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*Ty the Farm Guy
snuggles one of his cows,
May Belle, during chores.*



CONNECTIONS

A publication dedicated to informing and connecting members.



Key Perspectives

Navigating a changing world

By Boyd Brodie, General Manager,
Boyd.Brodie@keycoop.com

THE MONTH OF MAY signals the official start of the growing season. As the corn and beans emerge, the potential for this year's crop is revealed. May also signifies graduation and the start

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Meet Ty the Farm Guy!

A young farmer and rising YouTube star

By Sara Clausen, Director of Communications, Sara.Clausen@keycoop.com

MAY IS BEEF MONTH, and we'd like to celebrate by connecting our members with an up-and-coming Iowa beef producer!

We all know modern livestock producers don't operate the same way they did a decade ago; as technology changes, producers are adjusting their feed based on nutritional research, watching their cows calving on camera systems at night and even creating YouTube videos on what it's like to ride and hug a cow.

Wait ... what?

We'd like to introduce you to Tyler (aka, Ty the Farm Guy)—possibly the youngest, and certainly the most energetic, of Iowa's beef producers.

It's not every day you meet a 30-year-old stuck in a 7-year-old's body, and

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We've Been Given a Mandate to Plant Corn

By Jason Dubberke, Grain Division Manager, Jason.Dubberke@keycoop.com

NEVER HAS THE AMERICAN FARMER had such a strong price incentive to add corn acreage across this country. The corn market had been slowly building momentum since last summer; then it got a bombshell boost from the war in Ukraine. We believed that the war, Brazil's problems and every other possible bull factor had been priced in ... until the USDA hit us with 89.49 million corn acres. As you can see in the chart below, corn has been on a tear since the USDA's March planting intentions report. I now have two questions:

- Was the USDA report really that surprising when we consider global supply disruptions and food inflation?
- How many additional corn acres will this twelfth-hour, pre-planting corn rally buy?

I'm not implying the USDA was wrong about low corn acreage at the time, considering input inflation. But I'm not fully supporting their report either. What I am saying is that maybe their report had a purpose. If you were the government, and you were trying to tackle 40-year-high inflation, would you show a 2012-style report with 95.9 million acres ahead of planting? Or would you go with their ultimate choice of 89.5 million acres?

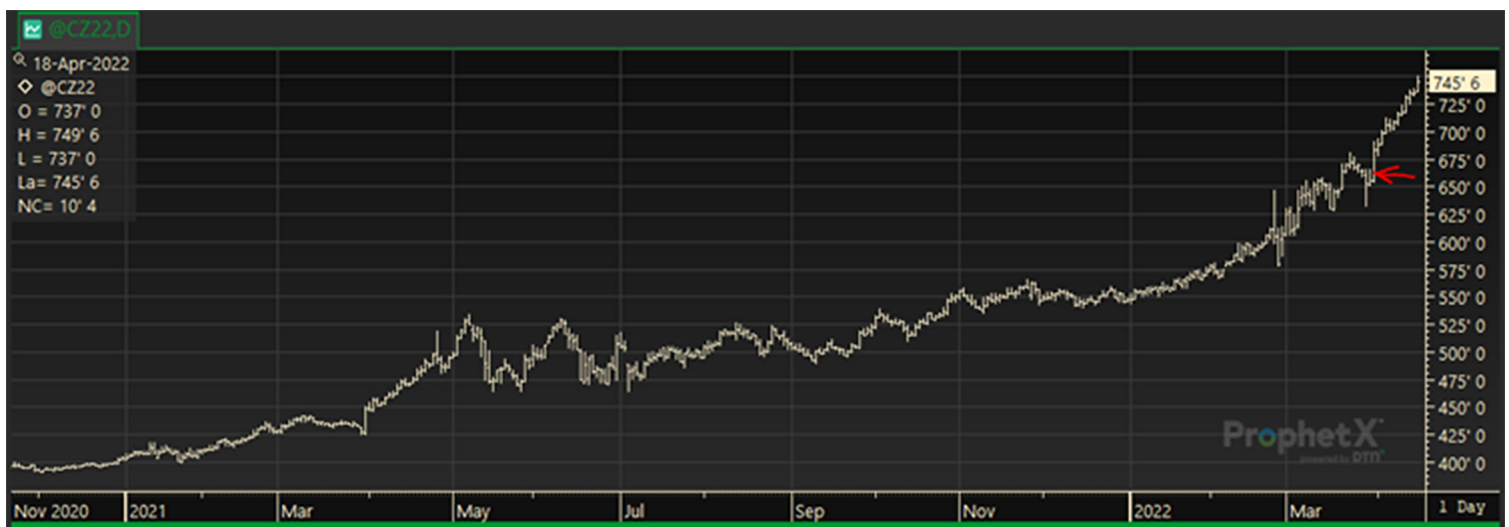
The old adage says that high prices cure high prices. I'd strongly argue that real planted corn acres will end up a lot higher than 89.5 million. Furthermore, these higher prices are also starting to push export demand back to South America.

What should our strategy be when old and new crop have surpassed \$8.00 and \$7.00 cash respectively, and most folks are already ahead of the curve on old and new crop marketing? The safe answer is options. At face value, options don't seem very affordable until you start to consider what you're protecting. We can make a technical argument for another \$1.00 or more run-up, but we can also make a fair argument for \$6.00 cash corn this fall.

Given the unknown of it all, maybe this is the year you just try one! You can try your hand with a minimum price contract, or you can delay the cash decision and buy some put options. A minimum price contract involves locking in a cash price and buying a call option to capture further upside movement. Alternatively, you can buy a put option, which protects the downside and allows you to still sell cash at a later date to capture the upside. If you're already marketed up to your insurance level, you may want to lean toward puts. Either way, it's a great way to protect the downside while staying in the hunt at these historically high futures levels. I would encourage you to talk with a member of the Key Risk Management team about utilizing these contracts within your marketing portfolio:

- Zack Gardner, 641-521-1834
- Linda Kuhl, 641-750-0633
- Greg Artz, 515-215-0062
- Brett Monahan, 641-780-0555
- Jarod Lemper, 515-382-5461

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Congratulations Class of 2022!

Join us as we celebrate our Key Cooperative Community and Family Scholarship recipients



MELANA BLOMME
HLV Community School



ALEXA DUNSBERGEN
Pella Christian High School



COLIN HANSEN
Roland-Story High School



JOSHUA HARDENBROOK
Lynnville-Sully High School



HAILEY HEISHMAN
BGM High School



ALIYA JAMES
Lynnville-Sully High School



SYDNEY JANSEN
Lynnville-Sully High School



DYLAN MCLRATH
Grinnell High School



ISABELLA NELSON
Gilbert High School



ALYSSA SCHEIHING
North Mahaska High School



TYLER PUDENZ
Gilbert High School



ELLA TOOT
Nevada High School



KATHRYN VAN MANEN
Newton Senior High School



LAUREN ZAABEL
Newton Senior High School

We've been given a mandate to plant corn

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As many of you know, Key Cooperative made some major facility investments following the derecho. One of those investments was the Nevada rail facility upgrade. This renovated asset has been vital to facilitating Key's ability to handle and market this year's influx of old crop grain. We are 33 percent ahead of our 5-year average old crop bean purchase pace, and we are 25 percent ahead of average purchase pace on corn.

The industry-wide influx in grain movement has plugged up processors all winter and spring. Many of you have experienced long lines and poor hours at processors. However, Key Cooperative has been fortunate to continuously

ship out both corn and bean shuttles every month since we started loading trains again. The benefit of loading trains on the Union Pacific Railroad is that we can ship all over domestically, as well as to Mexico, the U.S. Gulf and the Pacific Northwest. This capability brings a lot of value to Central Iowa growers who deliver directly to Nevada, as well as to other growers by keeping all that grain out of the lines of local processors. Looking ahead to next year, our rail should help Central Iowa handle high volumes again in what appears to be another front-loaded, low-carry marketing year. ●

60–90 Days Make a Huge Difference!

By Joel Edge, Purina Lifestyle Sales Specialist,
jnedge@landolakes.com

SPRING IS A PIVOTAL TIME for those of us who exhibit livestock and lifestyle projects like sheep, goats, cattle, pigs and horses.

Many of these species are very efficient and can change body condition, gain or lose weight or change overall body composition quickly. However, changing these qualities in animals is much more effective when it is done gradually. Additionally, the results are much more impactful when animals are given 60–90 days to make a change. Below are some tips and tricks to help you get the best results this season.

Lifestyle animal tips & tricks

- Circle the date of your competition or exhibit on your calendar.
- Accurately weigh your animals.
- Take weekly measurements of weights and/or body condition. These checks will help you gauge how much feed your animals need to consume daily. They will also help determine rate of gain, especially for market animals.
- Take feedstuffs seriously, because they are critical to your exhibit outcome.

Breeding season is also upon us for many of these species. Flushing ewes and does prior to AI and natural breeding season is a key factor in breeding safely. It is also a great help if you give those animals 30–60 days of preparation. For other species, ramping up body condition and calories during breeding season is very beneficial.

Purina offers feeding trials and a Proof Pays program for virtually every species available. You guessed it—those are either 60- or 90-day programs!

If you have any questions, contact me, Purina Lifestyle Sales Specialist Joel Edge, at 319-331-3667 or jnedge@landolakes.com. ●



FEED GREATNESS®

A young farmer and rising YouTube star

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Scan the QR code to check out Tyler on YouTube.

if you spend just a few minutes with Tyler, we promise your perspective on the day will change. Not only will his personality lift your spirits and his “farmer talk” make you giggle—he’ll amaze you with his adult-like knowledge and wit.

When he was six, Tyler created his own YouTube channel with the help of his parents, siblings and cousins. “I like to watch the Peterson Farm Brothers sing on YouTube,” said Tyler. “Then one time my sister suggested I make a video for YouTube.”

Today, Tyler has 80 subscribers and educates viewers on what farm life is like—from feeding cows to mutton-busting at the rodeo, harvesting and his favorite machinery.

Before heading out the door to do chores, Tyler must put on his boots and his Key Cooperative cap and grab his John Deere work gloves. “A teacher at our school shared one of Tyler’s videos with John Deere corporate,” said Tyler’s mom, Jennifer. “John Deere then sent him a gift box of items. His long-term goal would be to have his own merchandise someday!”

A day in the life of Tyler might bring you to his bedroom, which he cleverly calls his “office.” It might also take you right to the Key Cooperative location in Roland. Tyler loves to ride in the grain truck (and with neighbors in their semi) to deliver grain in the fall.

“If I worked at the Cooperative, I would want to run the pit,” said Tyler. “I would have to go inside to get apples or candy from Mike or Brandy though.”

Tyler is committed to farm life: “I want to work half days on the farm and half days with the hogs.”

Though he’s just a first grader, Tyler is committed to farm life ... forever. When you ask him what he wants to do after high school, he says without hesitation, “I want to work half days on the farm and half days with the hogs.”

There’s no doubt that Tyler lives and breathes working the land and livestock. “Tyler helped me with all 21 lambs we had this spring,” said Tyler’s dad, Mark. “He would watch the lambs and let me know when they would stand up and start nursing. He even helped me save two sets of triplets this year!” ●



Three Changes You Need to Know About in 2022

By Kelly Els, Sales & Marketing Manager, Kelly.Els@keycoop.com

IT SEEMS LIKE THE WORLD has changed more in the past 2 years than it did in the previous 20. Agriculture was fairly immune to changes early on, but lately we have seen more shifts. In this article, I will cover three changes I want you to be aware of as we begin the 2022 crop year.

1. Supply constraints are changing.

Prior to 2020, everything seemed readily available. If you wanted something, you just went down to the store to get it, or you ordered it from Amazon and it arrived on your front step in 24 hours. My how times have changed!

We first saw supply constraints with toilet paper. Next it was lumber, then microchips. In agriculture, we have recently seen supply constraints in crop protection products. We made it through the 2020 and 2021 crop years without any disruption because supply was plentiful in the warehouses. But as we entered 2022, the warehouses began emptying and struggled to replenish supply.

What caused these supply constraints? There were several factors, including ingredients stuck in ports, plants shut down due to natural disasters, shortages of packaging materials and a shortage of trucks for shipping.

Key Cooperative was able to work through these supply constraints and cover almost all our customers' needs prior to spring planting. We feel good about the rest of the season—how things will look in 2023 remains to

be seen. Production is ramping up at all the manufacturers, and the warehouses are slowly building their inventories back up. But there are still some supply issues with ingredients and packaging supplies, and rebuilding inventories will take some time. A lot needs to happen before we can feel like supply levels are back to normal; however, we will work diligently to make sure Key Cooperative and our customers are in the best position possible.

2. The XtendiMax® and Enlist™ labels have changed.

As Mason Lewis mentioned in last month's newsletter, both XtendiMax and Enlist have shortened their windows of application:

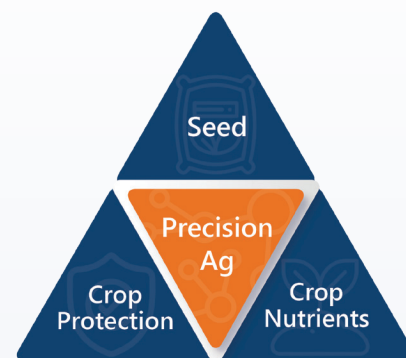
XtendiMax

- Label prior to this year (Iowa) – Spray up to R1 or June 30, whichever comes first
- Current label (Iowa) – Spray up to R1 or June 20, whichever comes first

Enlist

- Label prior to this year – Spray through R2
- Current label – Spray through R1

Both label changes have essentially reduced our spraying windows by as much as 10 days. It will be critical to get out early to spray these herbicides prior to these cutoff dates. A grower may also consider adding a residual-type product like Zidua® or Warrant® to their tank mix to lengthen the life of the weed control.



As with all chemical recommendations, please read and follow all label directions.

3. DEKALB® has launched a new corn rootworm trait.

As we have seen in the field, corn rootworms are evolving and starting to find gaps in the traits that are currently available. SmartStax® PRO is the next generation of protection. It has the base foundation of SmartStax Technology, with the addition of a new RNAi-based mode of action for corn rootworm. This added trait makes SmartStax PRO the first corn rootworm trait with three modes of action.

While supply is limited in 2022, we will have several fields in the area with SmartStax PRO. We are excited to see how it performs in the field and glad to have another tool to fight corn rootworm.

Like every year, 2022 will present challenges and opportunities for you and your farm. Key Cooperative is here to help you work through these challenges and take advantage of any opportunities. If you have questions about anything in this article or another topic, feel free to reach out to your local Key Cooperative Sales Agronomist. Being an essential business partner is not just a tagline—it is who we are! 🟡

Key Perspectives

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of summer break for many of our scholarship recipients and interns.

Just think about the changes in crop production practices, the complexity of commodity markets and the advancements in automation and technology these students will see in their careers. How will the growing convergence and dynamic interdependence of the world's economies, cultures and conflicts impact their futures? The implications of disrupted globalization can be intimidating or exhilarating, depending on your vantage point.

Like it or not, global trade and military conflicts are front and center for everyone in the industry. These issues appear to have far-reaching, long-lasting and erratic effects on the markets. Russia's military invasion of Ukraine is currently and will continue to seriously compound grain, fertilizer, chemical and energy markets that were already under siege due to the supply, demand and logistical problems plaguing Europe and Asia, particularly China. These events further aggravated the effects of the pandemic-disrupted worldwide supply lines and production deficits in South America. All input and output commodities are being affected at the same time. Who could have imagined these circumstances a couple of years ago?

The timing of this ongoing conflict is disrupting Russia, Ukraine and Eastern Europe's planting seasons. This disruption—coupled with infrastructure damage and the loss of northeastern Black Sea and Sea of Azov shipping lanes—will significantly reduce exports from these regions. Keep in mind that Russia and Ukraine's combined production supplies make up roughly one third of the world's wheat, one fifth of the world's corn and three quarters of the world's sunflower oil exports. Additionally, Russia, China and Belarus provide roughly one third of total nitrogen, potash and phosphate in the global fertilizer export market.

Domestically, the battle for acres will continue as expansion plans for renewable diesel and sustainable aviation fuels continue to escalate. It feels somewhat similar to the build-out of ethanol that occurred 15 years ago, with more plants projected than will likely be built. One primary difference is that "big oil" is the primary investor group, and they are well-capitalized and in need of sustainable solutions in their refining portfolios. The limiting factor will be what to do with all the soybean meal, as one bushel

of soybeans creates 11 pounds of crude oil and 48 pounds of meal.

Virtually every economist is projecting that these events will cause tightened stocks, competing uses and supply insecurities across input commodities for years to come. These circumstances heighten the need for us to work together even more closely. Being essential business partners means accurately forecasting our input needs to anticipate realistic timelines; utilize secure, reliable supply lines; and realize full market access for the best grain marketing programs and opportunities. Keep in mind that these elevated markets will require considerably higher levels of capital and liquidity throughout the system, ultimately affecting the cost of providing services for everyone across the board. Key Cooperative appreciates your business and support, and we are fully committed to your success. ●



Key Gives Back: Land O'Lakes Matching Grants

In March, Kevin Franje, manager of Key's New Sharon location, presented a matching grant from Key Cooperative and the Land O'Lakes Foundation to Miranda Johnson, the FFA advisor at North Mahaska Schools. The \$2,500 grant will assist the chapter with constructing a community garden in New Sharon. The students will be responsible for the planting and ongoing care of the garden, and the produce will be available to members of the community.

Your project may be the perfect match for our program! Grants are classified into two categories: community- or hunger-related projects. The grant application can be found on our website: www.keycoop.com/about/community-involvement. You can also contact Sara Clausen at Sara.Clausen@keycoop.com.

MAY IS IOWA

★ ★ ★ ★ ★ ★ ★ ★ ★ ★
BEEF
✓
MONTH
★ ★ ★ ★ ★ ★ ★ ★ ★ ★

Iowa Beef Fun Facts

Courtesy of the Iowa Beef Industry Council, www.iabeef.org

1

One farmer or rancher today raises enough food to feed 155 people, compared to just 19 people in 1940. In fact, less than 1 percent of the U.S. population raises our food.

2

90 percent of what cattle eat is forage and plant leftovers that people can't eat and that would otherwise go to waste.

3

Animal proteins like lean beef are complete, high-quality proteins that contain all the essential amino acids your body needs.

4

According to the U.S. Environmental Protection Agency (EPA), livestock accounts for just 3.4 percent of total U.S. greenhouse gas emissions. In addition, beef's carbon footprint has significantly decreased in the last 30-plus years.



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Human Firewall Tip of the Month

Keep your devices and software up to date!

WHEN SOFTWARE VENDORS

become aware of vulnerabilities in their products, they often issue "patches," or updates, to fix them. To protect your system, make sure you install relevant patches on your computer, cell phone, iPad and other smart devices as soon as they become available.

Four tips for installing software updates

- Enable automatic software updates whenever they are available.
- Do not use unsupported software or software that's in its end of life, such as Microsoft Internet Explorer, Windows 7, etc.
- Visit vendor websites directly instead of clicking on advertisements or links in emails.
- Do not make software updates while you're logged in to untrusted networks (free Wi-Fi from your local coffee shop, for example).

Attackers are always on the lookout for new vulnerabilities. Your best defense is to keep your devices and software up to date! ■

Source: CISA Security Tip, <https://www.cisa.gov/tips/st04-006>

HAPPY
Memorial Day
from **KEY**
COOPERATIVE

Enjoy special holiday pricing of \$16.99 for 20 lb. grill cylinder exchanges May 23 - 27, 2022.

Stop by any Key location to exchange your cylinder.



* Special applies only to 20 lb. cylinders; no other sizes qualify. Must present a tank to be filled or exchanged.



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Roland, Iowa 50236

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PHOTO CONTEST WINNER: I SPY!

By Danny Hawk, Key Cooperative Grain Driver



*Keep your eyes peeled when you're driving around
Central Iowa—you just might see Danny trucking
along with his jazzy new trailer wrap!*

Would you like to see one of your photos featured on this page? Enter the Connections photo contest, which is open to any member or customer who receives our newsletter. One winning photo will be selected and placed in the newsletter. Winning photographers will receive a \$20 GAS GIFT CARD! Photos must feature agriculture or rural settings; Iowa-based scenes are preferred. Photos must be submitted by the 10th of each month in order to qualify for the following month's newsletter. Please include your name, address, phone number and email address with your submitted photo(s).

Submissions may be emailed to Sara.Clausen@keycoop.com.

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**WE ARE
KEY**

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