

**THE MISSION OF THE INDIANA  
CORN MARKETING COUNCIL IS  
TO ENHANCE THE VALUE OF CORN  
FOR INDIANA CORN FARMERS**

LEARN MORE ABOUT CHECKOFF  
PROGRAMS AT [INCORN.ORG](http://INCORN.ORG)

**BOARD OF DIRECTORS**

The Indiana Corn Marketing Council Board of Directors is made up of 17 unpaid, volunteer farmer leaders who make decisions about how checkoff funds are used.

**2019 Indiana Corn Marketing Council Board of Directors:**

**EXECUTIVE COMMITTEE**

<b>Mike Beard</b> President	<b>Sarah Delbecq</b> Treasurer
<b>Josh Miller</b> Vice President	<b>Paul Hodgen</b> Demand Committee Chairman
<b>Jacob Walker</b> Secretary	<b>JR Roesner</b> Supply Committee Chairman

**BOARD OF DIRECTORS**

<b>John Adam, Jr.</b>	<b>Jeff Gormong</b>	<b>Christian Rosen</b>
<b>Matt Brandyberry</b>	<b>Adam Howell</b>	<b>Kelly Whiteman-Snipes</b>
<b>Natasha Cox</b>	<b>Denny Maple</b>	<b>Luke Schnitker</b>
<b>Tim Gauck</b>	<b>David Ring</b>	

**THE CORN CHECKOFF CANNOT ENGAGE  
IN POLITICAL ADVOCACY**

Federal law prohibits the use of checkoff funds for policy or lobbying efforts. A completely separate membership organization, the Indiana Corn Growers Association (ICGA), engages in policy activities for Indiana corn farmers.

To learn more about ICGA, a separate entity, visit [www.incorn.org](http://www.incorn.org). Also, stay up to date on the latest membership and policy information at @Indiana\_Corn on Twitter or Indiana Corn Growers Association on Facebook.

**FINANCIALS**

FOR THE 12 MONTHS ENDING SEPTEMBER 30, 2019

ICMC  
Review of Finances  
Fiscal Year Ended 9/30/19

**ASSETS**

Cash, CD Investments & Cash Equivalent	\$3,335,664
Fixed Assets	\$12,651
Other Current Assets	<u>\$113,827</u>
<b>Total Assets</b>	<b>\$3,462,142</b>

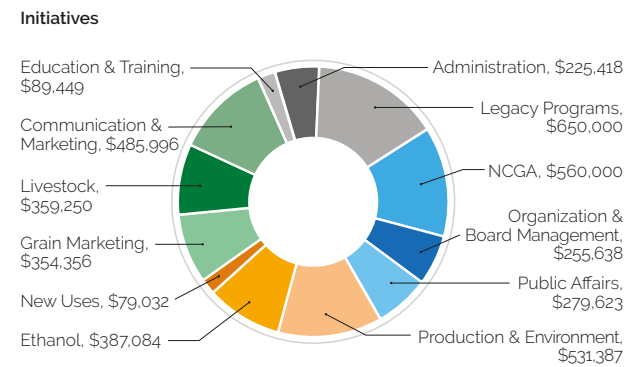
**LIABILITIES**

Accounts Payable	\$275,105
Payable to ISA	\$188,550
Research Grant Payable	<u>\$174,041</u>
<b>Total Liabilities</b>	<b>\$637,696</b>
Unrestricted Net Assets	\$2,824,446
<b>Total Liabilities &amp; Unrestricted Net Assets</b>	<b>\$3,462,142</b>

**REVENUE**

Assessments	\$4,898,940
First Purchaser Handling Fees	\$(132,941)
Refunds	<u>\$(272,285)</u>
<b>Net Assessment Revenue</b>	<b>\$4,493,714</b>
Interest Income	\$29,582
Other Income	\$2,180
<b>Total Checkoff Revenue</b>	<b>\$4,525,476</b>

**EXPENSES**



<b>Total Checkoff Expenses</b>	<b>\$4,257,233</b>
Net Assets, Beginning of Year	\$2,556,203
Change in Net Assets	\$268,243
<b>Net Assets, End of Year</b>	<b>\$2,824,446</b>



Funded with Indiana corn checkoff dollars.  
[incorn.org](http://incorn.org)

2019  
ANNUAL  
REPORT



Despite a challenging year Indiana's farmers rose to the occasion, as they always do, to prove that Hoosiers are unstoppable.

Lead by a team of farmer volunteers, the Indiana Corn Marketing Council works to ensure a strong ROI for Indiana corn farmers. At ICMC, we define ROI as a Return on Indiana. For every dollar invested into the checkoff, Hoosier farmers see a return to their operation.

This is made possible by maintaining a strong, viable market for Indiana corn through areas like livestock, grain marketing and infrastructure, new use innovation, production and research, ethanol, exports and environmental programs.

Corn farmers and our entire state benefit from this commitment to ROI. I hope you'll read on to learn more about how Hoosier farmers are providing a **Return on Indiana** through the corn checkoff.

Sincerely,

*Courtney Kingery*

Courtney Kingery

Chief Executive Officer  
Indiana Corn Marketing Council

*Michael A. Beard*

Michael A. Beard

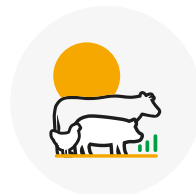
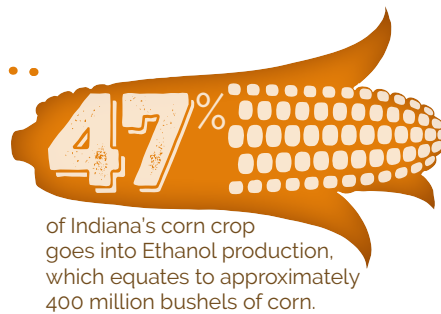
President  
Indiana Corn Marketing Council

## THE RETURN ON INDIANA



### ETHANOL

Indiana is the fifth-largest producer of ethanol in the U.S. ICMC works to expand market opportunities for ethanol by promoting the use of higher ethanol fuel blends in Indiana.



### LIVESTOCK

With livestock being one of the biggest customers for Indiana corn, ICMC works to ensure there is strong demand for red meat and poultry in the U.S. and abroad.



### GRAIN MARKETING AND INFRASTRUCTURE

The checkoff funds research that addresses the importance of transportation infrastructure to agriculture, which has been crucial to educating stakeholders.

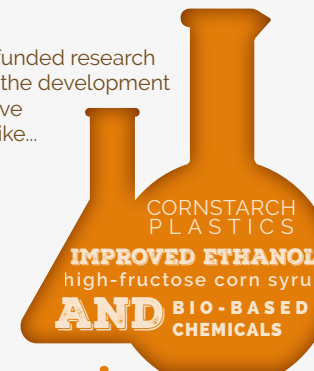


### EXPORTS

To help keep a strong global demand for corn, ICMC partners with organizations like the U.S. Grains Council (USGC). This year, ICMC helped fund the USGC buyers' summer conference.



Checkoff-funded research has led to the development of innovative products like...



### NEW USE INNOVATION

The checkoff continually looks for innovative new ways to use corn, such as replacing petroleum-based products.



### PRODUCTION AND RESEARCH

Indiana's corn checkoff funds university research to help Hoosier farmers continue to increase yields.



More than **400** farmers participated in farm conservation programs like InField Advantage.



### ENVIRONMENTAL PROGRAMS

By partnering with organizations such as the Soil Health Partnership and Indiana Agriculture Nutrient Alliance, the checkoff helps Hoosier farmers continue to manage nutrients and employ environmentally friendly practices.