

QUARTER 1

VOLUME 22

ISSUE 1

colorado C.Q.

CORN QUARTERLY

CCAC NEWS
CORN INDUSTRY NEWS
EXPORT UPDATES

CONTENTS



3 CCAC & NCGA NEWS

Executive Director Update, Action Team and Committee Reports; New Economic Analysis Has Farmers Raising Concerns about Looming Tariffs on Nitrogen Fertilizers; CCAC Joins NCGA, Other State Corn Organizations in Letter to Mosaic: Stop Engaging in Irresponsible Corporate Behavior and End Fertilizer Tariffs; Market Development Action Team Focused on Driving Demand in 2022; With Reauthorization of the Farm Bill on the Horizon, Grower Leaders are Positioned to be Valuable Resource

12 INDUSTRY NEWS

Two Producers and CCAC Executive Director Elected to Serve in Leadership Positions with NCGA; Governor’s Budget Proposal Includes Funds to Preserve Agriculture in Republican and Rio Grande River Basins; NCGA Announces New Slate of Fields-of-Corn Photo Contest Winners; CCAC Participates in Chemigation Hearing; Commodity Classic a Big Hit in the Big Easy; Colorado Saving Tomorrow’s Agricultural Resources (STAR) Program

15 EDUCATION, TRADE AND EXPORTS

Where is U.S. Corn Going?; 2021 Beef Exports Shatter Previous Records, Pork Export Value Also Reaches New High; 2020/2021 Marketing Year Ranks As Best Export Year Of All Time

STAFF

EXECUTIVE DIRECTOR
Nicholas Colglazier - ncolglazier@coloradocorn.com

IT'S TIME FOR A REFRESH

As we finish up our strategic planning, we have decided to make a few changes in our communications in order to better serve the needs of Colorado’s corn producers. This will be the last issue of C.Q. - we are retiring the name, and look forward to showcasing the new name of our quarterly publication in the next issue!

ABOUT

Colorado C.Q. (Corn Quarterly) is a publication of the Colorado Corn Administrative Committee (CCAC). The CCAC is funded by a penny per bushel assessment, and focuses on market development, research, regulatory affairs, providing outreach/education to consumers and elected officials, and promoting Colorado corn for the benefit of all corn producers in the state.

MAGAZINE

EDITOR & CREATIVE DIRECTOR
Robyn Carlson - rcarlson@coloradocorn.com

DESIGN
Cowgirl Publications LLC

COVER
Fertilizer prices have jumped astronomically this past year, adding to the burden farmers have faced with rising input costs.

CCAC does not endorse any product or company advertised or mentioned in this publication; nor does it assume any liability for product or company performance. Guest author opinions are the individual's and do not necessarily reflect or represent the position or opinions of the CCAC, staff, board, partners, or members.

P.O. BOX 1286, ENGLEWOOD, CO 80150
970.351.8201 | WWW.COLORADOCORN.COM

FROM THE EXECUTIVE DIRECTOR

NICHOLAS COLGLAZIER

*CCAC Makes a Stand for
Colorado's Corn Producers*



We are certainly living in interesting times. It seems that each day brings with it a new issue that is of interest to corn farmers in one way or another and let me say that each of these new issues brings with it challenges, volatility, anxiety and even opportunity.

Even with the current price of corn, the staggering increase in input costs and the questionable availability of inputs agriculture will be forced to deal with in the upcoming growing season is on the front of everyone's minds. None have been more pressing than the staggering rise in fertilizer prices. In response to this, the Colorado Corn Administrative Committee joined with over 15 other corn state organizations to conduct a study on the supply and price of nitrogen.

The study's findings were no surprise as they revealed that the increases in the cost of nitrogen far outstripped the increase in production costs. It also projected

that the tariffs currently being proposed on nitrogen would increase the already record prices by another \$100 per ton. In response, Rod Hahn, CCAC Vice President, signed a letter with other state corn organization and NCGA asking CF Industries to withdraw their proposed tariffs on nitrogen and not make a bad situation worse.

Around the globe, supply chain logistics are still snarled, hitting bottlenecks and pinch points often. This is wreaking havoc for farmers here in Colorado and across the nation as inputs like pesticides, parts, and equipment are becoming hard to come by.

Even the global market place is shaky. There are still questions as to China's demand for U.S. ag products (including corn), what South America's crop will look like with a continuing drought, Mexico's decrees against GM imports still remaining unanswered, and what conflict in Ukraine will mean.

Lastly, I feel the need to include a statement on the current situation in Ukraine. I would say it is safe to say we are all dismayed at the Russian aggression and invasion of Ukraine. We are all concerned for the Ukrainian people, and I am sure we all have questions as to how these events this will impact our industry. Be assured we will work with our national partners to answer the many questions that arise and minimize the impacts to our industry. That will come with time, but now is a time to reflect and pray for the people of Ukraine.

Right now it is my greatest hope that cooler heads can prevail and the aggression, violence and bloodshed will come to an end so we can all live in less interesting times. In the meantime, I will continue to cherish that we live in the greatest country with all of the freedom, liberty, and safety it provides.

CCAC LEADERSHIP

BOARD OF DIRECTORS

PRESIDENT: Jeremy Fix
VICE PRESIDENT: Rod Hahn
SECRETARY: Josh Hasart
TREASURER: John Sullivan, Jr.

Position 1 Director: John Sullivan Jr.
Position 1 Alternate: Alex Eckhardt

Position 3 Director: Allyn Wind
Position 3 Alternate: Vacant

Position 4 Director: Bryan Hofmeister
Position 4 Alternate: Vacant

Position 5 Director: Rod Hahn
Position 5 Alternate: Nathan Weathers

Position 6 Director: Josh Hasart
Position 6 Alternate: Vacant

Position 7 Director: Justin Self
Position 7 Alternate: Rafe Schroder

Position 8 Director: Wayne Brew
Position 8 Alternate: Vacant

Position 9 Director: Jeremy Fix
Position 9 Alternate: Mike Lefever

Position 10 Alternate: Jessica Brophy
Position 10 Director: Roc Rutledge

Position 11 Director: Matt Mulch
Position 11 Alternate: Troy Schneider

ABOUT CCAC

The Colorado Corn Administrative Committee (CCAC) was established over thirty years ago to manage a one-penny-per-bushel assessment collected by first handlers of sales of corn in the state.

The CCAC continues to manage the investments of Colorado's corn check off dollars. This allocation is allowed to be used specifically for research, market development, outreach and education on behalf of corn producers in the state.

The administrative committee board members are nominated by corn producers and appointed by the Commissioner of Agriculture.

ACTION TEAMS & COMMITTEES

RESEARCH ACTION TEAM

Wayne Brew (Chair), Alex Eckhardt, Dave Eckhardt, Rod Hahn, Josh Hasart, Lanny Huston, Troy Schneider, Bruce Unruh

MARKET DEVELOPMENT ACTION TEAM

Mike Lefever (Chair), Jessica Brophy, Jeremy Fix, Rod Hahn, Matt Mulch, Troy Schneider, Nathan Weathers, Randy Wenger

REGULATORY AFFAIRS COMMITTEE

Rod Hahn (Chair), Dave Eckhardt, Lila Hahn, Josh Hasart, Lanny Huston, Greg Larson

CCAC PARTNERS

AgTransportation Coalition

Agricultural Relations Council

Animal Agriculture Alliance

Clean Cities Coalitions

Colorado Ag Council

Colorado Agricultural Leadership Program

Colorado Department of Agriculture

Colorado FFA Foundation

Colorado Foundation for Agriculture

Colorado Livestock Association

CommonGround

National Agri-Marketing Association

National Association of Farm Broadcasters

National Corn Growers Association

U.S. Grains Council

U.S. Meat Export Federation

COMMITTEE REPORTS

MARKET DEVELOPMENT ACTION TEAM

MIKE LEFEVER - CHAIR

Our blue hose campaign (BHC) was successful. This campaign was mostly in the Colorado Springs area, and we hope to expand the BHC to the Denver metro area as soon as we have funds to do so. We have put the BHC on hold until late spring when folks start their vacation season, and are looking forward to the restart of the blue hose campaign.

We invested in the Big 10 advertising, along with several other states during the Big 10 football season and the basketball season. These ads are seen by millions on TV and on billboards at the stadiums and arenas. The Big 10 was decided on because of the large following across the nation.

The MDAT, along with NCGA are investing dollars in new uses for research, protecting and expanding ethanol markets, removing trade barriers and many other issues to move corn and maintain a profitable price for our producers.

RESEARCH ACTION TEAM

WAYNE BREW, CHAIR

The committee objective is to fund research that might provide added-value to field corn, as well as to provide increased environmental or economic sustainability for producers.

Research proposals for 2021 that were funded:

1. Extension of project funding on Image Classification for Real-Time Weed Management that was delayed due to COVID.

2. CSU corn hybrid testing: This year we would like to hear what brands and varieties growers want to see in the plots. CSU is a non-biased way to compare different seed corn companies and/or compare different varieties of the same company. CSU can do many more comparisons than a farmer can on his own. This is a cost-effective way to see what yields best. There are dryland plots in Akron and Julesburg,

and six irrigated plots in Rocky Ford, Burlington, Wiggins, Holyoke, Yuma, and Sterling. Results from the 2021 trials can be found by searching CSU Corn Variety Trials.

3. Modeling of Edge-of-Field Salinity Discharges: This research has been ongoing for several years. The goal is to find the sources of salinity in the South Platte Basin from Denver to Nebraska. Upper basin salinity has been increasing and lower basin salinity is high enough to decrease yields and damage soil structure.

There is a heightened need to understand the salinity sources and reverse the increasing trends. Documentation of the other sources of salinity besides agriculture is vital so farming is not given the entire blame. Other sources being looked at are municipal discharges and natural causes in the neighboring geological formations.

REGULATORY AFFAIRS

ROD HAHN, CHAIR

2021 was a year of watching what new directions the regulatory process was going to take with the new president and a change of parties in Washington DC. EPA regulations in respect to ethanol were both positive and negative with some court decisions supporting the position of corn farmers and some supporting the oil companies. Small refinery waivers were a point of conflict, as some of the waivers were shot down and the gallons of ethanol to be produced was to be as the law required. A new study in 2021 supported the clean air standards by finding the corn ethanol blend reduced greenhouse gas (GHG) by 46 percent.

The EPA regulations on the dicamba and glyphosate herbicides were discussed and in the news throughout the entire year. At the end of the year 2-4D and dicamba reregistration were extended for a period of seven years, a good win for soybean, corn, and cotton farmers.

The Waters of the U.S. (WOTUS) regulations on water is in the process of completely being reviewed

as dictated by a court ruling. Colorado was in the awkward position of being one state with different regulations than 49 other states. That was until the Biden administration rescinded the Navigable Waters Protection Rule leaving the 1986 definitions to control agency decision-making.

Carbon trading is in the news lately and is being monitored by the CCAC and its directors. An arid climate is a major stumbling block for farmers wishing to make this a part of their operation. CCAC has avenues available to us to make our view known so farmers that want to participate may do so.

The Regulatory Affairs Committee (RAC) is a member in many of the advisory committees on agriculture for the state of Colorado. A list of these committees are: Colorado Water Congress, Rocky Mountain National Park Ag Committee, Colorado Ag Task Force, and South Platte Ag Nutrient working group. This year almost all the monthly or quarterly meetings were held by an online meeting.

The Colorado Department of Ag and the CCAC have been in close cooperation of several issues important to corn farmers in our state. Implementation of the First Handlers Act and the continuation education requirements for the private applicators license are of importance to our farmers. The virus caused many

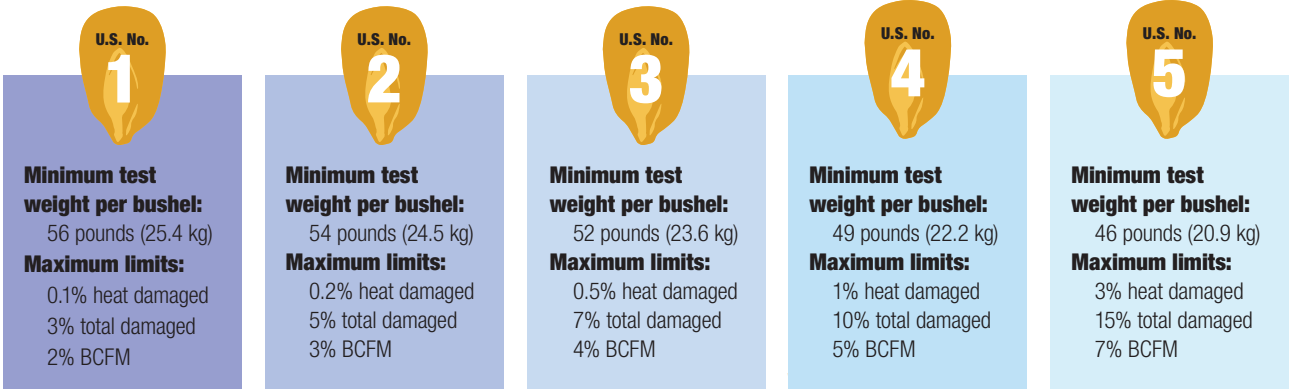
problems in trying to attend these classes. Scheduled classes were cancelled or postponed at the last minute because of various covid protocols that cities, counties, or state government placed on meetings, and then the rescheduling of events caused problems to obtain these classes for farmers in the last year of their license. Cooperation in advertising the changes and helping the licensees get these classes was a great cooperate effort for our farmers. The chemigation sunset review sailed through the process with few problems noted (but still monitored by the committee).

Of interest to a couple of committee members is the pollinators (bees and butterflies) issues. Most farmers like to limit the damages caused by insecticides to the bees. Some issues that are now being investigated relate to just how harmful are these substances to baby bees. New and informational research is being conducted to mitigate harm to these insects.

Many regulatory issues are brought to the attention of the committee and staff by our partners in the ag commodity associations and supporting livestock associations and should an issue need attention it is our job to provide accurate and timely information to our corn producers.

USDA Corn Quality Grades

The U.S. has a reliable and transparent quality grading system.



Buyers should contract quality requirements and non-grade factors.

Final corn quality is also impacted by movement through export marketing channels.



NEW ECONOMIC ANALYSIS HAS FARMERS RAISING CONCERNS ABOUT LOOMING TARIFFS ON NITROGEN FERTILIZERS

A new economic analysis released by researchers at Texas A&M University has corn producers raising concerns that pending tariffs on nitrogen fertilizers will create shortages and cause prices to increase even more for farmers, according to the National Corn Growers Association.

“As part of this study, we conducted a historical analysis going back to 1980 and found that fertilizer costs tend to go up when corn revenues increase,” lead researcher Joe Outlaw, Ph.D., noted. “Notably, these prices tend to go up exponentially even after accounting for natural gas prices and higher demand.”

The study notes that the price of one type of nitrogen fertilizer, called anhydrous ammonia, increased by \$688 per ton – \$86,000 for a 1,000-acre farm – from the end of 2020 through the end of October 2021.

The study has farmers raising concerns about a petition by CF Industries, one of the country’s

major nitrogen producers, with the U.S. International Trade Commission to impose tariffs on nitrogen fertilizers imported from Trinidad & Tobago and Russia. The U.S. Department of Commerce has since released a preliminary finding recommending tariffs, despite strong outcry from farm groups.

“The proposed tariffs will create shortages and drive our costs up even higher,” Iowa farmer and

“Our request is simple,” he said. “We’re just asking that these companies keep us out of their trade disputes, and they do everything possible to keep their products available and affordable for family farms.”

This increase has also been seen in Colorado. “Our farmers are facing record breaking fertilizer prices for this upcoming growing season. From a year ago January to now anhydrous ammonia increased

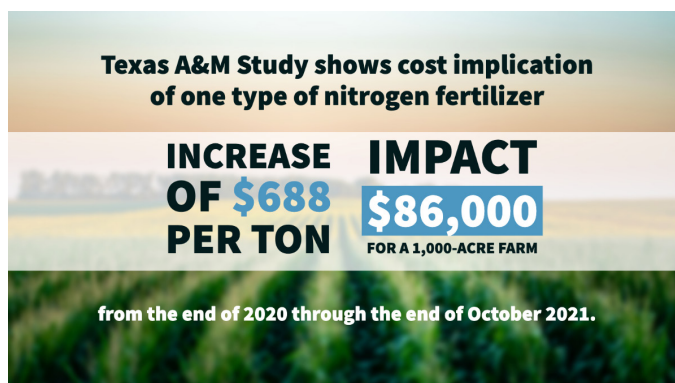
in cost by 185% per ton on the open market,” said Jeremy Fix, President of the Colorado Corn Administrative Committee, “and the brunt of this increase will be borne by your local family farmers.”

The study was commissioned by state corn organizations

in Texas, Missouri, Colorado (Colorado Corn Administrative Committee), Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Maryland, Michigan, Minnesota, Nebraska, New York, North Carolina, North Dakota, Ohio, South Carolina, South Dakota, Tennessee and Wisconsin.

National Corn Growers Association President Chris Edgington said. “They will add insult to injury and impose a financial hardship on family farms.”

“This academic study verifies that nitrogen prices erode profitability for family farms,” Edgington said.



CCAC JOINS NCGA, OTHER STATE CORN ORGANIZATIONS IN LETTER TO MOSAIC: STOP ENGAGING IN IRRESPONSIBLE CORPORATE BEHAVIOR AND END FERTILIZER TARIFFS

One of the nation's leading fertilizer companies has erected an insurmountable tariff barrier to keep its top competitors out of the U.S. market at the expense of America's farmers, according to a letter released by the National Corn Growers Association and signed by CCAC Vice President Rod Hahn of Yuma, Colo.

Leaders from NCGA and its state affiliates signed the letter, which was sent to executives at Mosaic Co., one of the nation's largest fertilizer producers. The letter takes Mosaic to task for the tariffs that were imposed in March by the U.S. International Trade Commission at the fertilizer company's behest. Fertilizer prices have since skyrocketed.

"Mosaic's posture to date has been a masterpiece of irresponsible corporate social responsibility," the letter says.

The letter highlighted the stranglehold Mosaic has placed on its customers and suggested the

company's monopoly is creating serious problems for farmers. "...only 15% of phosphorous imports now come into the U.S. without tariffs," the letter notes. "And experts say that using Commerce and ITC to manipulate the supply curve does indeed dictate price to farmers."

To illustrate their point, the signatories said estimates show that tariffs between 30% and 70% on phosphate imports would equate to roughly \$480 to \$640 million in added fertilizer bills on U.S. farmers.

"These tariffs are affecting Colorado corn producers in a very negative way and it's time for it to stop. By removing these tariffs and increasing the imposts of this key nutrient, the supply should increase and the price should decrease," said Hahn.

The corn producers said that now is a good time for

Mosaic to reverse course. "We ask that you voluntarily withdraw your countervailing duties and allow critical supply back into the U.S. at a time of inadequate supplies and soaring phosphate prices," they said.

In recent months, NCGA and state corn producers have sounded the alarm about the effects fertilizer tariffs are having on farmers. NCGA, along with other ag groups, submitted an amicus brief in November in a case filed in the U.S. Court of International Trade seeking to overturn the tariffs. A ruling in that case is not expected any earlier than summer of 2022.



NATIONAL CORN GROWER'S ASSOCIATION

MARKET DEVELOPMENT ACTION TEAM FOCUSED ON DRIVING DEMAND IN 2022

U.S. Exports and animal agriculture make up nearly 70% of annual corn demand. The National Corn Growers Association (NCGA) Market Development Action Team (MDAT) portfolio includes these, as well as new uses of corn. The team's primary goal and focus is to drive demand for America's corn farmers.

"Last fall, we announced the winners of the Consider Corn Challenge III, engaged with our animal ag partners on a variety of projects, and worked with trade industry partners to promote the benefits of corn grown here in the U.S.," said MDAT Chair and Colorado farmer Troy Schneider. "We are going to build upon our wins from 2021, and continue to make strides in this space in 2022 and beyond. I look forward to seeing what we can get accomplished over the next year."

The team's 2022 priorities include:

- Increase demand for U.S. Animal Agriculture domestic demand and

exports

- Support research into corn and corn co-product use within animal feed
- Identify new & support existing industrial uses of corn
- Support development of trade policy that opens markets, removes trade barriers, and advances international demand for corn and corn products.

"As a corn farmer and livestock producer, being good partners with our animal ag customers is extremely important to me," said MDAT vice chair and Ohio farmer Dennis Vennekotter. "Throughout my career, I've had the privilege of hosting various international trade delegations to talk about how we sustainably produce our crop. This is why working with organizations like the U.S. Grains Council and U.S. Export Meat Federation is critical to our future growth and success."

Through the Market Development Action team, NCGA actively engages with the U.S. Grains Council (USGC), U.S. Meat Export Federation (USMEF), U.S.A. Poultry and Egg Export Council (USAPEEC), U.S. Pork Board, U.S. Roundtable for Sustainable Poultry and Egg (USRSPE), National Cattlemen's Beef Association (NCBA), Certified Angus Beef, National Pork Board (NPB), MAIZALL, American Feed Industry Association (AFIA), North American Meat Institute (NAMI), National Corn to Ethanol Research Center (NCERC), the Animal Agriculture Alliance, and the Innovation Center for U.S. Dairy, Corn Refiners Association, Biotechnology Innovation Organization and Plant Based Products Council.

You can learn more about the recent successes and work being done in the Market Development Action Team at [ncga.com](https://www.ncga.com) and look under the Key Issues tab for animal agriculture, new uses, and trade.

WITH REAUTHORIZATION OF THE FARM BILL ON THE HORIZON, GROWER LEADERS ARE POSITIONED TO BE VALUABLE RESOURCE

As Washington prepares to debate the reauthorization of the farm bill in 2023, one group of grower leaders is well-positioned as a valuable resource for corn growers and policymakers.

The Risk Management and Transportation Action Team (RMTAT) – which oversees much of NCGA's public-policy work on transportation, the farm safety net and federal taxes – will play an active role in preparing NCGA for the 2023 farm bill.

"NCGA will soon roll out key findings from our nationwide risk management survey of fellow corn growers," said RMTAT Chairman Bill Leigh. "We are also spending time evaluating current farm bill commodity and

crop insurance programs, continuing to support strong risk management tools, and looking for areas of improvement. And implementation of disaster assistance will once again be on the team's agenda for the year."

The team is building off of a successful year, which saw historic federal investments in domestic infrastructure. Implementation of the bipartisan Infrastructure Investment and Jobs Act is underway, with the U.S. Army Corps of Engineers already announcing allocations this month to repair and update locks for the inland waterways. Keeping a competitive edge for American agriculture will require monitoring and addressing disruptions to the transportation

system and supply chains.

While corn growers were recently successful at defending against harmful tax increases, the work to protect key tax provisions never stops. The current estate and gift tax exemptions will automatically lower in several years unless addressed by Congress. This year, RMTAT will continue working to protect important provisions in the tax code against current and future threats.

RMTAT consists of 13 NCGA grower leaders, including a liaison from the NCGA Board of Directors, 2 state staff and 3 NCGA staff members.

WHERE IS U.S.

TOP U.S. EXPORT CUSTOMERS

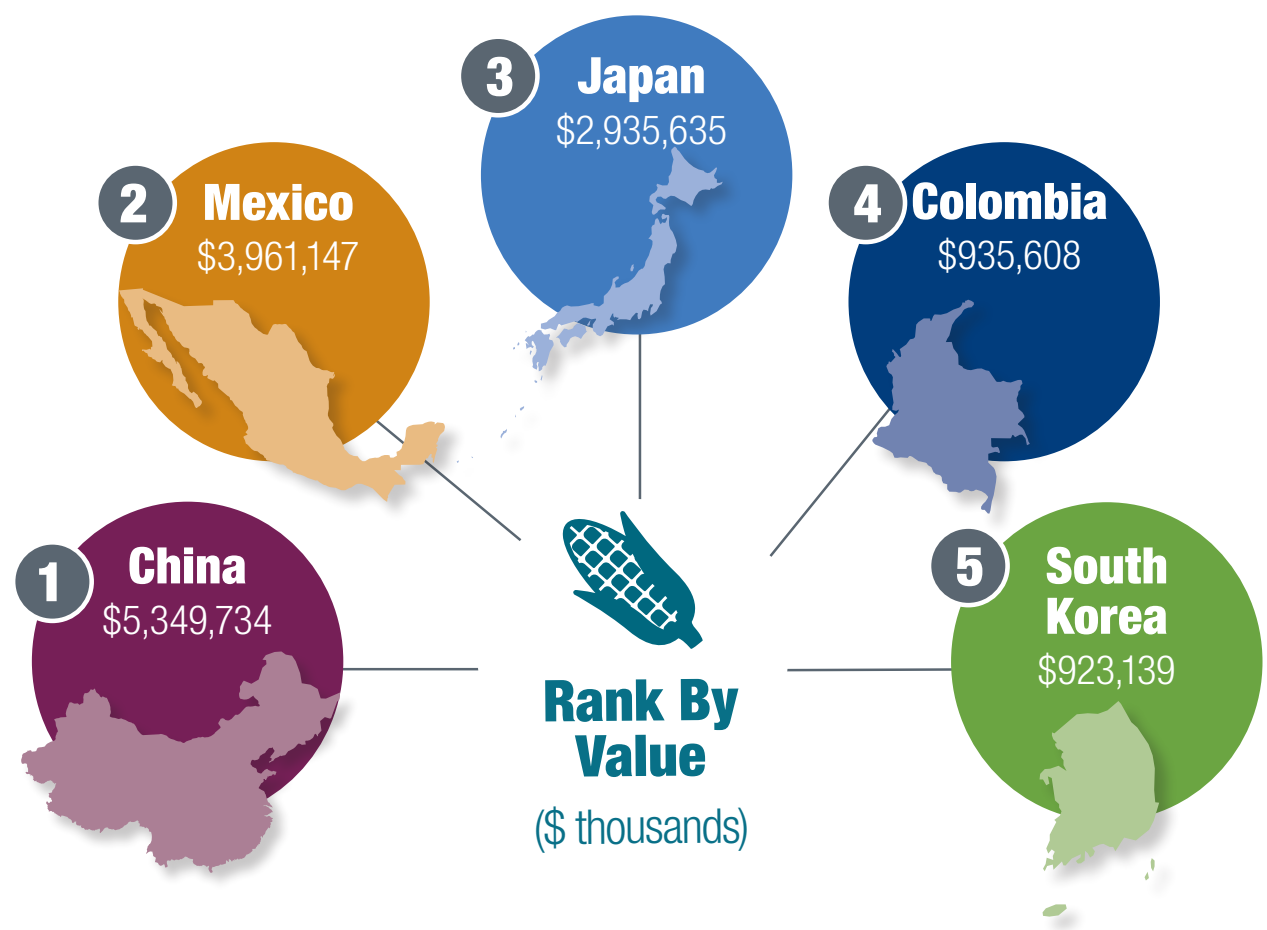


Source: USDA Foreign Agricultural Service's Global Agriculture Trading System report for marketing year Sept. 1, 2020, to Aug. 31, 2021.

*Corn is sold based on contract and at varying rates, therefore top rankings for tonnage do not align with rankings for value.

CORN GOING?

MARKETING YEAR 2020/2021



6	Taiwan*	\$451,650	9	Costa Rica	\$186,385
7	Canada*	\$319,700	10	Honduras	\$179,255
8	Guatemala	\$297,130	-	Rest Of The World	\$1,904,833

INDUSTRY NEWS

TWO PRODUCERS AND CCAC EXECUTIVE DIRECTOR ELECTED TO SERVE IN LEADERSHIP POSITIONS WITH NCGA

The Colorado Corn Administrative Committee is pleased to announce that two producers and the CCAC Executive Director have been elected to serve in leadership positions with the National Corn Growers Associations.

The appointed members and their respective action teams are as follows:

MARKET DEVELOPMENT ACTION TEAM (MDAT): Troy Schneider, Chair

PRODUCTION TECHNOLOGY ACCESS ACTION TEAM (PTAAT): Mike Lefever, Liaison

RISK MANAGEMENT & TRANSPORTATION ACTION TEAM (RMTAT): Nicholas Colglazier, State Staff

“It is great to see three corn producers from Colorado not only volunteer, but be selected to serve on NCGA action teams. These three individuals give Colorado corn farmers a seat at the table and a voice for issues impacting Colorado at the national level. NCGA is a great organization whose work benefits all of us and I am thankful that these three have committed their time and effort to benefit the production and demand for corn,” said Jeremy Fix, President for the CCAC.

Troy Schneider, who previously served on the Market Development Action Team, was promoted to be the chair of that team this year. “Colorado is well positioned to make sure that the concerns and needs of the producers of our state are heard with three representatives from the Colorado Corn Administrative Committee serving on NCGA action teams this coming year. The action teams and committees help set the direction that the NCGA board and staff focus on over the next year. I am personally honored and humbled to be asked to be a part of the NCGA Market Development Team for 2022. I would like to thank NCGA President Chris Edgington and the rest of the leadership for the opportunity for the Colorado Corn Administrative Committee to be a part of this process,” he said.

Mike Lefever, who is a CCAC alternate director, is also a NCGA board member. “As a NCGA board member, I’m the bridge for Production Technology and the board. In

addition, I will be able to give Colorado’s opinions and issues on the issues of biotechnology, crop protection, pest management, and production technology. This year I’m the liaison for Alabama and South Dakota as well. Issues and lessons learned as a liaison for all teams and states can and will be a benefit for Colorado corn producers,” Lefever stated.

In his first appointment to a NCGA Action Team, Nicholas Colglazier added, “I am proud of our Colorado corn producers and their willingness to serve at the national level, and I know that our producers will work hard to represent Colorado and work on behalf of all corn farmers. I am looking forward to the coming year, and the opportunity to serve on the Risk Management and Transportation Action Team.”

GOVERNOR’S BUDGET PROPOSAL INCLUDES FUNDS TO PRESERVE AGRICULTURE IN REPUBLICAN AND RIO GRANDE RIVER BASINS

The Colorado Department of Agriculture (CDA) and the Department of Natural Resources (DNR) joined together in strong support of \$15,000,000 “high impact” stimulus funds in Governor Polis’ FY 2022-2023 budget to preserve agriculture, meet interstate river compact obligations, and reduce rural economic impacts in the Republican and Rio Grande River basins.

“The producers in the Republican and Rio Grande basins are up against quickly approaching deadlines to reduce their water use to avoid mandatory curtailment of groundwater pumping on a scale that could devastate these agricultural communities,” said Commissioner of Agriculture Kate Greenberg. “Directing federal funds to water users in these two basins will help ag producers mitigate the costs of reducing water use while ensuring a future for agriculture in these regions. With Governor Polis’s leadership, CDA is working closely with the Department of Natural Resources to ensure these funds support the farmers, ranchers, and other water users who are facing the greatest challenges.”

CCAC released the following statement in regards to this: “We applaud Gov. Polis, the Department of Agriculture and the Department of Natural Resources for recognizing the importance of agriculture in the Republican River Basin and Rio Grande River Basin, and their effort to support

farmers and ranchers through the \$15,000,000 “high impact” stimulus funds in Governor Polis’ FY 2022-2023 budget. These funds will be extremely beneficial to help preserve agriculture and the rural communities in these basins as they work to meet deadlines to reduce their water use in these areas,” said Jeremy Fix.

NCGA ANNOUNCES NEW SLATE OF FIELDS-OF-CORN PHOTO CONTEST WINNERS

Ryan Kanode, Haxtun, CO, took third place in the Equipment category for his photo “Full.”



Ryan Kanode
“Full”

Stacey Poland, Brush, CO, took second place in the Corn category for her photo “Colorado Corn and Skies.”

“My Drone’s View Returning Home” is the grand prize winner of the 2021 National Corn Growers Association Fields-of-Corn photo contest. The picture was taken via drone by Todd Wachtel of Illinois. This was the first time a bird’s eye view category was offered as a part of the contest.



Stacey Poland
“Colorado Corn and Skies”

The most popular entry by April Anthony of Ohio for “Fire in the sky!!” was also entered in a new category this year – equipment. Returning popular categories included corn, growing field corn, the farm family lifestyle, scenery/landscapes, farming challenges and conservation. In the 8 years of the contest, nearly 3,000 photos have been submitted.

CCAC PARTICIPATES IN CHEMIGATION HEARING

On December 3, the Colorado Department of Agriculture held a stakeholder meeting to review the Colorado Chemigation Act. The CDA is required to review this act every five years and allow for stakeholders to engage in the process. The CDA did not have any recommended changes to the act for this review. CCAC Board Director Allyn Wind and Executive Director Nicholas Colglazier participated in the review and provided feedback about the program. Colglazier stated, “We don’t want to have overburdensome rules in place, but it is important we protect our water resources as we also don’t want fertilizers and chemicals backflowing into our water.” Colglazier also let the department know that the results of an earlier survey taken by the CCAC on chemigation permits indicated the program was working well.

There was also discussion on if a farmer who uses open ditches or laterals needed to have a permit to chemigate versus well irrigation. While any farmer who wishes to chemigate their fields needs a permit, their current situation would need to be assessed on a case-by-case basis if an inspection and other equipment like backflow and check-values are needed. The department encouraged farmers to contact their local inspector to work with them to see what they need and that the CDA is willing to work with farmers to make sure they can be in compliance. The meeting adjourned without any changes to the current program.

COMMODITY CLASSIC SCORES A BIG HIT IN THE BIG EASY

Nearly 8,000 attendees – farmers as well as exhibitors, industry stakeholders and members of the media – gathered for the 2022 Commodity Classic, as the popular annual event returned to an in-person format March 10-12, 2022 in New Orleans. CCAC sent several producers as well.

The 2022 Commodity Classic featured more than 50 educational sessions, a sold-out trade show with nearly 400 exhibitors, a keynote address by U.S. Secretary of Agriculture Tom Vilsack, and policy meetings of the sponsoring commodity associations. Attendees enjoyed a wide variety of presentations from top farmers and well-known industry leaders along with tours of popular New Orleans attractions.

The 2023 Commodity Classic will be held March 9-11, 2023, in Orlando. For information, visit [CommodityClassic.com](https://www.commodityclassic.com).



Colorado STAR Program

Practice-based rating system for soil health



What is the Colorado STAR Program?

The Colorado Saving Tomorrow's Agricultural Resources (STAR) Program is a free and voluntary tool to educate producers, give bragging rights, and structure conversations around soil health. Created by conservation districts for conservation districts, STAR is a practice-based rating system that assigns points for cropping, tillage, nutrient application and other best management practices based upon a 10-minute form that producers fill out about each field. As a result, the farmer or rancher receives a STAR rating from 1-5 stars that helps them understand how well they are doing in promoting soil health.

What are the benefits of getting a STAR rating?

The primary purpose of a STAR rating is to help producers understand where their operations stand concerning soil health and what improvements are possible going forward. STAR also provides a new way for conservation districts to interact with local landowners and a structure to guide conversations about soil health. In the future, participating in STAR could unlock new opportunities and revenue streams for Colorado farmers and ranchers. It will also be a part of other programming offered by the Colorado Department of Agriculture to encourage voluntary adoption of soil health practices.

Five Soil Health Principles:

- Soil Armor
- Minimize Soil Disturbance
- Plant Diversity
- Continual Live Plant/Root
- Livestock Integration

How does the STAR program work?



What do the stars mean?

- ★ **Average** - a field with practices similar to what 80% of fields of that type are doing in that region
- ★★ **Above average** - a field beginning to implement soil health practices
- ★★★ **Great** - a field implementing multiple soil health principles
- ★★★★ **Excellent** - a field implementing several soil health principles
- ★★★★★ **Ideal** - a field implementing all five soil health principles

STAR Field Forms available for:

- Small grains
- Corn / Sorghum
- Root vegetables
- Specialty row crops
- Orchards
- Hay

Where is the STAR program available?

The STAR program was developed by the Champaign County Soil & Water Conservation District in Illinois and is now available in several midwestern states. STAR is designed to address local resource concerns and adapt to regional differences, while still maintaining comparability across states. Within Colorado, STAR field forms have been designed by a committee of local practitioners and researchers to address the resource concern of soil health. These will be tested with producers growing small grains, corn, and sorghum in Spring 2021 and become available statewide by the end of the year. STAR is not currently available for rangeland or pasture.

If you have questions or need additional information please contact the CCAC office at (970) 351-8201 or info@coloradocorn.com

2021 BEEF EXPORTS SHATTER PREVIOUS RECORDS; PORK EXPORT VALUE ALSO REACHES NEW HIGH

U.S. beef exports greatly exceeded previous volume and value records in 2021, surpassing \$10 billion for the first time, according to year-end data released by USDA and compiled by the U.S. Meat Export Federation (USMEF). Pork exports finished slightly below the record volume reached in 2020 but set a new value record, topping \$8 billion for the first time.

December beef exports totaled 121,429 metric tons (mt), up 1% from a year ago, while value climbed 33% to \$991.8 million – the third largest month on record. These results pushed 2021 volume to 1.44 million mt, up 15% from a year ago and 7% above the previous record set in 2018. Export value soared to \$10.58 billion, up 38% from 2020 and shattering the previous record (also from 2018) by 27%.

“The beef export results are truly remarkable, especially considering the COVID-related obstacles in the global foodservice sector and all the supply-side and logistical challenges faced by the U.S. industry,” said USMEF President and CEO Dan Halstrom. “Obviously our large Asian markets accounted for much of the growth, but it really takes broad-based global demand to reach these impressive levels. So this success story is not just about Korea, Japan and China – but also a strong performance in Taiwan, excellent growth in Central and South America and a rebound in Mexico and Southeast Asia.”



Pork exports trended lower in December, falling 17% from a year ago to 215,872 mt, valued at \$604.3 million (down 12%). For 2021, export volume was 2.92 million mt, down 2% from the 2020 record, but export value still climbed 5% to a record \$8.11 billion.

“Entering last year, we knew it would be a daunting task to match the record level of pork exports reached in 2020 because of the recovery in China’s swine herd and its rising domestic pork production,” Halstrom said. “But the U.S. is less dependent on China than other major pork exporters, and this is definitely reflected in the 2021 results. Even with shipments to China falling nearly 30%, total U.S. exports posted a very strong performance thanks to outstanding growth in Latin America and other key markets.”

“The beef export results are truly remarkable, especially considering the COVID-related obstacles in the global foodservice sector and all the supply-side and logistical challenges faced by the U.S. industry.”

-Dan Halstrom

Beef exports to Korea, Japan and China/Hong Kong each top \$2 billion

Japan remained the leading volume destination for U.S. beef exports in 2021 at 320,737 mt, up 5% from 2020 and the second largest of the post-BSE era. Export value climbed 22% to a record \$2.376 billion, but finished a close second to South Korea. The U.S. industry remains concerned about Japan's import safeguard, which resulted in a higher tariff rate being imposed on U.S. beef in late March and early April of last year. Without an adjustment to the safeguard threshold, a similar scenario is possible in 2022 and highly likely in years to come.

Beef exports to Korea totaled 280,143 mt, up 14% and eclipsing the previous record set in 2019. Export value soared 38% to \$2.382 billion – not only a record for Korea, but the highest value achieved in any destination. Korea's surging demand for U.S. beef has been driven largely by growth in the retail sector, both in traditional retail venues and e-commerce platforms. U.S. beef also continues to benefit from the phase-out of Korea's import duties as the tariff rate under the Korea-U.S. Free Trade Agreement (KORUS) dropped to 10.7% for 2022, down from 40% prior to implementation of the FTA.

Capitalizing on the market access gains included in the U.S.-China Phase One Economic and Trade Agreement, beef exports to China/Hong Kong also broke the \$2 billion mark at \$2.09 billion, up 114% from 2020, while volume climbed 87% to 240,827 mt. Direct exports to China, which started to gain significant traction in mid-2020, jumped 346% in volume (190,803 mt) and 413% in value (\$1.59 billion). U.S. beef accounted for 6% of China's total imports on a volume basis and 11% by value. Grain-fed beef now accounts for an estimated 11% of China's

imports with the U.S. as the largest supplier, providing approximately 68% of China's grain-fed imports.

Other 2021 highlights for U.S. beef exports include:

Though beef exports to Taiwan dipped slightly in volume (63,095 mt, down 1% from 2020), export value climbed to \$668 million – up 21% from 2020 and breaking the previous (2019) record by more than \$100 million. The U.S. continues to dominate Taiwan's chilled beef imports, capturing 81% market share in 2021.

Beef exports to Mexico partially rebounded in 2021, through shipments

capitalized on the gradual easing of COVID-related foodservice restrictions. Beef exports to Central America have also benefited greatly from the phase-out of import duties through the Central America-Dominican Republic Free Trade Agreement (CAFTA-DR).

Beef exports to Colombia surged in 2021, more than doubling year-over-over in both volume (9,359 mt, up 106%) and value (\$40.7 million, up 105%) and easily surpassing 2019 records. With shipments also trending higher to Chile and Peru, exports to South America reached 31,802 mt (up 32%) valued at \$177.6 million (up 82%). U.S. beef also faces zero duties in these FTA partner countries.

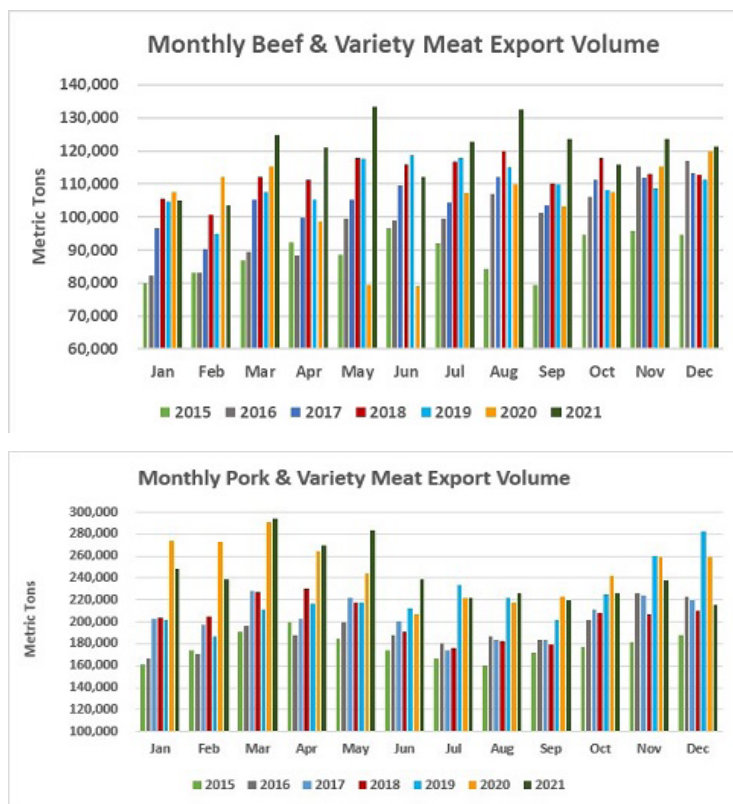
Led by a sharp rebound in the Dominican Republic, beef exports to the Caribbean increased 31% from a year ago to 25,098 mt, while value climbed 69% to \$191.5 million. Exports also increased year-over-year to Jamaica and the Bahamas.

Exports to Indonesia set new records in 2021, reaching 27,010 mt (up 42%) valued at \$118.4 million (up 65%). Indonesia is a key destination for beef variety meat, which accounted for 45% of the total export volume.

Rebounding from a down year in 2020, global exports of U.S. beef variety meat increased 8% to 300,297 mt

and set a new value record, topping \$1 billion for the first time (\$1.09 billion, up 24%).

Beef export value per head of fed slaughter equated to a record \$407.22 in 2021, up 35% from a year ago. Exports accounted for 15% of total beef production and 12.8% for muscle cuts only, up significantly from the respective 2020 ratios of 13.5% and 11.3%.



remained below pre-COVID levels. Exports increased 4% from a year ago to 200,628 mt and climbed 24% in value to \$1.06 billion. Mexico is the largest volume destination for beef variety meat exports, which increased 9% to 97,642 mt and jumped 16% in value to \$264.1 million.

Fueled by excellent growth in a range of markets, beef exports to Central America set new records for both volume (20,991 mt, up 52% from a year ago) and value (\$137.3 million, up 81%). U.S. beef has a growing presence in the region's rapidly expanding retail sector and has

Record pork exports to Mexico, CAFTA region, Colombia and the Philippines offset decline in China

Mexico reclaimed its position as the leading volume destination for U.S. pork in 2021, with exports climbing to a record 874,589 mt – up 27% from a year ago and eclipsing the previous (2017) record by 9%. Export value also set a new record at \$1.68 billion, up 45% from a year ago and 11% above the 2017 record. While much of the U.S. pork bound for Mexico is for further processing, the U.S. industry has made significant gains in both the retail and foodservice sectors, with pork benefiting from more in-home preparation as well as increased availability through takeout and delivery services.

Led by strong growth in mainstay markets Honduras and Guatemala, as well as larger shipments to Panama, Costa Rica, El Salvador and Nicaragua, pork exports to Central America increased 41% to a record 139,741 mt. Export value was also record-high at \$376.1 million, up 56%.

Pork exports to Japan have achieved steady growth since regaining a level tariff playing field at the beginning of 2020 through the U.S.-Japan Trade Agreement. In 2021, exports increased 2% to 394,492 mt, valued at \$1.69 billion – up 4% from a year ago and the highest since 2014. The U.S. held the top supplier position for Japan's chilled pork imports, with volume up 2% to 205,683 mt, valued at \$1.02 billion.

Other 2021 highlights for U.S. pork exports include:

After a very challenging year in 2020, pork exports to Colombia rebounded to record levels – surging 58% to 106,283 mt, valued at \$257.9 million (up 76%). Similar to Mexico, shipments to Colombia are largely for further processing but U.S. pork has a growing retail presence.

Fueled in part by strong demand for chilled U.S. pork, exports to Korea increased 6% to 167,012 mt and jumped 23% in value to \$556.5 million. The U.S. surpassed Canada as the top supplier

of chilled pork to Korea, with volume up 132% to 10,036 mt, valued at \$64.6 million (up 166%). U.S. pork benefits from zero duties under KORUS and is capitalizing on Korea's strong retail demand.

Although shipments trended lower late in the year, pork exports to the Philippines still reached a record 78,639 mt, up 69% from 2020. Export value was \$204.3 million, up 78%. Exports were bolstered by a temporary reduction in tariff rates as Philippine officials took steps to increase available pork supplies and stabilize prices in the aftermath of African swine fever (ASF) outbreaks in many regions of the country.

Pork exports to the Dominican Republic were already on the rise before ASF was confirmed in late July, and ASF's impact on domestic production further heightened the country's demand for U.S. pork. Exports to the DR reached a record 58,722 mt, up 48% from a year ago, valued at \$150.8 million – up 67%, also a new record.

While total exports to China/Hong Kong declined as anticipated in 2021, the region remains a critical destination for U.S. pork variety meat. Combined muscle cut and variety meat exports to China/Hong Kong were down 29% from a year ago to 734,620 mt and value fell 27% to \$1.74 billion, but variety meat exports increased significantly in both volume (328,974 mt, up 16%) and value (\$810.4 million, up 22%). On a global basis, exports of U.S. pork variety meat increased 11% from a year ago to 522,089 mt and set a new record for value at \$1.24 billion (up 19%).

Pork export value equated to \$62.86 per head slaughtered in 2021, up 7% from a year ago. Exports accounted for 29.4% of total pork production, up slightly from 2020. For muscle cuts only, the percentage exported was 26%, down from 26.5% in 2020.

Lamb exports post strong finish to 2021

December exports of U.S. lamb were 1,613 mt,

up 16% from a year ago, while export value climbed 32% to \$2.49 million – the highest monthly value since July 2014. For 2021, lamb exports increased 9% to 14,053 mt, valued at \$20.45 million (up 19%). While volume growth was driven primarily by lamb variety meat exports to Mexico, lamb muscle cut exports rebounded to the Caribbean – achieving impressive growth in the Dominican Republic and increasing to Bermuda, the Bahamas, Trinidad and Tobago and Turks and Caicos.

Complete 2021 export results for U.S. pork, beef and lamb are available from USMEF's statistics web page.

For questions, please contact Joe Schuele 03-547-0030.

NOTES:

- *Export statistics refer to both muscle cuts and variety meat, unless otherwise noted.*
- *One metric ton (mt) = 2,204.622 pounds.*
- *U.S. pork and beef currently face retaliatory duties in China. In February 2020, China announced a duty exclusion process that allows importers to apply for relief from duties imposed in response to U.S. Section 301 duties. When an application is successful, the rate for U.S. beef can decline to the MFN rate of 12% and the rate for U.S. pork can decline to 37% (the MFN rate plus the 25% Section 232 retaliatory duty, which remains in place).*



U.S. Grains Council

2020/2021 MARKETING YEAR RANKS AS BEST EXPORT YEAR OF ALL TIME



U.S. exports of grains in all forms (GIAF) reached an all-time high during the 2020/2021 marketing year. Recovering from a two-year period of decline, exports rose by 28.3 percent, totaling 129.5 million metric tons (MMT), or 5.2 billion bushels, according to data from the U.S. Department of Agriculture (USDA) and analysis by the U.S. Grains Council (USGC).

To track GIAF exports, the Council reviews exports across 10 product sectors, including U.S. corn, barley and sorghum and value-added products including ethanol, distiller's dried grains with solubles (DDGS) and other co-products, as well as the corn equivalent of exported meat products.

“Reaching an all-time high record for exports of grains in all forms while we continue to deal with a global pandemic shows the commitment of USGC members to continue to expand exports of grains in all forms as well as the dedication from USGC’s global staff to develop markets and increase market access for grains in all forms,” said Cary Sifferath, USGC senior director of global programs.

U.S. corn exports rose by 55 percent in 2020/2021 from the previous marketing year, totaling 69.8 MMT (2.7 billion bushels). China soared to record highs for U.S. corn imports, totaling over 21.4 MMT (845.2 million bushels) compared to 11.2 MMT (439.5 million bushels) in the previous marketing year. Notably, corn exports to South Korea rose 36 percent from the previous marketing year to 3.8 MMT (141.1 bushel), making it the fifth-largest market. Mexico experienced its third-largest year on record for corn

*U.S. corn exports rose by
55 percent in 2020/2021
from the previous
marketing year, totaling
69.8 MMT (2.7 billion
bushels).*

exports at 15.5 MMT (631.8 bushels) in 2020/2021.

Another year of big sorghum sales to China helped offset losses from Mexico, Sudan and Japan, for a nearly 40 percent increase in overall U.S. sorghum exports year-over-year at 7.18 MMT (283 million bushels). China maintained its status as the top market, with imports doubling from last year for a total of 6.78 MMT (267.2 million bushels). Afghanistan imported U.S. sorghum for the first time on record, totaling 34,800 MT (1.3 million bushels), while Kenya and Cameroon saw substantial increases.

U.S. exports of barley and barley products increased by more than 56 percent in 2020/2021, totaling over 757,000 MT (34.7

million bushels) across 90 countries. Mexico had a record year, purchasing more than half (54.4%) of all U.S. barley and barley products exported at 412,000 MT (18.9 million bushels). Additionally, Canada, the second-largest market, set a new marketing year record, importing more than 310,700 MT (14.2 million bushels) of U.S. barley and barley products.

Driven by strong export gains in Mexico, Vietnam, Turkey and Canada, U.S. DDGS exports totaled more than 11.6 MMT in 2020/2021, up more than 10 percent from

the previous marketing year. Mexico represented over 18 percent of all U.S. DDGS exports at 2.21 MMT. Additionally, Turkish purchases of U.S. DDGS rebounded significantly in 2020/2021, increasing by more than 55 percent to nearly 937,000 MT.

The lingering effects of COVID-19 stay-at-home orders were reflected in the global ethanol trade in the 2020/2021 marketing year; however, U.S. ethanol exports experienced its fifth-largest year on record, with exports totaling 1.22 billion

gallons (434 million bushels). You can read more about the 2020/2021 U.S. ethanol exports here.

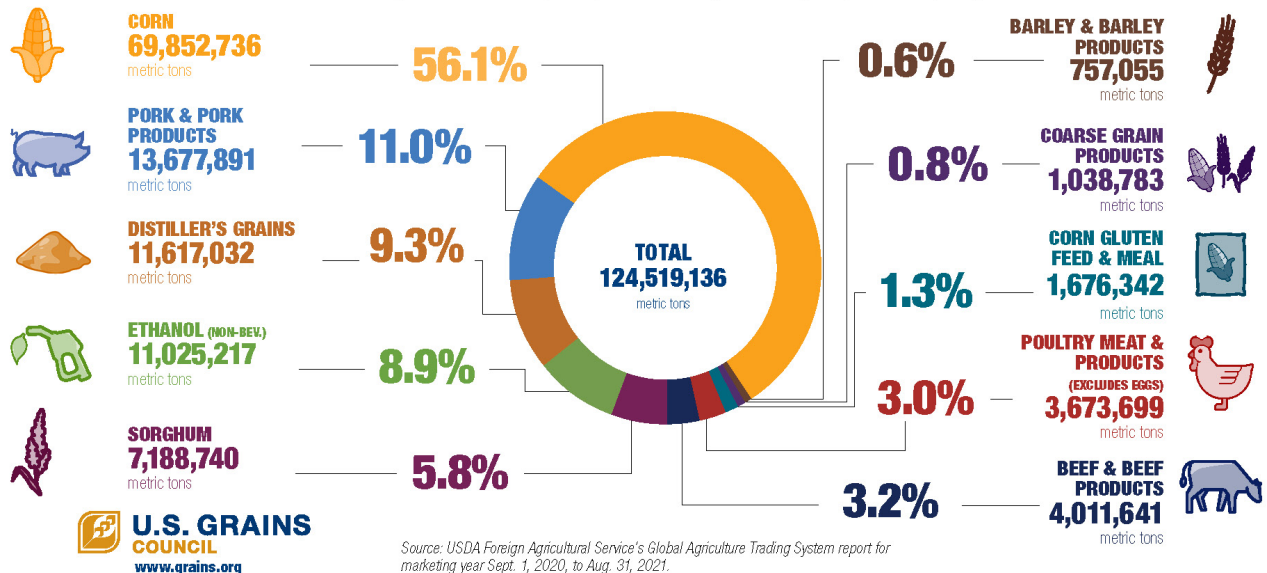
With the 2021/2022 marketing year in full swing, the Council will continue working around the world to promote the quality, reliability and value of U.S. coarse grain products, co-products and ethanol. Follow along with the Council as the organization tracks GIAF exports throughout the year with the Feed Grains In All Forms portal.

Reaching an all-time high record for exports of grains in all forms while we continue to deal with a global pandemic shows the commitment of USGC members to continue to expand exports of grains in all forms as well as the dedication from USGC's global staff to develop markets and increase market access for grains in all forms

-Cary Sifferath, USGC senior director of global programs

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.





ADMINISTRATIVE COMMITTEE

PO Box 1286

Englewood, Colorado 80150



COLORADO
Energy Office

The Colorado Agricultural Energy Efficiency Program helps Ag producers save on energy with **no-cost** energy audits and technical assistance.

Over the past five years, we've helped producers across the state save over 2 million kWh and 168 million gallons of water.

Contact us today and discover how we can help you identify energy efficiency opportunities, take advantage of grants and rebates, and save money on your energy bill.

Get Started Today

Visit bit.ly/savewithceo