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# MIDLAND MARKETING



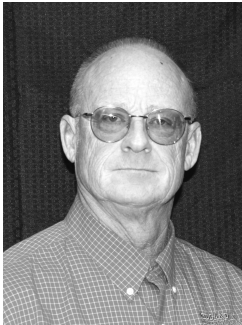
## COMING IN FEBRUARY & MARCH

February 2	Groundhog Day
February 14	Valentine's Day
February 20	Presidents' Day
March 12	Daylight Savings Start
March 17	St. Patrick's Day

## February, 2023

## MIDLAND MARKETING BOARD NOMINEES

### MIKE STULL



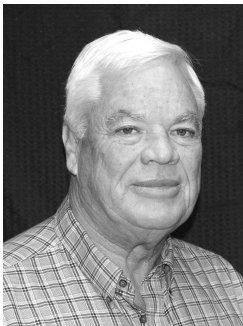
Hello. I'm Mike Stull and reside and farm in the McCracken area. My operation includes wheat/milo by using reduced

tillage and approx. 100 head cow/calf operation. I was fortunate to farm with

both of my grandparents and my dad from an early age. I took over control of the family farm in 2000. This June I will be married to Jerilyn (Herman) Stull for 34 years. She owns LaCrosse Abstract & Title, LLC. I have two sons, Tayler (28) who is a Jr. High History Teacher and Colby (19) who is attending FHSU. My hobbies include golfing (not very good!), BBQ, and craft beers. I have been a Board Member the past three years.

Previously as an Associate Board Member, I wanted and needed to understand better the working element of the coop and just how much it affects the bottom line of having a profitable year even when times are tough. I would appreciate your vote. Thanks.

### JOHN IRVIN



I'm John Irvin. My wife, Sharon, and I operate a farm and ranch west of McCracken. We raise wheat, milo, and forage feed. We also

have a cow herd.

We have two children who both are married. Lance is a project manager for an engineering firm doing computer programming. Our daughter, Kayla is a CPA.

I am a graduate of FHSU with a degree in agribusiness.

I am currently a board member on

Midland Marketing. Serving on the Midland Marketing board has been a rewarding and challenging experience. I believe in the cooperative system and would like to continue to represent you as a board member. Thank you.

### TOM BENOIT



My name is Tom Benoit. My wife, Donna and I have four children, Jennifer, Matthew, Rebecca, and Randy. We live

and farm in the Damar area. Donna and I both hold Associate of Arts Degrees

from Colby Community College. Our current farming operation includes wheat, milo, corn, and alfalfa, in partnership with my brother, Don. We also have a commercial cow herd. I am currently serving on the Board of Directors and would like to thank you for the opportunity to serve in the past. I would appreciate your support now to continue working to make our cooperative and our member owners

successful, as Midland Marketing is "Striving to be Your 1st Choice". Thank you.



# LINCOLN ELEMENTARY SCHOOL - COMMUNITY PARTNERSHIP

Midland Marketing, 4th grade community partner, gave a presentation on what an elevator does and the different types of jobs they have. Students also made Christmas cards to give to their community partner!



## CALLING ALL HIGH SCHOOL SENIORS!

Kansas Grain and Feed Association (KGFA) is offering 19 scholarships to graduating Kansas-based high school seniors in 2023. The deadline to submit applications is 5:00 p.m., on Friday, February 24, 2023. Since 1976, the KGFA scholarship program has awarded countless deserving students funds necessary to pursue agriculture-related fields of study.



## MENTAL HEALTH

Year after year farmer experience inflation, debt, drought, fires, and so much more. The crisis for suicide in Kansas has grown over 45% over the last two decades in sparsely populated parts of the state. In the agriculture community we need to stand up for mental health, we need to say "No" to the social disapproval and the stigma that has been created. Nicole Napell is here to

listen; help can be only a call away. You can visit with a licensed social work at the farm, on the phone, or video. There is always a way out, and this is our chance to offer the help you need, in complete confidentiality. Nicole is a licensed social worker and is available if you need her, call her at 620-521-3177 or email her at nicolenapell@gmail.com.

## CFA TOP MEMBER AWARD



Chuck Bibb, Vice-President and Chief Marketing Officer, The Cooperative Finance Association, presents Audrey Werth, Midland Marketing Coop, the CFA Input Finance Program Top Member Award for 2022. Midland Marketing continues to offer competitive financing solutions for crop inputs year after year. Contact Audrey to discuss financing options for your operation.



# JANUARY GRAIN MARKETING HAPPENINGS

Inflation is beginning to show signs that the U.S. economy is slowing according to some analysts. If the lowering inflation trend holds for three months, then I would agree inflation is indeed cooling. A slowing economy means lower grain prices, or does it?

USDA released its monthly Supply and Demand report for January, that had a number of surprises. The January report is probably the most anticipated report as fall crop numbers get finalized.

The USDA report cut 2022 harvested corn acres a sharp 1.6 million acres, though yields rose a bushel/acre, reflecting a 200 million bushel (mbu) loss in production. On the demand side USDA reduced feeding and exports for an overall 15 mbu decrease in ending stocks for a 1242 mbu carryout, the lowest in a decade. The USDA report implies we will need to increase planted acres from last year's 88.6 to +91 million planted acres in 2023.

For soybeans, USDA reduced harvested acres .3 million acres with

yields down .7 bu./ac as well, leaving production 70 mbu short of expectation. Exports were also lowered 55 mbu, leaving overall ending stocks 10 mbu lower and a really tight carry out of 210 million bushels. The challenge ahead is we have +80 mbu of new crush capacity coming online in the next two years. If these plants get built, we can't produce enough soybeans to feed all of the demand suggesting the U.S. will need to import more soybeans over time.

On the wheat balance sheet we saw the fewest USDA changes with 30 mbu of old crop carried over into the 2023 new crop supply. On the demand side feeding and residual stocks were bumped 30 mbu higher, reflecting we're going to be feeding more U.S. wheat instead of corn. Seed was also bumped higher taking ending stocks from 571 to 567 mbu. However, the seed adjustment on the demand side reflects roughly a 2 million acre increase in planted 2023 acres. A big winter wheat planting number will override the bullish tone.

Take aways, it seems that the 2023 crop year is shaping up to be another year of challenges. As USDA numbers are the numbers we trade until the next report, talk is we need to increase planted corn acres 2 to 3 million acres not including milo, and 2 to 3 million more acres of soybeans. My question is: where will these acres come from? It seems a fight for corn and soybean acres will be on once again, which should help support the wheat price. Understand, these USDA numbers will change month to month as we move closer to spring planting and as wheat breaks dormancy. The critical factor on wheat is the extent of damage to the crop from the December winter kill event.

For now, the market will be watching South America's weather forecasts, especially in Argentina. The Argentina Ag ministry has the corn and soybean crop conditions rated mostly poor, due to persistent heat and dryness. Brazil on the other hand could have one of their better 1st corn and soybean crops this year.

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## LAND O'LAKES MATCHING GRANTS

Midland Marketing continues to provide for our local communities with our partners at Land O'Lakes matching grants for our local food banks. Our rural communities continue to suffer from food deprivation and working with Land O'Lakes and our Kansas Food Banks gives Midland Marketing the ability to continue to provide critical funding for fresh food and food for the Backpack 4 Kids program along with the local food banks in our communities for those community members in need.



# MIDLAND MARKETING

HARGRAVE - HAYS - LACROSSE - MCCrackEN - NATOMA - PALCO

PLAINVILLE - TOULON - YOCEMENTO - ZURICH - BROWNELL

POST OFFICE BOX 639

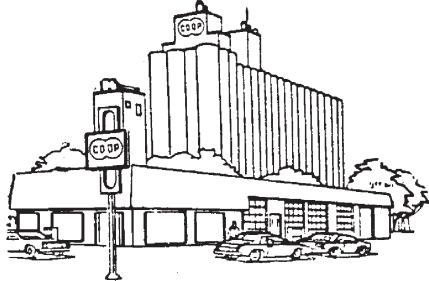
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**"Striving to be your 1st choice"**

## EMPLOYEE SPOTLIGHT

Blake Bouchey is no stranger to northwestern Kansas. In fact, he has been in the Rooks County area since 2010! A graduate of Palco High School in 2018, Blake continued his education at Fort Hays State University. This past May 2022 he earned his degree in Agriculture with an emphasis in Agronomy and Ag Business. Currently, Blake works in Agronomy Sales for Midland Marketing Coop's northern territory primarily servicing Palco and Hill City. When he's not working, Blake can be found hunting waterfowl or deer. He also enjoys fishing and spending time with his family and his girlfriend, Mackenzie. He has two dogs; a lab, Deke and a wiener dog, Edward. Cheering on the San Francisco 49ers and the Kansas State Wildcats is on his schedule as well.

Midland Marketing Coop is excited to have Blake on board to help ensure our service is second to none. Contact Blake today for all your agronomy needs.

Cell #: 785-839-8120

Email: [bbouchey@midlandmarketing.org](mailto:bbouchey@midlandmarketing.org)

