Where Is U.S. Corn Going?

**Dollar amount***

1. MEXICO $2.51 BILLION
2. JAPAN $2.36 BILLION
3. SOUTH KOREA $987 MILLION
4. COLOMBIA $796 MILLION
5. TAIWAN $511 MILLION

Peru $490 million
Saudi Arabia $366 million
Guatemala $169 million
Morocco $144 million
China $142 million

**Metric tons**

1. MEXICO 13,899,894 tons
2. JAPAN 13,526,627 tons
3. SOUTH KOREA 5,600,101 tons
4. COLOMBIA 4,729,755 tons
5. PERU 2,986,153 tons

Taiwan 2,940,732 tons
Saudi Arabia 2,137,415 tons
Guatemala 993,308 tons
Morocco 871,196 tons
Costa Rica 819,163 tons


*Corn is sold based on contract and at varying rates, therefore, top rankings for tonnage do not align with rankings for value.*
### Where Is U.S. Ethanol Going?

#### Dollar amount*

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Brazil</td>
<td>$832 million</td>
</tr>
<tr>
<td>2</td>
<td>Canada</td>
<td>$628 million</td>
</tr>
<tr>
<td>3</td>
<td>India</td>
<td>$216 million</td>
</tr>
<tr>
<td>4</td>
<td>Philippines</td>
<td>$114 million</td>
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<tr>
<td>5</td>
<td>China</td>
<td>$80 million</td>
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#### Gallons

<table>
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<tr>
<th>Rank</th>
<th>Country</th>
<th>Gallons</th>
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<tbody>
<tr>
<td>1</td>
<td>Brazil</td>
<td>499,301,528</td>
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<td>2</td>
<td>Canada</td>
<td>331,737,401</td>
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<td>3</td>
<td>India</td>
<td>134,791,457</td>
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<td>4</td>
<td>Philippines</td>
<td>69,140,443</td>
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<tr>
<td>5</td>
<td>China</td>
<td>49,037,976</td>
</tr>
</tbody>
</table>


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Trade in the Trump Era

• Pulled out of TPP
• Renegotiating NAFTA, modifying KORUS
• No new FTAs
• Trade War with China
• Tariffs on allies
The Impact

- Uncertainty and volatility in the market
- Retaliation
- Diminished commodity prices and farm income
  - Economic analysis commissioned by NCGA finds trade disputes have lowered prices by $.44 per bushel, or $6.3 billion total for crop produced in 2018.
- Damaged reputation and market share
- Blocks our proactive trade agenda
Trade Aid Plan

• USDA authorized up to $12 billion in assistance to farmers impacted by tariffs and trade uncertainty
  • Market Facilitation Program (payment program)
  • Commodity Purchase Program
  • Trade Promotion Program (MAP/FMD-like)

• While we didn’t ask for this assistance plan, NCGA is working to inform the process to make sure it works for growers.
NCGA Action

• Boots on the Ground

• Grass Tops Stakeholder Development and Mobilization
  o Americans for Farmers and Families, Farmers for Free Trade, Scarlet Oak

• Joint NCGA-USGC Trade School and webinars

• Partner with ethanol industry to fight off RINs export proposal and pursue RVP waiver
What Can YOU Do?

• Work with your state and national associations to get up to speed on the issues
• Make your voice heard
• Ask U.S. Congressional leadership, Governors to weigh in with the White House
• Not just in Capitol buildings – at the state fair, the coffee shop and town halls
• Tell your story: press, social media
Let every oil company and politician know, whether they wish us well or ill, that we shall pay any price, bear any burden, meet any hardship, support any friend, oppose any foe to assure the survival and the success of corn ethanol.
Thank You

• Questions??