPORTED IN 2017/2018

THE FEED GRAINS IN ALL FORMS CALCULATION made by the U.S. Grains Council (USGC) offers a holistic view of feed grains sold to overseas customers by accounting for exports in both unprocessed and value-added forms.



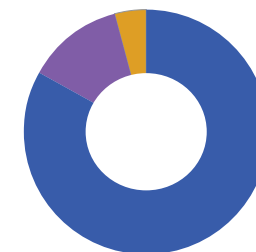
Find more information about feed grains in all forms at grains.org/feed-grains-in-all-forms-portal/.

FY2018 USGC MEMBER CONTRIBUTIONS



Corn	\$9,706,929
Sorghum	815,790
Barley	163,250
Agribusiness	1,697,342
Other	1,043,211
TOTAL	\$13,426,522

FY2018 USDA RESOURCE ALLOCATION



Corn	\$10,374,410
Sorghum	1,590,256
Barley	503,097
TOTAL	\$12,467,763

USGC'S 2018 FINANCIALS

	FY17	FY18
Agribusiness		
Membership Dues - Non-Checkoff	\$1,020,000	\$851,000
Grant Income - Non-Checkoff	530,108	846,342
Total Agribusiness	\$1,550,108	\$1,697,342
Producer Financial Support		
Producer Agreements - Checkoff	5,867,523	5,927,394
Grant Income - Checkoff	2,420,204	4,758,575
Total Producer Financial Support	\$8,287,727	\$10,685,969
Total Member Financial Cash Support	\$9,837,835	\$12,383,311
Other Cash Support		
Meeting Revenue	440,665	647,542
Export Exchange	444,800	-
Foundation Grant	-	-
Income - USDA Projects NICRA	182,362	91,063
Sublease Income	308,240	297,348
Interest Income	907	5,855
Miscellaneous	1,504	1,403
Total Other Cash Support	\$1,378,478	\$1,043,211
Total Member & Other Revenue	\$11,216,313	\$13,426,522
USDA Foreign Agricultural Service Fund		
FMD	3,561,842	3,691,249
MAP and others	8,313,397	8,776,514
Total USDA/FAS Cash Funds	\$11,875,239	\$12,467,763
U.S. Department of State		
U.S. Department of State	-	318,475
Total U.S. Dept of State	-	\$318,475
Total Cash Financial Support from all Sources	\$23,091,552	\$26,212,760
Non-Cash		
Member Goods and Services Contributions	4,868,279	5,507,824
Foreign Third Party Goods and Services Cont.	4,250,000	4,175,000
Total Non-Cash Support	\$9,118,279	\$9,682,824
TOTAL	\$32,209,831	\$35,895,584



U.S. GRAINS COUNCIL BOARD OF DIRECTORS

Front row (seated); left to right: Charles Ray Huddleston, Sorghum Sector Director; Deb Keller, Past Chairman; Darren Armstrong, Vice Chairman; Jim Stitzlein, Chairman; Jim Raben, Secretary/Treasurer; Greg Hibner, Agribusiness Sector Director; Duane Aistrop, At-Large Director

Back row (standing); left to right: Tom Mueller, Corn Sector Director; Joshua Miller, At-Large Director; Tom Sleight, President and CEO; Mark Seastrand, Barley Sector Director; Chad Willis, At-Large Director; Ray Defenbaugh, Agribusiness/Ethanol and Co-Products Sector Director; Tadd Nicholson, Checkoff Sector Director; Ryan Wagner, At-Large Director

CHECK OUT the full annual report, including program highlights about corn, sorghum, barley, DDGS and ethanol at grains.org/2018-annual-report/