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MIDLAND MARKETING



**COMING IN DECEMBER,
JANUARY & FEBRUARY**

December 31	New Year's Eve
January 17	Martin Luther King Day
February 1	Black History Month
February 14	Valentines Day

Winter, 2021

FIRE RELIEF FOR KANSAS CITIZENS



We have had many members affected by the recent prairie fires that have raged through our trade territory. We know that many want to help whether financially, with household items, and with feed and supplies. Currently we know of many options to help.

Russell County 4-H building is a drop point for hay for the Natoma, Paradise, Waldo area families. There is also a fund set up at the Southwind Bank in Russell and Natoma.

In the Ellis County area there are drop points for clothing and gift cards at Refine, S&W, and Midland Marketing office.

Plainville the drop point is at the Animal Hospital, Palmer Hargrave, and Midland Marketing office, as for the larger items like hay, contact the Heartland Regional Livestock.

If you are needing Hay Hauled, we know that the Ashes-to-Ashes group will be coming to bring hay, or you are in need of getting livestock hauled out of the affected areas and you can contact them by calling Blake Smith 620-518-2798, Bernie 580-334-8063, Levi Smith 620-518-2803, or Guy Laflin 620-583-4461. Our Kansas Farm Bureau and Kansas Livestock Assn are also leading efforts to help get the items and funds need to those who are in need.

If you would like to make a monetary donation and are unsure where to take that to, we would encourage you to donate to the Kansas Livestock Assn, Kansas Farm Bureau, or Southwind Bank in care of Four County Fires.

We know there are other individual funds set up so you can feel free to donate to any that you feel connected to. We continue to pray for all our members, First Responders, and everyone who make Kansas great by pitching in where they can. If you need assistance feel free to contact us.

FARMER SENTIMENT WEAKENS AS PRODUCTION COST CONCERNS MOUNT

Purdue University/CME Group Ag Economy Barometer sentiment index is calculated each month from 400 U.S. agricultural producers' responses to a telephone survey. The results of this month's survey, the Ag Economy Barometer slipped five points to a reading of 116 for November, its lowest reading of 2021. Although producer sentiment weakened slightly, the Farm Financial Performance Index rose slightly on the strength of improved cash flow in 2021. Looking ahead producers are concerned about rising input costs with 55% of producers expecting input prices to rise in 2022, compared to 33% of producers who felt that way in October.

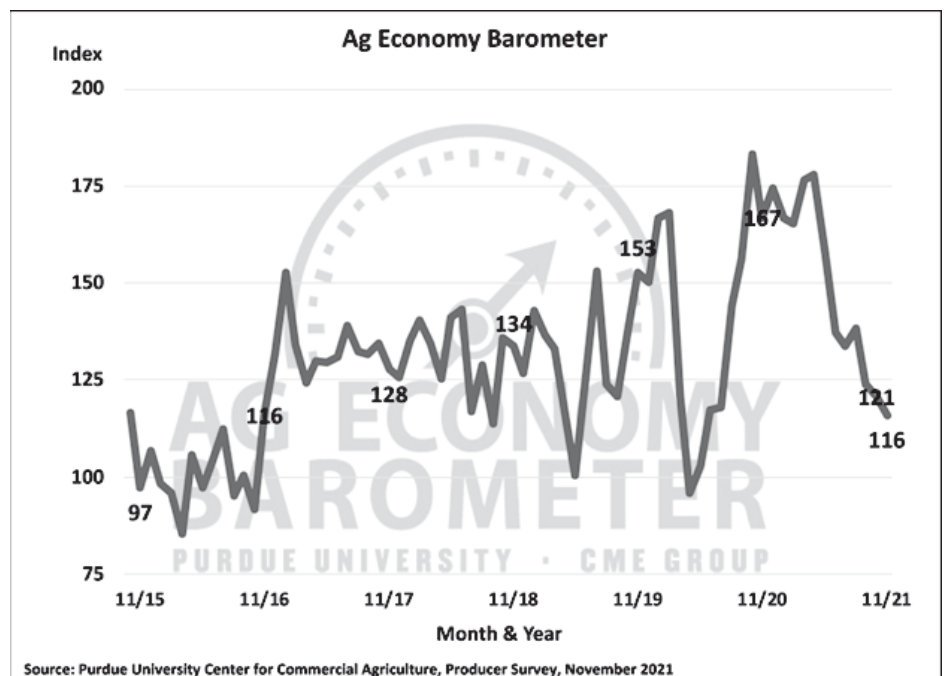
Supply chain problems, coupled with rising input and operating costs, makes this a challenging economic environment with 47% of respondents chose higher input costs as one of their biggest concerns.

For large capital investments, the Farm Capital Investment Index declined seven points to its lowest reading since April of 2020. However, Improved cash flow and low interest rates is providing some

producer optimism about farmland values as both short-term and long-term values remain near all-time highs, suggesting most producers will continue with large capital plans.

Government policies impacting ag-producers remains high among surveyed respondents. In November's survey questions, 82% of respondents expect more restrictive environmental regulations

going forward, 74% expect higher estate taxes, and 77% expect higher income taxes. Just over half of corn-soybean producers in November said they expect farmland cash rental rates to rise in 2022, compared to 2021. To read full report see link below:
Ag Economy Barometer: November 2021 - Purdue University/CME Group
Purdue University Ag Economy Barometer



Midland Marketing's Annual Farmers of Fall Photo Contest

2021 has been anything but a normal year, but we at Midland Marketing were able to hold our annual Farmers of Fall contest as always. We had 14 entries of beautiful landscapes, combines, tractors, and even a cute group of kittens. This year's winner received their choice of 3 bags of Dekalb Corn seed or 10 units of AsGrow

Soybeans along with the bragging rights for 2021. Midland Marketing along with Dekalb and AsGrow were proud to present the award to the fan favorite photo to Jill Koelling of Natoma. Thank you to everyone who participated in the Farmers of Fall contest, and we look forward to your amazing photos again next year.



VOLUME STATEMENTS

As in the past, we will be printing volume statements for our patrons on a "request only basis". If you would like a detailed listing of your 2021 expenses and or income from grain sales, please give us a call.

HAYS ARC PARK DONATIONS AND UPDATES

The fall of 2021 has been a great one. This fall we have had the opportunity to witness our matching grants come full circle. Midland Marketing has had numerous matching grants through out the years, two of them have finally had the opportunity to finish or put into operation.

Midland Marketing with the help of CHS had purchased a set of Coffor Dams for the Hays Fire Department rescue team in 2019. The team was unable to do their updated training with the new coffer dams as Covid hit and put things on hold for them.

In October of 2021 the KU Grain Engulfment Training team came to Hays the fire department were able to use the new coffer dams and train all their team in hopes that they never need to use the equipment in any of our area elevators.

Land O'Lakes along with Midland Marketing had donated to the Hays Arc Park back in the winter of 2019. In September the park was officially open for all to enjoy. They had a spectacular day for the Grand Opening of the park. Many have enjoyed the amenities so far and the future looks bright for this park.



IS BEING A MEMBER OF THE BOARD OF DIRECTORS FOR YOU?

Do you know any 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. The election of Board of Directors will take place at the Annual Meeting.

This year's nominating committee members are:

Les Rogers 785-394-1955
Ryan Griffin 785-425-8394
Rod Marcotte 785-432-0781
Todd Haas 785-623-3571



Midland Marketing Awards \$5,000 to the Andreson Memorial Park

On 12/3/21 Andreson Memorial Park in Plainville, Kan. was honored as a source of pride by Midland Marketing and Cenex®, the energy brand of CHS Inc. As part of this award, Plainville Ambassador Club will receive a \$5,000 grant from Midland Marketing. The organization will use the money to maintain the beauty at the Park, so it can continue to provide as a space for community connection for years to come.

"Andreson Park is exactly what our community needed and The Plainville Ambassador Club worked hard to provide for this space for the community," said Steve Hageman, Petroleum Manager of Midland Marketing "We're proud to help

assist this organization in keeping our community involved, taken care of and accelerating into the future."

The grant was provided through an initiative that encourages Cenex dealers, retailers and distributors to share stories about what makes their local communities special. Now in its third year, the initiative has granted more than \$300,000 to Cenex communities.

"The Cenex brand is committed to supporting and celebrating what makes hometowns across America special," said Mark Vanderlinde, communications manager at CHS. "We are proud of our Cenex dealers, like Midland Marketing, who play an

active role in supporting their local organizations and the people in their community."



MIDLAND MARKETING

BROWNELL - HARGRAVE - HAYS - HILL CITY - LACROSSE - MCCrackEN

NATOMA - PALCO - PLAINVILLE - TOULON - YOCEMENTO - ZURICH

POST OFFICE BOX 639

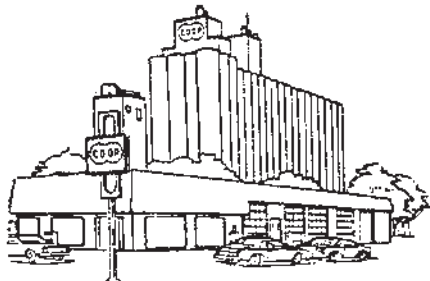
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"Striving to be your 1st choice"

NEW EQUIPMENT NOTICE

The board of directors and Kevin have purchased new equipment for the upcoming season. We have received a different dry rig in the north area today. This will replace the #66 dry rig that was currently being used. The dry rig is a RG 1300C Machine with a R1 box. It will be able to be utilized by the company for in-crop row crop

capabilities. This is something we have not been able to do before today. Kevin and the board are working hard to invest in equipment that makes our employee group efficient and profitable. This investment was for \$385,500 and will also utilize the variable rate technologies. We will also have two new liquid rigs coming on board in the coming months to replace our

2012 Rogator sprayers. Each of these investments were just over \$500,000 each. Midland Marketing is committed to investing in our employee group and upgrading the equipment that we use each day to get a quality job done for our customers.

