

Northland Partners



Good crops helping offset
commodity markets

Inside **this issue**

- Building new
- The power of CHS Lumen

WHAT'S IN YOUR FUTURE?



5 “AFTER HARVEST” CONSIDERATIONS FOR A SUCCESSFUL 2023

Every year is different and needs a plan for success. Correcting factors limiting crop yield is a great way to improve crop productivity. Here are a few crop nutrition best practices:

1. Conduct a soil test: identify primary and secondary nutrient values. Nutrient levels can be built during fall applications (and/or setting a plan for spring).
2. Review yield maps: create fertilizer recommendations based on variability in the field.
3. Fertilizer application: apply immobile nutrients in the fall that can build soil levels for high yield crops.
4. Tillage: incorporate applied nutrients deeper into the soil to minimize surface runoff.
5. Cover the soil: reduce the risk of moisture, nutrient, and soil loss.

MicroEssentials[®]



SCAN THE QR CODE WITH
YOUR MOBILE PHONE CAMERA
TO TRY IT OUT OR VISIT
CROPNUTRITION.COM.

Inside this issue

04 Good crops helping offset down commodity markets

James Hardy

05 CHS to build new fertilizer hub in Hallock, Minn.

Ryan Anderson

05 Historic patronage a testament to the cooperative system

Andrew Schultz

06 Employee spotlight: CHS Ag Services

07 Employee spotlight: CHS Northern Grain

08 Employee spotlight: New employees

14 Get better information and products from our CES team

Jim Corbett

15 Apply for input financing in March

Brenda Safranski

16 Harvest-level volume coming all summer

Pat Knutson

19 Get offers into the system to lower your risk

Rachel McArthur

20 Hedging update

Ryan Kelbrants

22 Take time for safety in the spring rush

Jerry Valley

25 CHS Lumen®: Three components in one premium starter

Eric Proulx

26 Optimizing your 2024 season: YieldPoint's latest innovations

Evan Grandstrand



CHS AG SERVICES

Warren main office: 218-745-4166

chsagservices.com



CHS NORTHERN GRAIN

St. Hilaire main office: 218-964-5252

chsnortherngrain.com

Good crops helping offset down commodity markets

Last fall, we came through an exceptionally busy harvest season with a lot of grain movement. It started in August and didn't really slow down until January on the grain side of the business. The agronomy side had a good fall, too, spreading quite a bit of fertilizer. So, we are set up to be in a good position for spring.

The last few years brought an upswing to commodity prices, which was welcome news for the agricultural community. However, we are now seeing those prices trending down. World demand is struggling. There have been good crops in other countries and the world markets have adjusted to the Russia-Ukraine conflict. While there is always uncertainty in the market, the one constant is relying on your local cooperative to provide reliable products and services.

This past fall brought a large crop for area farmers. One thing that helps us a lot when the economy dips is a strong crop year. We have had some record warm winter temperatures and record low snow and ice, so if we can get into the ground in a timely fashion this spring, I think we can probably end up with a good crop again.

Our new grain facility in Erskine, Minn., is operational, though we are still working to tie the new and old elevators together. Even with this last step not being finished yet, we have loaded our first shuttles there. The first train car we loaded took an hour and 45 minutes. The next 113 rail cars took six hours. That was a significant improvement and we're pleased with the outcome of the first train loaded out of the facility. Our team is looking forward to the Erskine facility being fully functional for the 2024 crop year.



James Hardy
Senior director of operations
CHS Northern Grain

Big crops like we had last year can cause logistical challenges getting commodities first into the elevator and then out to the markets. I am pleased with how CHS Northern Grain was able to execute movement of the large crop utilizing decent railroad performance.

Thanks to a strong year financially for CHS overall, \$750 million will be distributed to our owners in the form of cash patronage and equity redemptions. This is one of the greatest benefits of being a farmer-owner in the cooperative.

Looking ahead, I encourage farmers to work with their grain originators to discuss grain marketing options. We look forward to visiting with you and helping to come up with a solid plan for the 2024 crop year. Thanks, and here's to another successful year.



CHS to build new fertilizer hub in Hallock, Minn.

In January, I was pleased to announce that the CHS Board of Directors has approved the construction of a new dry fertilizer hub plant about five miles south of Hallock. We are beginning construction this spring with a targeted opening date of spring 2025.

The new plant, which will be located on the south end of the CHS canola plant's circle track, will help to deliver a best-in-class customer experience focused on solutions that serve farmers. It will offer a big benefit to our growers by allowing us to have almost all our spring needs on hand before planting even starts.

This 25,400-ton fertilizer plant increases storage in the area by 20,000 tons, helping to provide crop nutrients to our customers when they need it—where they need it. The plant will also feature a 300-ton tower with a four-ton Sackett/Waconia HIM blender and 1,200-ton-per-hour rail receiving capabilities.



Ryan Anderson
Senior director of operations
CHS Ag Services

We currently operate three fertilizer plants in the area: Hallock, Humboldt and Lake Bronson. When the new plant opens, Humboldt and Lake Bronson will close. The current Hallock facility will be repurposed for seed tote storage. Humboldt and Lake Bronson employees will be transitioning to our Hallock facilities.

“CHS is dedicated to investing in the cooperative supply chain on behalf of our farmer-owners,” says Rick Dusek, executive vice president of ag retail, distribution and transportation. “This new facility will help our producers grow their business by increasing the speed and space of our assets while efficiently connecting them to the global crop nutrients supply chain.”

I am excited for this investment in the speed and space of fertilizer capabilities in this core geography. I will keep you updated on the project as it progresses, and we will be contacting customers as the project gets underway. Please let me know if you have questions.

Historic patronage a testament to the cooperative system

Crop year 2023 certainly had its challenges. I've always appreciated the resiliency and steadfast demeanor of the growers that CHS gets the opportunity to work with each year. Every year is truly unique in the weather they must deal with, along with crop and input prices we try to manage together.

Over the years, it's been great to see this partnership with farmer-owners and CHS employees grow to these historic amounts. Although the trade area continues to grow, I can honestly say these three business units and their growers are all within a few hours of each other — which makes the numbers below that much more impactful, knowing these amounts are being paid locally to our customers and their respective rural communities.

- CHS Ag Services issued \$21.1 million in patronage with \$6.2 million of that coming in the form of cash.
- CHS Drayton issued \$8.6 million in patronage with \$2.5 million of that coming in the form of cash.



Andrew Schultz
Sales manager
CHS

- CHS Northern Grain issued \$17.2 million in patronage with \$5 million of that coming in the form of cash.

In the trade area, CHS issued \$46.9 million in total equity and \$13.7 million in cash covering the 12-month period of September 2022 through August 2023. I'm extremely proud of the CHS group I get to work with. The producer boards for each business unit have done a tremendous job maintaining and investing assets to serve the trade area. The goal is to earn your business each year across agronomy, grain and energy.

Each year has its own challenges, and I truly feel CHS is in the best position to help navigate through this. The concept of the cooperative system to me is simple: We can accomplish many things together when we share the same beliefs. Issuing \$46.9 million in equity and \$13.7 million in cash in the last fiscal year across the three business units is a historic amount.

Good people and good things in hub manager's 36 years



**Mark
Craigmile**

Mark Craigmile, hub plant manager at CHS Ag Services in Warren, took it to heart when someone told him a bit of wisdom: If you surround yourself with good people, good things will happen.

“Our employees, hands down, are our greatest asset,” he says. “I can sit there with a warehouse full of products, but it doesn’t get me anywhere if I don’t have the guys in the TerraGators and trucks or the guys out there filling the towers.”

The hub that Mark oversees has two towers, one for retail and one for wholesale, that supply up to 15 locations. That means everyone there stays busy — not only in the spring and fall, but year-round.

Over the past few months, Mark’s crew has been busy filling the various locations they supply, supplying orders directly to farms in some locations, receiving trains units of phosphate, urea and nitrogen, and dumping hundreds of rail cars of fertilizer while they get ready for spring.

“We’re always busy with supply,” Mark explains. “I don’t know that there’s a month when we don’t load out here, when we’re not moving something to somewhere.”

Mark has been working in area ag co-ops for 36 years through several joint ventures and changes of name, from Cenex/Land O’Lakes Ag Services to Agrilience to CHS Ag Services. In that time, he was an applicator, plant operator and location manager. After a year away from CHS at DigiKey, he returned in 2008 to take his current position in Warren.

Over the years, he has seen a few changes, including the plant’s increased capacity and the many safety programs they follow. One of the biggest changes he notes is the use of Kahler automated blending systems which make the mix more precise and make it easier for employees who no longer dispense fertilizer products manually all day long.

A native of Hallock who grew up on a dairy farm, Mark now resides in Thief River Falls with Jean, his wife of 33 years. One of their adult children lives in Wisconsin, while the other lives in St. Hilaire along with Mark and Jean’s two grandchildren.

Mark enjoys hunting and fishing and looks forward to retiring in three more years when he can enjoy the boat he keeps at Lake of the Woods.



New grain originator helping Warren area growers



Ian Magnell

CHS Northern Grain in Warren recently promoted Ian Magnell to grain originator from his previous position as an origination trainee. Before moving into origination, Ian worked for a short time at the Warren elevator as an operations specialist following an internship with CHS.

Prior to his internship, Ian worked as a farmhand near Warren and attended Northland Community & Technical College in Thief River Falls for an associate degree in marketing and management.

Ian enjoys going out to visit different growers every day, meeting them in person, shaking their hands, and sharing a meal with them.

“They really appreciate that, buying their whole crew lunch when it’s harvest time, or hopping into the combine with

them for a couple of rounds just to talk and get to know them a little bit better,” he says.

Ian says the current challenge is getting farmers’ products out of their bins.

“When it was red hot, then you could just sell it anytime and it would be great,” he explains. “Now, I have to work harder for the bushels on my side, and the farmers have to work harder to be profitable on their side.”

Outside of work, Ian tries to help as much as possible with planting, spraying and harvesting on the farm where he worked prior to joining CHS. He also enjoys fishing, hunting and watching hockey and football.



To learn more about the benefits of Veltyma™ fungicide, visit Veltyma.com.

Always read and follow label directions. Veltyma fungicide is U.S. EPA registered. Not registered in all states. Veltyma is a trademark of BASF. Trivapro is a registered trademark of Syngenta. AgVeritas is a registered trademark of TKXS.

©2019 BASF. All Rights Reserved. APN# 1911012 Veltyma-Corn-2019

Veltyma™
Fungicide

Swift. Simple. Secure.

New grain originator in St. Hilaire has a lot going on



Jessica Hanson

CHS Northern Grain in St. Hilaire, Minn., welcomes Jessica Hanson as a grain originator. Before joining the elevator, Jessica was a farm business management instructor with Northland Community & Technical College in Thief River Falls.

While at college, she met with farmers to teach them how to use their financials for better farm management. That included balance sheets, record-keeping systems, cash flows, budgets and marketing. She accepted her new position because she wanted to learn something new and add to her knowledge of farming.

Jessica grew up on a cow-calf operation at Clearbrook, Minn., but college took her all the way to the University of New York where she graduated with a degree in animal science. Afterward, an internship with the USDA Farm Service Agency brought her back to Minnesota.

Living in Plummer, Minn., with her three children (ages 16, 13, and 9), Jessica keeps busy and active. She is a 4-H leader

and a part of the Marshall County Mounted Sheriff Posse, practicing search and rescue with horses. She regularly volunteers at a kennel. She also had a cow-calf operation until 2021, as well as a feedlot for five years that handled 800 head per year.

Jessica spends a lot of active time with her kids, running the Fargo 5K and 10K Challenge every year, competing in extreme obstacle course races, hunting, fishing, and enjoying shooting sports. “There isn’t much watching TV or sitting around,” she says with a laugh.

Jessica enjoys the support she gets from CHS and the positive attitude of her coworkers. “I just enjoy being around farmers and visiting with them,” she says. “I like helping them market crops and talking about their future plans.”



New sales agronomist in Erskine



**Cody
Henrickson**

Cody Henrickson has joined CHS Ag Services in Erskine as an agronomy sales representative. Prior to this new position, he was a sales trainee in Crookston and previously worked as a custom applicator running a fertilizer spreader and sprayer.

Cody's first position at CHS was working at the local elevator in his hometown of Roseau, Minn. He will graduate this spring with an agronomy degree from the University of Minnesota Crookston.

Having been part of CHS for 13 years already, he is looking forward to meeting with growers and getting to know the agronomy side of the business better.

"It's a good feeling when you can help solve problems and answer questions for them," he says.

In his free time, Cody enjoys hunting, fishing and snowmobiling. And though it has been on hold the last couple of years, he would like to get back to building and driving demolition derby cars. Between college and the birth of his son this past winter, this first-time dad has been busy.

New operations specialist

at Greenbush Elevator



**Jake
Gustafson**

At the beginning of the year, Jake Gustafson joined the CHS Northern Grain Greenbush location as an operations specialist. His uncle works for CHS Ag Services in Badger, Minn., and recommended the job to him.

"I didn't grow up on a farm and never really put much thought into what a grain elevator even was," he says. "So, I didn't know how much I was looking forward to talking to farmers all day. It's kind of cool."

Jake grew up in Greenbush and enjoyed welding when he was in high school. He has spent the past few years working

in a machine shop doing fabrication work. In his new job, he likes being less drained at the end of the day when he gets to go home and spend time with his 2-year-old son.

"It's a lot easier to go to work when you enjoy it, actually getting to talk to people and learning a lot of new stuff," he says.

For fun, Jake likes to collect three-wheeler ATVs to work on. He says the most he ever paid for one was around \$300, so "most of them aren't even close to running."

New grain originator joins CHS in Crookston



Dausyn Pravecek

Dausyn Pravecek joined CHS Northern Grain in Crookston as a new grain originator at the beginning of this year. He graduated in December from the University of Wisconsin in Madison with a degree in agricultural business management.

A native of Freeman, S.D., near Sioux Falls, Dausyn interned with CHS in Jasper, Minn., where he found CHS to be a good company where “everybody seemed to live the values that we have.”

Dausyn enjoys watching the markets, talking to farmers every day, getting to know their specific grain marketing

needs and setting up strategic plans to make a profit on their grain.

“I like being able to connect local farmers with global markets,” says Dausyn. “I’m looking forward to meeting everybody and continuing to grow as a grain originator.”

Dausyn lives in Grand Forks and is eager to enjoy the golf courses and lakes in the area this summer.



Your life just got easier!

Autopay is here and payments take care of themselves!

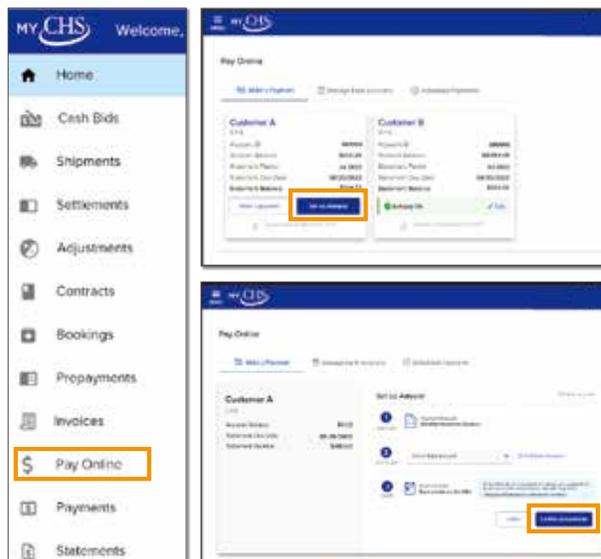
- Set it and forget it.
- Your payments are on time, every time.

Easy setup

Once registered for MyCHS, click “Pay Online”. (see back to register)

At the Pay Online screen, select “Set up Autopay.”

Follow prompts to complete and you’re done.



It’s easy, secure and will save you time — and keep your payments on time, every time.

Then easily check statements online from your phone, tablet or desktop, whenever/wherever.

Questions?

Reach out to your local expert for assistance or contact 800-548-9727 or mychs@chsinc.com.

GET YOUR PHOSPHORUS FLOWING IN THE RIGHT DIRECTION

AMPLIFY YOUR NUTRIENT
AVAILABILITY



Healthy crops need phosphorus that flows. But the job doesn't get done when micronutrients bind themselves to it. Trivar's patented tech prevents tie-up to give your crops the phosphorus they need.



Ask your local retailer or visit chsagronomy.com/trivar to learn more

Greenbush scores an operations specialist with goals

Rene Lavergne began work in early December for CHS Northern Grain in Greenbush as an operations specialist. Before coming to the elevator, he helped his wife, Katie, with her network marketing business.

He also previously spent eight years managing a horticulture company harvesting peat moss in Canada. Having grown up in Canada, Rene's dual citizenship allowed him to easily cross the border every day for the one-hour commute from their home of 23 years in Warroad.

Rene and Katie have a 20-year-old daughter who plays women's ice hockey for the University of Wisconsin-River



Rene Lavergne

Falls. They enjoy traveling to watch the sophomore forward and the undefeated (as of mid-February), #1 nationally ranked Falcons.

"Her home games are six-and-a-half hours away," Rene says. "So, this job is nice because they give me some flexibility to travel for that."

Rene is an athlete himself, now playing in softball and hockey leagues. He and his family also enjoy camping, with Lake of the Woods just minutes away from home.

New grain originator in Drayton

Hunter Hulst had no experience with agriculture growing up — until he took a high school job working for a local farmer. That experience set him on the path to his new position as a grain originator for CHS Northern Grain in Drayton, N.D.

"I was green, but agriculture was something that interested me, so I just gave it a shot," the Crookston native says.

Following that initial experience, he went to school for agronomy at University of Minnesota Crookston and found that this was his calling. Upon graduation, Hunter worked another year on the farm before taking a job in 2022 managing a fertilizer warehouse in Arvilla, N.D.

While he enjoyed the hands-on aspect of working with farmers to get the right fertilizer on their crops, he is happy



Hunter Hulst

now to be in origination, helping growers get the best payday for their hard work.

"It's a challenge right now with how the markets are," he says. "We're going out and meeting with people, hearing their stories and trying to figure out the best plan or attack. That's what I really like."

Hunter lives in Grand Forks with his girlfriend, who is working on her master's degree. He enjoys hunting, fishing and going to the gym.

For anyone considering their options, Hunter speaks from experience when offering this advice: "Don't be afraid to go out of your comfort zone and try something new."

OFFICIAL SPONSORS OF SUCCESS



MAY BUSHELS PER ACRE

LEAVE TIME FOR POINTS PER GAME.



Proud to Support



DEKALBAsgrow.com

Asgrow and the A Design®, Bayer, Bayer Cross and DEKALB and Design® are registered trademarks of Bayer Group. ©2021 Bayer Group. All Rights Reserved.



Get better information and products from our CES team

As a farmer, it makes sense that you want to save whatever you can on fuel. But in the process, it is easy to make more trouble for yourself, often without really saving on costs. One way to avoid that is talking with a certified energy specialist (CES). There might be someone else out there who sells you fuel a few cents cheaper, but if they don't have good information and high-quality fuel and lubricants, they aren't doing you any favors.

In our trade area, we have a team of five certified energy specialists. They are Justin Adams in the Grand Forks area, Clay Syverson in the Erskine-Crookston area, Kelly Little in Badger and Thief River Falls, John Grandstrand in Stephen, and Jared Asp serving the Minto-Oslo area.

If you are familiar with some of the benefits of working through your local CHS cooperative for agronomy or grain handling services, then you should have a good idea of the professionalism and knowledge you can get by talking to one of our certified energy specialists about your fuel and lubricants.

One of the big things they can do for you is to set you up with automated fuel delivery (AFD) where we keep your bulk tanks full without you needing to call us. This does a few things for you. First, it ensures you have fuel when you need it. In case of a supply disruption or backlog in deliveries, AFD smooths that process at the terminal and your farm.

Second, there are a few ways to have it billed that give you some flexibility and control while taking a lot of the headaches out of it. A method we highly recommend is to take AFD with monthly average billing. You can spend a lot of time watching for when fuel purchases are lowest, but it is difficult to beat the average price in the long run. This way, you can take the average price and focus



Jim Corbett
*Energy department manager,
CHS Ag Services*

on things that have a bigger impact on your bottom line. With a new average calculated every month, there is no need to worry about when you start.

Another benefit of AFD is that the fuel comes straight from the terminal, eliminating any chance of being contaminated while sitting in a bulk plant. That brings us back to something else you get working with a CHS certified energy specialist — you can always expect quality fuel and lubricants. In fact, since you have a lot of money invested in your equipment, they can help you with a Cenex Total Protection Plan® for lubricants.

Our certified energy specialists are part of a whole team at CHS who can really help you with the best solutions to get the most out of your farm inputs. We encourage you to take full advantage of their expertise.



Apply for input financing in March



Brenda Safranski
Credit manager
CHS Ag Services

CHS member-owners are once again able to take advantage of financing CHS inputs at the same rates as last year. CHS Ag Services and CHS Capital are committed to keeping this program simple, easy and as low-cost as possible.

Though rates are a bit higher than the zero percent we were able to offer in previous years, many growers are still finding it to be a worthwhile program that really helps with cash flow and delaying seed and chemical input costs until after harvest.

This year in our capital financing program, qualified buyers will be able to finance their crop protection purchases at a fixed-rate of 1.99% APR until Nov. 15, 2024. Financing for seed purchases will start at 2.99%

APR fixed with final payment due Jan. 15, 2025. Variable-rate financing will be available for fertilizer and for fuels delivered to the farm under our AFD (Automated Fuel Delivery) program until Jan. 15, 2025.

I encourage you to ask your local CHS Ag Services representative about any questions you may have and to get a CHS Capital application. Completed applications should be received at our Warren, Minn., headquarters by the end of April. This will allow us plenty of time to get your applications processed before you head to the field.

We look forward to again helping you with input financing for another successful crop year.

Autopay, today!

MyCHS is your connection to empower your business and do so much more.

Put MyCHS to work for you!

Register today!

Simply scan this code to get started.



registration.chsinc.com

Log in to MyCHS

You must be a registered user and then simply scan the code.



mychs.chsinc.com

Questions? Contact mychs@chsinc.com or 800-548-9727.

Harvest-level volume coming all summer

With bearish markets, there is not a lot of good news on grain prices right now. Farmers seem to be crossing their fingers and waiting for markets to rally so they can make some new sales. But the U.S. remains uncompetitive in the world market on wheat, soybeans and corn.

We had some stronger markets, but with wheat now around \$6, corn around \$3.50, and soybeans around \$11, we are seeing prices where they were historically. So, it's back to reality.

There are a few reasons for that. South America will have a large soybean crop this year, and those soybeans are significantly cheaper than ours — so much that some of their soybeans are even being imported into the U.S.

We are watching with interest how much South America will plant for their safrinha corn crop (their second corn crop which they plant right after soybean harvest). They keep cutting safrinha acres for various reasons, whether it is timing, moisture levels or inputs.

Consequently, our producers are still sitting on most of their 2023 wheat crop, unpriced. Whether it's in their bins unpriced, in the elevator on deferred pricing, or in the elevator on basis contracts, producers continue to be undersold on 2023 crop. The same is true for corn, with futures continuing to drop. As for the 2024 crop, farmers are only around two percent sold for all three commodities.

Unfortunately, producers appear to be unaware of the scale of unsold crops, with so many farmers holding grain. It is a widespread problem, and it will likely create bottlenecks at the elevators this summer when a large amount of grain will need to get moved after planting.



Pat Knutson

*Grain department manager
CHS Northern Grain*

Load restrictions on the roads came early this year. Making the situation a little tougher is the fact that a cold snap in January caused the railroads to fall behind. We sat full a few times at our different locations, basically just waiting for freight, and we are hoping they will be caught up by the end of April. In short, the calendar is catching up with people.

Once we get out planting, assuming we have a normal spring, there is going to be a lot of wheat hitting the market. It is going to flow right into new crop values and that could cause potential problems. There is a little bit of a calendar buffer on soybeans and corn before the new crop starts coming off, but we are going to have harvest-level volumes all summer for all three commodities.

Based on all of this, I would encourage producers to be realistic about the big picture and the current market environment, accept it, and act accordingly.



Answer the call to defeat D.O.N.

When D.O.N. threatens your wheat quality, you can save the day with new Sphaerex™ fungicide from BASF. Superpowered by two proven active ingredients, this new fungicide gives growers the ability to harness premium head scab control for best-in-class D.O.N. reduction. So all your valiant work in the wheat field pays off at the grain elevator.

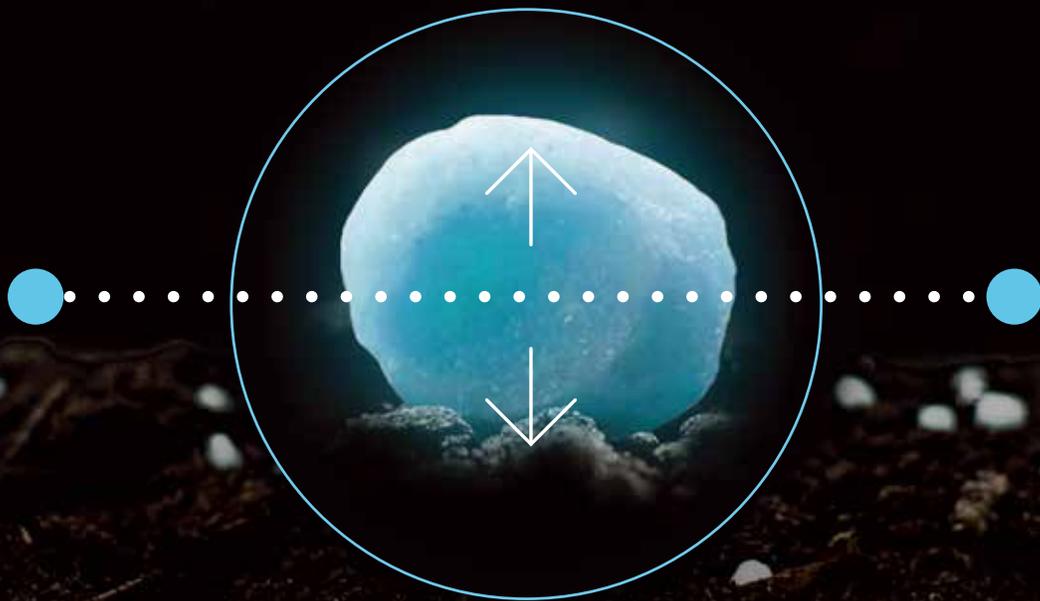
Be a hero – learn more at
[Super-Sphaerex.com](https://www.super-sphaerex.com)

Sphaerex™
Fungicide

BASF
We create chemistry

Always read and follow label directions. Sphaerex is a trademark of BASF. © 2022 BASF Corporation. All rights reserved.

Show nitrogen loss who's boss.



There are a lot of ways that nitrogen can end up out of reach. N-Edge Pro is the safety net, using dual modes of action to keep soil free from volatilization and denitrification above ground — and free from leaching below. Because when nitrogen stays where it's supposed to be, crops and growers win.

N·EDGE PRO



Discover the many benefits of N-Edge Pro
at chsagronomy.com/nedgepro

©2023 CHS Inc. N-Edge® is a registered trademark of CHS Inc.
and may not be used without permission.



Get offers into the system to lower your risk



Rachel McArthur
Grain originator
CHS Northern Grain

A lot of our producers have been keeping much of last year's crop in their bins because of world export markets keeping prices down. But continuing to hold out for better prices much longer may not be the best answer.

We saw some unusual activity with soybeans over the winter when three boats traded into the U.S. out of Brazil where soybeans are \$1.00 to \$1.50 cheaper than U.S. beans. Normally our farmers like to sit on soybeans expecting to sell them in the April to July time frame. There will be some domestic demand then, but we should not expect to see as much this year because Brazil is trading at such a discount to U.S. soybeans right now — and they're forecasted to have their second biggest crop on record.

Wheat had a decent rally in late January. But then Argentina signed a deal to export wheat into China, which hurt the small foothold we had begun to establish in the wheat market. We are also seeing the effects of tension in the Red Sea and Black Sea. So, when we have rallies, it is mostly a lot of technical buying.

Corn is also tough because there is so much left unpriced in bins out there. The market is saying that

soybean acres are buying acres away from corn. Nevertheless, we are expecting to see 91 to 92 million acres going back into the field. So, corn will likely continue to be pressured down.

U.S. grain is just so much more expensive than South American grain. Some of that has to do with logistics. Shipping issues at the Panama Canal and the Suez Canal are adding a lot more cost onto the ocean freight for U.S. commodities. We are also seeing uncertainty due to U.S. politics and the possibility of a new trade war with China and a 40% export tax. If that happens, our farmers will not want to be sitting on this much grain.

Of course, it is tough to empty out bins when you're not happy with basis — and besides that, you are busy in the field. But it is going to be important to start moving some in April and May if possible. The past few years, grain markets have been relatively good in June and July. But this year, we are likely to see lower prices in that time frame because a lot of grain will be moving to make room in the bins.

With corn, you want to get something on the books and get at least 30% sold. It still looks profitable for now, so a lot of acres are going back into corn. But if you wait until harvest without doing any forward-contracting now, it probably is not going to continue to pencil out.

The same is true for soybeans. You need to have some sort of price protection. There is still a lot of downside potential for cash soybeans and corn, so waiting to sell is probably not going to be in your favor. Now is the time to do some forward-contracting and really have a price point in mind for the old crop you have in the bin. There are not going to be any home runs in this kind of market. But look at a number that is still profitable and get some offers into the system.





Ryan Kelbrants
Senior commodity broker,
CHS Hedging, LLC

Corn

The corn market appears to be cutting out a new price range near current levels. Producer retention remains high compared to previous seasons and new crop sales remain limited. The latest USDA World Agricultural Supply and Demand Estimates left the U.S. balance sheet mostly unchanged from the previous month. The area planted remained at 94.6 million acres with harvested acres at 86.5 million with a yield of 177.3 bushels per acre. Production totaled 15.342 billion bushels. Ending stocks remained at 2.172 billion bushels and the average farm price was lowered \$0.05 to \$4.75 per bushel well below the 2022/23 average farm price estimate of \$6.54 per bushel when ending stocks totaled 1.360 billion bushels.

The USDA reported higher corn exports from Argentina and Ukraine with reductions for India and South Africa. Argentine corn production increased by 1.0 MMT to 56.0 MMT and Brazilian production was left unchanged at 124.0 MMT. Exports for Argentina increased by 1.0 MMT to 42.0 MMT and Brazilian exports were unchanged at 52.0 MMT. World-ending stocks were reduced from 322.06 MMT in February to 319.63 MMT in March. Ending stocks in 2022/23 were estimated at 301.62 MMT.

According to the latest NASS-Farms and Land in Farms 2023 summary report, the total number of farms in Minnesota in 2023 fell 200 to 65,300 from 2022. Total land in farms during 2023 was 25.4 million acres unchanged from 2022.

The USDA will release its 2024 Prospective Planting and Grain Stocks report on Thursday, March 28, at 11 a.m. CST.



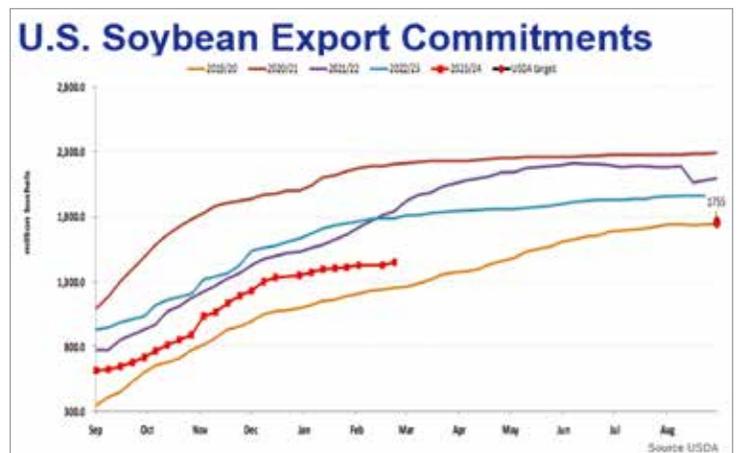
Soybeans

The soybean market has been under pressure due to anticipated large production out of South America and heavy fund selling. U.S. exports have been lackluster for the first part of the year and are expected to continue due to robust crops and the competitive export market. Brazilian February soybean exports were a record 6.6 MMT, up 1.6 MMT from last year, with the majority coming from China.

Exports are projected at 1.720 billion bushels versus 1.992 billion in 2022/23 and 2.152 billion in 2021/22. Global exports were raised due to higher shipments from Brazil and Ukraine. Global ending stocks were lowered by 1.8 MMT to 114.3 MMT compared to an estimated 102.15 MMT last season. The average farm price was unchanged from last month at \$12.65 per bushel. The average farm price for 2022/23 is estimated at \$14.20 per bushel and in 2021/22 totaled \$13.30 per bushel.

The U.S. dollar will continue to sway prices and has recently moved lower adding some support to prices.

Weather patterns in the U.S. will be closely monitored as we move into spring along with acreage shifts due to the current price environment. Geopolitical issues continue in the Middle East and Ukraine, which may spark a potential spring rally.





Wheat

The wheat market has been under pressure due to U.S. soft exports and low world export prices. Talk of slight acreage shifts continues and current conditions remain dry in several areas, which may lend some support as we move into spring.

The USDA raised ending stocks by 15 million bushels compared to February and are now 673 million bushels. Exports were lowered by 15 million bushels to 710 million bushels due to reductions for hard red winter and soft red winter. Projected hard red spring wheat stocks were unchanged month on month at 177 million bushels, up from 155 million bushels estimated in 2022/23. USDA lowered the 2023-24 average farm price by 5¢ to \$7.15.

The USDA increased Australian wheat production by 500,000 MT to 26.00 MMT due to favorable weather patterns late in the season, Russian wheat production rose 500,000 MT to 91.50 MMT with the European Union showing a small production decrease. Total projected wheat production is estimated at 786.70 MMT versus 785.74 MMT in February.

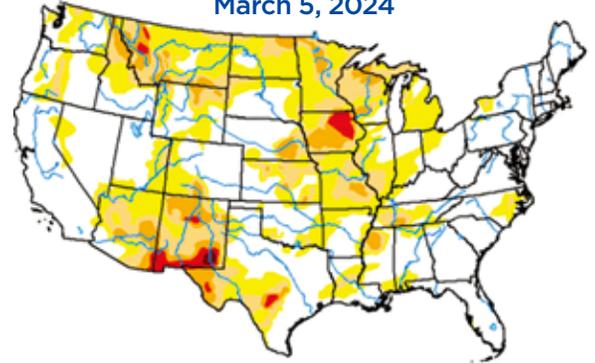
U.S. export sales for wheat have been lackluster and are expected to persist due to elevated prices and global competition. The latest monthly WASDE showed Australian exports up 500,000 MT, Ukraine exports up 1.0 MMT, and Russian exports unchanged from February at 51.0 MMT versus 47.5 MMT last season.

Earlier this month China, canceled previous purchases of U.S. hard red winter wheat, pushing Chicago futures prices to new lows. Funds remain short in all three wheat markets adding further pressure to prices. Short covering by the funds could spike prices with many on the sidelines waiting to sell rallies.

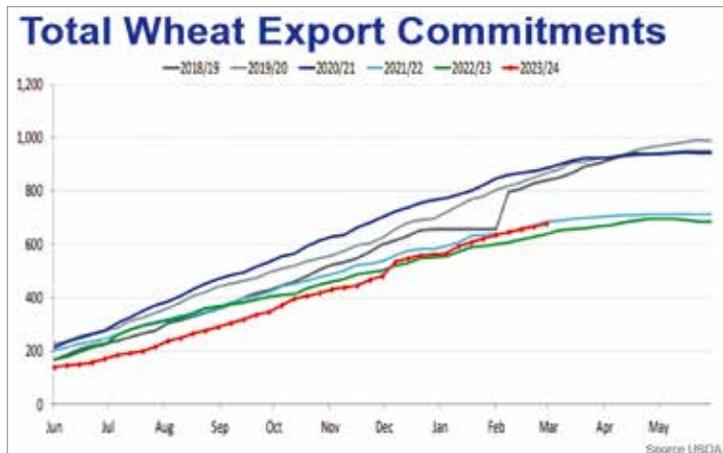
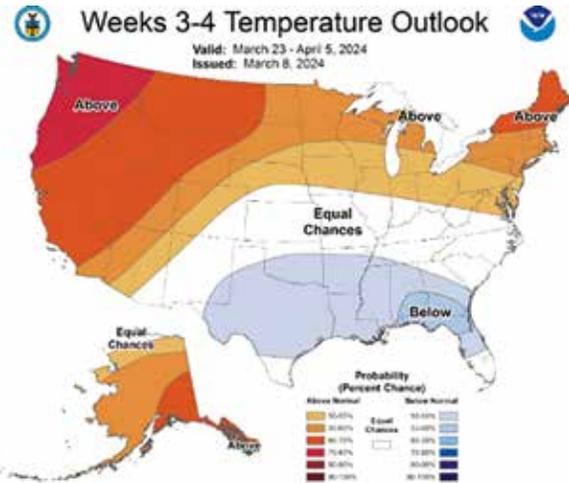
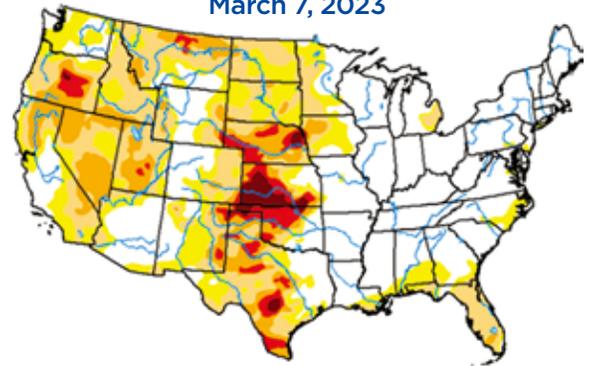
The next USDA World Agricultural Supply and Demand Estimates will be released Thursday, April 11, at 11 a.m. CST.

U.S. Drought Monitor

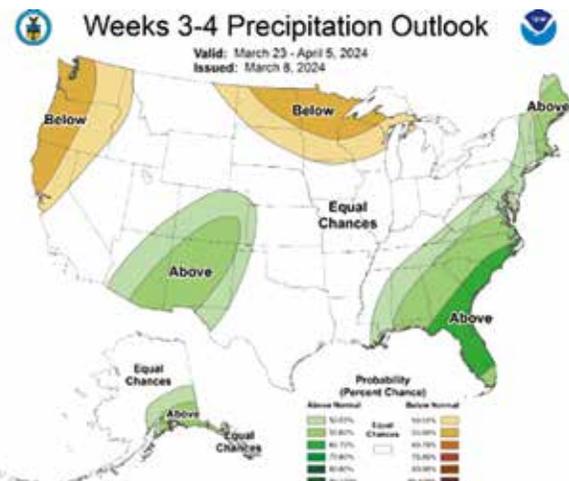
March 5, 2024



March 7, 2023



This material has been prepared by a sales or trading employee or agent of CHS Hedging, LLC. and should be considered a solicitation. The information contained in this article is taken from sources which we believe to be reliable, but is not guaranteed by us as to accuracy or completeness and is sent to you for information purposes only. There is a risk of loss when trading commodity futures and options. CHS Hedging, LLC. bases its recommendations solely on the judgment of CHS Hedging, LLC. personnel. © 2024 CHS Hedging



Take time for safety in the spring rush



Jerry Valley
EH&S manager, CHS

Everyone is eager to get into the fields this spring. There is so much to do at this time of the year — and a lot of it is tasks we are so familiar with that we could probably do them in our sleep. So, this is a good time to slow down, pay attention and keep safe practices at the top of our minds.

Getting equipment ready for fieldwork is key because breakdowns in the field or on the road not only take up valuable time but add risk. So, take the time now to do the scheduled maintenance, get everything in working order and properly licensed.

Here at CHS, our employees go through a sort of spring training. We make sure everyone remembers those important safety procedures we have in place and the whole crew is on the same page. If you're a producer with people working for you, think about doing the same thing. Get your hired workers together, make sure everyone knows the plan and has their head in the game.

Though not technically a safety issue, there is something else to be mindful of this spring. Anytime you have been hauling treated seed, it is extremely important that you take the time to clean any residue that might be left in the truck. At any point, even after it has left the elevator, one single treated soybean found in a grain inspection will get entire rail cars full of grain rejected.

Maybe you finish some fieldwork and have a lull before you are ready to start spraying. Maybe the market is up, or you have a contract that needs to be filled, and you want to take advantage of that opportunity to haul some grain to the elevator. In the moment, it is easy to forget taking care of those boxes and trailers that have been hauling treated seed. But it is critical to slow down, think about it, and make sure they are clean.



WB9590
WB9479



TOUGH BY NORTHERN STANDARDS.
EXCELLENT BY YOURS.


WestBred

WESTBRED.COM

Bayer, Bayer Cross, WestBred and Design[®] and WestBred[®] are registered trademarks of Bayer Group. ©2021 Bayer Group. All Rights Reserved.





**Save time for
what matters most...**

evenings with dad.



**Take care of your CHS business online.
Anytime. Anywhere.**

**A single login lets you see all your activity in one place
Agronomy | Energy | Grain**

Register for MyCHS access today.
mychs.chsinc.com



CHS Lumen[®]

Three components in one premium starter

If you're still deciding on crop nutrients for the upcoming growing season, consider CHS Lumen[®], a premium starter fertilizer that contains three components in one for easier handling. Because of its ease, plus evidence of increased yield benefits, CHS Lumen has been growing in popularity in its first few years of availability.

CHS Lumen is an advanced starter fertilizer that uses a patent-pending ortho-ortho EDDHA chelate to make nutrients in the soil more available to the plant, as well as an advanced enzyme to boost plants' nutrient uptake.

With a 5-15-3 analysis, it includes iron and a zinc component with the same chelate as our CHS Levesol[®] Zn that we mix with a lot of our other liquid starter fertilizers. That component is built in, so it doesn't need to be added like we do with our CHS XLR-rate[®] 7-23-5, which is also an outstanding product.

CHS Lumen also contains a hemicellulase enzyme that enhances natural nutrient uptake by kick-starting microbial activity to help release nitrogen, phosphorus, and other micronutrients from the soil.

This starter fertilizer is mainly applied during planting, primarily for corn, sugarbeets and dry edible beans. We recommend a rate of 3 gallons per acre for beets and corn. Dry edible beans are a little more sensitive, so application should be cut down to 2 gallons per acre. It can be a bit hot on its own, so it should always be diluted in a total solution of at least 5 gallons per acre to avoid burning the soil.



Eric Proulx
Purchasing specialist
CHS Ag Services

One thing to consider with CHS Lumen is that we do not yet stock a bulk tank at any of our facilities to keep it on hand like we do with the XLR-rate fertilizer. We are looking at that as a possibility now that more growers and sales agronomists are requesting it.

We do have a tank program where we buy poly storage tanks from a local vendor and sell them at nearly our cost to customers over a two-year payment plan. So, whether you take advantage of that program or already have a tank on your farm, we can work with you to get a direct shipment.

When used with sound agronomic practices, CHS Lumen has been shown to enhance plant growth, increase root development and correct nutrient deficiencies to maximize yield potential.

If you would like to learn more about the improved ease of handling and yield benefits, talk to your local CHS Ag Services sales agronomist about the product and delivery options.

CHS
LUMEN[®]



Optimizing your 2024 season: YieldPoint's latest innovations



**Evan
Grandstrand**
*Precision Agriculture
Specialist*

With what looks like an early spring upon us, planting might come early for most in the Red River Valley. Your YieldPoint team is always available to help you make changes to your 2024 season. Over the winter if you acquired a new field, changed plans with the early spring, or purchased new equipment, know that we are here to help. The YieldPoint team has been busy creating a new system for booking soil testing and dispatching. This spring we will have the ability to receive the sample and order on the same day and put it in the queue. This will aid in getting sample information timelier than ever.

Variable rate application can help your operation with more than just your bottom line. With changing markets and crop plans, variable rate seeding, or fertilizer plans allow you to make changes to your 2024 season quickly

and easily. For fertilizer, our philosophy isn't just cutting back on the poor performing areas and calling it good.

Over the years we have noticed a pattern where not just the poor areas get overfertilized with a conventional application, but the high-producing areas are being underfertilized and aren't reaching their full potential. We like to take those tons that are being removed from the poor areas and apply them to the good to maximize the potential of the whole field. With variable rate technology (VRT) seeding, we can apply a similar philosophy to variable rate seed as well. Each field is different and has unique rates that allow it to produce higher yielding crops. When the VRT seed plan is compiled, a prescription can be uploaded to your equipment and so it is ready to go whenever you are.

Have a safe 2024 season.





CHS LUMEN®

CHS Lumen® is the most advanced starter fertilizer that contains key plant nutrients, patent-pending Ortho-Ortho EDDHA chelate, and an advanced enzyme that enhances the plants natural nutrient uptake process. Formulated for use with cropping systems that have shown benefits with the addition of a nitrogen or phosphorous starter fertilizer application or have exhibited deficiencies in zinc or iron.

To learn more, contact your CHS agronomy representative or visit a CHS retailer near you.

©2023 CHS Inc. CHS Lumen® is a registered trademark of CHS Inc.



ALLEGIANT[®]



WE GO BEYOND THE SEED

Our agronomist experts know your operation on a local level. Using data-driven technology and key insights to find the best Allegiant seed for your soil so you can keep growing forward.

FOR FARMERS. BY FARMERS.

TALK TO YOUR LOCAL CHS RETAILER TODAY TO LEARN MORE.

allegiantseed.com

© 2022 CHS Inc. Allegiant[®] is a registered trademark of CHS Inc. and may not be used without permission.

