



CHECK-IN ON THE CHECKOFF:

Supporting Trade with Our Neighbors

As Iowa corn farmers, we are currently navigating a challenging economic landscape. We've done our job, producing a record-breaking harvest, but that success has flooded the market and tightened margins. In times like these, we don't just need new markets; we must also protect our current markets.

Take Canada and Mexico for example, these neighbors buy nearly one-third of all U.S. agricultural exports, totaling over \$60 billion annually. Canada is the top destination for U.S. ethanol, importing \$1.5 billion worth in 2024, while Mexico remains our #1 customer for corn and a primary market for dried distillers grains (DDGS). Additionally, trade with these countries supports 13 million American jobs across food and agriculture.

This is where your Iowa Corn Checkoff investment proves its value. By funding organizations like the U.S. Grains and BioProducts Council and the U.S. Meat Export Federation, we put

"boots on the ground" to defend our market access and remove trade barriers. These efforts deliver a 6:1 return on every dollar invested, proving the value of building strong trade relationships and increasing market access for corn products around the world.

With 31% of all trade-related rail traffic tied to our North American partners, the stability of our local elevators and rural communities depends on this trade. We grow the best corn in the world, and through your checkoff, we are ensuring our closest neighbors continue to be our best customers. ●

A handwritten signature in black ink, appearing to read "Joe Roberts".

Joe Roberts, ICPB President



Joe Roberts is a farmer from Belmond, Iowa, and serves as the Iowa Corn Promotion Board (ICPB) President and on the Exports and Grain Trade Committee.