

# The Economics: Farmers' livelihoods and perspectives

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**THE ORGANIC & NON-GMO REPORT**



# THE ORGANIC & NON-GMO REPORT

Information to ensure a safe, healthy, and regenerative food supply

Issue #191 • January / February 2020

## Can ancient corn solve modern ag problem?

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### HIGHLIGHTS

SEED TRENDS: MORE SEED  
CHOICES AND SUPPLIERS  
FOR ORGANIC, CONTINUED  
STRONG DEMAND FOR  
NON-GMO

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NON-GMO  
CORN SEED  
OUTPERFORMING  
GM SEED IN  
FIELD TRIALS

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MARKET TRENDS, GMO  
LABELING, AND  
PLANT-BASED FOODS  
WERE KEY TOPICS  
AT ORGANIC &  
NON-GMO FORUM

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# 2024 ORGANIC & NON-GMO SOURCEBOOK

**A buyer's guide to global  
suppliers of non-GMO  
and organic seeds,  
grains, ingredients,  
feed and  
food**



# Mexico's White Corn Imports

- Mexico imports 600,000 tons of white corn from the U.S. each year.
- Half of that is GMO
- 1.8% of total corn imports, 16.5 million tons.



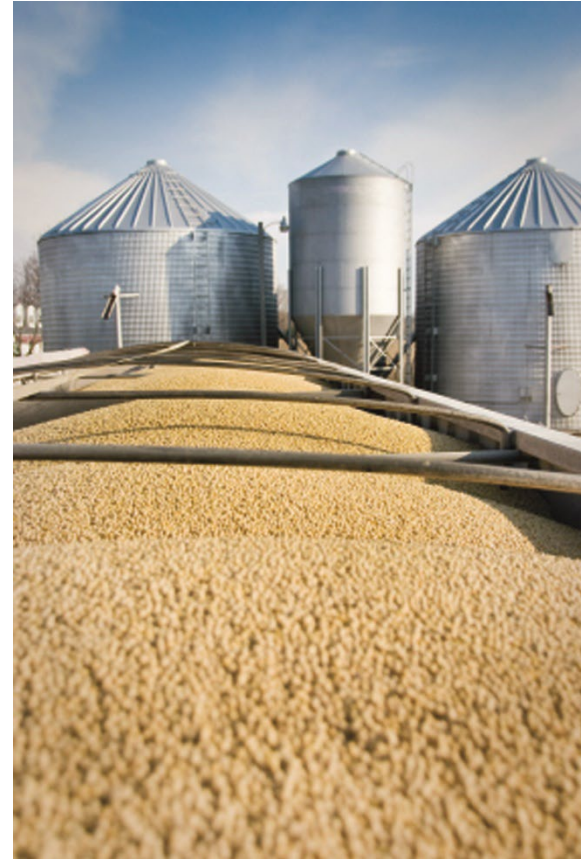
# U.S. Non-GMO Corn Production



- 2023 production:
- 6,485,210 acres of non-GMO corn
- White corn: 1 million acres
- 500,000 acres is non-GMO
- Leading white corn producing states: Nebraska and Texas

# Non-GMO Corn Suppliers

- Clarkson Grain
- Healthy Food Ingredients
- The Andersons
- Scoular
- Rovey Seed
- DeLong Company
- Trace Cooperative
- Cargill, ADM



# Supplying Mexico with Non-GMO Corn

*“I think the U.S. farmer would be delighted to have a market where they would get paid more by providing an identity-preserved, (non-GMO) crop.”*

---Lynn Clarkson, CEO of Clarkson Grain, a leading U.S. supplier of non-GM corn.

# Non-GMO Corn Seed Suppliers



- Albert Lea Seed
- BASS Hybrids
- Byron Seeds
- De Dell Seeds
- Hi Fidelity Genetics
- Hybrid 85
- Masters Choice
- Prairie Hybrids
- Spectrum Non-GMO
- Pioneer Hi-Bred



*“I have absolutely no doubt the United States could meet Mexico’s demand for non-GMO corn. All that’s needed is a market signal, and farmers will do it.”*

--Mac Ehrhardt, president  
of Albert Lea Seeds, supplier of  
organic and non-GMO corn seed.

*“There’s a \$450 million market in corn going from Nebraska to Mexico. We could fill the non-GMO demand from Nebraska and a good portion of the Midwest as well.”*

--Nate Belcher, co-owner of [Hybrid85](#), a Nebraska-based non-GMO corn seed company.

# Non-GMO Opportunity

- U.S. farmers could earn premium prices, ranging from \$.25 to \$.50 per bushel for non-GMO white corn.
- Premiums would depend on non-GMO threshold that is required.





- **U.S. farmer can supply non-GMO corn to Mexico**
- *“Absolutely, if there’s a demand there, let’s find ways to partner with Mexico. They’re that much closer, and they’re a trade partner. We should make it happen.”*

# Non-GMO Project



- Non-GMO standard developed to avoid GMOs
- Requires segregation, GMO testing, traceability
- GMO thresholds: seed 0.25%, food and supplements 0.9%, 5% livestock and poultry feed, 1.5% non-food
- 65,000 products verified, \$40 billion in sales