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**U.S. GRAINS
COUNCIL**
20 F Street, NW, Suite 900
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**U.S. GRAINS
COUNCIL**

BUILDING
RELATIONSHIPS
BUILDING TRADE

2020 ANNUAL REPORT



www.grains.org

DEAR U.S. GRAIN COUNCIL MEMBERS:

While 2020 began like most other years in recent memory, it wasn't long before we all realized it would be a year like no other.

In the face of the COVID-19 pandemic, Council staff used every technical means available to keep world markets for U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS) and ethanol open, moving many of our meetings, events and conferences online to promote trade-building relationships. We are happy to report we were successful in championing trade with our world partners.

China emerged as an unexpected bright spot for trade in 2020. While the relationship remained complicated, the country purchased impressive amounts of U.S. corn and sorghum – proving demand from the world's largest country by population was strong despite the challenges, and giving farmers new optimism. The U.S. also exported the highest number of gallons of ethanol to China since March 2018. And, after approval of a phytosanitary protocol, U.S. barley is now exportable to China. There's been an uptick in barley malt interest by the Chinese as a result of activities organized by the Council to introduce this key ingredient. However, distiller's dried grains with solubles (DDGS) – once the feed product Chinese livestock couldn't get enough of – remains impeded by tariffs and duties following both anti-dumping and countervailing duties cases. So, our work there continues.

But 2020 was not entirely about China and COVID. Upon closer review, many other high points emerge: U.S. corn satisfying growing demand in countries around the world; a pest risk assessment approval for U.S. sorghum in Vietnam; U.S. barley fulfilling brewing needs in Mexico; DDGS market breakthroughs in Canada and Mexico; and pivots from fuel to industrial ethanol worldwide amid the pandemic. The Council also welcomed good news this year on free trade agreements: the U.S.-Mexico-Canada Agreement officially entered into force in July, and a Phase One deal with Japan kicked off the year on Jan. 1, 2020.

Our work at the Council continues. As we head into 2021, we will continue to identify short-term prospects while expanding long-term demand as we *Build Relationships to Build Trade* for U.S. commodities around the world.

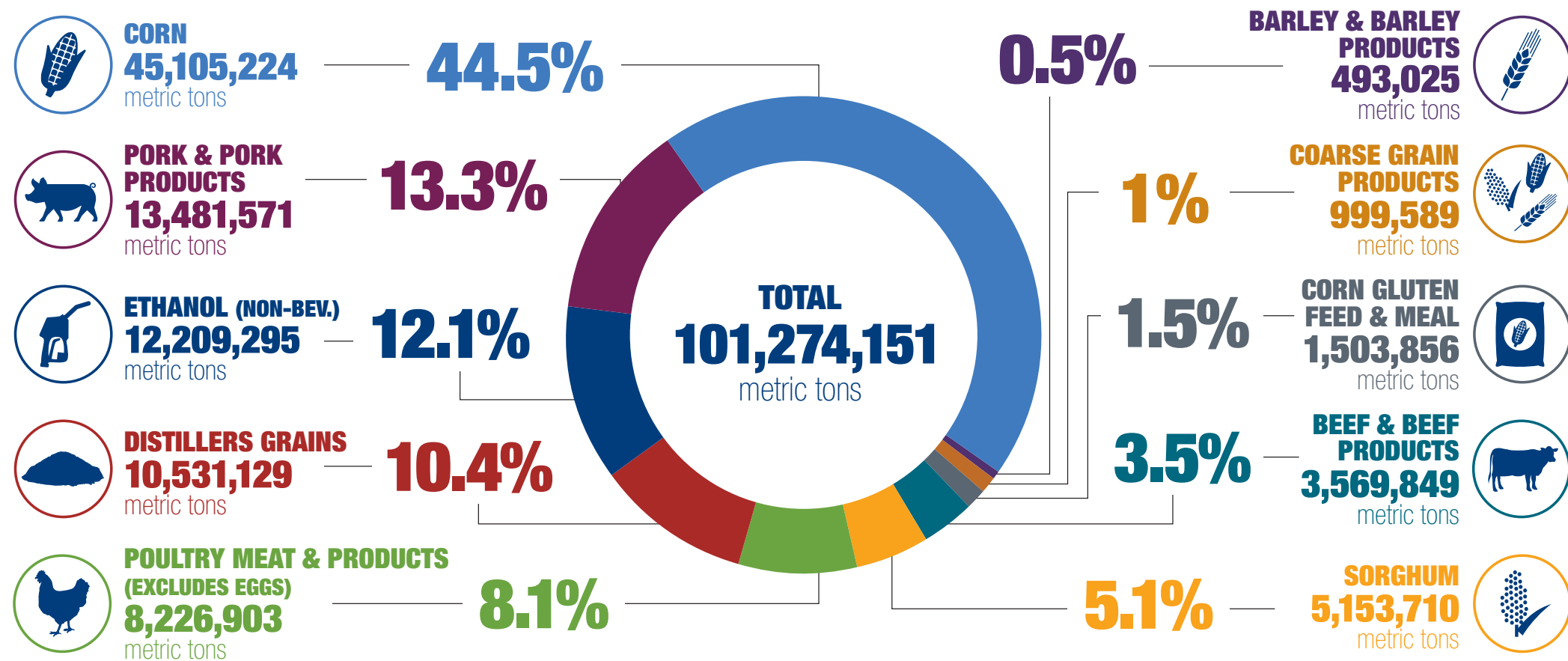
Sincerely,

Jim Raben
Chairman

Ryan LeGrand
President and CEO

HOW U.S. GRAIN WAS EXPORTED IN 2019/2020

The U.S. Grain Council's feed grains in all forms calculation offers a holistic view of feed grain sold to overseas customers in both unprocessed and value-added forms. This calculation includes corn-equivalent exports of U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS), ethanol, corn gluten meal (CGM), meat and poultry.



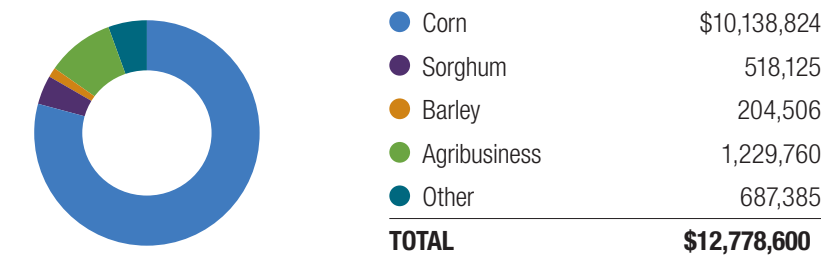
Source: USDA Foreign Agricultural Service's Global Agriculture Trading System report for marketing year Sept. 1, 2019, to Aug. 31, 2020.

CHECK OUT the full annual report, including program highlights about corn, sorghum, barley, DDGS and ethanol, all at: [GRAINS.ORG/ANNUALREPORT](https://grains.org/annualreport)

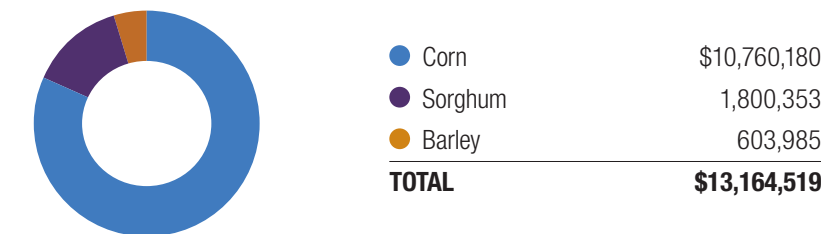
USGC GLOBAL PRESENCE



FY2020 USGC MEMBER CONTRIBUTIONS



FY2020 USDA RESOURCE ALLOCATION



USGC'S FINANCIAL REPORT

| | FY19 | FY20 |
|--|---------------------|---------------------|
| Agribusiness | | |
| Membership Dues – Non-Checkoff | \$834,000 | \$854,000 |
| Grant Income – Non-Checkoff | 621,781 | 375,760 |
| Total Agribusiness | \$1,455,781 | \$1,229,760 |
| Producer Financial Support | | |
| Producer Agreements – Checkoff | \$6,080,483 | \$6,617,454 |
| Grant Income – Checkoff | 4,479,019 | 4,244,000 |
| Total Producer Financial Support | \$10,559,502 | \$10,861,455 |
| Total Member Financial Cash Support | \$12,015,283 | \$12,091,215 |
| Other Cash Support | | |
| Meeting Revenue | \$387,357 | \$381,744 |
| Export Exchange | 494,752 | - |
| Income – USDA Projects NICRA | 19,968 | - |
| Sublease Income | 308,316 | 298,941 |
| Interest Income | 39,204 | 5,700 |
| Miscellaneous | 1,640 | 1,000 |
| Total Other Cash Support | \$1,251,237 | \$687,385 |
| Total Member & Other Revenue | \$13,266,520 | \$12,778,600 |
| USDA Foreign Agricultural Service Funds | | |
| Foreign Market Development (FMD) Program | \$3,733,831 | \$2,566,527 |
| Market Access Program (MAP) | 9,319,434 | 6,907,808 |
| Agricultural Trade Promotion (ATP) Program | 1,600,825 | 3,690,184 |
| Total USDA/FAS Cash Funds | \$14,654,091 | \$13,164,519 |
| U.S. Department of State | | |
| U.S. Department of State | \$437,336 | \$627,846 |
| Total U.S. Dept of State | \$437,336 | \$627,846 |
| Total Cash Financial Support From All Sources | \$28,357,947 | \$26,570,965 |
| Non-Cash | | |
| Member Goods And Services Contributions | \$5,243,217 | \$4,743,862 |
| Foreign Third Party Goods And Services Cont. | 3,850,000 | 2,503,374 |
| Total Non-Cash Support | \$9,093,217 | \$7,247,235 |
| TOTAL | \$37,451,164 | \$33,818,200 |

As a USDA programs participant, the U.S. Grains Council is committed to complying with non-discrimination policies from federal, state and local civil rights laws and those of the USDA. Visit the USDA website page (<https://www.usda.gov/non-discrimination-statement>) for details.