

BOARD OF DIRECTORS



Chad Willis
Chairman



Joshua Miller
Vice Chairman



Brent Boydston
Secretary-Treasurer



Jim Raben
Past Chairman



Mark Wilson
Corn Sector Director



Nathan Boll
Barley Sector Director



Jim Massey
Sorghum Sector Director



Rick Schwarck
Agribusiness-Ethanol and
Co-Products Sector Director



Greg Hibner
Agribusiness Sector
Director



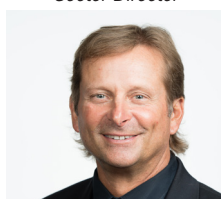
Tadd Nicholson
State Checkoff
Sector Director



Duane Aistroppe
At-Large Director



Don Duvall
At-Large Director



Jay Fischer
At-Large Director



Verity Ulibarri
At-Large Director



Ryan LeGrand
President and CEO

**FULL ANNUAL REPORT
NOW AVAILABLE**
grains.org/annualreport


**U.S. GRAINS
COUNCIL**
20 F Street, NW, Suite 900
Washington, D.C. 20001

2021 ANNUAL REPORT




**U.S. GRAINS
COUNCIL**

DEAR U.S. GRAINS COUNCIL MEMBERS:

This year has seen the U.S. Grains Council capitalize on lessons learned during the global pandemic that began in 2020. No longer are we unfamiliar with how to conduct meetings via Zoom or Teams, and our International Marketing Conference and annual meetings have been completely virtual and even hybrid during 2021.

Staff in every Council office have found ways to connect with buyers of U.S. corn, sorghum, barley, distiller's dried grains with solubles (DDGS) and ethanol in their markets – oftentimes finding that top-level executives who otherwise would not be able to attend an in-person meeting would make themselves available for virtual calls and presentations – ultimately leading to impressive sales.

Because the Council's work during the pandemic has never stopped or even slowed down, we can truly say it has played a significant role, resulting in the best export year of all time for grains in all forms for the marketing year 2020/2021 – up 28.3 percent from 2019/2020 levels.

From officially opening our new office in India and signing memorandums of understanding with key global trading partners to how the Council has managed COVID response and expanded staff around the world to capture demand for our products.

Beyond our worldwide success stories, you can read about commodity-specific high points - record sales of U.S. corn and sorghum to our top market, China; successful Kenyan feeding trials for U.S. sorghum; record-setting imports of barley to Mexico; global growth of DDGS in aquaculture; and worldwide greenhouse gas (GHG) reduction policies helping to grow the market for U.S. ethanol.

Sadly, we are not on the other side of the pandemic just yet; but that only means our innovative efforts on behalf of the commodities the Council represents continue as, *Together in Trade*, we seek to meet the demands for U.S. commodities around the world.

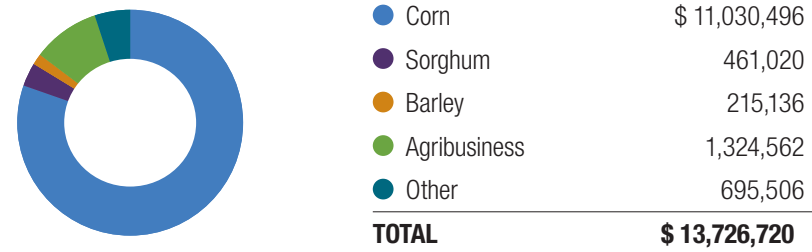
Sincerely,

Chad Willis
Chairman

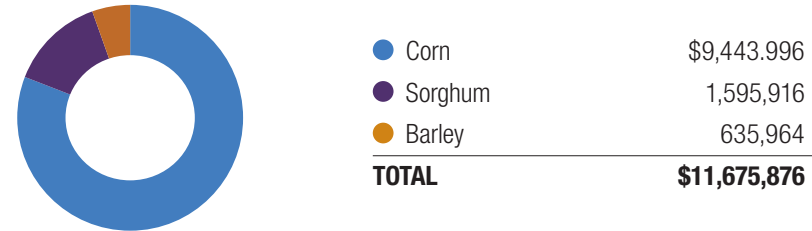
Ryan LeGrand
President and CEO

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)

FY2021 USGC MEMBER CONTRIBUTIONS



FY2021 USDA RESOURCE ALLOCATION



USGC GLOBAL PRESENCE



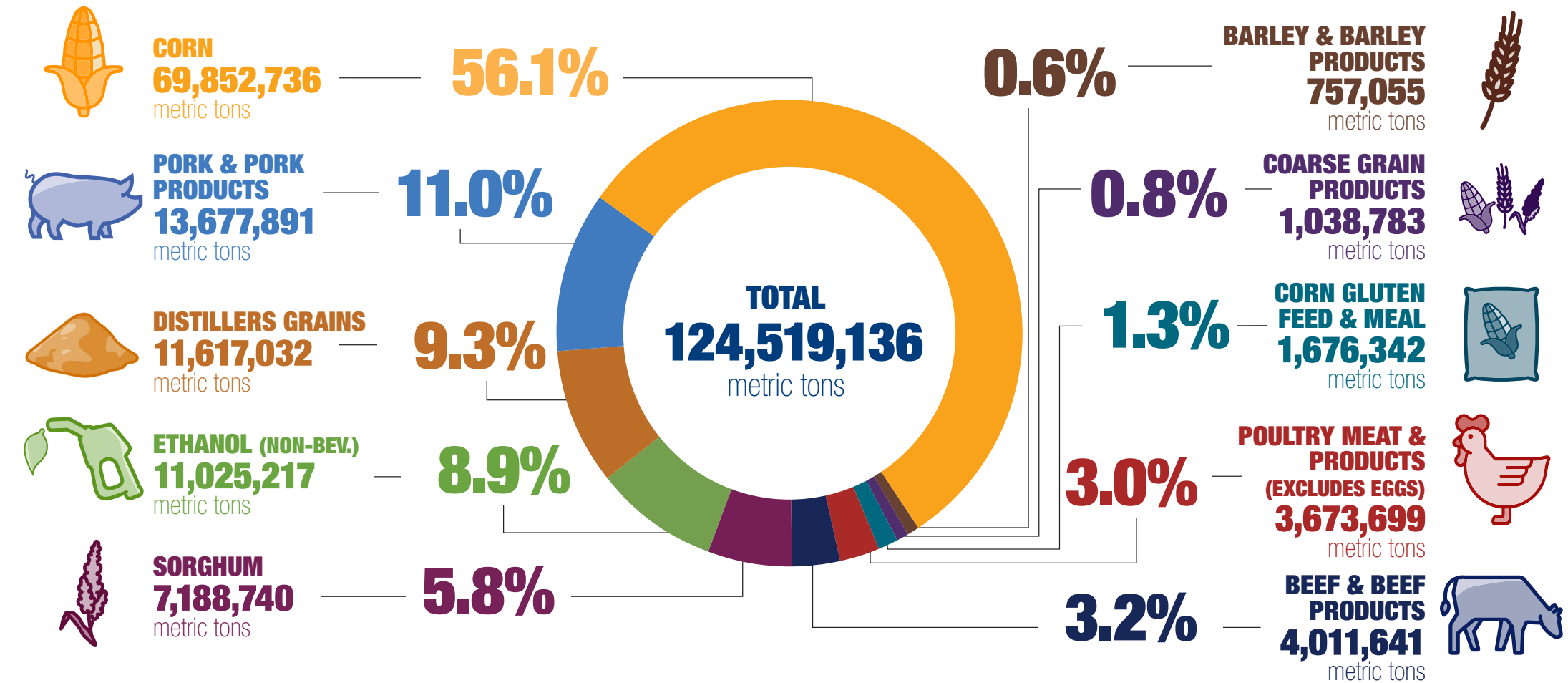
As a USDA programs participant, the U.S. Grains Council is committed to complying with non-discrimination policies from federal, state and local civil rights laws and those of the USDA. Visit the USDA website page (<https://www.usda.gov/non-discrimination-statement>) for details.

USGC'S FINANCIAL REPORT

	FY20	FY21
Agribusiness		
Membership Dues – Non-Checkoff	\$854,000	\$838,100
Grant Income – Non-Checkoff	375,760	486,461
Total Agribusiness	\$1,229,760	\$1,324,561
Producer Financial Support		
Producer Agreements – Checkoff	\$6,617,455	\$6,806,467
Grant Income – Checkoff	4,244,000	4,900,186
Total Producer Financial Support	\$10,861,455	\$11,706,653
Total Member Financial Cash Support	\$12,091,215	\$13,031,214
Other Cash Support		
Meeting Revenue	\$381,744	\$238,099
Sublease Income	298,941	455,708
Interest Income	5,700	384
Miscellaneous	1,000	1,315
Total Other Cash Support	\$687,385	\$695,506
Total Member & Other Revenue	\$12,778,600	\$13,726,720
USDA Foreign Agricultural Service Funds		
Foreign Market Development (FMD) Program	\$2,566,527	\$2,851,585
Market Access Program (MAP) and others	6,907,808	6,894,915
Agricultural Trade Promotion (ATP) Program	3,690,184	1,929,376
Total USDA/FAS Cash Funds	\$13,164,519	\$11,675,876
U.S. Department of State		
U.S. Department of State	\$627,846	-
Total U.S. Department of State	\$627,846	-
Total Cash Financial Support From All Sources	\$ 26,570,965	\$25,402,596
Non-Cash		
Member Goods And Services Contributions	\$4,743,862	\$3,513,848
Foreign Third Party Goods And Services Cont.	2,503,374	6,257,194
Total Non-Cash Support	\$7,247,235	\$9,771,042
TOTAL	\$33,818,200	\$35,173,638

HOW U.S. GRAIN WAS EXPORTED IN 2020/2021

The U.S. Grains 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, 2020, to Aug. 31, 2021.