



STATE OF INDIANA
AN EQUAL OPPORTUNITY EMPLOYER

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January 10, 2024

Board of Directors
Indiana Corn Marketing Council
8425 Keystone Crossing, Suite 200
Indianapolis, IN 46240

We have received the audit report of the Indiana Corn Marketing Council, which was opined upon by Blue & Co., LLC, Independent Public Accountants, for the period October 1, 2022 to September 30, 2023. Per the *Report of Independent Auditors*, the financial statements included in the report present fairly the financial condition of the Indiana Corn Marketing Council as of September 30, 2023, and the results of its operations for the period then ended, on the basis of accounting described in the report.

The audit report is filed with this letter in our office as a matter of public record.

A handwritten signature in cursive script that reads "Tammy R. White".

Tammy R. White, CPA
Deputy State Examiner



FINANCIAL STATEMENTS

AND

SUPPLEMENTARY INFORMATION

SEPTEMBER 30, 2023

CPAs / ADVISORS



INDIANA CORN MARKETING COUNCIL

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SEPTEMBER 30, 2023

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REPORT of INDEPENDENT AUDITORS

Board of Directors
Indiana Corn Marketing Council
Indianapolis, Indiana

Opinion

We have audited the accompanying financial statements of Indiana Corn Marketing Council, Inc. (ICMC), which comprise the statement of assets, liabilities, and net assets - modified cash basis as of September 30, 2023, and the related statements of support, revenues and expenses - modified cash basis, functional expenses - modified cash basis, and cash flows - modified cash basis for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, and net assets of ICMC as of September 30, 2023, and its support, revenues and expenses for the year then ended, in accordance with the modified cash basis of accounting described in Note 2.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of ICMC, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Basis of Accounting

We draw attention to Note 2 of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to that matter.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the modified cash basis of accounting described in Note 2; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that

REPORT OF INDEPENDENT AUDITORS (CONTINUED)

includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is substantial likelihood that, individually or in the aggregate, they would influence the judgement made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgement and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of ICMC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgement, there are conditions or events, considered in the aggregate, that raise substantial doubt about ICMC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Supplementary Information Included in the Financial Statements

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The budgeted and board designated amounts shown on the statements of support, revenues and expenses and functional expenses – modified cash basis for the year ended September 30, 2023 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has not been subjected to the auditing procedures applied in the audit of the financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

Blue & Co., LLC

Carmel, Indiana
November 30, 2023

INDIANA CORN MARKETING COUNCIL

STATEMENT OF ASSETS, LIABILITIES, AND NET ASSETS (Modified Cash Basis) SEPTEMBER 30, 2023

ASSETS

Cash and cash equivalents	\$	2,901,911
Certificates of deposit		1,324,735
Other assets		<u>17,515</u>
	\$	<u>4,244,161</u>

LIABILITIES AND NET ASSETS

Liabilities		
Reimbursements payable and other liabilities	\$	215,041
Payable to Indiana Soybean Alliance, Inc.		367,741
Research and other grants payable		<u>492,635</u>
Total liabilities		1,075,417
Net assets		
Without donor restrictions		
Undesignated		1,413,882
Board designated		<u>1,754,862</u>
Total net assets		<u>3,168,744</u>
	\$	<u>4,244,161</u>

See accompanying notes to financial statements.

INDIANA CORN MARKETING COUNCIL

STATEMENT OF SUPPORT, REVENUES, AND EXPENSES (Modified Cash Basis) YEAR ENDED SEPTEMBER 30, 2023

	Actual	Budgeted Income and Expense (Unaudited)	Board Designated Net Assets (Unaudited)	Total Budgeted and Board Designated Net Assets (Unaudited)
Support and revenues				
Checkoff assessments	\$ 5,068,235	\$ 4,105,239	\$ -0-	\$ 4,105,239
First purchaser handling fee	(136,945)	(123,157)	-0-	(123,157)
Refunds	<u>(235,426)</u>	<u>(270,782)</u>	<u>-0-</u>	<u>(270,782)</u>
Net checkoff assessments	4,695,864	3,711,300	-0-	3,711,300
Interest income	79,885	8,500	-0-	8,500
Other	<u>870</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>
Total support and revenues	4,776,619	3,719,800	-0-	3,719,800
Expenses				
Strategic services				
Market development	2,032,979	2,078,106	150,468	2,228,574
Sustainability	1,210,659	1,301,234	98,750	1,399,984
Value creation	371,993	411,618	-0-	411,618
Producer engagement	468,009	449,975	50,692	500,667
Organization, board management and general marketing	504,779	509,472	119,125	628,597
NCGA	<u>585,000</u>	<u>585,000</u>	<u>-0-</u>	<u>585,000</u>
Total strategic services	5,173,419	5,335,405	419,035	5,754,440
Support services				
ICMC administration	<u>271,306</u>	<u>310,559</u>	<u>-0-</u>	<u>310,559</u>
Total expenses	<u>5,444,725</u>	<u>5,645,964</u>	<u>419,035</u>	<u>6,064,999</u>
Change in net assets	(668,106)	<u><u>\$ (1,926,164)</u></u>	<u><u>\$ (419,035)</u></u>	<u><u>\$ (2,345,199)</u></u>
Net assets without donor restrictions, beginning of year				
	<u>3,836,850</u>			
Net assets without donor restrictions, end of year				
	<u><u>\$ 3,168,744</u></u>			

See accompanying notes to financial statements.

INDIANA CORN MARKETING COUNCIL

STATEMENT OF FUNCTIONAL EXPENSES (Modified Cash Basis) YEAR ENDED SEPTEMBER 30, 2023

	Strategic Services						Support Services		Grand Total
	Market Development	Sustainability	Value Creation	Producer Engagement	Organization, Board Management and General Marketing	NCGA	Total	ICMC Administration	
Insurance	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ -0-	\$ 4,889	\$ 4,889
Equipment maintenance	-0-	36	-0-	-0-	-0-	-0-	36	-0-	36
Small equipment purchases	771	-0-	-0-	-0-	-0-	-0-	771	-0-	771
Board elections	-0-	-0-	-0-	-0-	-0-	-0-	-0-	4,485	4,485
Postage and shipping	96	51	-0-	6,731	128	-0-	7,006	1,014	8,020
Printing	-0-	1,919	-0-	1,735	278	-0-	3,932	-0-	3,932
Office supplies	1,141	-0-	-0-	67	-0-	-0-	1,208	304	1,512
Staff travel	72,803	5,764	649	-0-	30,838	-0-	110,054	31	110,085
Director travel	119,358	20	69	43	39,940	-0-	159,430	323	159,753
Other travel	12,754	1,079	3,970	46	2,515	-0-	20,364	-0-	20,364
Meeting	46,932	1,938	276	250	40,704	-0-	90,100	1,056	91,156
Audit and tax services	-0-	-0-	-0-	-0-	-0-	-0-	-0-	43,888	43,888
Legal fees	-0-	-0-	-0-	-0-	-0-	-0-	-0-	644	644
Consulting	284,112	54,941	69,353	39,175	31,503	-0-	479,084	56,303	535,387
General service allocation	389,674	77,741	42,712	-0-	329,790	-0-	839,917	151,062	990,979
Technology fees	120	97	-0-	-0-	837	-0-	1,054	38	1,092
Grants	640,641	489,786	248,964	-0-	-0-	-0-	1,379,391	-0-	1,379,391
Dues/memberships	43,461	7,000	-0-	-0-	24	-0-	50,485	-0-	50,485
Subscriptions	21,856	-0-	-0-	-0-	10,178	-0-	32,034	-0-	32,034
Bank fees	-0-	-0-	-0-	-0-	-0-	-0-	-0-	1,692	1,692
Staff training/development	110	-0-	-0-	-0-	729	-0-	839	-0-	839
Advertising	36,769	3,528	-0-	215,033	-0-	-0-	255,330	4,570	259,900
Agency services	21,196	98,927	-0-	95,793	11,308	-0-	227,224	-0-	227,224
Project supplies	9,627	55,965	-0-	25,466	5,007	-0-	96,065	1,007	97,072
Film/videos	12,496	-0-	-0-	-0-	-0-	-0-	12,496	-0-	12,496
Sponsorships/awards/incentives	319,062	411,867	6,000	83,670	1,000	585,000	1,406,599	-0-	1,406,599
Total expense	\$ 2,032,979	\$ 1,210,659	\$ 371,993	\$ 468,009	\$ 504,779	\$ 585,000	\$ 5,173,419	\$ 271,306	\$ 5,444,725
Annual budget (unaudited)	\$ 2,078,106	\$ 1,301,234	\$ 411,618	\$ 449,975	\$ 509,472	\$ 585,000	\$ 5,335,405	\$ 310,559	\$ 5,645,964
Net asset budget (unaudited)	150,468	98,750	-0-	50,692	119,125	-0-	419,035	-0-	419,035
Total budget (unaudited)	\$ 2,228,574	\$ 1,399,984	\$ 411,618	\$ 500,667	\$ 628,597	\$ 585,000	\$ 5,754,440	\$ 310,559	\$ 6,064,999
Total audited expense	2,032,979	1,210,659	371,993	468,009	504,779	585,000	5,173,419	271,306	5,444,725
Under/(over) budget	195,595	189,325	39,625	32,658	123,818	-0-	581,021	39,253	620,274

See accompanying notes to financial statements.

INDIANA CORN MARKETING COUNCIL

STATEMENT OF CASH FLOWS (Modified Cash Basis) YEAR ENDED SEPTEMBER 30, 2023

Operating activities

Change in net assets	\$	(668,106)
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Other assets		52,208
Reimbursements payable and other liabilities		35,497
Payable to Indiana Soybean Alliance, Inc.		(64,343)
Payable to Indiana Corn Growing Association, Inc.		(56,375)
Research grants payable		<u>(140,094)</u>
Net cash flows from operating activities		(841,213)

Investing activities

Purchases of certificates of deposit		(1,332,675)
Redemptions of certificates of deposit		<u>1,304,018</u>
Net cash flows from investing activities		<u>(28,657)</u>

Change in cash and cash equivalents (869,870)

Cash and cash equivalents, beginning of year 3,771,781

Cash and cash equivalents, end of year \$ 2,901,911

See accompanying notes to financial statements.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

1. NATURE OF ACTIVITIES

In June 2007, the Indiana Legislature enacted into law Indiana Code 15-4-10 (amended by Indiana Code 15-15-12 on August 1, 2009 and again on July 1, 2012), the Indiana Corn Market Development Law, which requires a checkoff assessment on certain types of corn marketed in the State of Indiana. The Indiana Corn Marketing Council (ICMC) is a public body corporate and politic organization located in Indianapolis, Indiana established to facilitate the corn checkoff assessment program in Indiana and communicate information relating to the conduct, implementation, or results of promotion, research, and market development activities relating to corn or corn products to appropriate government officials. Proceeds of the checkoff assessment may not be used to influence legislation or governmental action or policy. ICMC is separate from the State of Indiana; however, the exercise by ICMC of its powers constitutes an essential governmental function.

Indiana Code 15-15-12 requires ICMC to review the refunds for each fiscal year and if refunds exceed twenty-five percent (25%) in two consecutive years, ICMC shall cease collecting the assessment on January 1 of the subsequent year; maintain enough funds to pay for any refunds requested by producers; and request that the legislative council have legislation prepared to repeal the corn market law.

Indiana Code 15-15-12 also requires that total administration expenses, less the cost of processing refunds and applying for grants, may not exceed 10% of the average corn checkoff assessments collected over the past five years. The average assessments amount is calculated by excluding the highest and lowest assessments and taking an average of the remaining three years' checkoff assessments.

The overall mission of the Indiana Corn Marketing Council is to promote innovative solutions to grow the value of corn in Indiana from seed to customer. To accomplish this mission, in 2021 the ICMC Board of Directors adopted a new strategic plan which provides a guideline for activities through fiscal year 2024. The Board modified this plan in August 2023 to include new Indiana based evaluation metrics to be used for projects commencing in fiscal year 2025. The focus areas of the plan remain unchanged. The basis of this plan was developed from sources which included: input from industry leaders, board members, former board members and the experiences of ISA staff and results from the prior strategic plan. This strategic plan has four overall strategic focus areas that guide ICMC's investment of producer checkoff dollars. The four focus areas are Market Development, Sustainability, Value Creation and Producer Engagement.

Market Development

Market development has one strategic objective. The objective is to increase market access and grow international and domestic demand for corn in all forms. ICMC accomplishes this by investing in initiatives that increase exports to targeted countries such as Vietnam, India, Mexico, Colombia, South Korea and Japan and increasing ethanol infrastructure support and promotional activities.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

Sustainability

Sustainability has three strategic objectives. The first objective is to continue to increase the number of acres in Indiana utilizing sustainable production practices by meeting targets of nutrient loss reduction goals in Indiana. The second objective is to expand reach to strengthen consumers' perceptions and increase community awareness regarding farm sustainability practices. The third objective is to support efforts that reduce production and input costs and improve on-farm profitability. The initiatives under this objective are identifying opportunities to improve on-farm profitability and seek non-traditional value generation.

Value Creation

Value creation has one strategic objective. The objective is to develop new value-added markets and products from corn in all forms. The initiatives in this area include projects that develop new technologies in food, beverage and industrial markets and facilitate regulatory approval for corn products.

Producer Engagement

The backbone of this objective is providing information to the Indiana producers we serve. The first objective is to increase awareness and understanding of the checkoff programs and the return on investment (ROI) for Indiana corn farmers. The second objective is to create additional opportunities for farmers to engage with ICMC aside from joining the Board.

In addition to the four strategic objectives above, a successful organization must invest in infrastructure (personnel, marketing, and technology), establish sound fiscal and fiduciary management practices, and develop our board members to be leaders within Indiana agriculture and with National agricultural organizations. The following objectives fit into this category.

Organization, Board Management and General Marketing

This objective contains expenses for board meetings, leadership and educational development, base infrastructure for marketing efforts, and program management of the board.

National Corn Growers Association (NCGA)

NCGA pools resources from corn producing states to advance checkoff programs related to corn. They do this by supporting programs reviewed and approved by farmer and staff led action teams. Checkoff dollars given to NCGA by ICMC cannot be used for NCGA's advocacy efforts.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

ICMC Administration

This objective ensures compliance with the Indiana Corn Market Development law and the governance of ICMC. Included in these activities are board elections and investments in processes for remittances from first purchasers of corn in Indiana and the periodic auditing of those first purchasers.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Method

ICMC prepares its financial statements on a modified cash basis of accounting. Under that basis, corn checkoff assessments are recognized when received rather than when earned, and first purchaser handling fees and refunds are recognized when paid rather than when the obligation is incurred. The modified cash basis of accounting differs from accounting principles generally accepted in the United States of America primarily because ICMC has not recognized receivables for corn checkoff assessments, accruals for estimated first purchaser handling fees, accruals for estimated refunds, and their related effects on the change in net assets. ICMC accrues research grants in which ICMC has minimal involvement once the Board approves the grant for funding and the grant is executed, rather than at the time the expenses are incurred. These expenses, which are considered contribution transactions, are included in grants expense. Research grants in which ICMC has significant involvement, which are considered exchange transactions, are expensed as incurred and are included in consulting fees expense.

Basis of Presentation

Net assets, support and revenues are classified based on the existence or absence of donor-imposed restrictions. Net assets without donor restrictions are net assets not subject to donor-imposed restrictions. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. Accordingly, the net assets of ICMC and the changes therein are classified and reported as net assets without donor restrictions.

Estimates

The preparation of financial statements in conformity with the modified cash basis requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amount of support, revenues and expenses during the reporting period. On an ongoing basis, ICMC's management evaluates the estimates and assumptions based upon historical experience and various other factors and circumstances. ICMC's management believes that the estimates and assumptions are reasonable in the circumstances; however, actual results could differ from those estimates.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

Cash Equivalents

ICMC considers all highly liquid investments purchased with original maturities of three months or less to be cash equivalents. Cash equivalents are carried at cost, which approximates market value, and consist of repurchase agreements.

Certificates of Deposit

Certificates of deposit are carried at cost, which approximates fair value. Interest income is recorded when earned. ICMC holds investments in certificates of deposit issued under the Certificate of Deposit Account Registry Service (CDARS). Under the CDARS program, ICMC's funds are invested in certificates of deposit in different banks within the CDARS network in increments such that all deposits are provided full FDIC coverage. At September 30, 2023, certificates of deposit bear interest at rates ranging from 3.00% to 4.03% and have maturity dates ranging from February 2024 to September 2024.

Checkoff Assessment Revenue

Indiana Code 15-15-12 requires that a checkoff assessment of one-half cent (\$0.005) per bushel shall be collected by first purchasers on all applicable corn sold in Indiana, and that this checkoff assessment be remitted to ICMC on a quarterly basis. Checkoff assessments are recognized in the period the cash is received.

First Purchaser Handling Fees and Refunds

First purchasers who remit assessments timely are entitled to retain 3% of the total corn checkoff assessments as a handling fee. First purchaser handling fees are deducted from gross corn checkoff assessments in the Statement of Support, Revenues, and Expenses and are recognized in the period in which the net checkoff assessments are received by ICMC.

A producer is entitled to a refund of the corn checkoff assessment if the producer applies for a refund within 180 days after the corn checkoff assessment was deducted from the sale price of the producer's corn. Refunds are deducted from gross corn checkoff assessments in the Statement of Support, Revenues, and Expenses and are recognized when paid.

Administration Expenses

Indiana Code 15-15-12 requires total administration expenses, less the cost of processing refunds and applying for grants, to be 10% or less of average corn checkoff assessments collected over the past five years. The average assessments amount is calculated by excluding the highest and lowest assessments and taking an average of the remaining three years' checkoff assessments. ICMC's administration expenses, less cost of processing refunds and applying for grants, as a percentage of average corn checkoff assessments were 5.05% for fiscal 2023.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

Functional Allocation of Expenses

The costs of providing the programs and services of ICMC have been summarized on a functional basis in the Statements of Support, Revenues, and Expenses and Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting activities benefited, based on actual direct expenditures and cost allocations of indirect expenses based on time and usage by personnel. Expenses allocated include general service allocation, travel, technology fees, and office supplies. Although the methods used were appropriate, other methods could produce different results.

Subsequent Events

ICMC evaluates events occurring subsequent to the date of the financial statements in determining the accounting for and disclosure of transactions and events that affect the financial statements. Subsequent events have been evaluated through November 30, 2023, which is the date the financial statements were available to be issued.

3. BOARD DESIGNATED NET ASSETS

At September 30, 2023, board designated net assets represent the amounts that have been designated by the Board of Directors for the following uses:

Sustainability	\$	20,000
Market development		132,020
Producer engagement		899
Organization and board management		102,826
Reserve		500,000
Allocation to FY 24 budget		999,117
	\$	<u>1,754,862</u>

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

4. LIQUIDITY AND AVAILABILITY OF RESOURCES

The following table reflects ICMC's financial assets as of September 30, 2023, reduced by amounts that are not available to meet general expenditures within one year of the Statement of Assets, Liabilities and Net Assets date; that is, amounts that are without board designations or other restrictions limiting their use.

Cash and cash equivalents	\$ 2,901,911
Certificates of deposit	<u>1,324,735</u>
Total financial assets	4,226,646
Board designated net assets	<u>(1,754,862)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 2,471,784</u>

Board designated net assets have been designated by the Board of Directors for specific purposes. Although ICMC does not intend to spend the board designated net assets to meet general expenditures, the amounts could be made available, if necessary.

5. TRANSACTIONS WITH INDIANA SOYBEAN ALLIANCE, INC.

The Indiana Soybean Alliance, Inc. (ISA) is an Indiana not-for-profit organization established to conduct soybean promotion, research, consumer information, producer communication, industry information and market development activities. It is responsible for carrying out both checkoff and non-checkoff activities in Indiana.

ICMC has a service agreement with the ISA in which all salaries and benefits are paid by ISA and the amount allocable to ICMC is reimbursed by ICMC along with all other costs that are directly allocable to ICMC. Other general services that are reimbursed by ICMC include office costs and other agreed upon overhead expenses. The amount reimbursed for the expenses under this contract to ISA for the year ended September 30, 2023 was \$990,979.

At September 30, 2023, ICMC had an amount payable to ISA of \$367,741.

6. CONCENTRATIONS

ICMC maintains its cash and cash equivalents in bank deposit accounts which generally exceed federally insured limits. To mitigate its risk of loss, ICMC utilizes repurchase agreements in which the amount that is invested in these agreements is secured by United States government securities through an overnight sweep. ICMC has not experienced any losses in its accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

INDIANA CORN MARKETING COUNCIL

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2023

7. CONDITIONAL GRANT LIABILITY

In fiscal year 2011, ICMC initiated the Flex Fuel Pump Grant Program. This program offers grants to retailers for the installation of flex fuel pumps to dispense mid-level blends of ethanol. ICMC will award grants up to 50% of the cost of installation. The retailer must apply for the grant and provide proof of the total cost incurred for the installation of the flex fuel pump. Once this documentation has been received, ICMC will conduct an inspection of the pump. After the inspection has been conducted, the grant is awarded to the retailer. ICMC will record the grant liability and expense once the inspection has been conducted and the grant has been awarded. There was no grant expense related to this program during fiscal 2023.