



# SD CORN

ANNUAL  
REPORT  
2023





**DANITA MURRAY**

Executive Director, SD Corn

**2023 has been a year filled with challenges but also opportunities.** With that being said, what I want to focus on is, 'What has SD Corn worked on with an eye towards a return on investment?'.

Regarding federal policy work, the 2024 farm bill is an incredibly critical piece of legislation that has been our focus this year in addition to other important issues that affect everyday operations. Read on to see what we've been involved with this past year on the next pages.

*"As I look forward to 2024, I am appreciative of the opportunity to work for South Dakota corn farmers."*

This past session in Pierre saw South Dakota Corn Growers Association help to ensure that property taxes on farmland were not inadvertently increased as an unintended consequence of other state tax policy changes. We also provided comments on issues throughout the year to federal agencies on a broad variety of topics such as crop protection, prevent plant and corporate average fuel economy standards.

A critical in-state marketing effort was driven by a tri-state survey to determine exactly how South Dakota consumers felt about ethanol. Surprisingly, we learned that dated perceptions about its safe use in modern engines and effect on gas mileage have changed little since its first emergence in the market decades ago. To address this, we launched an educational

campaign, Ethaknow, last January to dispel these myths. We're pleased to report that this campaign garnered incredible engagement for young drivers that we haven't seen in previous efforts.

Research is also a key component of the SD Corn overall mission. The continued development of new uses for corn starch remains a priority for the South Dakota Corn Utilization Council with efforts made by that board to be aware of funding opportunities in a way that maximizes the impact of that checkoff dollar.

As I look forward to 2024, I am appreciative of the opportunity to work for South Dakota corn farmers. Thank you for your continued support of SD Corn.

A handwritten signature in dark green ink that reads "Danita Murray". The script is fluid and cursive.



# WHO WE ARE & WHAT WE DO



Two organizations led by South Dakota corn farmers; working together to improve our way of life and maintain and grow the economic benefit to our producers.



**THE SOUTH DAKOTA CORN GROWERS ASSOCIATION** works to increase the profitability of all South Dakota corn farmers through our membership's strong voice in legislative activities and regulatory decision-making.

- Leading grassroots advocacy for corn farmers by corn farmers
- Protecting the freedom to farm
- Improving corn farmer profitability
- Influencing policy in Pierre and Washington, D.C.



**THE SOUTH DAKOTA CORN UTILIZATION COUNCIL** is one of the most active commodity organizations in the state. Our peer-elected producer board is tasked with developing and maintaining new and existing markets, promoting new uses and increasing profitability for all South Dakota corn producers.

- Collecting and administering of the One-cent Checkoff
- Educating consumers
- Developing and maintaining new markets for corn
- Promoting new uses for corn
- Funding important corn research

THE AGRICULTURAL  
INDUSTRY IN SOUTH  
DAKOTA PROVIDES

**130,000**

JOB

TWO OF EVERY THREE ROWS

OF SD CORN BECOMES ETHANOL

**5.75 MILLION**

ACRES OF CORN WERE  
PLANTED IN SOUTH DAKOTA  
THIS PAST YEAR

**1.4 BILLION**  
GALLONS OF  
ETHANOL ARE  
PRODUCED  
EACH YEAR  
IN SOUTH  
DAKOTA

THE UNITED STATES  
IS THE LARGEST

**PRODUCER &**

**CONSUMER**

OF CORN IN  
THE WORLD

**11,219**

FARMS GROW  
CORN IN  
SOUTH DAKOTA

BASED ON ECONOMIC VALUE  
CORN IS THE

**#1**

AG COMMODITY  
IN THE STATE

SOUTH DAKOTA JOBS  
SUPPORTED

**29,430**

BY  
ETHANOL PRODUCTION

144 GAS STATIONS IN  
THE STATE OFFER E85  
30 GAS STATIONS  
OFFER E15

**661**

**MILLION**

BUSHELS OF CORN  
ARE HARVESTED  
IN SD EACH YEAR

A BUSHEL OF CORN IS

**56 LBS**

(ABOUT THE WEIGHT OF A  
LARGE BAG OF DOG FOOD)

CORN IS USED IN NON-FOOD ITEMS LIKE  
FIREWORKS, GLUE, FABRIC, CRAYONS, FUEL  
& PAINT

**ONE ACRE**

of corn is about  
the size of a  
football field

AGRICULTURE ACCOUNTS FOR  
**30%**  
OF SD'S ECONOMIC OUTPUT

AG IS SOUTH DAKOTA'S LARGEST INDUSTRY BRINGING **\$32.1 BILLION** TO THE ECONOMY

**4 MILLION** TONS OF DISTILLERS GRAIN  
ARE PRODUCED IN SOUTH DAKOTA EACH YEAR





# POLICY & LEGISLATION

Fully immersed in both state and federal policy that affects South Dakota corn farmers, South Dakota Corn Growers Association is committed to increasing the profitability of South Dakota corn producers through the membership's strong voice in legislation. While the vast majority of South Dakota farms continue to be family owned and operated, today, they have morphed into sophisticated operations that manage risk in various forms and size on a daily basis. This is the story that we bring to the table for legislators who may or may not have a good working knowledge of agricultural policy and how it directly affects producers of today.

*In South Dakota, thanks to better genetics, fertilizer use, tillage practices, and increased rainfall throughout the decades, corn is raised in areas where growing corn was not previously sustainable.*

With members on both the U.S. Senate and House of Representatives serving on the Agricultural Committees that have jurisdiction over federal agricultural policy, we are working diligently to promote South Dakota priorities in Washington, D.C., that make an impact now and for future generations.

## ***FARM BILL INITIATIVES***

### **MANDATORY BASE ACRE UPDATE**

Last July, SDCGA delegates traveled to Washington, D.C., to represent South Dakota at the National Corn Growers Association (NCGA) Corn Congress. They presented a resolution supporting a mandatory base acre update which was adopted by a wide margin and has become an initiative for NCGA. Why does this matter? In South Dakota, thanks to better genetics, fertilizer use, tillage practices, and increased rainfall throughout the decades, corn is raised in areas where growing corn was not previously sustainable. This type of change updates acres that are eligible to be enrolled in ARC and PLC farm programs. Based on historical information, there may also be a savings associated with this policy that could be used towards other requests in the farm bill such as updating reference price. Current base acres are calculated using antiquated data from 1998-2001.

### **INCREASE IN REFERENCE PRICES**

Joining forces with South Dakota Soybean Association, SDCGA urged federal policymakers to back increases in the statutory reference prices for corn and soybeans. Reference prices are critically low across the board for program crops compared to the break-even costs of production.

### **PROVIDING SUPPORT FOR IMPORTANT LEGISLATIVE INITIATIVES**

As one of the strongest grassroots agricultural commodity organizations in South Dakota, SDCGA has strongly supported the following legislative initiatives: protecting crop insurance, a call for issues in the fertilizer industry to be addressed in the upcoming farm bill and the expansion of nationwide, year-round sales of E15.

## **SDCGA CORNPAC**

South Dakota Corn Grower's CORNPAC is a state political action committee that promotes the economic and social well-being of South Dakota corn producers and other agricultural-related interests. CORNPAC supports candidates for election to the South Dakota Legislature and state constitutional offices who are willing to commit support to the needs and values of South Dakota corn producers.

# FERTILIZER PRICING QUESTIONED – A CALL FOR TRANSPARENCY

As the cost of fertilizer continues to be a primary concern for South Dakota farmers, it has also become a critical question for South Dakota Corn. Over a span of just 25 years from the 1980's to the mid-2000's, fertilizer production facilities have declined by 63% and the number of firms operating in this sector has decreased by 72%. To top it off, just four firms now control about 75% of nitrogen production in the U.S. and a single firm controls about 90% of phosphorus production. The USDA predicted that 42% of an average U.S. corn farmer's total operating costs in 2023 could be attributed to fertilizer.

The facts speak for themselves: while the American farmer is receiving less and less in return for their crops, the fertilizer industry has experienced record profits. Last June, the Rural Blog reported that Nutrien saw profits increase 1,575% between 2020 and 2022, the Mosaic Co. had a 438% increase, and CF Industries had a 955% increase.







*“The cost of fertilizer has been on the mind of every farmer I meet.”*

**CHAD BLINDAUER**

SDCUC President, District 8

The SDCGA proposed at July’s NCGA Corn Congress changes to its policy book that resulted in the resolution, “Encourage initiation of action review, and/or policies for the Department of Justice, other appropriate agencies and/or in Congress to focus on agricultural mergers, acquisitions, vertical integration and price transparency, especially where competition and/or price discovery does not exist.”. We are hopeful that as the 2024 farm bill progresses, this language will help spur regulatory and policy work in this sub-sector.

The SDCUC is also working diligently to help address this concern for the corn growers of South Dakota and to safeguard, when possible, our ability to farm profitably. “The cost of fertilizer has been on the mind of every farmer I meet. It has truly become a pivotal issue for us all on the South Dakota Corn Utilization Council Board,” shared Chad Blindauer, SDCUC President, District 8.



# SOUTH DAKOTA CORN GROWERS ASSOCIATION BOARD



DAVE ELLENS  
PRESIDENT  
DISTRICT 2



TAYLOR SUMPTION  
VICE PRESIDENT  
DISTRICT 5



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SECRETARY/  
TREASURER  
DISTRICT 9



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DISTRICT 1



GARY DUFFY  
DISTRICT 3



TRAVIS STRASSER  
DISTRICT 4



MIKE CRONIN  
DISTRICT 6



JEFF BURG  
DISTRICT 7



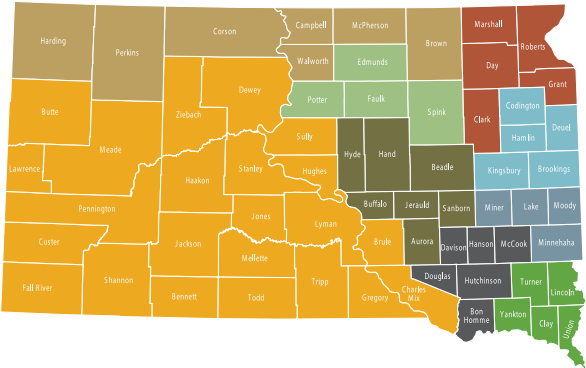
SCOTT STAHL  
DISTRICT 8



KELSEY GERAETS  
AT-LARGE



MARK GROSS  
AT-LARGE



- DISTRICT 1
- DISTRICT 2
- DISTRICT 3
- DISTRICT 4
- DISTRICT 5
- DISTRICT 6
- DISTRICT 7
- DISTRICT 8
- DISTRICT 9



JENNIFER FEISTNER  
INDUSTRY DIRECTOR



REBECCA WELLENSTEIN  
INDUSTRY DIRECTOR



## DAVE ELLENS

SDCGA President  
DISTRICT 2

**AS YOU READ THIS MESSAGE, I HOPE YOU ARE LOOKING BACK AT 2023 WITH EXTREME PRIDE OF WHAT YOU'VE ACCOMPLISHED ON YOUR FARM.** That's how I look back at this year and what we were able to accomplish at the South Dakota Corn Growers Association. I am extremely proud of the work we've done in our association and what our board members and staff have achieved in the past year.

*"Our job is to advocate for our membership and be your voice where it matters."*

Between visits to Pierre and Washington, D.C., to fight for issues that affect your farms, working diligently to help construct a farm bill with a modernized safety net, pushing to improve policy that affects input costs, and staying ahead of matters that are constantly knocking on the farm gate, the team at SD Corn is at the forefront and leading the charge.

I encourage anyone reading this to stay involved with our organization and continue to relay to us what issues are important to you and impact your farm. Our job is to advocate for our membership and be your voice where it matters. Decisions are made by those who show up, and we will always show up when we are called upon.

Sincerely,

A handwritten signature in green ink that reads "Dave Ellens".



## 2023 FINANCIAL STATEMENT

TOTAL ASSETS  
**\$4,380,827**

TOTAL LIABILITIES  
**\$219,263**

TOTAL NET ASSETS  
**\$4,161,564**

TOTAL REVENUE  
**\$1,388,403**

TOTAL EXPENSES  
**\$1,206,132**

CHANGE IN NET ASSETS  
**\$182,271**



# SOUTH DAKOTA CORN UTILIZATION COUNCIL BOARD



**CHAD BLINDAUER**  
PRESIDENT  
DISTRICT 8



**JIM KETELHUT**  
VICE PRESIDENT  
DISTRICT 9



**RENO BRUEGGEMAN**  
SECRETARY/  
TREASURER  
DISTRICT 7



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DISTRICT 1



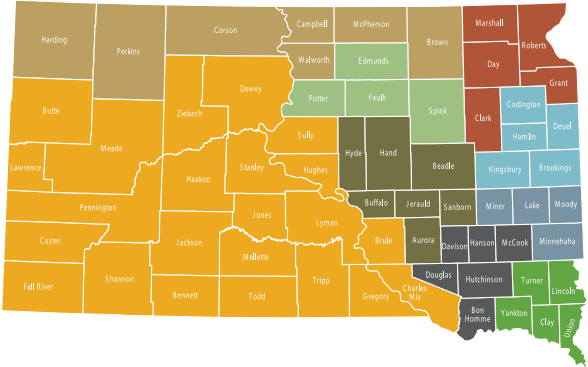
**JUSTIN MINNEART**  
DISTRICT 2



**DOUG NOEM**  
DISTRICT 3



**CHRIS NICKESON**  
DISTRICT 4



- DISTRICT 1
- DISTRICT 4
- DISTRICT 7
- DISTRICT 2
- DISTRICT 5
- DISTRICT 8
- DISTRICT 3
- DISTRICT 6
- DISTRICT 9



**GRANT RIX**  
DISTRICT 5



**JAY ESSER**  
DISTRICT 6





## CHAD BLINDAUER

SDCUC President  
District 8

### INVESTING IN THE FUTURE PROSPERITY OF SOUTH DAKOTA CORN FARMERS IS OUR TOP PRIORITY AT THE SOUTH DAKOTA CORN UTILIZATION COUNCIL.

Our efforts are focused on developing and maintaining new and existing markets, promoting utilization research to continue finding new and innovative uses for corn and corn by-products as well as educating the public regarding their impact.

As the sixth largest corn-producing state in the nation, South Dakota has been a leader in the ethanol industry. Today, 64% of our corn goes to ethanol production, not only offering a readily available and affordable option for drivers, but also one that has the ability to meet the demands of the marketplace for low carbon fuel.

As we move forward into 2024, we will continue to move the dial forward for all South Dakota corn farmers. If current world events show us anything, it is that the ability to produce food and fuel domestically is of critical importance to this country and our customers around the globe. Yes, South Dakota benefits immensely from corn ethanol, but so does our national security with the preservation of American farmers' ability to domestically supply an important component of food and fuel.

Thank you for your continued trust and support.

Sincerely,

*Chad A Blindauer*



## 2023 FINANCIAL STATEMENT

TOTAL ASSETS

**\$7,988,654**

TOTAL LIABILITIES

**\$177,135**

TOTAL FUND BALANCE

**\$7,811,519**

TOTAL REVENUE

**\$5,325,303**

TOTAL EXPENDITURES

**\$5,066,574**

EXCESS OF REVENUE  
OVER EXPENDITURES

**\$258,729**

# 2023 EVENTS RECAP



The South Dakota Corn Growers Association held the **37th Annual South Dakota Corn Conference** at the Sioux Falls Convention Center in January. U.S. Senator John Thune and Lt. Governor Rhoden were special guests. The keynote speaker was former Minnesota Viking, Chad Greenway. Awards were presented to Corn Yield Contest winners and other special honorees.



Members from both the South Dakota Corn Growers Association and the South Dakota Corn Utilization Council attended **Corn Congress** in Washington, D.C., in July. Grower leaders met with U.S. Senator Thune, U.S. Senator Rounds and U.S. Representative Johnson about the farm bill, ethanol, and other pressing policy priorities.



SD Corn participated in the **Ag PhD Field Day Kids Zone** in July. Children created beaded corn crafts to learn about kernels, seeds, and the difference between field corn and sweet corn.







The South Dakota Corn Growers Association held the annual **Corn Cob Open** at the Brookings Country Club in August.



SD Soybean and SD Corn teamed up at **Dakotafest** to celebrate corn and soybeans and the farmers who grow them. U.S. Senator John Thune, U.S. Senator Mike Rounds, RMA Administrator Marcia Bungler and FSA Administrator Zach Ducheneaux were special guests.



The South Dakota Corn Utilization Council provided funds for the building of the **Dakota Events Complex (DEX)** on the South Dakota State Fairgrounds. Chad Blindauer, Reno Brueggeman, Jeff Burg, Trent Kubik and DaNita Murray attended the DEX ribbon cutting in August.



South Dakota Corn Growers Association hosted U.S. Senator John Thune and other commodity groups to discuss the **farm bill** in February. SDCGA President, Dave Ellens, represented South Dakota's corn farmers.



SD Corn taught young people about corn on **National Farmer's Day** in October at the Stockyard Ag Experience.



The South Dakota Corn Utilization Council presented a \$100,000 check to **Feeding South Dakota** in January. The funds were used to support the food bank's School Pantry Program.

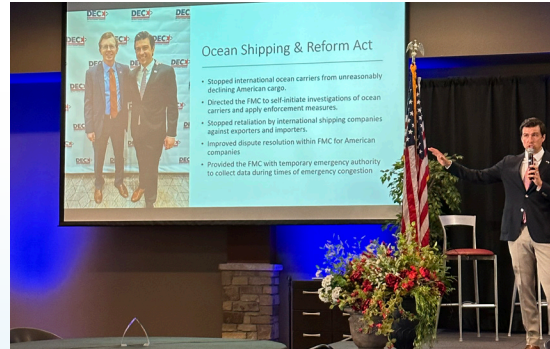




# 2023 EVENTS RECAP



The South Dakota Corn Utilization Council is proud to have been a 4-Star Partner of the **South Dakota FFA Foundation**.



The South Dakota Corn Utilization Council was a proud sponsor of the **Governor's Agricultural Summit** at Lake Area Technical College in July.



**Governor Kristi Noem** signed HB 1090 in Mitchell, SD in March. Travis Mockler, SDCGA District 1 Director, was invited to speak at the event.







The South Dakota Corn Growers Association and the South Dakota Corn Utilization Council held a joint board meeting at the South Dakota State University **Jim Woster Celebration Hall** in August.



South Dakota Corn Growers Association donated corn to the **Madison Public Library** Corn Carnival in August.



SD Corn Executive Director, DaNita Murray, attended the **POET Bioproducts Center** Grand Opening in October. The South Dakota Corn Utilization Council provided funding to help construct the 45,000-square-foot facility.



The South Dakota Corn Utilization Council was the presenting sponsor of the **SD State Fair Horticulture Building** in September. The horticulture building has more exhibits than any other department of the South Dakota State Fair. Corn, soybeans, garden vegetables, and other grains are highlighted in this building.



The South Dakota Corn Utilization Council sponsored the **Sioux Empire Fair** on Friday, August 11. This event was a great opportunity to interact with and educate consumers on the many aspects of agriculture in our state.



The South Dakota Corn Utilization Council hosted the **Fuel Your Fun Summer E15 Giveaway** June - August 2023 to promote the utilization of ethanol. The winners were Adam Leitheiser, Austin Herrboldt, and Reed Wehrkamp.





# 2023 EVENTS RECAP



South Dakota Corn Growers Association members, Ron and Keith Alverson, hosted a **U.S. Grains Council Tour** with representatives from Costa Rica, Guatemala, and Panama.



The South Dakota Corn Utilization Council was a sponsor of the **Washington Pavilion Ag Day** in Sioux Falls last February. Over 3,000 children and their families attend this celebration of agriculture annually.



South Dakota Corn delegates attended **Commodity Classic** in Orlando in March. Commodity Classic is America's largest farmer-led, farmer-focused agricultural and educational experience.



FOR CORN FARMERS  
2023



# SD CORN

ANNUAL  
REPORT  
BY CORN FARMERS



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**SOUTH DAKOTA CORN SUPPORTS THESE ORGANIZATIONS:**

