



“Agriculture... It’s more than a part of life. It’s a passion, a lifestyle, a resilient community that works hard to feed the world”-

-Ryan Goodman

Fall 2023 Newsletter

Manager Report - Clark Wenger, President

Writing this report at the end of August we saw our first corn receipts come in at the Scranton and Waverly locations. 3 weeks ago, this harvest had a lot of promise, however the string of 100 plus days put a real damper on the topside yields. Over the past 12 months we have aggressively executed grain sales which has generated the lowest amount of grain carryover I can remember in several years, leaving basically empty facilities ready and willing to handle this fall crop. Three years ago, we were faced with the daunting task of overhauling most of our concrete grain facilities. Our \$6 million dollar investment in these facilities is now complete with the one exception being the North Lawrence facility which unfortunately will not be ready until fall of 2024. The addition of the Spring Hill location in November of 2022 has been a great addition to our footprint. Thanks for your business!



Grain Report- Kaleb Rockers, AgMark LLC Marketing Consultant

Corn yields are all over the board this year due to inconsistent rains and prolonged period of heat. We are seeing a wide range from 40 to 200 for corn but overall area average is likely 100 to 120 bpa. It is important to remember that APH yields will not calculate crop insurance indemnity payment on your revenue policy unless the October price average is below the spring price multiplied by your % coverage. For example, \$5.91 spring x 75% coverage = \$4.43. At the time of writing this December corn futures are trading at \$4.75 so there is not currently any price support on a 75% policy. We are also dealing with higher interest rates this year. \$4.50 cash corn equates to roughly 8c/bu/mo for interest and storage while \$13.00 cash soybeans equate to 14c/bu/mo. I think the key

will be minimizing expenses this year. There has been a lot of focus placed on what the supply of this year’s crop will look like but the biggest headwind the corn market faces is an overall lack of demand. I believe the USDA demand forecast for corn is currently overstated simply from the shortage of existing export sales coupled with smaller cattle on feed numbers. The ending stocks for corn are forecasted to be over 2 billion bushel which hasn’t been seen since 2018. The soybean crop has yet to be harvested and is currently unknown how yields will turn out, but the month of August wasn’t favorable. Soybeans on the other hand look to have much tighter supplies in the US and strong domestic crush demand which could help support cash prices. Crush demand will likely continue to grow as more crush plants come on line in 2025 for the increased demand for renewable diesel and aviation fuel.

Agronomy Report - Bob Nutt, Crop Production Manager

Currently corn harvest is in full swing and beans will soon not be far behind, but it is time to start thinking about this coming crop year. Fertilizer has seen somewhat of a decrease and should remain firm throughout the fall and the early part of 2024. Layering residuals continues to be an important part of a crop plan. This fall is a perfect time to get started to keep your fields clean until you’re ready to get into the field this spring. We will also be offering some new programs and financing options for our customers for this coming crop year. Please reach out to your local Sales Agronomist for details about all these great options and let us put together a complete plan for you. In closing thank you for choosing us as your trusted advisor and we look forward to working with you this next season.



Community Report – Lindsey Sylvester- Marketing Manager

The Ottawa Co-op is proud to support youth in agriculture. Through donations to 4H programs and FFA Chapters in our trade territory we are investing in the next generation of industry leaders. We are spending time in elementary classrooms sharing with them where their food comes from, talking to high schoolers about job opportunities and the future of agriculture. Through Day on the Farm, FFA Greenhand Conference, summer camp field trips and other related events we are reaching more and more students. Not all of these students have an agriculture background which allows us to share with them how the Co-op plays a part in our industry. We are sharing the story of the American farmer and how we all play a role in feeding the world. We know our local farmers are working hard every day to plant and grow the best crop they can. We are proud to be a farmer owned cooperative and investing in the communities we serve and advocating for agriculture.



If you haven't been past our main office in Ottawa recently, be sure to drive by and check out our new mural! We are excited about the mural and all that it embodies related to agriculture and the Co-op.

Fuel Report- Judd Perry, Petroleum Manager

Harvest is still underway but soon enough cooler temperatures will be here and you'll want to be prepared to keep running smoothly. With winter a few months away now is the time to prepare your tanks for cold weather. We offer winter Ruby diesel and Roadmaster winter blend. Give us a call to arrange a delivery to your farm. We also offer many types of engine oil, hydraulic and gear grease. In addition, we carry 4 types of gun grease. Mention it when you order your fuel, and we can throw it on the truck to bring it to you. We also have 3 choices of def- 2 ½ gallon jugs, 55 gallon drums and 330 gallon totes. We offer delivery with the drums and totes. If we don't have something you need on hand we can order and make arrangements to get it.



Seed Report - Cal Wenger, Seed Manager

In the seed department here at the Ottawa Coop we will continue to support Asgrow/Dekalb, LG, and Taylor seed brands moving into the next year. Financing is going to be an important part of the budgeting decision on the farm this year. We are happy to be able to offer our farmers a 0% interest rate offer with any of our supported seed brands. Get in contact with Cal Wenger for details on financing, pricing, and promotions we have going on for next year. Additionally give him a call if you're interested in hard red winter wheat for this fall because seed supply is extremely tight!



Feed Report – Matt Jones, Feed Manager

Vitamins and minerals are essential for proper cattle nutrition and in winter, it's especially important to provide a supplement for your animals. Generally, harvested forages are lower in mineral concentration than when grazed. Forages that were drought-stressed lose a lot of nutrient value once they dry up or freeze. NutreBeef All Season Mineral is a great option available at the Ottawa Coop. Feeding your cattle mineral all season will ensure your herd is receiving adequate nutrients throughout winter and into spring. The Ottawa Coop is happy to offer \$1 off per bag of Nutrebeef All Season through the month of October. We offer both medicated and non-medicated options. Feel free to contact Matt Jones with any questions and have a great fall!



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