RETURN ON INDIANA. On the farm, a strong ROI is crucial. Every dollar spent must yield results. For Indiana’s corn farmers, checkoff investments truly pay off. Not just for them and their farm, but the entire state of Indiana. That’s because a strong ag economy benefits everyone. When farmers invest in the checkoff, they get more than an incredible ROI, they get a RETURN ON INDIANA.

ETHANOL
The Indiana Corn Marketing Council (ICMC) works to expand market opportunities for ethanol by promoting the use of higher ethanol fuel blends in Indiana. Ethanol provides a cleaner burning octane source that improves engine efficiency and results in cleaner air for all. Forty-five percent of Indiana’s corn production goes to ethanol plants, and Indiana is 5th in national ethanol production.

GRAIN MARKETING AND INFRASTRUCTURE
Indiana corn farmers are incredibly productive. If they can’t move all that corn from the farm to customers, no one benefits. ICMC works to keep Indiana’s corn industry viable not only locally, but globally as well. This occurs through research on rural roads and bridges.

LIVESTOCK
Livestock remains the number one customer for Indiana corn. ICMC works to increase demand for red meat and poultry by expanding livestock markets in the U.S. and abroad. Livestock consumes more than 60 percent of Indiana corn and corn products.

NEW USE INNOVATION
ICMC looks for innovative new uses for corn, including ways to replace petroleum-based products and plastics.

“‘We are looking for new uses for corn all the time. It goes back to demand. Indiana corn farmers are very productive and we are going to raise a bigger crop every year. So, we have to find new uses and new markets for our product.’”

– Denny Maple, Indiana Corn Marketing Council board member

ENVIRONMENTAL PROGRAMS
Farmers are the original conservationists, so the checkoff partners with organizations such as the Soil Health Partnership and Indiana Agriculture Nutrient Alliance to protect and enhance the land for future generations.

WHAT IS A CHECKOFF?
A checkoff is a small percentage or dollar amount typically collected at the first point of sale of an agriculture-commodity. For Indiana corn growers, it is a one-half cent per bushel collected at an Indiana point of sale. Checkoffs allow farmers to come together to advance their own futures through investments in building markets, developing new uses and improving production practices.

EXPORTS
ICMC partners with organizations like the U.S. Grains Council to help ensure a strong global demand for Indiana corn and ethanol. USGC maintains a full-time presence in 13 key markets and operates programs in more than 50 countries.

PRODUCTION AND RESEARCH
Indiana’s corn checkoff funds university research that helps farmers improve production efficiencies while maintaining best management practices. One of ICMC’s key investments is the Indiana Corn and Soybean Innovation Center at Purdue University.

ENVIRONMENTAL PROGRAMS FUNDED BY THE CHECKOFF encourage Indiana farmers to use cover crops. As a result, roughly 3 million pounds of nitrogen, 1.5 million pounds of phosphorus and 1.2 million tons of sediment have been prevented from entering Indiana’s waterways each year.

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BOARD OF DIRECTORS
The Indiana Corn Marketing Council Board of Directors is made up of 17 unpaid, volunteer farmer leaders. Elections take place every summer, and directors are elected for three-year terms. Board members are responsible for finding the Return on Indiana by making decisions about how checkoff funds are used.

2018 Indiana Corn Marketing Council Executive Committee and Board of Directors:

EXECUTIVE COMMITTEE
Mike Beard  Paul Hodgen
President  Treasurer
Josh Miller  Jacob Walker
Vice President  Demand Committee Chairman
Sarah Delbecq  Kelly Whiteman Snipes
Secretary  Supply Committee Chairman

BOARD OF DIRECTORS
John Adam, Jr.  Jeff Gormong  David Ring
Matt Brandyberry  David Gottbrath  Herb Ringel
Natasha Cox  Adam Howell  JR Roesner
Tim Gauck  Denny Maple

“Our Indiana corn checkoff board is made up of directors from across the state, all of whom pay into the checkoff. We decided how to best use checkoff revenue by discussing the merits of the programs and activities that are brought before us.”

– Mike Beard, ICMC board member

THE CORN CHECKOFF CANNOT ENGAGE IN POLITICAL ADVOCACY
The checkoff provides a Return on Indiana through a variety of programs that help grow demand for corn. However, 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. ICGA is self-funded through membership dues, outside sponsorships and magazine advertising sales. Policy priorities for ICGA include: trade, regulations, farm policy and livestock.

To learn more about ICGA, a separate entity, visit 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, 2018
ICMC
Review of Finances
Fiscal Year Ended 9/30/18

ASSETS
Cash, CD Investments & Cash Equivalent $3,236,699
Fixed Assets $23,495
Other Current Assets $27,199
Total Assets $3,287,393

LIABILITIES
Accounts Payable $420,597
Payable to ISA $126,164
Research Grant Payable $184,429
Total Liabilities $731,190

Unrestricted Net Assets $2,556,203
Total Liabilities & Unrestricted Net Assets $3,287,393

REVENUE
Assessments $4,932,344
First Purchaser Handling Fees $(134,703)
Refunds $(279,359)
Net Assessment Revenue $4,518,282
Interest Income $18,602
Other Income $2,212
Total Checkoff Revenue $4,539,096

EXPENSES
Initiatives
Education & Training, $55,674
Communication & Marketing, $489,148
Livestock, $347,157
Crop Marketing, $341,189
New Uses, $66,170
Ethanol, $509,343
Administration, $240,143
Legacy Programs, $250,000
NCGA, $540,000
Organization & Board Management, $248,803
Public Affairs, $277,004
Production & Environment, $706,958
Total Checkoff Expenses $4,101,599
Net Assets, Beginning of Year $2,118,706
Change in Net Assets $437,497
Net Assets, End of Year $2,556,203

Funded with Indiana corn checkoff dollars.

incorn.org