

# MIDLAND MARKETING



## COMING IN DECEMBER, JANUARY & FEBRUARY

December	31	New Year's Eve
January	16	Martin Luther King Day
February	1	Black History Month
February	14	Valentines Day

## Winter, 2022-2023

# QUALIFICATIONS FOR DIRECTORSHIP

### Board Policy 4A: QUALIFICATIONS FOR DIRECTORSHIP

#### Objective

To assure the membership that those members nominated to be voted upon for service upon the board of directors of the cooperative are generally qualified to carry out the viewpoints, objectives, formulate policies, develop plans, and ensure their execution within the cooperative.

#### Policy, Content and Provision

Be it resolved; the following is hereby adopted by the board of directors of Midland Marketing as a policy relating to the qualifications for directorship:

That the nominating committee or individual member who nominated an individual to be voted upon for election to the board of directors of the cooperative should be aware of and should carefully and seriously consider the following legal requirements, personal qualifications, and geographical location before such a nomination is entered.

- Must be an active member of the Cooperative. One can be an appointed member of a Company, LLC or Operation that is doing agricultural business with the cooperative.
- Should be willing to promote and safeguard the interests of the cooperative among the members and general public.
- Will be required and, therefore, able to represent the membership on an impartial basis for the good of and in the best interest of the cooperative.
- If a majority of the board of directors finds at any time following a hearing that a director is substantially affiliated with or engaged in competition with the association, he/she shall cease to be a director.

- Must be willing to attend regularly scheduled and special meetings of the board of directors and to further attend regional, state, and meetings of local organizations with associated interests that further the cooperative movement, together with director training institutes or seminars which will aid in keeping them well informed on matters affecting the cooperative.
- Must complete the Director Training and Development courses sponsored by the Kansas Cooperative Council within the director's first 3-year term.
- Should be aware that members of the board of directors serve without salary and on a fee, basis given to regularly scheduled and approved events of the cooperative, and in addition, they will be reimbursed for all reasonable expenses in connection with such scheduled activities.
- Should agree to serve the term of office for which elected until a successor has been appointed or elected.
- Shall not use, or cause to be used, his/her position as director to further their political ambitions.

That service as a director shall include the following responsibilities for growth and development, keeping them and others informed and participating in the decision-making process of the Board at all scheduled regular and special meetings:

- To put forth the effort to improve abilities and understand the cooperative's problems to provide the judgment required to make decisions in constantly changing circumstances that have a direct and indirect effect upon the cooperative and to support all decisions and actions made or taken by the majority of the board.

- To conscientiously study the information contained in the board reports.
- To contribute to the development of statements on functions and responsibilities of board members and thereafter to become familiar with and strive to improve such statements.
- To objectively evaluate and consider the questions and problems with which the cooperative is faced.
- To keep informed as to the aims and objectives of the cooperative and to further study and analyze the policies, plans, and problems which result from efforts to achieve such aims and objectives.
- To keep informed on, alert to, and aware of the attitudes of the members and the general public toward the cooperative's objectives and policies.
- To inform all interested persons about the cooperative's viewpoints, objectives, programs, products, and services.

This policy shall be in addition to existing provisions of the charter and approved bylaws and is intended to serve as a guide in keeping nominating and voting obligations.

#### Responsibility

The chairperson and the full board should ensure that a copy of the provisions of this policy is in the hands of each member of the nominating committee and further will cause such policy to be published periodically in the news media of the cooperative.

The chairperson of the cooperative is responsible for determining that this policy is adhered to and made known to interested persons at all times.

# SOUTH AREA AGRONOMY UPDATE:

We have re-constructed our chemical bulk system in Lacrosse which will provide us with a lot more efficiency and space in our warehouse in order to better serve our customers!

We're ready to run dry fertilizer this fall/winter, so call any sales member for information and ask about our nitrogen and phosphorus stabilizers and how they can be beneficial to your operation.

Right now is the best time to contract your fall crop seed for 2023 to get the best deals! Call any sales member for more information!

Holly Timmons joined our team at Midland Marketing in September as a part-time salesperson in the South Area. Holly is originally from Smith Center, where her family farms and runs a cow/calf operation. She graduated from Fort Hays State University this past spring with a Bachelor of Science in Agriculture-Agronomy. Holly also works part-time as a crop consultant for Western Ag Consulting out of WaKeeney, KS. Holly's email is [htimmons@midlandmarketing.org](mailto:htimmons@midlandmarketing.org)

# YEAR END

Year end is quickly approaching and as we put 2022 in the rear-view mirror, now is the time to think about prepaying input contracts for next year's crops. Don't wait until the last week of the year to make these decisions! Everything gets hectic during the holidays; let us help you be proactive. Set up contracts now and arrange a payment option (either check or ACH) for the last day of the year.

This is also a good time to think about ways to simplify life by automating via direct deposit and auto bill pay. If your grain sales have been deferred to next year, rather than cutting a check, we can direct deposit the funds into your account automatically in January. Auto bill pay is another great option to streamline your monthly bill paying routine. You will still receive your statement in the mail and the balance is withdrawn on the 25th of the month. To create more efficiencies on the financial side of your operation, please contact our office to get set up for these services.

Grower: Fort Hays State University  
City: Hays Kansas  
Planting Date: 5/1/2022  
Planting Rate: 11/3/2022  
Previous Crop: Winter Wheat  
Row Space: 30  
Row Length: 404  
Rows Harvested: 4



Business Brand	Product Brand	Harv. Moist.	Test Wt.	Yield
PHILLIPS	637	12.8	56.2	32.0
PHILLIPS	6423B	13.2	57.5	44.3
SORGHUM PARTNERS	SP 68M57	13.0	57.2	41.7
SORGHUM PARTNERS	SP 66M16	13.2	58.2	54.4
SORGHUM PARTNERS	SPD353	12.6	58.0	55.6
GOLDEN ACRES	4880R	13.4	59.6	62.8
GOLDEN ACRES	3180B	13.0	59.5	62.7
GOLDEN ACRES	2840B	12.9	59.9	63.6
GOLDEN ACRES	2730B	10.9	58.5	65.0
GOLDEN ACRES	2620C	9.5	57.3	62.0
DEKALB	DKS27-80	9.1	56.9	44.8
DEKALB	DKS28-05	9.5	56.2	56.3
DEKALB	DKS28-07	10.5	56.5	54.9
DEKALB	DKS29-28	10.1	58.2	66.0
DEKALB	DKS29-95	10.3	57.9	55.8
DEKALB	DKS36-07	12.5	59.5	65.4
DEKALB	DKS38-16	13.2	60.2	67.6
DEKALB	DKS44-07	14.2	60.1	71.8
MONSANTO	IST375	13.9	58.9	67.9
MONSANTO	ISU281	14.0	60.4	76.6
MONSANTO	ISU472	13.5	57.8	62.7
MONSANTO	IST271	13.8	58.2	66.8
MONSANTO	ISU298	13.4	59.6	73.3
PIONEER	86P20	12.5	59.1	63.9
CROPLAN	CP6811	13.8	59.1	66.4
CROPLAN	CP6664IGA	12.5	58.2	49.8
CROPLAN	64X1-22	13.8	58.5	66.0
CROPLAN	CP6367IG	12.5	58.2	63.5
CROPLAN	CP6211A	13.9	57.1	60.9
CROPLAN	61X1-22	14.1	56.5	50.8
CROPLAN	CP6021A	13.9	57.5	57.8
CROPLAN	CP6011	12.5	58.1	51.3
CROPLAN	CP5921A	11.8	58.3	60.8
CROPLAN	CP5811A	12.4	59.2	65.5

# NOMINATING COMMITTEE

Do you know a member that is eligible and interested in being a nominee for the position of Board of Director? Or are you interested? If so, please call a member of the Nominating Committee and let them know. Committee members are:

Kelly Muir 785-302-0961  
John Grabbe 785-432-0616  
Bill Hoffman 785-623-0292  
Derrick Pfeifer 785-726-1510





## Engagement & Inclusion

We believe engaged employees and diverse ideas are our greatest asset.

## Safety

We prioritize the health, wellbeing and safety for staff and customers.



## Excellence

We foster a culture that values efficiency and accuracy.



## Cooperative at Heart

We collaborate to ensure the success of our owners, staff, and communities.



## RECIPE FOR A PERFECT HOLIDAY

### Ingredients:

- 25g of happiness
- 100 g of hugs
- 1 tsp of love
- 1 cup of gratefulness

### Instructions:

- Mix it all together and enjoy with family and friends!

### COW POKES

By Ace Reid



"My grass management is shore good. I've rested this pasture 12 years and already grass is acomin' back!"

## ANNUAL MEETING INVITATIONS COMING

Active members will be mailed an invitation to the annual meeting along with a blue RSVP card to return to the Hays office. Please be sure the write legibly so that voting delegates are correct, especially for business accounts.

## A NEW YEARS GREETING

However, you celebrate the holidays, we need to pause and reflect on the many blessings that we have enjoyed throughout this past year.

The Board of Directors, management, and employees at Midland Marketing take this opportunity to thank

you for your patronage and support.

Happy New Year!



## PAPERLESS

Tired of getting a separate invoice in the mail for every single transaction? Go paperless! Call the Hays office at 785-628-3221 to have your invoices emailed to you. Save a tree, save a stamp!

# MIDLAND MARKETING

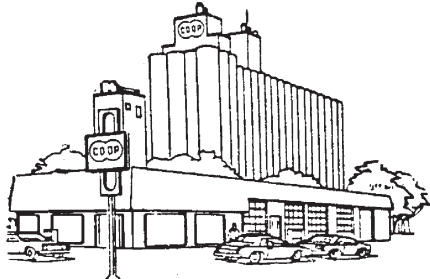
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NATOMA - PALCO - PLAINVILLE - TOULON - YOCEMENTO - ZURICH

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## GRAIN MARKET UPDATE

The wheat complex (KC, Chicago, Minn.) since early September, Dec. 22 future prices seemed to have settled into trading channel. Except Dec. 22 wheat broke lower the day after Thanksgiving through price support in Chicago, pulling Dec. 22 and July 23 KC wheat lower. On continued news Russia and Ukraine continue to tender offers below world values, it makes it

difficult to nearly impossible to compete. With wheat values way oversold in the market, we could see more wheat getting fed this winter making the Dec WASDE report a good indicator of where USDA thinks demand is headed. Especially as corn struggles to work its way back into the western feed yards, and with a potential December railroad strike looming, wheat seems to be the better option.

Continued drought and low water levels along the Mississippi Rivers and its tributaries also adds to the equation. Soybean values should continue to hold up with strong bean, oil, and meal world demand.

So far the 2023 crop year is shaping up as expected; challenging. However, keep in mind we have a lot of weather, economic issues, and news to come on the newswire to get through before we even start putting 2023 corn and beans into the ground or harvest a 2023 wheat crop. Be ready to pull the trigger when target prices in your plan are met.

