



AGRISOMPO

NORTH AMERICA



2023

**VIRTUAL
CROP TOUR**

May 19, 2023

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WELCOME TO THE 2023 VIRTUAL CROP TOUR!

Join AgriSompo North America and the ASNA Edge Team in our reimagined 2023 Virtual Crop Tour (VCT). Every two weeks, four farms in different parts of the country will report on crop progress, weather conditions, and much more.

Please enjoy this first edition of the VCT, which includes an introduction to our farmers and their farm families. We hope you enjoy following them as much as we have enjoyed getting to know them.



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WHITSITT FARMS, LLC

Illinois

Laura Whitsitt owns and operates Whitsitt Farms LLC. She represents the third generation of Whitsitts to farm their land near Carmi, Illinois. The origins of this farm start with sacrifice and hard work. Long before her time, her great-grandparents died tragically at young ages leaving a family of nine to be raised by themselves and their older siblings.

Needless to say, it took a lot of work by the older kids to make sure that the family would stick together through these trying times. Just as the older children were making ends meet, World War II came calling, taking the five oldest Whitsitt brothers into more peril. After returning from the U.S. Army, the three oldest Whitsitt brothers did what they did best -- they went to work.

First, using transistor radios for communication, they started a company called “Veterans Cab” with a full dispatch department and a trunk full of radio equipment. They continued to advance their business, which led to their next endeavor owning a Nehi bottling facility in Carmi. With some of their earnings, the Whitsitt brothers would buy their first farmland and appropriately call it “Nehi Farms”.

Laura’s father, Randy, would eventually buy a share of the farm in the 1970s from one of his uncles, and farmed for over 40 years before allowing Laura to invest in the operation. After graduating from Murray State University, Laura started her agricultural career at the local FSA office helping farmers before joining the farm full time. Today, Laura represents our only female-owned and operated farm on the Virtual Crop Tour. If you drive by a well-manicured farm northwest of Carmi, IL and see someone washing John Deere equipment, weeding a large garden, or you hear shots from the trap range, you will know you are at Whitsitt Farms, LLC.



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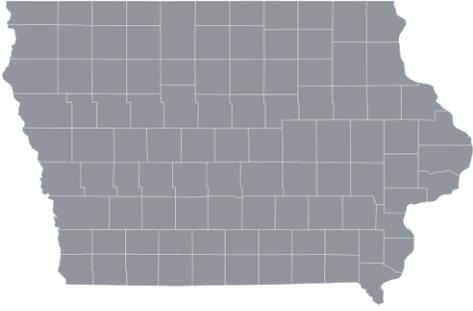
WHITSITT FARMS, LLC

Illinois

- A great start has turned too wet!
- We had great stands initially; waiting to see how small areas of standing water affect the crop.
- We started planting soybeans first, so we have a good percentage of early soybeans.
- The community appears to have planted the majority of corn and about 50% of soybeans.



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GRETTER FARMS

Iowa

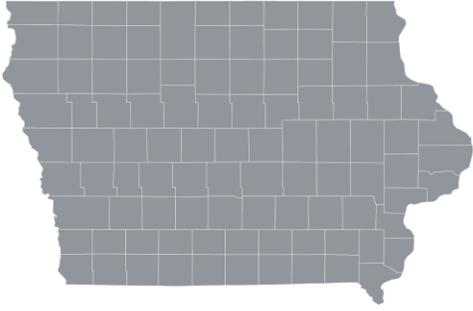
Blaine Gretter is part of a fifth-generation farm near Sigourney, Iowa. He farms alongside his father, Kenny, and his uncle and cousins -- it is truly a family operation. While Gretter Farms has about 70 head of cows and feeds out another 100 head of feeders, Blaine also adds another dimension as a licensed crop insurance agent. Along with his dad and his mom Angie, they stay busy, not only caring for their farm, but insuring success on neighboring farms as well.

Growing corn in Iowa is only natural. You might find Blaine (or his uncle or cousins) in Ag-Co orange or CAT yellow pulling a Kinze blue planter across the gently rolling hills around Sigourney. While business has been good and the crop is off to a great start, some worries are starting to creep into the farm. As a crop insurance agent, Blaine sees the recent sell-off in commodities as concerning. Corn prices are nearly 70 cents lower than February guarantees. Interest rates are also a “red flag” for the family as recent purchases of a combine and sprayer were accompanied by rates that Blaine and his cousins had yet to see in their farming lives. Fortunately for the Gretters, they have Kenny. The family jokes that “if you feed Kenny well, he will work all day!”

We look forward to following this Iowa farm family through 2023!



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GRETTER FARMS

Iowa



- We had a great start, and planted corn as early as April 12!
- We will need strong yields as inputs continue to remain high and interest rates have jumped.
- Most of the surrounding area has made great progress; there are still lots of beans to put in the ground.
- “Sharp-dressed men!” Our farm crew can clean up nicely every now and then!



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VALLERY FARMS, LLC

Ohio



While the setting is in London, you will not see Big Ben or run into King Charles on this farm. You are more likely to see a red “Buckeyes” flag flying in the community. That is because Vallery Farms can be found in London, Ohio. Mike Vallery and family operate a large row-crop farm that spans across multiple counties between Dayton and Columbus. This seventh-generation farm is grooming the eighth to one day come into the operation. Mike says his family tree goes back to English and German heritage, but all have had a farming presence in the Buckeye state for over 150 years!

The Vallerys take advantage of technology and improvements on the farm. Tiled fields have allowed for an early start in 2023 and things look good. Adding speed tubes to the planter, as well as in-furrow fertilizer, has aided in a faster planting pace and faster emergence for the plant itself. Teamwork certainly makes the dream work on this farm. Mike’s dad, at 85 years young, still captains a combine each fall. His wife, Laura, keeps all of the books and helps things flow smoothly from the office. Mike and Laura’s boys (John, Jacob, and Jarrett) supply the extra horsepower needed to get across the acres.

We look forward to following these Ohioans in what looks to be a great start for 2023!



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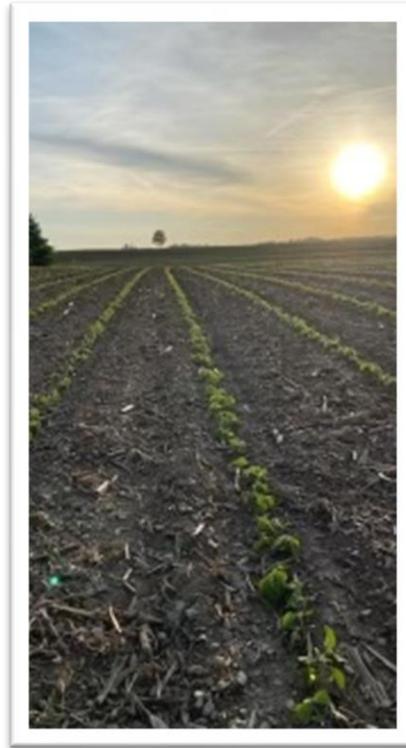


VALLERY FARMS, LLC

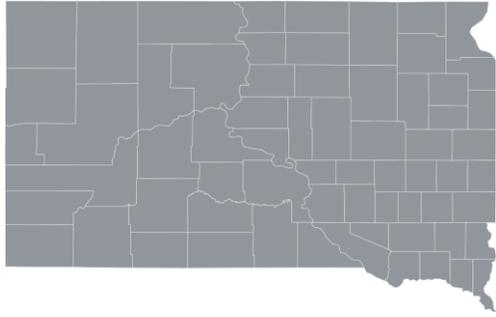
Ohio



- We're off to a great start: mostly conventional till with a few hundred acres of no-till.
- Emergence was good, with warmer temperatures the last 10 days; recent rains have slowed down planting in the area.
- Most of the ground is tilled, which certainly helps during any wet times, especially early in the year.



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JANISCH FARMS

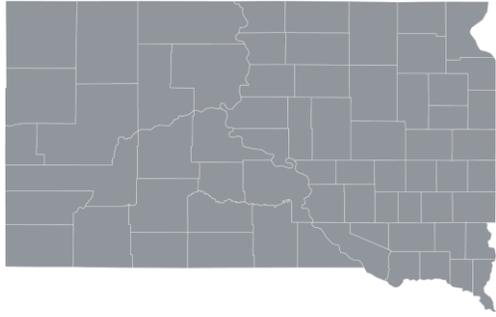
South Dakota

Greg Janisch was born and raised near Clark, South Dakota. He grew up in a large farm family with his six brothers and one sister. Work on the farm was just part of an ordinary day as a young man. Most of the crops raised went to feeding stock, and hogs, beef cattle, and dairy cattle took up a lot of the family's time. After receiving a teaching degree, Greg returned to his home area and taught agricultural education at the high school. He spent 35 years teaching youth valuable lessons about the industry. Along his journey, he met and married his wife, Kristin. Kristin is originally from Urbandale, Iowa and spent the early portion of her professional life in Washington D.C. Greg jokes that, "she can guide you through any big city in America but might get lost in the South Dakota countryside."

Along their journey, Greg and Kristin had an opportunity to buy some farmland and decided it was a natural fit as farming ran through Greg's veins. The newly created Janisch Farms began row-cropping. Greg said that being an early adopter of no-tilling in South Dakota made some of the neighbors raise their eyebrows, but within a few years, some of those neighbors would ask Janisch Farms to farm their ground, too. Today, if you drive on the outskirts of Clark, South Dakota, keep an eye out for the farm with red tractors, blue planters, and a green combine -- you will have found the Janisch family.



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JANISCH FARMS

South Dakota



- Pictured is my last field of no-till corn being planted; we are ahead of schedule compared to past dates.
- Being an “eternal optimist” is tough; we are always a couple of days away from a drought in South Dakota, but things are off to a great start
- Check out those triples! We won't get stuck turning in any of those wet areas on the field!



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Closing Comments

Brooks York
AVP, Producer Services



It is always a great feeling to be ahead of schedule. From AgriSompo's perspective it appears that corn and soybean farmers are rapidly putting this year's crop in the ground. In fact, this year's pace is well ahead of what we experienced in 2022.

The exception would be the northern plains. North Dakota and parts of Minnesota were riddled with big rains over the past week. For farmers in the southern parts of those states, this scenario is becoming all too familiar. You might remember pictures from last year's VCT that showed farmers planting around potholes in the fields.



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Closing Comments

*Brooks York
AVP, Producer Services*



Corn and soybean farmers are definitely at the front of the race, while cotton and wheat planting numbers are getting a slower start than they did a year ago. Perhaps that is why wheat futures (at least in KC) and cotton futures prices have received a bump in recent days. We would certainly welcome those buyers to step over and buy other commodities that have experienced a tremendous selloff.



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Closing Comments

Brooks York
AVP, Producer Services

This year's Virtual Crop Tour (VCT) will take on a bit of a new look. Rather than follow random stories across the country, we will focus on a small number of farms and their experiences during the year.

It certainly looks like the first chapter of the 2023 crop is off to an optimistic start, and we will tell the yet-to-be-written stories of crops on four farms in four different states as they develop. We will showcase the good, the bad, and the ugly.

As you can see from the picture of hand-ditching fields on the previous page, farming is seldom about shiny equipment, guidance systems and perfection in the fields. In many cases, it is a struggle that tries to save every bushel through the growing season. We plan to show this saga as it develops.



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