



Back to {Our Roots}

[Illinois Corn Growers Association
Annual Report 2010]



LETTER FROM ICGA PRESIDENT, TIM LENZ

Corn farming has always been a demanding job and it is about to get more demanding.

As your Illinois Corn Growers Association President this year, I have enjoyed representing you and ensuring your voice is heard on tough issues like increasing EPA regulation, a growing urban population that doesn't understand conventional agriculture, and opening markets for Illinois corn. But if I've learned one thing this year, it is that I can't do it alone.

Your association is a wealth of resources: ideas on how to make corn farming profitable from all over the state, staff that bring years of experience and unique skill sets, enough funding to implement some programs and practices that teach consumers who farmers are. I'd like to believe we utilize all of those resources to their maximum advantage and that we deliver consistent results for Illinois corn farmers.

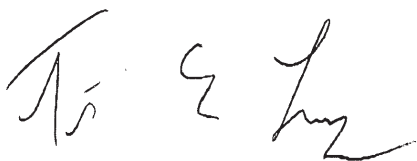
However, the time has come when resources aren't enough. Consumers, legislators, and media want to hear from you.

What Illinois Corn has found throughout the course of several research projects (outlined in this report) is that the general public is interested in authenticity. People want to hear what you are doing, why you are doing it, and they want to hear it **from you**. Unfortunately, farmer numbers compared to the rest of the population are dwindling so the days of sitting back and waiting for the neighbor to take care of it are history. There simply aren't enough farmers for any of us to be complacent.

We need you to come forward and talk to people about farming in your church, at school events and in your community. And once you do, Illinois Corn stands ready to assist you with training, talking points, and talents to bring out the best in your story.

Illinois Corn must turn back to our roots, our grassroots to be exact, to teach the world that we are farming sustainably, caring for our environment, and producing safe and healthy food.

Thank you for the opportunity to lead your organization,



Back to {Our Roots}

“We need you to come forward and talk to people about farming in your church, at school events and in your community.”



DEATH BY REGULATION

When considering the bulk of the efforts and initiatives ICGA has headed this year, the U.S. Environmental Protection Agency is perhaps the most influential group we've worked with that knows next to nothing about conventional corn production. ICGA has fought concepts like International Land Use Change (the idea that increased ethanol production somehow encourages destruction of the Brazilian rainforest), desires to see a ban on the use of atrazine, fears that higher blends of ethanol will ruin our motors and our environment, and unrealistic ideas about making every farmer obtain a permit before applying crop protection products.

The underlying problem behind all of these is simply that bureaucrats in the US EPA have determined emotion and agenda are the driving factors behind most, if not all, decisions instead of sound science and common sense. EPA officials have stated publically that media reports and consumer fears are driving their initiatives.

This deep-seeded value held by EPA and some non-governmental organizations, that ethanol and even conventional agriculture are a detriment to our US economy and our global environment, is a difficult one to contradict because there are no facts that support it. Associations are used to providing data, research, and facts to combat unnecessary regulation, but when science isn't highly regarded, what's next?

Get {Involved}

As a farmer and a constituent, your elected officials need to know how US EPA regulations will affect your farm without benefitting the US economy or the American consumer. Call your US Congressman and Senators often.





[This summer, Illinois Corn coordinated a Technology Tour with cooperation from Iowa Corn and Monsanto to bring US EPA officials, scientists, and California skeptics to the corn field. This experience, highlighting the efficiencies of corn production available via new technologies and ending with a visit to the 2010 Farm Progress show, was beneficial to our goal of continuing education on the benefits of corn and corn-based ethanol.]



[During the March 2010 Commodity Classic in Anaheim, CA, the California Secretary of Agriculture addressed corn farmers from all over the nation, speaking about California agriculture, ethanol and regulations.]

“tremendous energy efficiency gains in US corn-based ethanol plants in the last 7 years, increasing the industry’s efficiency by 30% ...”

— National Dry Mill Corn Ethanol Survey,
Steffen Mueller, University of Chicago



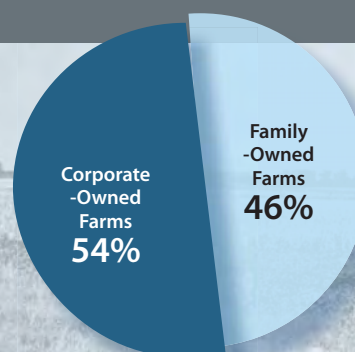


[The coalition effort and resulting data were publically released this summer on Ag Day at the Illinois State Fair. Donna Jeschke, IL Corn Marketing Board, offered that "Farmers are their own best ambassadors. The public respects and wants to trust them. They want to be able to have faith that farmers are making decisions on their farm that are based on a shared ethical code of conduct."]

Most Compelling Mission and Value Statements: Farmers Personally Expressing Shared Concern About the Healthfulness of the Food We All Feed Our Families

| | |
|---|-----|
| I wouldn't feed your family anything i wouldn't feed my own | 73% |
| Protecting the most important things I grow...food for my family and yours | 73% |
| Farmers wouldn't feed your family anything they wouldn't feed their own | 71% |
| I farm for my family and yours | 71% |
| Our mission is healthy land, air, water and farm animals because that's what creates healthy food | 69% |
| My mission is healthy land, air, water and farm animals because that's what creates healthy food | 69% |
| Everything I raise is grown with care | 69% |
| Growing food you and your family trust | 69% |

The Negative Image of Corporate-Owned Farms is Important to Address Because People in Illinois Estimate that Fewer Than Half are Family-Owned



FARMERS

WHO ARE ILLINOIS CORN FARMERS?



Before we can effectively change consumer perceptions about conventional agricultural practices and the farmers that employ them, we must hear from consumers themselves. In a coalition effort between corn, soybeans, beef, and pork commodity groups, in addition to Illinois Farm Bureau, we have attempted to pinpoint consumer perceptions about farmers and what words, images, and attitudes cause those perceptions.

What we found is that consumers trust farmers, but that they aren't sure what you're doing is farming.

Consumers believe that what you are doing is corporate farming. Our research indicates that people are learning much of what they know by simply driving by farms. Interestingly enough, those seed corn signs that are proudly displayed at the ends of your rows are convincing non-farmers that those fields are owned and operated by corporations. It isn't hard to see the misunderstanding, but we need to reevaluate everything that we thought we knew about farming and how we talk to non-farmers about our jobs and our lives.

Non-farmers understand family business. They identify with a farmers plight to feed his family and leave a business to his children. But when we're identified as corporate farmers, those same consumers are contacting their legislators and demanding change. This image problem is hurting us politically; farmers must activate and tell the truth about who they really are.

You are the only one that can speak up and be believed. You must talk about your family operation, show consumers your family, discuss the values taught to you by your father and grandfather, and be open about your desire to pass your farm to future generations. Associations do not hold the credibility that farmers themselves own on these issues.

**“This image
problem
is hurting us
politically ...”**

Get {Involved}

Because you are the most trustworthy source for consumers, you must talk to them. Give presentations for community groups or speak to local schools. Write letters to the editor and give tours of your farm. Tell your story because people want to hear it.

CORN FACTS ARE BETTER THAN FICTION

Knowing that the general public wants to see who you are and why you are doing what you are doing, Illinois joined forces with 13 other states and the National Corn Growers Association to form the Corn Farmers Coalition (CFC). Through this program, we have put the faces of family farmers and the sustainable story of corn farming up front and center in Washington, DC.

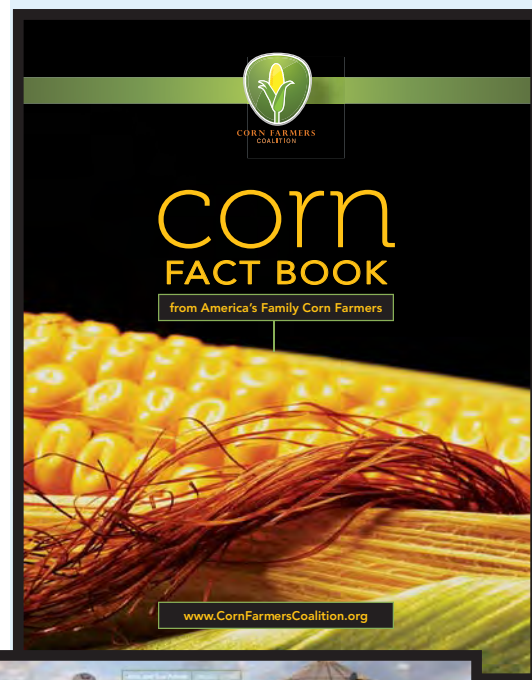
Statements like “95% of all corn farms in America are family owned” and “The energy used to grow a bushel of corn decreased 37% thanks to family farmers’ use of technology” are hard to ignore. Couple the high quality ads and messages with the Station Domination tactic we used in Washington, DC (where CFC ads were placed in every advertising space in a given metro station) and the campaign was deemed a success.

The 2010 CFC campaign created more than 63 million positive media impressions (an impression is one viewing of our campaign materials) and left three out of four people that viewed them feeling “very positive about corn farmers.” Thanks to the Corn Farmers Coalition for providing ICGA the opportunity to discuss these sorts of facts about corn farmers with our elected officials which opens dialogue and changes opinions of corn farmers in Washington, DC.

Get {Involved}

People want to see who you are. Make the extra effort to have someone photograph you and your family on the farm during harvest, planting, while you’re feeding animals or just having fun.

Photos showing your face, the faces of your family, beautiful scenery, and the generations that work on your farm are valuable! Email them to family and friends telling your farm story or put them front and center on your blog, Facebook or Twitter account.



[To reinforce the message that corn farmers are doing more with less and truly tell our sustainability story, the Corn Fact Book has been distributed far and wide, with more than 10,000 copies floating around Washington, DC and more in the hands of influencers in Illinois. This 24 page book summarizes the entire campaign and provides a hands-on reminder of your amazing story.]

A GROWING CORN MARKET: STIFFLED

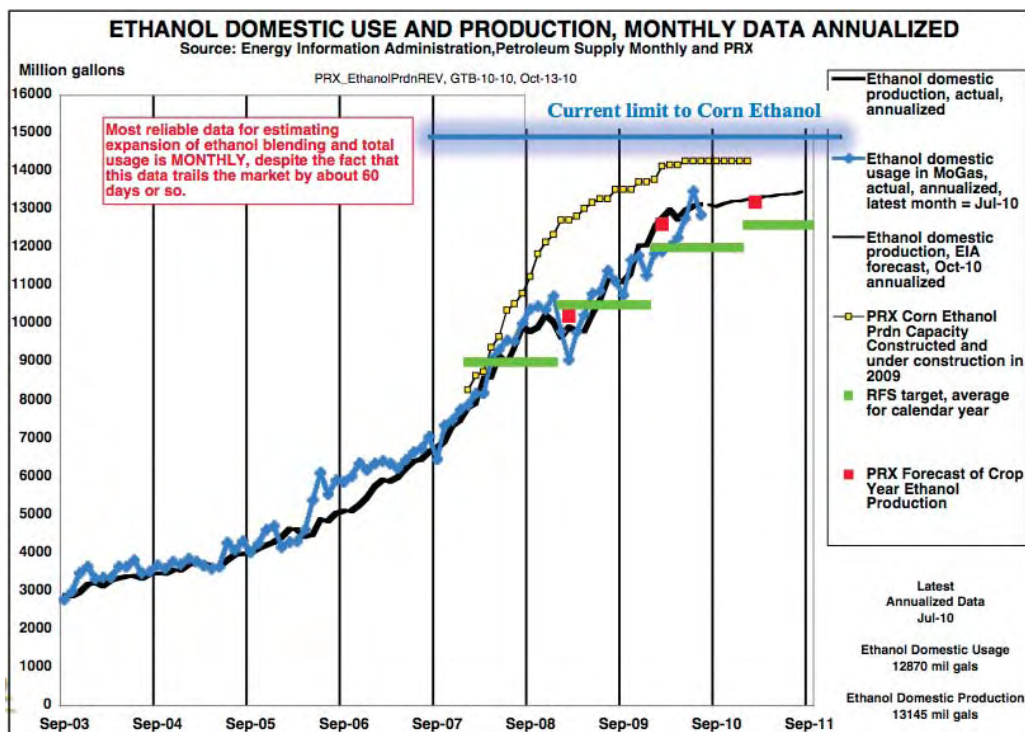
Did you know that ethanol made from corn starch is the only biofuel expressly prohibited from helping America reach its energy security needs? It's true. Illinois Corn continues to work on getting this prohibitive language removed from the Renewable Fuels Standard.

To understand exactly what this means, consider the yellow line on the graph as US capacity for corn-based ethanol and the blue line as the arbitrary limit that the legislation has put on how much corn-based ethanol can be used. The ethanol capacity in between represents opportunity for only five more plants to come online in the US. If we don't remove the prohibitive language from RFS legislation, Illinois corn farmers are up against a literal wall. They have no growing market for their growing corn yields.

Making legislative changes that allow for the corn-based ethanol market to grow beyond 15 billion gallons is a priority for ICGA.

Get {Involved}

The US EPA makes unfair judgments regarding corn-based ethanol nearly every day. Keep informed on these issues and take the opportunities provided to you to make comments on EPA rulings. Visit www.ilcorn.org for more information on how exactly you can help.



KEEP AMERICA MOVING!

The leaders of our country still do not see the value of upgraded locks and dams. Regardless, ICGA and their partners haven't lost sight of the fact that a more modern transportation system pays dividends to Illinois corn farmers.

In 2010, related industry, Illinois Corn and our partners, and the Army Corps of Engineers came together to work on a plan for funding and prioritizing lock and dam upgrades. To date, our lock and dam proposal is the only one where industry has come forward with a plan to share the cost burden of upgrades with the federal government.

They say 'slow and steady wins the race.'



Get {Involved}

Educate yourself. Upgraded locks and dams offer more than efficient transportation for Illinois corn, they are also a greener option for transporting goods and allow all American suppliers to be more competitive in the global market. Learn more about this and other ICGA priorities on www.ilcorn.org and check back often!

[Corn farmers joined the lobbying team during the June 2010 fly-in to Washington, DC. When presented with the message that industry was willing to help fund the cost of lock and dam upgrades, most Congressmen were more excited about the project.]

[Waterways Council, Inc presented this video through online media outlets to remind elected officials of the value river transportation offers America.]



[ICGA has passed the baton to the Indiana Corn Growers Association who held their second series of barge tours in 2010. We are working to spread the word and gain more allies in our fight for lock and dam upgrades.]

YOUR STORY, ONLINE

The world is changing rapidly as the onslaught of new and faster technologies hits us every day from every direction. Social networking sites like FACEBOOK, Twitter, and blogs are the common news providers. And everyday people are becoming the journalists of the future!

It's important that Illinois Corn be present on these sites and more, providing news about Illinois corn farmers, their businesses, and their families to the people that want to know. Our presence has increased drastically in the past year with active Twitter, FACEBOOK and blogger accounts.



Get {Involved}

Social media is the internet version of your local coffee shop. Learn how to use the social media tool of your choice and join the conversation! Explain the decisions you make on the farm, talk about your family and your community, and be a part of the dialogue that is occurring every day about food production and our food system.

[Since people want to hear the truth from you and not more propaganda from your association, ICGA hosted a social media training day this summer. Our goal is to increase farmer presence on these social media sites to spread positive light on corn farming and agriculture. Pictured is Michele Payn-Knoper, Cause Matters, teaching Len Corzine and Garry Niemeyer about Facebook.]



[An updated Illinois Corn website focuses on directing visitors where they need to go with new tabs for members, teachers, and the media. This new website also allows us more flexibility to highlight important issues as they arise.]

Visit us online at www.ilcorn.org

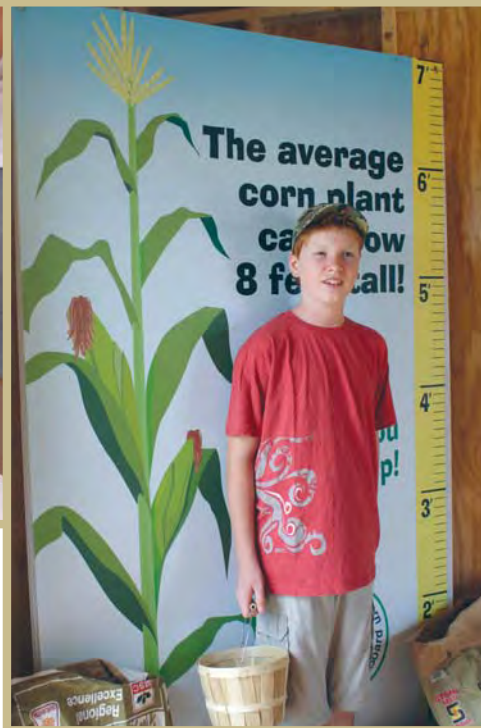




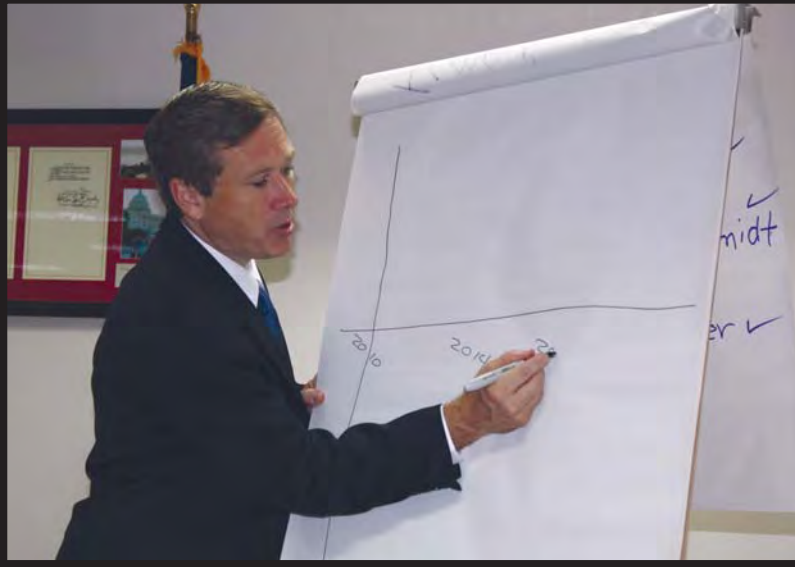
[ICGA's work with the Illinois Livestock Development Group is helping family farmers expand their livestock operations. As nuisance lawsuits become more and more prevalent, the Illinois Department of Agriculture is asking for professional engineering plans which can be cost prohibitive for small expansions. ILDG is able to offset the cost of these professional plans, which helps speed up the siting/expansion process and assists livestock farmers with fewer than 300 animal units.]



[Because it's a campaign year, ICGA spent a significant amount of time supporting candidates that support agriculture. Some of that support was accomplished through PAC checks, but other support comes in the form of positive media attention. When our leaders talk about how specific candidates are sensitive to the needs of farmers and how they support our positions on local radio, farmers listen.]



[New this year at the Illinois State Fair is a "Farmer's Little Helper" exhibit, where students have the opportunity to visit small barns focused on different commodities and to have interactive experiences about agriculture. Young and old alike enjoyed the hands on nature of the exhibit and Illinois farmers loved to see agriculture front and center at the Illinois State Fair.]



[During a neck and neck campaign for Illinois' empty Senate seat, the Illinois Corn Growers Association hosted Congressman Mark Kirk and State Treasurer Alexi Giannoulias for a question and answer session in Bloomington. Although ICGA does not endorse specific candidates, this session helped board members determine which candidates were most in line with agricultural positions and might provide the most opportunity for our goals in Washington, DC to be realized.]



[Abengoa Bioenergy in Madison County came fully on line in 2010, producing 88 million gallons of ethanol a year. The US only has the capacity for five more ethanol plants before our production butts up against the 15 billion gallon limit that corn-based ethanol is allowed to produce. ICGA continues to work on changing the legislation from prohibiting corn starch as an advanced biofuel.]

Get {Involved}

As an Illinois Corn Growers Association member, you have the unique opportunity to get involved in state and federal races within our state. The Illinois Corn Growers Association Political Action Committee matches financial contributions from our members – that's you! Consider giving a donation to the candidate you support or contact ICGA to help us set up a fundraiser for that candidate. Remember, candidates that support agriculture will only be elected if YOU support them.

[Illinois Corn Growers Association]

Bloomington, Illinois

Year Ended September 30, 2010

STATEMENT OF FINANCIAL POSITION

ASSETS

Current Assets

| | |
|---------------------------|----------|
| Cash and Cash Equivalents | \$89,109 |
| Short Term Investments | 674,498 |
| Accounts Receivable | 16,840 |
| Prepaid Expenses | 3,488 |

Total Current Assets 783,935

Investments 63,844

Net Property, Plant and Equipment 557,930

TOTAL ASSETS \$1,405,709

LIABILITIES AND NET ASSETS

Current Liabilities

| | |
|-------------------------|----------|
| Accounts Payable | \$62,906 |
| Accrued Real Estate Tax | 26,606 |
| Deferred Dues Revenue | 73,215 |
| Deferred Rental Income | 7,721 |

Total Current Liabilities 170,448

Long-Term Liabilities

| | |
|---------------------------------|---------|
| Accrued Post Retirement Benefit | 174,533 |
| Deferred Rental Revenues | 195,125 |

Total Long Term Liabilities 369,658

Net Assets

Retained Equity 865,603

TOTAL LIABILITIES AND NET ASSETS

\$1,405,709

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

REVENUES:

| | |
|--|------------------|
| Dues | \$146,003 |
| Corporate Partners | 3,860 |
| Interest | 6,727 |
| Project Funding | 1,038,000 |
| Rental | 13,918 |
| Special Projects | 2,454 |
| County Projects | 30,000 |
| Equity Income (Loss) | 56,594 |
| Unrealized Gain on Marketable Securities | (30,240) |
| Other | 31,567 |
| | <u>1,298,883</u> |

EXPENSES:

| | |
|------------------|---------|
| Exports | 402,365 |
| Grassroots | 160,159 |
| Industrial | 418,067 |
| County Projects | 21,524 |
| Special Projects | 126,267 |

General and Administrative

| | |
|-----------------------------------|--------|
| Management and Clerical | 69,422 |
| Building Repairs & Maintenance | 530 |
| Real Estate Tax | 863 |
| Depreciation | 3,649 |
| Post-Retirement Health Benefit | 7,423 |
| Rent and Utilities | 882 |
| Equipment/Maintenance | 4,491 |
| Staff Travel | 3,076 |
| Telephone | 1,183 |
| Internet Website | 658 |
| Office Supplies and Postage | 2,319 |
| Illinois Corn Growers Newsletters | 1,497 |
| Audit and Legal | 2,275 |
| Insurance | 1,104 |
| Miscellaneous | 250 |

Total General and Administrative 99,622

Total Expenses 1,228,004

Net Increase (Decrease) in

Unrestricted Net Assets \$70,879

[Illinois Corn Growers Association District and District Listing]

STAFF

P.O. Box 1623, Bloomington, IL 61702
309-557-3257(p) . 309-827-0916(f) . ilcorn@ilcorn.org

Rodney M. Weinzierl, Executive Director
weinzier@ilcorn.org; 309-838-5568(c)

Tricia Braid, Communications Director
tbraid@ilcorn.org; 309-830-3393 (c)

Dave Loos, Technology & Business Development Director
dloos@ilcorn.org; 309-830-2319(c)

Jim Tarmann, Field Services Director
jtarmann@ilcorn.org; 309-824-0548(c)

Philip Thornton, Value Enhanced Project Director
pthornton@ilcorn.org; 309-824-5975(c)

Ann Hodgson, Office Manager
ahodgson@ilcorn.org; 309-846-6621(c)

Lindsay Mitchell, Project Coordinator
lmitchell@ilcorn.org; 309-846-6622(c)

Julie Day, Membership Administrative Asst.
jday@ilcorn.org

Becky Finfrock, Communications Administrative Asst.
bfinfrock@ilcorn.org



**[ICGA 2010 Officers pictured left to right
Dan Cole, Secretary; Eric Kunzeman, Treasurer;
Jim Reed, Vice President; Tim Lenz, President]**

DISTRICT I / Paul Taylor (Barbara)
1419 Baseline Rd, Esmond 60129
815-393-4441(p) . 815-751-4014(c) . ptaylor1@rochelle.net

DISTRICT II / open

DISTRICT III / *Rob Elliott (Stephanie)
1668 130th St, Cameron 61423-9612
309-563-9512(p) . 309-368-0979(c) . rob.e.elliott@hotmail.com

DISTRICT IV / Craig Buhrow (Marjorie)
2374 Pipeline Rd, West Brooklyn 61378
815-453-2446 (p&f); 815-739-4631(c) . buhrow@oglecom.com

DISTRICT V / Ken Beck
315 N 39th Rd, Mendota 61342
815-910-3761(p); 815-538-7481(f) . kenabeck@yahoo.com

DISTRICT VI / Jeff Jarboe (Gigi)
765 N St Rt 115, Loda 60948
217-379-2255 (p); 217-249-2279(c) . turboj@illicom.net

DISTRICT VII / *James A. Reed, Vice President (Julie)
771 E 1950 North Rd, Monticello 61856
217-762-3444 (p&f) . 217-493-3334(c) . jreed85@wildblue.net

DISTRICT VIII / *Eric Kunzeman, Treasurer (Jill)
1417 NW Windermere Dr, Tremont 61568
309-925-7107(p) . 309-264-3786(c) . eknzm@mtco.com

DISTRICT IX / Dan Cole, Secretary (Mary)
1486 N 100th Ave, Plainville 62365
217-656-3706(p) . 217-430-8735(c) . colefarms@adams.net

DISTRICT X / Andrew Goleman
1248 Divernon Rd, Divernon 62530
217-628-1125(p&f) . 217-899-5465(c) . farmerboy@dishmail.net

DISTRICT XI / *Tim Lenz, President (Delreen)
RR 1 Box 98, Strasburg 62465
217-644-2427(p&f) . 217-825-6048(c) . tlenz@consolidated.net

DISTRICT XII / *Mark Degler (Valerie)
2800 ECR 1000 N, Mattoon 61938
217-235-7776(p) . 217-259-4858(c) . mwd@cell1net.net

DISTRICT XIII / Richard Gates (Janice)
928 CR 1600 N, Carmi 62821
618-382-2207(p&f) . 618-384-8322(c)
richard.gates@plantpioneer.com

DISTRICT XIV / Kenneth Hartman, Jr. (Anita)
201 Holstein Pl, Waterloo 62298-2743
618-939-7073(p) . 618-806-4076(c) . glendell@htc.net

DISTRICT XV / *Jeff Scates
315 W Posey Ct, Shawneetown 62984
618-269-3163(o) . 618-269-0829(c) . jeff@scatesfarms.com

AT-LARGE

***Gary Hudson (Pam)**
P.O. Box 25, Hindsboro 61930
217-346-2072(p&f) . 217-276-2350(c)
hudspuds@consolidated.net

Tom Groppe
P.O. Box 68, Jerseyville 62052
618-376-3301(h)
tom.groppe@jfhqncr.northcom.mil

Wayne Anderson (Shelley)
17646 Liken Rd, Geneseo 61254
309-944-6612(p) . contactwayneanderson@yahoo.com

* Indicates NCGA CAT or Committee Member



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



Back to
{Our Roots}