



**AGRISOMPO**

**NORTH AMERICA**



**2023**

**VIRTUAL  
CROP TOUR**

**June 2, 2023**

*AgriSompo North America, Inc. is an Equal Opportunity Provider.*



# WHITSITT FARMS, LLC

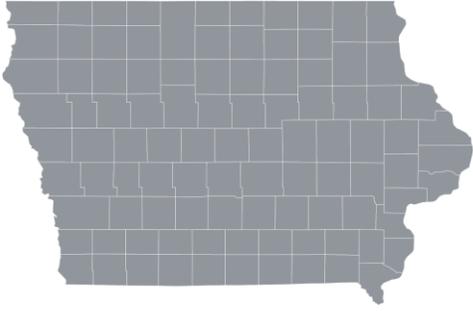
*Illinois*



- Great start with extreme rain; now we have no rain and temperatures in the mid-90's.
- Area corn has already suffered to the point that "top-end" yields are not possible.
- Lots of re-planting in the neighborhood.
- The sweet corn was the last to go in (see Randy in the picture below).
- Soybean stands are average, but early planting should help yields.
- After too much rain, we could probably use a shower in the next week.



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# GRETTER FARMS

*Iowa*

- Great start; we could use a rain, but have a good 10 days before we'll start to show any issues.
- Finished up post-herbicide application this week.
- Corn and soybeans both have grown a lot with the warm temperatures over the last two weeks (things look really good).
- First-cutting alfalfa is baled and needs to leave the field.
- It's the bulls' favorite time of the year: getting ready to mingle with the cows!



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# VALLERY FARMS, LLC

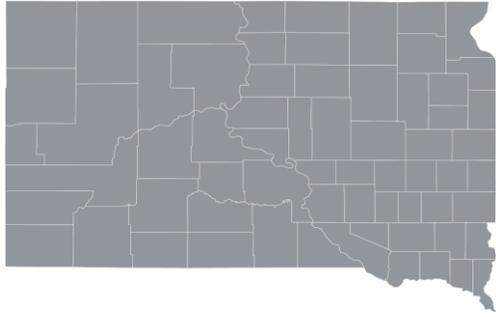
*Ohio*



- Soybeans planted much earlier with zero re-plant required; one particular field was planted 45 days earlier than the last time it had soybeans in 2021!
- All corn planted in an 8-day window from May 3-11.
- Most neighborhood crop is planted.
- We put on half of our nitrogen (pre-plant anyhrous) and are now working on side-dressing 28%.



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# GREG JANISCH FARMS

*South Dakota*



- On the verge of being too dry, but crops are small and roots are reaching deep.
- Hard Red Spring Wheat looks great (pictured below with a May 2 plant date).
- We are about half-way through with post-herbicide application. Every sprayer in Clark County, SD is busy!
- One of our farm's "game-changers" is a switch to hydraulic down force; it is essential for our no-till operation (pictured below).



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# Closing Comments

*Brooks York  
AVP, Producer Services*

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Let's cut to the chase in the first VCT of June. **This is the time of year where nothing is certain.** There are conflicting reports of crop conditions, complete unknowns as to weather, and this little thing called "marketing" that combine to form a recipe for anxiety. These stressors are not just felt by the farmers, but are also shared by their families, ag-related suppliers, and small businesses within our neighborhoods.

The revenue from what grows in our fields is the life-blood for many of our rural economies. In hundreds of counties across the nation, agriculture is the primary contributor to local gross domestic product. A local funeral director once joked with me by saying, "a good crop means that my customers spend more money on everything from a casket to a gravestone."

The bottom line is that this crop impacts far more people than just the farm families in the field!



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*Brooks York*  
*AVP, Producer Services*



Here are some things to keep in mind when our emotions and the markets are in flux:

1. Prices will be extremely volatile as the weather plays tug-of-war with the world's largest source of corn. With good planting progress decent conditions, it appears that we may be re-entering a traditional marketing pattern. The bad news is that daily opportunities (like we have experienced over the past 36 months) to sell at strong price levels may be giving way to a price pattern with fewer opportunities. The good news lies in the fact that we are in the season (June and July) where those few opportunities generally occur. We need to be ready to pounce when the marketing light turns green. Check out ASNA Edge's recent special marketing report: <https://youtu.be/nfBQWpHBeIQ>.
2. Anxiety is high within the crop insurance world as well. If you look at the sheer number of claims that we are handling weekly, it would seem that we are experiencing extremely high volumes. We measure claims in the thousands each week during this time of the year. In fact, we have more claims rolling in than we did last year at this time. However, we must remember that we have planted this crop at an accelerated pace compared to last year's crop. So, in our eyes, it seems as if the corn, soybeans, and cotton (3 of our 4 primary crops at ASNA) are in better shape than they were this time last year. The exception is the hard red wheat crop where we are experiencing a tremendous number of multi-peril claims. There are a lot of acres that will not be harvested in Texas, Oklahoma, and Kansas. Take hard red wheat out of the insurance equation, and our start looks relatively normal.



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3. Earlier I mentioned that “anxiety” runs high this time of the year. Despite our local economies running on revenue from crops, many small business owners and taxpayers really do not understand just how important the dollars from the corn and soybean crop growing just beyond the City Limits sign is to their life. With a new Farm Bill in the works, we need to make sure everyone in the community supports crop insurance in the upcoming bill. The dollars spent on crop insurance is a fraction of the bill’s total budget and provides revenue guarantees for rural America (in a lot of cases the primary revenue) that help even those individuals who have never stepped foot on a farm. If you are a farmer or someone that is dependent on agriculture revenue for the purchasing of your products, crop insurance is the best pill for anxiety when June volatility hits. Please join ASNA in educating everyone as to the benefits of crop insurance.



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