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The Fertilizer Institute (TFI) team spent countless hours in 2011 communicating about the role of fertilizer in feeding a world population that is expected to grow to nine billion by 2050. Whether talking with farmers, meeting with members of Congress or even visiting with family and friends, TFI remains committed to its mission to share information about the plant nutrients that our industry produces, transports and supplies to crops throughout the United States.

The fertilizer industry’s message is simple, and it’s as true today as when it was spoken in 1946 by W.A. Minor, Assistant to the Secretary of the United States Department of Agriculture. During the First Annual Convention of the American Plant Food Council, Minor stated: “The fertilizer industry, right now, and historically, is in the business of saving lives—it is in the business of saving the soil—of raising the level of human nutrition and health.” Given that fertilizer use is responsible for 40 to 60 percent of our food supply, our industry has a great deal of responsibility in meeting world food demand.

One way the fertilizer industry is responding to that challenge is by expanding its capacity to produce vital crop nutrients. The International Fertilizer Industry Association (IFA) estimates that since 2008 the industry has invested close to $40 billion in new capacity for the three primary nutrients (nitrogen, phosphorus and potassium) in North Africa; West, South and East Asia; and North and South America. Additionally, IFA estimates that another $80 billion will be invested between 2011 and 2015.

Our commitment to environmental stewardship and proper use of fertilizer products also plays a critical role in meeting global food demand in a responsible and sustainable manner. TFI is promoting our industry’s commitment to stewardship through the 4R initiative, which includes the launch of a website, www.nutrientstewardship.com, that is dedicated to providing educational tools and resources that support the use of the right fertilizer source at the right rate, right time and in the right place.

Securing access to crop nutrients is another important priority for TFI. TFI supports efforts to keep fertilizer products out of the hands of people with ill intent. But, on the other hand, the Institute protects fertilizers by challenging policies and regulations that are not based on sound science or that overstep legal boundaries.

In the following pages, you will find more information on all of the initiatives that TFI pursued on behalf of the fertilizer industry in 2011. In the coming year, TFI looks forward to ensuring its members’ ability to nourish the soils that produce the food, feed, fuel and fiber necessary to meet the needs of a growing population.

—

Ford B. West
The Fertilizer Institute (TFI) is the leading voice in the fertilizer industry, representing the public policy, communication and statistical needs of producers, importers, wholesalers and retailers.

TFI is proud to represent the commercial fertilizer industry in the United States; an industry that has a distinguished heritage. Issues of interest to TFI members include security, energy, transportation, environmental stewardship and worker health and safety.

TFI has established a solid record of carrying out its mission which has afforded America’s farmers with the nutrients necessary to produce bountiful crops to feed our growing nation and world.

As an association, TFI is driven to provide the best results for our members and believes that every task undertaken must be accomplished accurately, expeditiously and economically.

**TFI Mission**

TFI’s mission is to represent, promote and protect the fertilizer industry.

To accomplish its mission, TFI has established the following strategic initiatives:

- To represent, promote and protect a sound fertilizer industry through legislative and regulatory activities at the federal, state and local level.
- To effectively address issues impacting TFI member companies.
- To promote a favorable public image of the fertilizer industry and agriculture.
- To share knowledge about the fertilizer industry with members, government and the agriculture industry on issues relating to fertilizer and the farm economy.
“This rule has an enormous cost and little benefit. TFI advocates smart and targeted policies that address water quality without placing an undue economic burden on farmers and the industries that support them. Such policies can achieve both environmental and food security goals.”

–TFI President, Ford West

weighs in regarding the Florida numeric nutrient criteria rule.
Defending the Florida Phosphate Industry

Florida’s phosphate industry plays a vital role in the state’s economy by employing over 3,600 people and producing over $3.3 billion in output. Furthermore, the United States depends on Florida for more than half of its phosphate rock production, making the state a key component of domestic and global food security. For these reasons, promoting and protecting the industry was a key aspect of TFI’s 2011 activities.

Specifically, TFI worked to defeat an attempt by the U.S. Environmental Protection Agency (EPA) to impose a federally derived nutrient rule signed by EPA Administrator Lisa Jackson. The rule would replace narrative nutrient criteria, which were already being applied by Florida’s Department of Environmental Protection (DEP), with numeric nutrient criteria.

In December 2010, TFI filed a legal challenge to EPA’s proposed regulations. Several agriculture organizations including the Agricultural Retailers Association and the American Farm Bureau Federation joined TFI in the lawsuit against EPA. Oral arguments in Florida’s court system were presented in January 2012.

Working with a broad coalition of agriculture and business organizations, state and local governments and other impacted sectors, TFI collaborated with its allies to mount a parallel lobbying campaign in an effort to encourage EPA to back down from its intransigent position and allow the State to develop its own criteria.

Through the efforts of a broad based coalition in opposition to EPA’s proposed rule for Florida, TFI helped in an effort to secure signatures from more than 5,700 Floridians on a petition urging President Barack Obama to halt EPA’s efforts. While the outcome on this issue is uncertain, TFI will continue to engage with all relative entities to protect the phosphate industry.

Chesapeake Bay Watershed

Nutrient related water quality issues continued to garner the attention of TFI and the broader agriculture community. The Agricultural Nutrient Policy Council (ANPC), a coalition of agricultural organizations with an interest in sound, science-based nutrient policies continued its focus on the Chesapeake Bay Watershed in 2011. TFI is a founding member of ANPC.

During 2011, EPA continued its efforts to impose Total Maximum Daily Loads (TMDLs) in the Chesapeake Bay Watershed. The Agency moved forward by requiring Chesapeake Bay states to submit Watershed Implementation plans which were to specify how each state would meet the EPA-established TMDL.

Members of the ANPC continued to contest the accuracy of EPA’s Watershed Model as the basis for the Chesapeake Bay “pollution diet.” A report commissioned by the ANPC in 2010 and released in early 2011 confirmed that several serious questions remain about the science and data used by EPA in its analysis of what farmers have done to reduce the amount of nutrients reaching the Chesapeake Bay.

The report stressed that serious and significant differences exist between the Bay Model and the U.S. Department of Agriculture (USDA) model in the areas of land use and the total acreage of the Bay Watershed, in their data and assumptions about the adoption of conservation and farming practices, and as a result, in their estimates of the quantity of nutrients and sediments coming from farmland and ultimately reaching the Bay.
Launching the 4R Nutrient Stewardship Initiative

Have you heard of 4R nutrient stewardship? In 2011, that was a question TFI asked members of Congress, representatives of the U.S. Department of Agriculture (USDA) and U.S. Environmental Protection Agency (EPA), the agricultural community and even its own members.

4R nutrient stewardship is simply the use of the Right fertilizer source at the Right rate, Right time and in the Right place. More specifically, 4R nutrient stewardship is an agronomic framework that is designed to increase agricultural production, boost farmer profitability and enhance environmental protection. It is also the U.S. fertilizer industry’s best defense for navigating an increasingly complex regulatory environment.

In March, the Institute formally launched its 4R nutrient stewardship initiative, a multifaceted project that features an online resource, www.nutrientstewardship.com.

The website, which is a collaborative effort of TFI, the International Plant Nutrition Institute, the Canadian Fertilizer Institute and the International Fertilizer Industry Association, serves as an online clearinghouse of information on 4R-related tools and resources aimed at increasing awareness and adoption of the 4Rs among agricultural retailers and producers.

In conjunction with the website launch, the Institute unveiled a 4R educational display that has allowed TFI staff to initiate valuable discussions with industry members and agricultural producers across the country.

TFI has also taken the 4R message to policymakers on Capitol Hill and federal agency representatives. Over the course of 2011, TFI submitted more than ten sets of comments to EPA and USDA. Additionally, six letters were sent to members of Congress regarding TFI’s position on nutrient related issues.

In May 2011, TFI Director of Stewardship Programs Lara Moody provided a presentation on the 4Rs at the United Nations in New York, N.Y.

TFI Vice President of Public Affairs Kathy Mathers shared information regarding the 4Rs with a visitor at TFI’s 2011 Commodity Classic booth.
Establishing collaborative relationships outside of the fertilizer industry is an important aspect of the 4R initiative. In 2011, TFI secured a partnership with the U.S. Department of Agriculture (USDA) Natural Resources Conservation Service (NRCS) that is helping the Institute reach a broader audience and establish itself as a source of knowledge and guidance within the agricultural community and beyond. Currently, TFI and USDA NRCS are collaborating to develop and implement two projects.

The first effort combines matching funds from TFI and NRCS to create an online training curriculum, which when implemented, will provide agricultural retailers, certified crop advisors and agronomists with knowledge and tools to assist in the development of nutrient management plans based on the scientific principles of 4R nutrient stewardship. In a second project, TFI is leading an NRCS Conservation Innovation Grant to address nitrous oxide (N$_2$O) emissions from cropland. The project will provide Iowa and Illinois farmers with advice to implement, monitor, and track fertilizer best management practices to reduce N$_2$O emissions.

TFI handed out wildflower seeds and fertilizer packets with information about the 4R concept at the 2011 Commodity Classic. The www.nutrientstewardship.com website promotes the 4R philosophy, an innovative and science-based approach to nutrient management.
TFI collaborated with industry experts and representatives of federal agencies to provide technical, environmental, health and safety education programs to its members. Notable programs in 2011 included:

- Collaboration with the Environmental Protection Agency (EPA) to provide members with training and the latest information on filing reports for EPA’s Greenhouse Gas Inventory rule. During the training, EPA educated members on how to use its Electronic Greenhouse Gas Reporting Tool. EPA is requiring covered companies to use this tool to report their greenhouse gas emissions.

- Bringing in various regulators, in particular from the U.S. Department of Agriculture, to engage with TFI and other members of the Agricultural Nutrient Policy Council on nutrient issues of importance to the agricultural community.

- Working collaboratively with the Agricultural Retailers Association in sponsoring a retail fertilizer dealer tour for EPA personnel on a retail fertilizer blending exemption.

- Sponsoring Bulk Blend workshops for the purpose of ensuring uniformity in retail bulk blending activities. Through this training, retailers have a key tool to ensure farmers receive fertilizer products of the highest quality.

- Continued sponsorship of the National Agronomic Environmental Health & Safety School. The school offers quality hands-on training for response to incidents involving fertilizer and crop protection chemicals.
Promoting stewardship throughout the lifecycle of fertilizer products is a priority for TFI. While there is a significant technical component to these activities, the end result is quite simple—ensuring that the industry is protected from unnecessary and harmful regulation and promoting science and continuous improvement as the basis for any government regulatory or stewardship efforts.

In 2011:

- TFI ensured that the industry’s voice was heard in regulatory proposals and ongoing initiatives that threaten to harm the industry. In this regard, TFI submitted 32 sets of comments with federal agencies, and met with the White House Office of Management and Budget on a number of issues.

- TFI continued to promote regulatory uptake of its product testing portfolio which is being utilized by the European Union’s Regulation on Registration, Evaluation, Authorization and Restriction of Chemicals (REACH) rule. The portfolio is also being utilized in the United States and Canada to defend the safety of fertilizer products.

- TFI’s staff expertise in the scientific arena resulted in a member of the Institute’s staff being nominated to participate on two federal agency panels designed to address current and emerging issues on nitrogen in the environment and agricultural air quality.

- TFI protected the industry through a number of multifaceted initiatives. For example, recognizing the threat that pending EPA action posed to nitric acid producers, TFI mounted an effort to protect this vital sector of the fertilizer industry:
  
  o TFI worked with member company representatives to develop extensive comments in response to EPA’s draft New Source Performance Standard.

  o Through TFI’s extensive lobbying and regulatory efforts, the Institute was able to prevent the inclusion of a standard for nitrous oxide (N₂O) (a potent greenhouse gas (GHG) that is released by some nitric acid production facilities).

  o Some nitric acid plants have already begun utilizing the N₂O abatement protocol and several others are developing plans to implement the protocol in the near future. With this knowledge in hand, TFI, along with its members and other interested parties, worked in 2011 to include a voluntary protocol to abate N₂O under the Climate Action Reserve program. TFI is currently seeking to have this protocol incorporated into the California Air Resources Board protocol for greenhouse gas reduction.
Securing Access to Crop Nutrients

In late 2011, TFI joined the Agricultural Retailers Association, the Agricultural and Food Transporters Conference of the American Trucking Association and the National Council of Farmers Cooperatives in praising legislation introduced in the U.S. House of Representatives and U.S. Senate to clarify transportation regulations that are critical to the agricultural sector’s ability to expeditiously distribute farm supplies. TFI has supported the agricultural hours of service exemption since first enacted by Congress in 1995. The exemption came into question when the Federal Motor Carrier Safety Administration (FMCSA) issued an interpretation of the regulations that resulted in transportation restrictions for certain farm supplies. In 2010, FMCSA granted a special two year exemption for the transportation of anhydrous ammonia. The legislation, introduced in 2011 in the House and Senate, will permanently clarify the original exemption intent for all farm supplies. TFI will continue to advocate for House and Senate votes to incorporate this legislation into permanent law in 2012.

Securing Safe Rail Transportation of Crop Nutrients

Rail transportation plays a vital role in the delivery of crop nutrients. TFI continues to monitor new rail issues affecting the transportation of toxic-by-inhalation (TIH) materials. Several years ago, TFI worked to secure excess liability insurance for the railroads in the event of an accident with a release of anhydrous ammonia. However, final agreement between the railroads and ammonia shippers could not be reached. In 2011, several hearings and cases were presented to the Surface Transportation Board (STB) regarding liability, competition and the railroads’ common carrier obligation. TFI will remain involved in cases brought before the STB, and any legislative efforts on this issue in 2012.

TFI is also working in a collaborative effort with the Association of American Railroads, American Chemistry Council, Chlorine Institute, the Railway Supply Institute, and government officials to fund research on possible improvements to rail tank cars carrying TIH materials.
participants stand upon an anhydrous ammonia rail car to learn about safe transportation of the vital crop nutrient.

TFI member company CF Industries’ Dan Walters provides information regarding proper use of transportation equipment for anhydrous ammonia.
Anhydrous ammonia is used in a variety of beneficial applications. It is rich in nitrogen and is the primary component of nitrogen fertilizer. Because anhydrous ammonia is classified as a hazardous material and used and stored under high pressure, those who work with it must be properly trained on specific handling procedures.

TFI, through its sponsorship of Transportation Community Awareness and Emergency Response (TRANSCAER®), supported the March 2011 launch of a nationwide Anhydrous Ammonia Training Tour aimed at educating and training officials in 27 states on emergency response to anhydrous ammonia incidents.

Each training tour stop focused on a number of safety topics, including sessions on ammonia properties, what steps need to be taken to ensure ammonia is transported safely, hands-on training for the proper use of transport equipment, and information on emergency response to an ammonia release.

The tour brought together emergency responders, agricultural businesses, ammonia industry personnel, emergency management officials, public safety representatives, law enforcement agencies and others involved in the transportation of anhydrous ammonia.

TRANSCAER® is a voluntary national outreach effort that focuses on assisting communities to prepare for and to respond to a possible hazardous materials transportation incident.

TFI became a sponsor of TRANSCAER® in 2009.

Emergency responders and ammonia industry members participate in TRANSCAER® Anhydrous Ammonia Training Tour in La Junta, Colorado.
Through improvements in modern technology, farmers have again shown why U.S. agriculture will continue to feed the world. Demonstrating that fertilizer goes into growing plants rather than the environment is an essential component of TFI’s efforts to protect the industry and its farmer customers.

TFI’s analysis of information related to nutrient use efficiency gave the agriculture community a big boost in 2011. Capitalizing on the release of U.S. Department of Agriculture data, TFI’s economic services team demonstrated that farmers are using fertilizer with all-time record efficiency. This effort was critical in light of federal and regional challenges to nutrient use.

TFI’s analysis demonstrated that between 1980 and 2010, U.S. farmers nearly doubled corn production while using slightly fewer fertilizer nutrients than in 1980. The analysis was based on fertilizer application rate data released by the U.S. Department of Agriculture’s (USDA) National Agricultural Statistics Service (NASS). Specifically, in 1980, farmers grew 6.64 billion bushels of corn using 3.2 pounds of nutrients (nitrogen, phosphorus and potassium) for each bushel. In 2010, they grew 12.45 billion bushels using 1.6 pounds of nutrients per bushel produced. This represents an 87.5 percent increase in production with 4 percent fewer nutrients during that same timeframe. Corn production accounts for nearly half of U.S. fertilizer use. Experts estimate that 40 to 60 percent of world food production is attributable to fertilizers.

TFI promoted this record-breaking efficiency to commodity organizations, government officials and the media. As a result of this coordinated multi-department effort at TFI, fertilizer use was staunchly defended.

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*U.S. Corn Production and Nutrient Use on Corn*

Bob Beckel (left) and Cal Thomas (right) pose for a picture during their Common Ground presentation at TFI’s 2011 Fertilizer Marketing Business Meeting.

Participants in TFI’s Heartland Farm Tour listen to a presentation at Elburn Cooperative near Maple Park, Ill. The Institute hosted the tour in conjunction with its 2011 World Fertilizer Conference in Chicago, Ill.

International Plant Nutrition Institute Senior Vice President Paul Fixen visits with a delegate following his presentation at the 2011 Fertilizer Outlook and Technology Conference.
Bringing the fertilizer industry together to learn about business and technology issues is the central aim of TFI sponsored conferences. TFI conferences also provide delegates with opportunities to learn about the political climate impacting fertilizer manufacturers, wholesalers, retailers and traders.

The 2011 conference lineup was tremendously successful, drawing record numbers for top-notch programs.

During the Institute’s Fertilizer Marketing Business meeting in February 2011, political speakers and USA Today columnists Cal Thomas and Bob Beckel took on the contentious issues that divide the nation along partisan lines, seeking common ground that can end the stalemate in Washington, D.C.

The Fertilizer Outlook and Technology Conference, which is co-sponsored with the Fertilizer Industry Roundtable, drew a record number of delegates for a program comprised of market updates for fertilizers as well as insights into trends and technologies that impact the industry.

The North American Fertilizer Transportation Conference, hosted by TFI and the Canadian Fertilizer Institute (CFI), is an annual event which is rotated between the United States and Canada. In 2011, CFI hosted the conference in conjunction with its annual meeting in Victoria, BC, Canada. The conference brings together over 100 transportation specialists from association member companies, representatives from railroads, barge lines, trucking firms, and others.

TFI’s World Fertilizer Conference, which took place in September 2011, in Chicago, Ill., drew record attendance with more than 930 delegates from 60 countries. A highlight of the conference was a speech by CNN and TIME magazine’s Fareed Zakaria. During Zakaria’s presentation, delegates were provided with perspectives on domestic politics and the international political climate.

At the suggestion of TFI’s Conference Advisory Task Force, TFI sponsored a Heartland Farm Tour in order to provide international delegates at the World Fertilizer Conference with a look into U.S. agriculture. The tour was a one-day event that offered discussion and demonstrations related to fertilizer best management practices, precision agriculture technologies and equipment, and issues related to fertilizers and the environment.
The value of fertilizer in our world may be common knowledge to those in the world of agronomy and agriculture, but it's safe to say that most people certainly aren't experts when it comes to plant nutrition. The Nutrients for Life Foundation's (NFL) goal is to provide science-based information on the valuable role fertilizers play in feeding our growing world by developing and introducing curriculum into our nation's schools. The non-profit education foundation was established in 2004 at the direction of TFI's Executive Committee, to increase an understanding of how responsible use of fertilizer improves the health of our soil, the plants that grow in it, and ultimately, the foods we eat. In addition to the United States, NFL operates international chapters in Canada, Colombia and Mexico.

NFL Expands in 2011

In August 2011, the Foundation expanded its successful regional representative program, which includes representatives in Florida and Idaho, by adding Debra Kearney as a representative in Iowa. NFL's regional representatives are responsible for promoting the Foundation's plant and soil science curriculum, *Nourishing the Planet in the 21st Century*; working with industry members in sharing the Foundation's core programs; and enhancing community relations. The Foundation also gained a full-time staff member at its Washington, D.C. office when it tapped Julie Buratowski to serve as its Educational Specialist. Her primary role focuses on developing new educational curriculum for educators; conducting curriculum awareness in schools; working with industry members in sharing the Foundation's core programs; and increasing the Foundation's social media presence.

NFL Releases Elementary School Plant and Soil Science Curriculum

In March 2011, NFL debuted a new curriculum featuring five brand-new, hands-on lessons to bring elementary students to understand the importance of knowing where food comes from.

*Lessons include:*

- Plants Around You
- Properties of Soil
- Plant-Soil Interactions
- Plant Growth Affects Soil
- How Does Your Garden Grow?

*For more information regarding the Nutrients for Life Foundation and its programs, visit www.nutrientsforlife.org.*
NFL Partners with FFA to Help Communities Grow

In August 2011, the Foundation announced the winners of its second Helping Communities Grow FFA chapter recognition program. FFA chapters in California, Florida, Idaho and Iowa competed in the program during the 2010-2011 school year. Students in participating FFA chapters developed and executed community-based education programs based on the Foundation’s curriculum, Nourishing the Planet in the 21st Century. The program encouraged FFA students to help the public become better informed about plant nutrients and related agricultural issues. During the project, students gained skills in leadership, public speaking, team building and community awareness while increasing knowledge of soil science and agricultural issues. For instance, Bronson High School, located near Orlando, Fla., won a $6,000 grant from NFL for its winning program, which featured school gardens, a wall mural tribute to the late Norman Borlaug, the father of the Green Revolution, and teaching 41 high school agriculture students and 90 fourth-grade elementary students about plant nutrients. Also, Idaho’s Hansen FFA repeated as first-place winners with its eye-catching educational highway billboard and Fertilizer Education Day held in conjunction with Arbor Day. The Foundation is looking forward to expanding the program throughout the nation. Washington and Ohio were added as eligible states for the 2011-2012 school year.

From left to right: TFI and NFL President Ford B. West, Mickenlie Baxter, Rylee Brown and NFL Executive Director Harriet Wegmeyer on stage at the 2011 World Fertilizer Conference where Baxter and Brown provided a presentation on Hansen FFAs (Idaho) winning program.
Financial Statements

**Statement of Financial Position**  
*As of June 30, 2011*

**Assets**
- Cash and cash equivalents $4,955,530
- Cash held under agency agreement 70,517
- Investments 6,118,005
- Accounts receivable 89,713
- Inventory, prepaid expenses and advances 204,564
- Fixed assets, net of depreciation 215,026
- Deferred compensation 175,931
- Deposits 863

Total assets $11,830,149

**Liabilities**
- Accounts payable and accrued expenses $306,635
- Contribution payable 0
- Dues & registrations collected in advance 4,017,800
- Deferred compensation 175,931
- Agency funds 70,517
- Accrued severance expense 2,999
- Deferred rent 250,708

Total liabilities $4,824,590

**Net Assets**
- Unrestricted assets $6,864,867
- Temporarily restricted assets 140,692

Total net assets $7,005,559

Total liabilities and net assets $11,830,149

**Statement of Activities**  
*As of June 30, 2011*

**Revenue**
- Membership dues $5,274,737
- Conference fees 1,538,893
- Publication sales 51,674
- Investment and other income 1,443,820
- PAC assets released for contribution 65,000
- AOAC project support 63,000

Total revenue $8,437,124

**Expenses**
- Total expenses $(7,093,054)
- Increase in unrestricted assets 0
- Decrease in restricted assets $(57,155)
- Changes in net assets 1,286,915

Net assets, beginning of year 5,718,644

Net assets, end of year $7,005,559

The Institute prepares its financial statements on the accrual basis of accounting. Consequently, revenue is recognized when earned and expenses are recorded when the obligation is incurred. The Institute is exempt from the payment of income taxes on its exempt activities under Section 501(c)(6) of the Internal Revenue Code. The PAC is subject to tax on investment earnings. TFI’s financial statements have been audited by Mitchell, Wiggins & Company in Richmond, VA.

**2011 Expenditures**

- Government Relations 58%
- Administration 9%
- Industry Statistics 4%
- Conferences 17%
- Public Affairs 7%
- Foundation In-kind 5%
**Back Row (left to right):** Toby Cunanan, Melinda Giesler, Harry Vroomen, Lara Moody, Ener Cunanan, Bill Herz, Justin Sharbaugh and Linda McAbee

**Middle Row (left to right):** Kathy Mathers, Matt Kastner, Valerie Sutton, Monica Conway, Jeff Blackwood and Pam Guffain

**Front Row (left to right):** Ford West, Sarah Monke and Clark Mica

*Not pictured: Carol Estabrook*
TFI Leadership

TFI is governed by a 39-member board of directors, representing the importing, manufacturing, wholesale and retail sectors of the fertilizer industry. The board advises TFI on broad public policy goals and in turn, TFI staff works together with several working committees to put initiatives in place. In addition, the executive committee of the board is comprised of TFI’s president, the chair and vice chair of the board and up to 14 other board members.

TFI President

Ford B. West is president of The Fertilizer Institute (TFI) and the Nutrients for Life Foundation (NFL). As president, Ford directs the association’s efforts to promote the industry before Congress, federal agencies, foreign governments and the media. Prior to taking the helm at TFI and the Foundation in September 2005, Ford served as the Institute’s senior vice president, where he directed the association’s policy activities. Ford began his career at TFI in 1979 when he was hired as TFI’s director of member services.

TFI Chairman of the Board

In February 2010, Robert P. Jornayvaz III, chairman of the board and chief executive officer (CEO) of Intrepid Potash, Inc., was elected to serve a two-year term as chairman of TFI’s Board of Directors. Jornayvaz has 29 years of experience in the oil and gas industry and 11 years of experience in the potash industry.

TFI Vice Chairman of the Board

James T. Prokopanko, president and CEO of The Mosaic Company, was tapped to serve a two-year term as vice chairman of the board at TFI’s 2010 Fertilizer Marketing Business Meeting. The Mosaic Company is the world’s leading producer and marketer of concentrated phosphate and potash. Mosaic was formed in 2004 through the combination of IMC Global Inc. and the crop nutrition business of Cargill, Incorporated.
2011 Board of Directors

Nicholas Adamchak, Ameropa North America, Inc.
Dennis Addis, The Andersons
John Ambrose, Rentech Energy Midwest Corp.
William Barnett, Dyno Nobel Inc.
Qamar Bhatia, Honeywell Resins and Chemicals LLC
Robert Brown, Calamco
Ronald Bryan, Great Salt Lake Minerals Corp.
Jordan Burns, Tessenderlo Kerley, Inc.
Matt Carstens, United Suppliers, Inc.
Farouk Chaouni, Agrifos Fertilizer Inc.
Donald Cherry, H. J. Baker & Bro./Tiger-Sul Products
William Doyle, PotashCorp
Donald Ford, American Plant Food Corp.
Daryl Gates, Morral Companies, LLC
Gene Gauss, Wilbur-Ellis Company
Brian Harlander, Gavilon Fertilizer, LLC
Brent Hart, Transammonia Inc.
Robert Jones, Mississippi Phosphates Corp.
Robert Jornayvaz III, Intrepid Potash, Inc.
Melih Keyman, Keytrade North America, Inc.
Garrett Lofto, Simplot
Dirk Lohry, Nutra-Flo Company
Hugh Loomans, Sylvite Sales Inc.
Vladimir Nikolaenko, Belarussian Potash Company
Steve Packebush, Koch Fertilizer LLC
Bartolomeo Pescio, Yara North America, Inc.
George Porvaznik, CGB Fertilizer
James Prokopanko, The Mosaic Company
Stanley Riemann, CVR Energy, Inc.
Cheryl Schmura, CHS Inc.
James Spradlin, GROWMARK, Inc.
Stephen Stallons, Oxbow Sulphur Inc.
Michael Stegmann, Agrotain International, LLC
Randy Tauscher, Martin Sulfur, a division of Martin Operating Partnerships L.P.
Larry Taylor, A.J. Sackett & Sons Company
Ford West, The Fertilizer Institute
William Willard, Willard Agri-Service of Frederick, Inc.
Michael Wilson, Agrium Inc.
Stephen Wilson, CF Industries, Inc.
Jason Woulfin, SQM North America Corp.

Honorary Directors

Daren Coppock, Agricultural Retailers Association
Jean Payne, Illinois Fertilizer & Chemical Association
Terry Roberts, International Plant Nutrition Institute
TFI’s members are at the heart of the association and drive every initiative TFI undertakes. Whether it’s working to help shape policies and regulations or keeping members informed of emerging issues, TFI always has the interests of its members in mind. In addition to legislative and regulatory advocacy efforts, TFI continues to provide its members with a wide range of economic and statistical data, assistance with public affairs matters and the individualized customer service for which it is so well known.

TFI currently serves 182 members, including 93 regular members that are directly involved in the production, trade or sale of fertilizer. In addition, TFI’s remaining 89 associate members provide products or services for the fertilizer industry. The Institute also works closely with 49 state association members that represent the fertilizer industry in their respective states.

In 2011, TFI garnered 27 new members. They include:

- BHP Billiton Canada Inc.
- Bio Huma Netics, Inc.
- CoBank
- Con-Sul, Inc.
- Cooperative Producers Inc.
- Eldon C. Stutsman Inc.
- Fidelity Management and Research Company
- Heartland Tank Services, Inc.
- Horizon Ag-Products
- International Tank Service
- JDMV Holdings
- Karnalyte Resources Inc.
- Marcus Construction Inc.
- Marubeni Corporation
- MK Coop
- Nachurs Alpine Solutions
- NAQ Global Companies
- Passport Potash Inc.
- Polyserve Group
- Quad Chemical
- SAIC Energy, Environmental & Infrastructure, LLC
- Sanders Products Inc.
- Skinner Tank Company
- Stueve Construction
- Thornton Laboratories
- Waconia Manufacturing, Inc.
- Winfield Solutions, LLC
Full TFI Membership List:

Dyno Nobel Inc.
El Dorado Chemical Company
Eldon C Stutsman Inc.
Eurochem Trading USA Corp.
Evans Enterprises, LLC

FBSciences
Fednav International Ltd.
Ferteco Limited
Fidelity Management and Research Company
Floratine Biosciences, Inc.
Freeport-McMoRan Energy LLC
Frit Industries, Inc.

GATX Rail
Gavilon Fertilizer, LLC
GE Capital Rail Services
Grammer Industries, Inc.
Great Salt Lake Minerals Corporation
GROWMARK, Inc.
GrowMax Agri Corp.

H. J. Baker & Bro. / Tiger-Sul Products
HDMV Holdings
Heartland Tank Services, Inc.
Honeywell Resins and Chemicals LLC
Horizon Ag-Products
Husky Energy Marketing Inc.

ICL Fertilizers
Indagro S.A.
Integer Research Limited
International Raw Materials LTD
International Tank Service
Intertrade (SP) Com. Intl. Ltda
Intrepid Potash, Inc.

J.B. Pearl Sales & Services, Inc.
JCO Fertilizer S de R.C. de C.V.
JDMV Holdings
Jimmy Sanders, Inc.
JP Morgan

K+S North America
Karnalyte Resources Inc.
Keytrade North America, Inc.
Kinder Morgan Terminals, Inc
Kirby Agri, Inc.
Kirby Inland Marine L.P.
Knox Fertilizer Company
Koch Fertilizer LLC

Lange Stegmann
LF Green, Ltd.

Marcus Construction Inc.
Martin Sulfur, a division of Martin Operating Partnerships L.P.
Marubeni Corporation
Masterblend International, LLC
MC “URALCHEM” Ltd.
Mid Kansas Coop
Mississippi Phosphates Corporation
Mitsubishi International Corporation
Mitsui & Company (U.S.A.), Inc.
MK Coop
Mo Valley Ag & Farmers Supply
Monke Brothers Fertilizer Co., Inc.
Morgan Stanley Company
Morral Companies, LLC

Nacur Parking Solutions
NAQ Global Companies
Nitron International Corporation
NorFaLo Sales Inc.
Nutra-Hlo Company

OCP S.A.
Orica USA Inc.
Oxbow Sulphur Inc.

Passport Potash Inc.
Peconic Partners LLC
PointState Capital LP
Polyserve Group
PotashCorp
Prism Sulphur Corporation

R. W. Griffin Feed, Seed & Fertilizer, Inc.
Rentech Nitrogen
Rio Tinto Minerals/U.S. Borax Inc.
Ritter Crop Services

SA Services, LLC
SAIC Energy, Environmental & Infrastructure, LLC
Sanders Products Inc.
Savage Services Corporation
SGS Group Management
Shandong Kingenta Ecological Engineering Co., Ltd.
Shell Sulphur Solutions
Shrieve Chemical Company
Simplot
Sinofer Holdings Limited Co.
Skinner Tank Company
Solvadis gmbh
Specialty Fertilizer Products
SQM North America Corp.
Stueve Construction
Sumitomo Corporation of America
Sylviene Sales Inc.

TD Newcrest Securities
Tessenderlo Kerley, Inc.
The Andersons
The McGregor Company
The Mosaic Company
Thornton Laboratories
Toepfer International-Asia Pte. Ltd.
Transammonia Inc.
TRC Environmental Corporation
Twin State, Inc.

Union Pacific Railroad
United Suppliers, Inc.

Vale
Viterra, Inc.

Waconia Manufacturing, Inc.
Warner Fertilizer Co., Inc.
West Central
Wilbur-Ellis Company
Willard Agri-Service of Frederick, Inc.
Wilson Industrial Sales Co., Inc.
Winfield Solutions, LLC
WolfTrax, Inc.

Yara North America, Inc.
Yargus Manufacturing, Inc.