



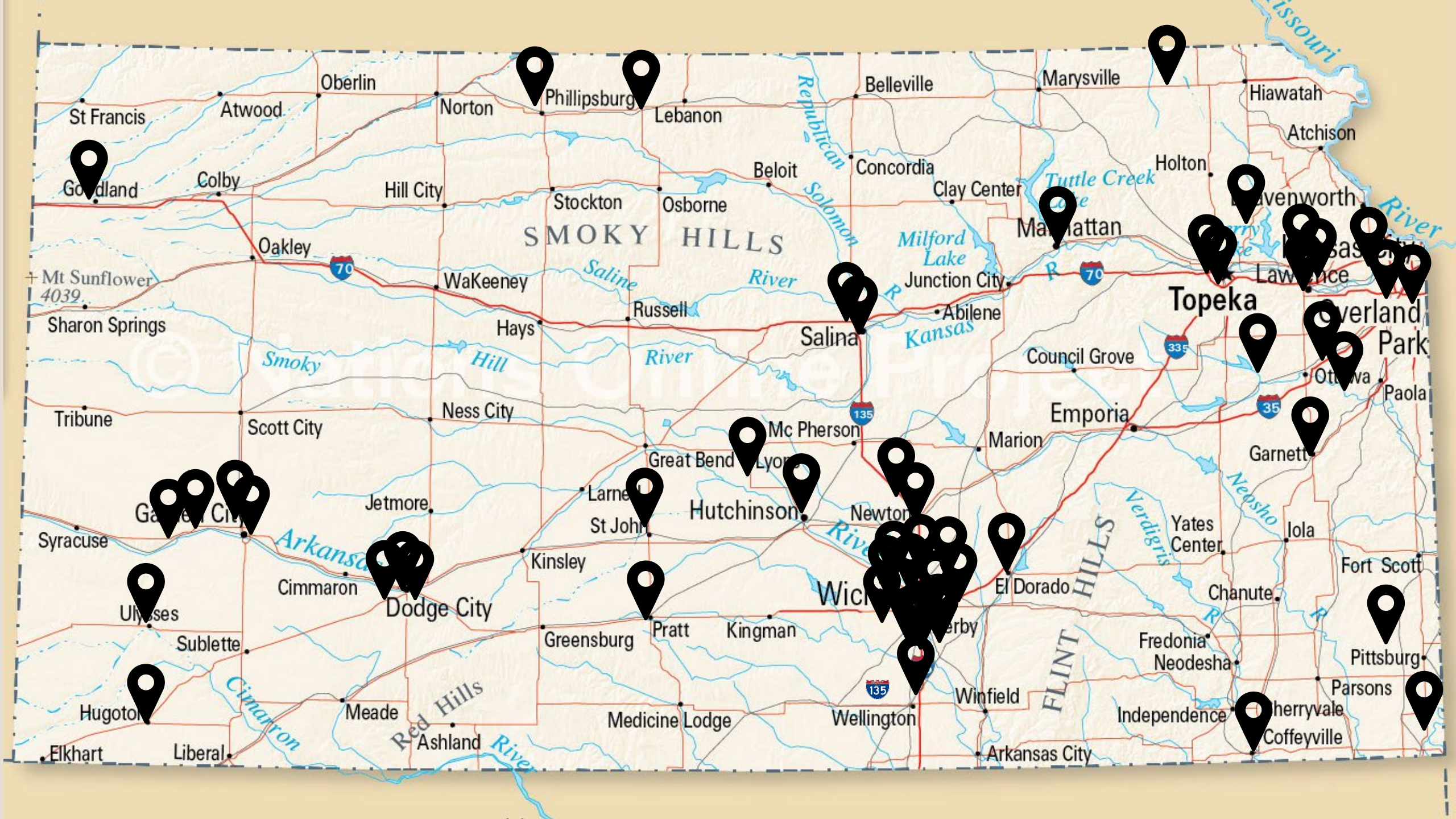
# Retail panel: Why ethanol makes dollars and sense

Emily Koop, Kansas Corn Market Development Coordinator

Nick Fosheim, American Coalition for Ethanol Director of Member & Industry Relations

Jake Comer, Casey's General Store Fuels Pricing Manager





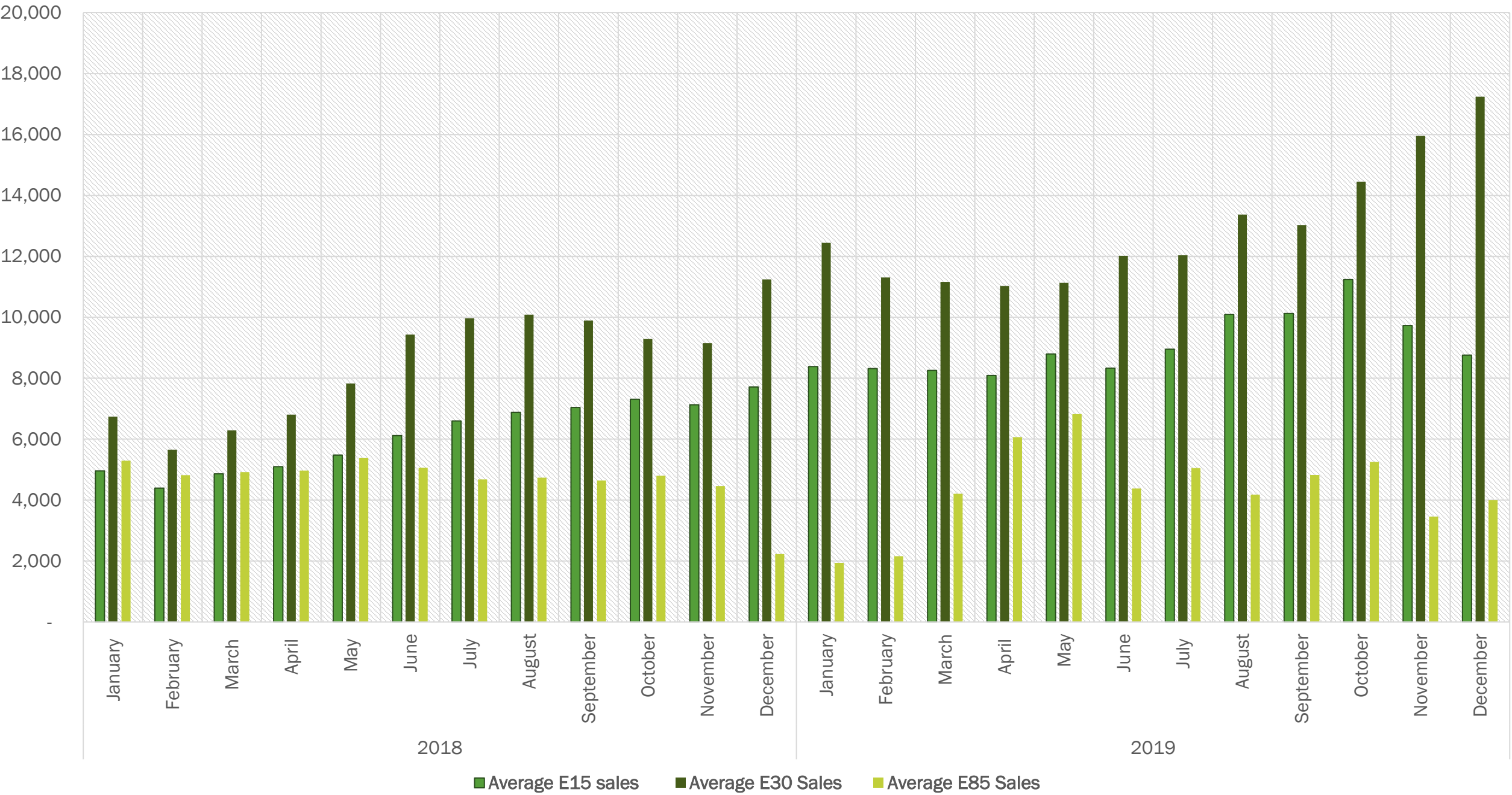


# Kansas Corn and Higher Blends

- Kansas Corn was primary sponsor of cost-share program in initial USDA Biofuel Infrastructure Program (BIP).
- First station offering blends through this program opened in fall of 2016.
  - *100 dispensers*
- Kansas Corn Commission has continued grant program in absence of federal funding.
- USDA Higher Blends Infrastructure Incentive Program
  - *Spring 2020*
  - *Details to come*



Kansas Flex Fuel Program Average E15, E30 and E85 Sales, 2018-2019



# Kansas Ethanol SALES

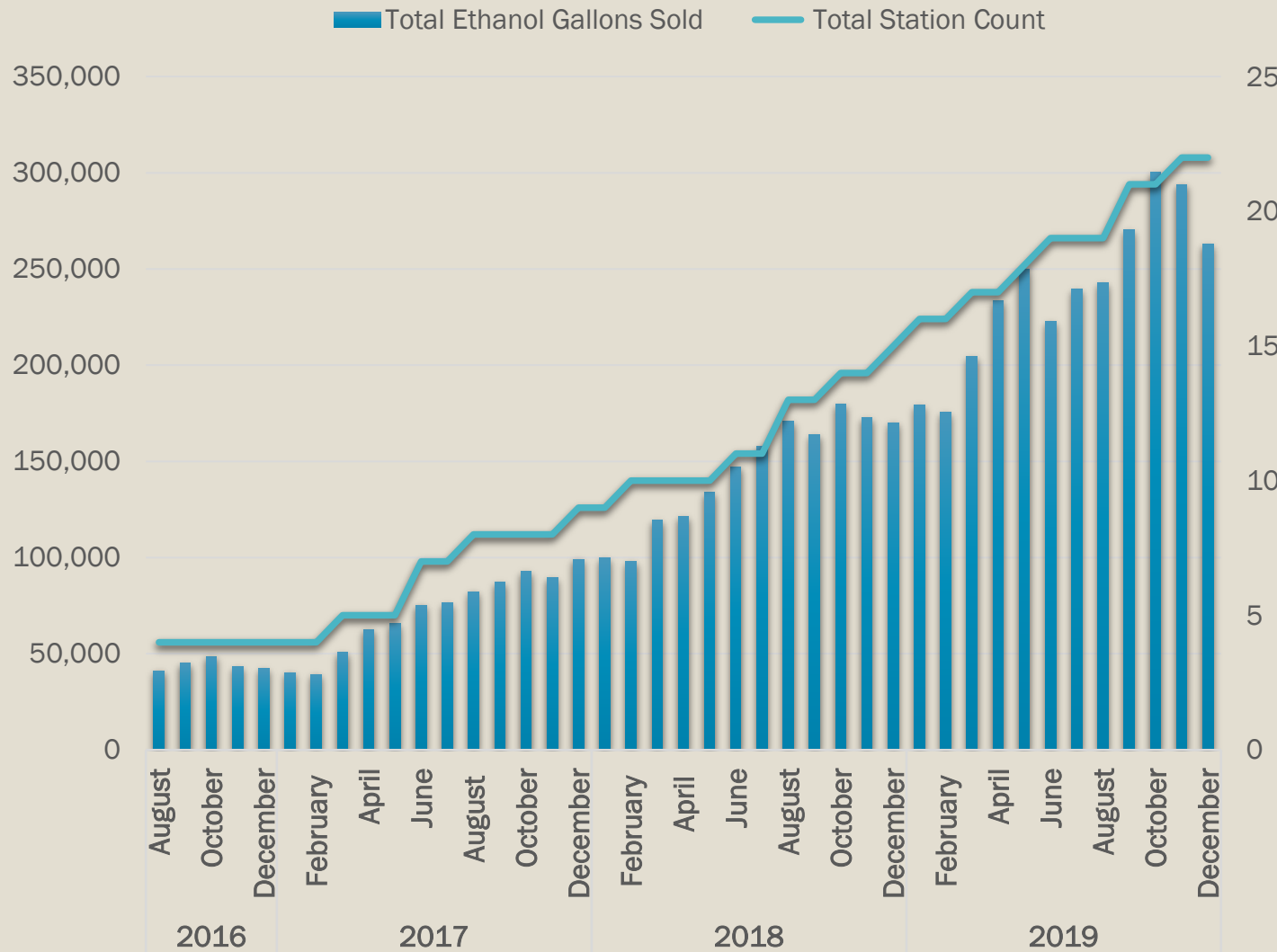
- Stations participating in the KCC Grant Program's ethanol sales continue to skyrocket.
- Year over year 2019 growth rates:
  - *E15 104%*
  - *E20 110%*
  - *E30 35%*
  - *E85 61%*



# Its not just Kansas!

- Nationwide, E15 sales increased by more than 50%
- Nationwide, the *Prime the Pump* program has provided cost-share to over 10,000 retail locations in 20 states.
  - *Encompasses 15 major fuel retailers from Colorado to the east coast.*
- *Prime the Pump* stations **beat the national gasoline sales average by 250%!**

Monthly Ethanol Volume Sold Throughout Program



## Sales Volumes

- 100 dispensers in our grant program averaged 6,301 gallons of fuel per dispenser per month.
- Current KS Station record sales per dispenser: 21,049
- Ethanol gallons sold throughout program 5.6 million gallons
- Additional 2 million bushels of corn!



# What is REALLY High Volume?

- QuikTrip gold standard, 16 dispenser, 50,000 gallons per dispenser, 800,000 gallons per month!
- Assuming the average blends sold at a similar station (with good ethanol promotion):
  - *2.6 million gallons of E100 per year*

OR

- *851,200 bushels of corn!*