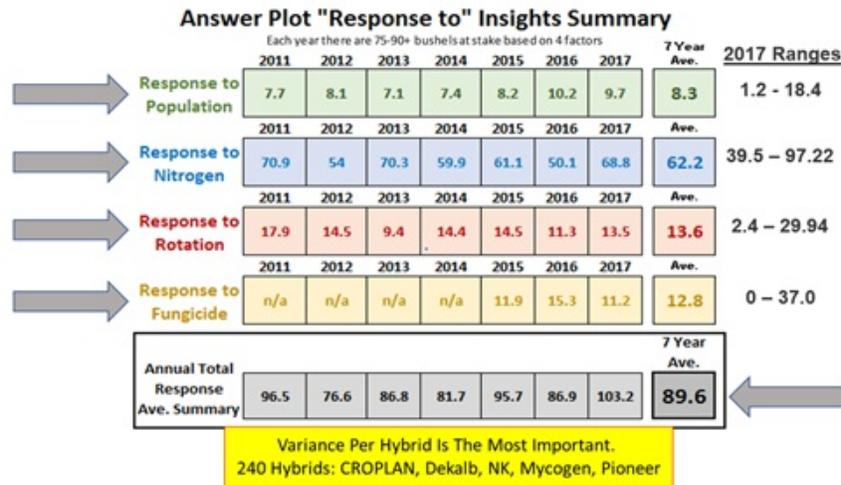


"Accessing Innovation"

"Response To" Scores

Positioning hybrids to match their genetic personality is one of the best ways to maximize your investment in the bag of seed. Getting the right populations and nitrogen levels are some of the most critical factors and can often be overlooked in the heat of planting season. According to 7 years of Answer Plot data, getting the right population and nitrogen levels for that hybrid is a 70-bushel decision. We have the tools and data to help you navigate all the noise in population and nitrogen management and make an agronomically sound decision.



Grain Market Update: Lincoln Hillyer

The grain market continues to unimpress. The USDA report Friday did not produce much excitement as we still have bountiful supplies worldwide and South America is poised to raise another good crop.

Corn harvested acres did go down by 400,000 acres, but the national yield increased to 176.6. The only change on the demand side of the equation was a reduction of 25 million bushels in feed/residual use. Carryout sits at 2.477 billion bushels, an increase of 40 million for December.

Bean yield did go down 0.5 bushels/acre, to 49.1, but it also saw a reduction of exports which was not a surprise as the weekly sales report has consistently underperformed during a timeframe where they should be robust. With the South American bean harvest coming on in the next couple months we are running out of time to catch up. On the domestic side, crush increased slightly. Current soybean carryout is 470 million, up 25 million from last month.

As long as there is no threat to our supply situation, markets will continue to struggle. Funds have a stronghold on the short side and will most likely hold that position at least until we get to the spring and summer growing season.

Be ready to execute sales any time we see a rally as they will be limited, both in time and value. Putting in targets above the market work well to accomplish this. We can take orders or can be initiated by you through our website or the Ag Partners Offer Management app. Please call with any questions. Have a great weekend. Stay warm and safe.

Bringing Technology to the Farm

Over the last decade, we have moved from broad agronomic data to information that is personalized to individual fields. Now, farmers have access to field-level data right at their fingertips. Our main focus as a co-op is to deliver more value to our growers, in any way possible. Some of you may have already experienced some of the value-added tools Climate offers, such as yield analysis or advanced seed scripting. However, even with all the improvements we have seen in the past year, the best is still yet to come. Below are a few highlights of Climate:

- **Disease Management:** In the future, the program should be able to recognize plant diseases from the field. Though analyzing various aspects of the photo of the diseased plant, there is potential for a diagnosis to be made.
- **Seed Scripting:** Pulling together all different aspects of your field, from the seed genetics, to imagery, weather, disease pressure and soil composition has allowed Climate to help create a maximum performance for your seed selections.
- **Nitrogen and Fertility Management:** Nitrogen goes through various processes between application and plant uptake, such as volatilization, denitrification, and leaching. Through analyzing these processes, Climate is now applying a similar approach to other important nutrients to enhance crop quality and application efficiencies even further.

It is safe to say that Climate is continuing to push digital agriculture for further advancement, and create even more return on investment for our growers in the future.



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