

U.S. Grains Council Summary Report: FY2016

Maryland Grain Producers Utilization Board

The U.S. Grains Council works 24/7 to increase profitability for U.S. coarse grains producers by “*Developing Markets, Enabling Trade and Improving Lives.*” The financial support provided in FY2016 by the Maryland Grain Producers Utilization Board and our other members supported a wide range of trade servicing and market development initiatives in 50 countries. These may be explored in greater detail at www.grains.org. A few highlights and major initiatives are noted below.

- **Ethanol Export Initiative.** The Council, in partnership with the Renewable Fuels Association and Growth Energy, has ramped up its ethanol export initiative to increase ethanol exports around the world. For the just-completed corn marketing year 2015/2016, U.S. ethanol exports were the second largest on record, reaching 868 million gallons valued at \$1.8 billion, compared to 859 million gallons exported last year.
- **Outreach Blossoms With Regional Conferences, Quality Reports.** When global buyers and end-users learn the value of U.S. corn, they often become repeat customers. The Council’s global network aims to make these connections in part through regular updates on crop progress, market conditions and supply availability. This year, the Council held biennial regional buyers conferences in Latin America and Southeast Asia as hallmark events for grain users in those regions.

The Council also has also been promoting DDGS in the Middle East and North Africa (MENA) region by bringing members to participate in consultations with sophisticated Saudi Arabian grain buyers and by having a longtime USGC consultant in Morocco who is also a poultry scientist travel regionally to have one-on-one meetings with local feed manufacturers and poultry producers. These meetings demonstrated how DDGS can reduce costs while maintaining or improving nutritional offerings for livestock.

Special outreach is also planned around the release of the Council’s annual quality reports, which this year included harvest and export cargo reports for both corn and sorghum. During these rollouts, USGC staff and farmer members conduct face-to-face meetings on an individual basis or through conferences to present the reports to customers and ultimately help the United States maintain its leadership status in the global marketplace.

By offering unique and well-regarded information to interested buyers and end-users, the Council enhances the relationships between U.S. producers and buyers of U.S. grains and builds confidence in both quality and the Council as a partner in the global grain trade.

- **Long-Term Perspectives: New and Emerging Markets.** For 55 years, a hallmark of the Council has been its long-term perspective of building global demand. Agricultural exports increase profitability for farmers and agribusinesses in Maryland and across the country. With 10 international offices, an additional 16 consultants in other foreign markets and active programs in 50 countries, the Council is engaged in ongoing activities to improve animal husbandry, thus creating a market for U.S. feed grains. This marketing year, U.S. sorghum exports totaled more than 8.5 million metric tons, with China importing 82 percent of the export share.