



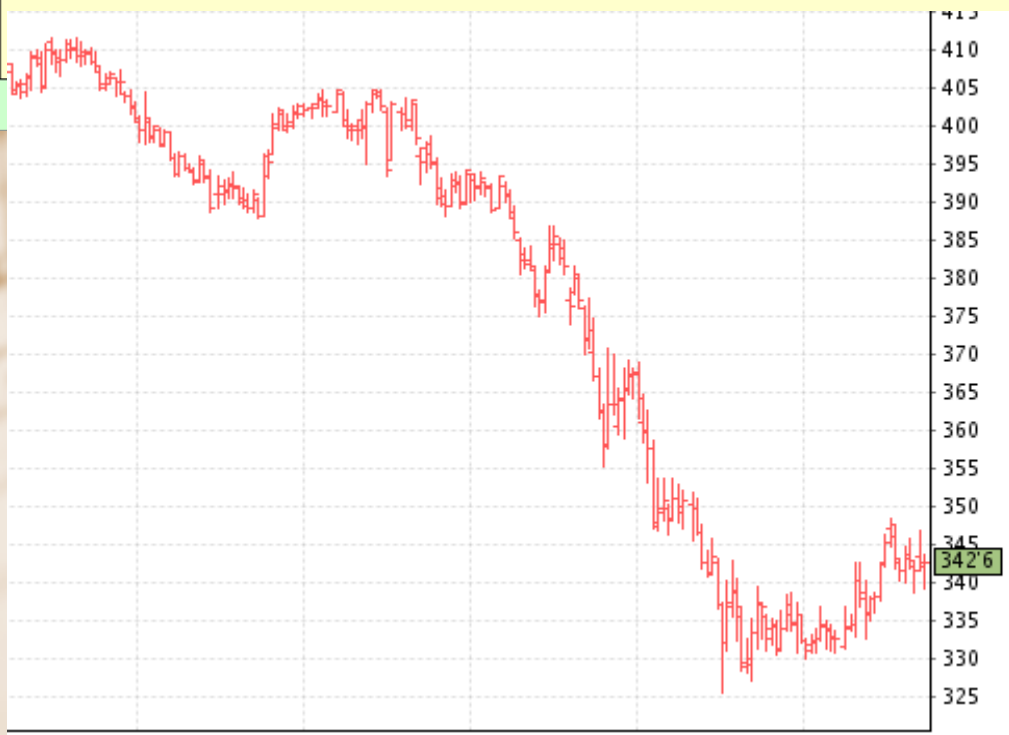
Marketing Class

DATE JUNE 18TH, 2020

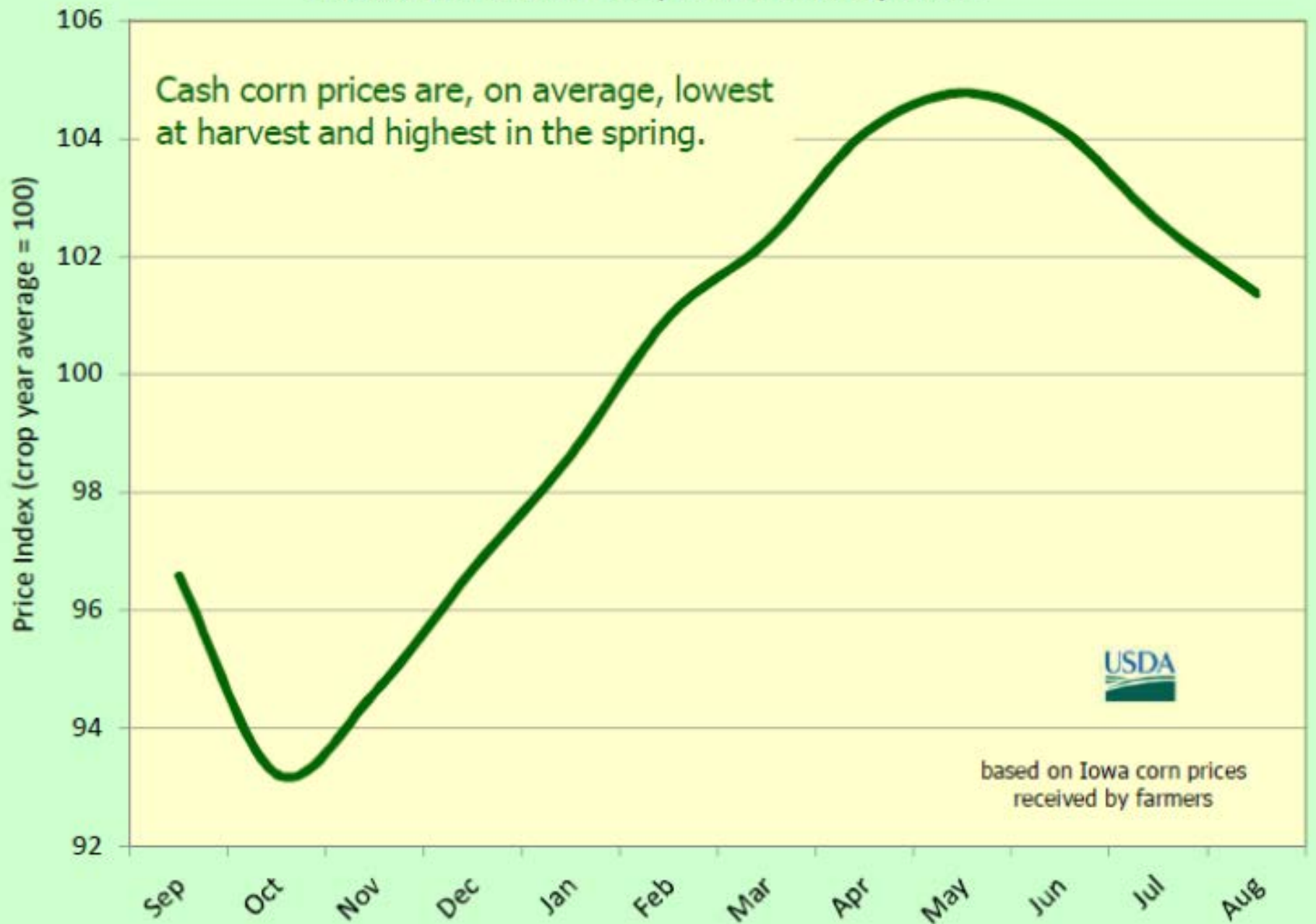
Topics for June 18th 2020

- Current Chart Comparison
- Cash Prices for Old Crop and New Crop
 - Basis for Old Crop and New Crop
 - Discuss June/July WASDE

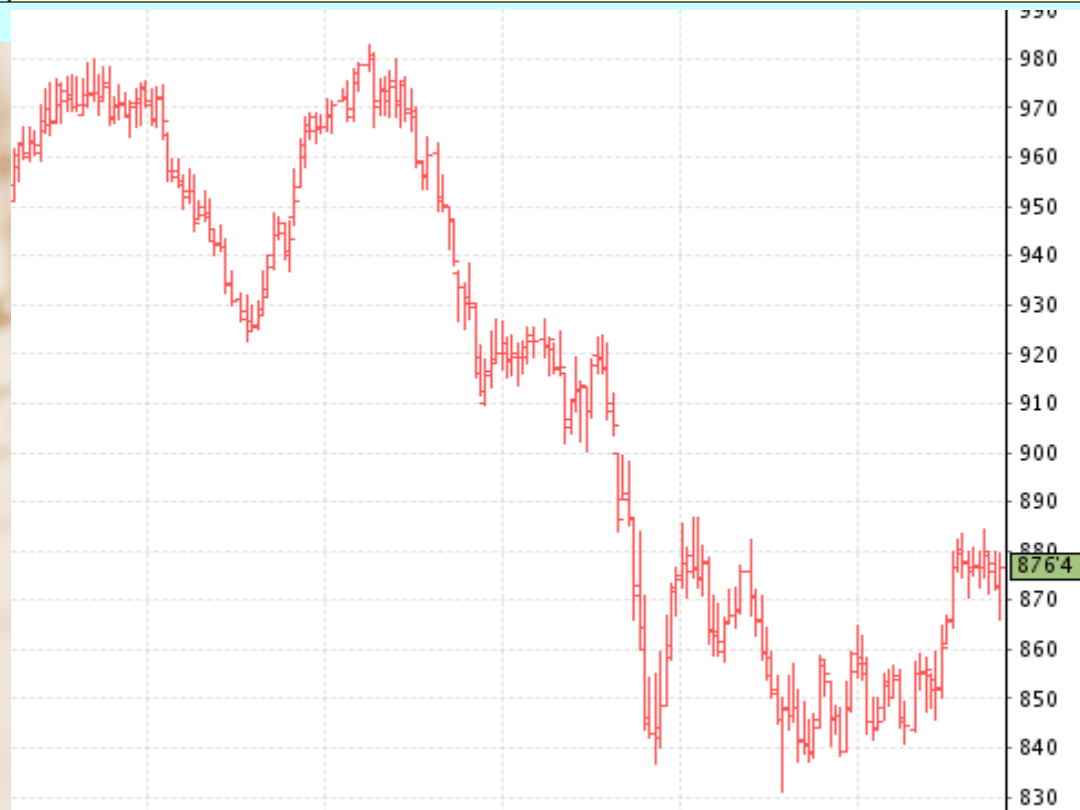
Chicago December Corn Futures, 2000-2018 average



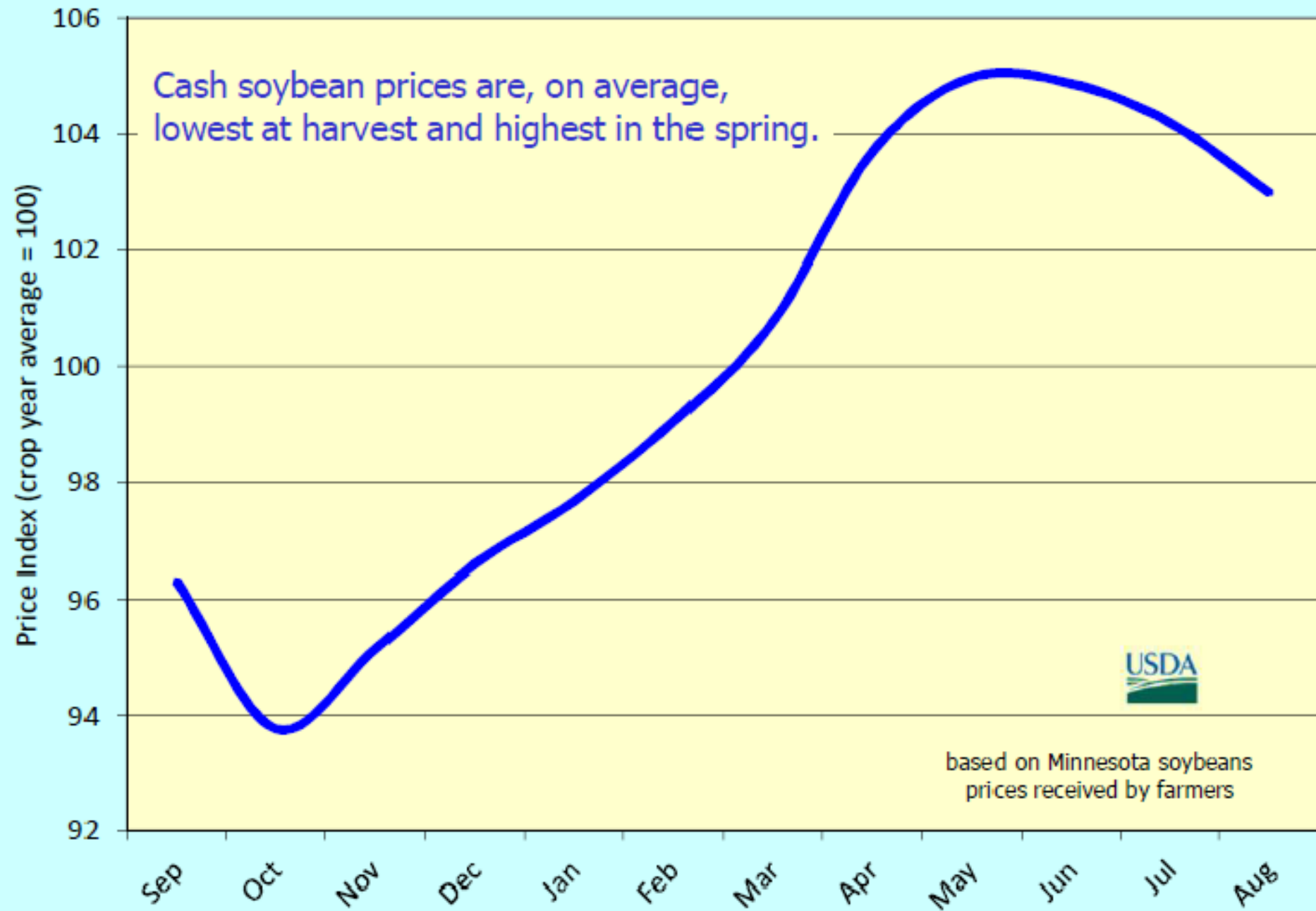
Index of Iowa Corn Prices, 1990-2014 Crop Years



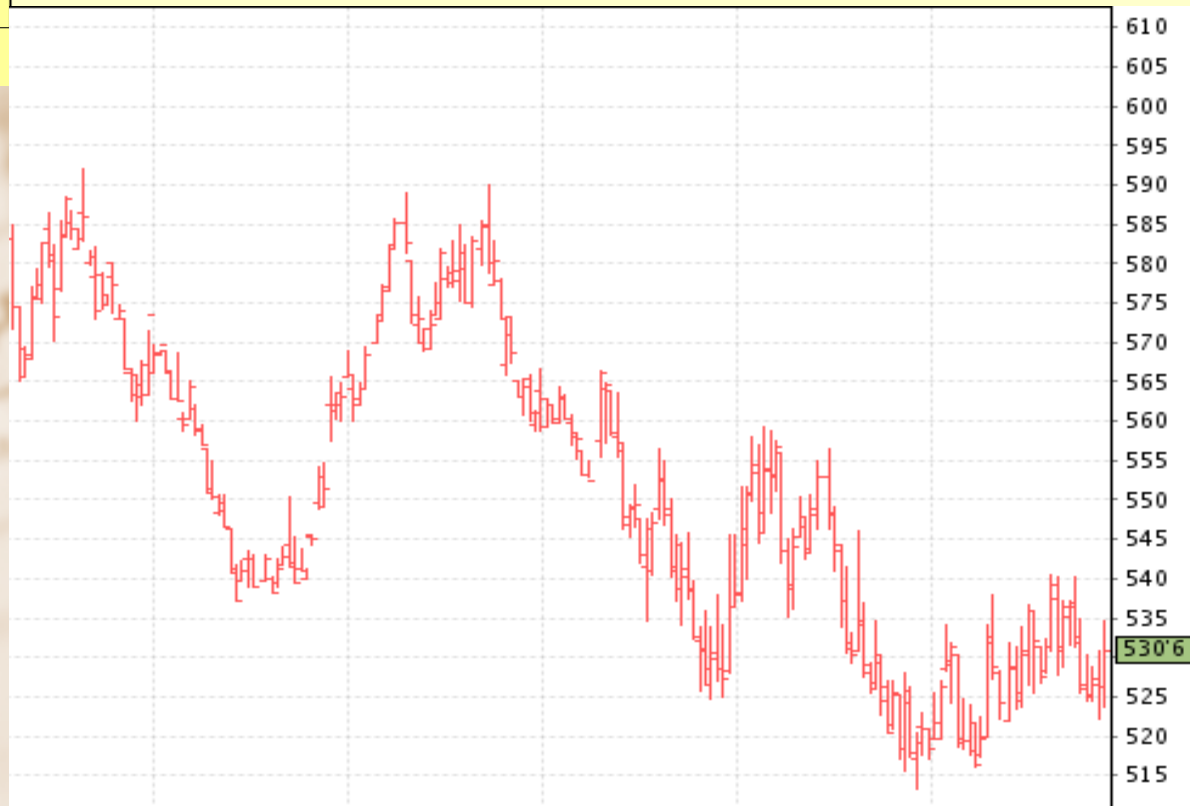
Chicago November Soybean Futures, 2000-2018



Index of Minnesota Soybean Prices, 1990-2014 Crop Years

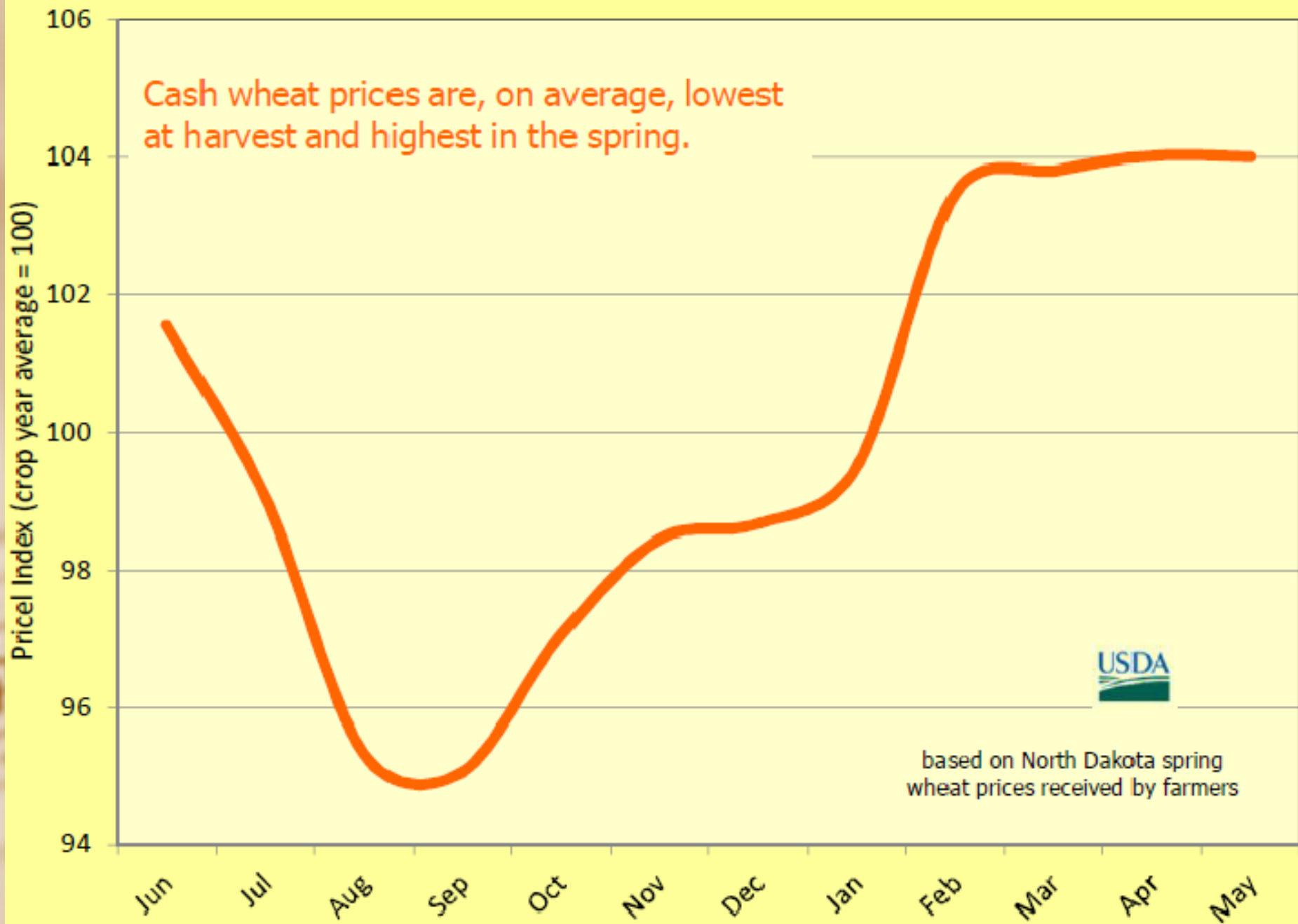


September MGEX Spring Wheat Futures, 2000-2018



Index of North Dakota Spring Wheat Prices, 1990-2014 Crop Years

Cash wheat prices are, on average, lowest at harvest and highest in the spring.



based on North Dakota spring wheat prices received by farmers

ELECTRONIC CRUDE OIL (QCLN20)



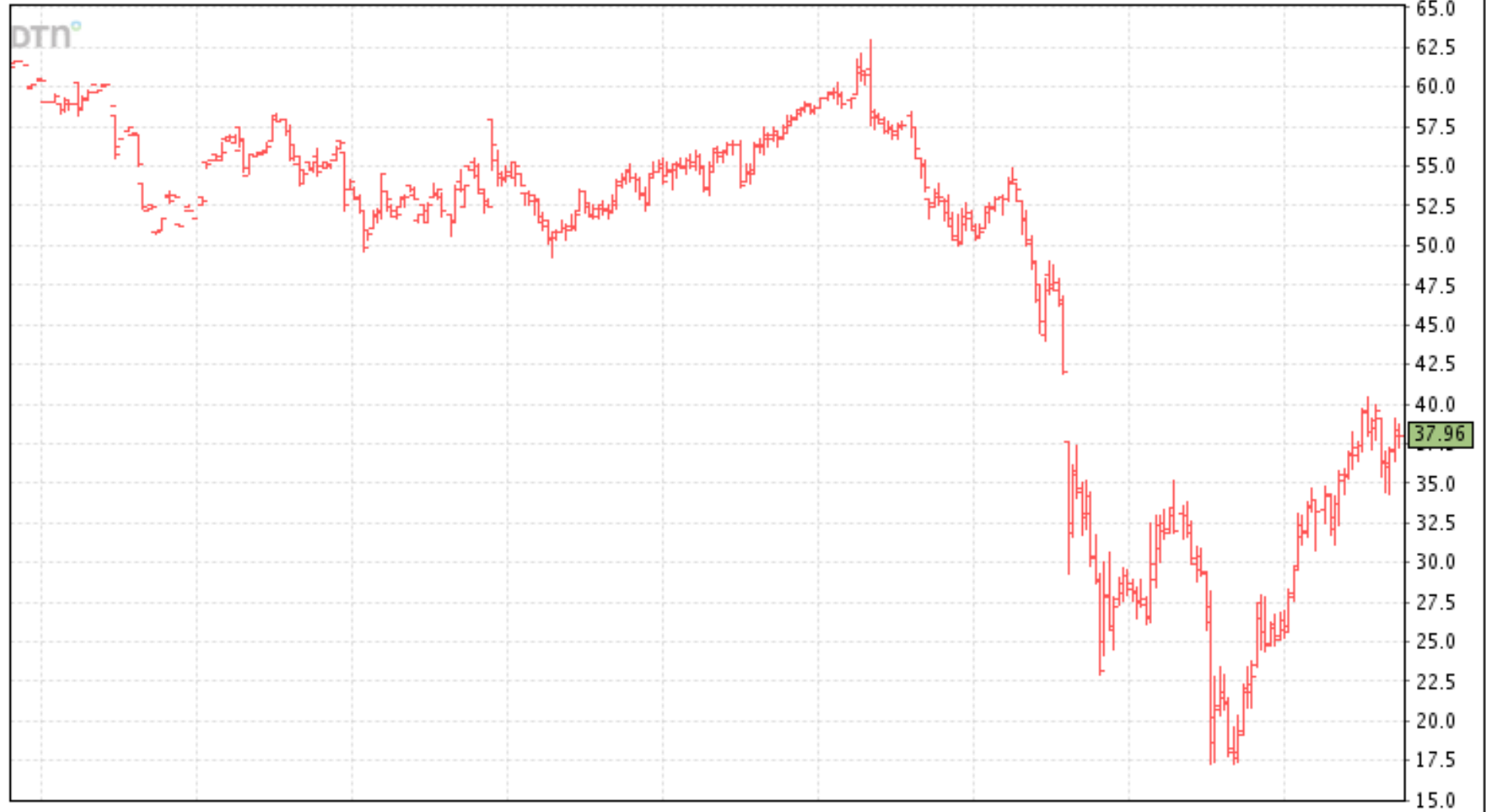
Symbol:

[Symbol Search](#) | [Symbol Lookup](#)

[Historical Chart](#) | [Chart](#) | [Futures Chain](#) | [Spread Matrix](#)

Last: 38.59 | Chg: 0.63 | %Chg: 1.66 | Open: 37.74 | High: 38.86 | Low: 37.11

Current Month:



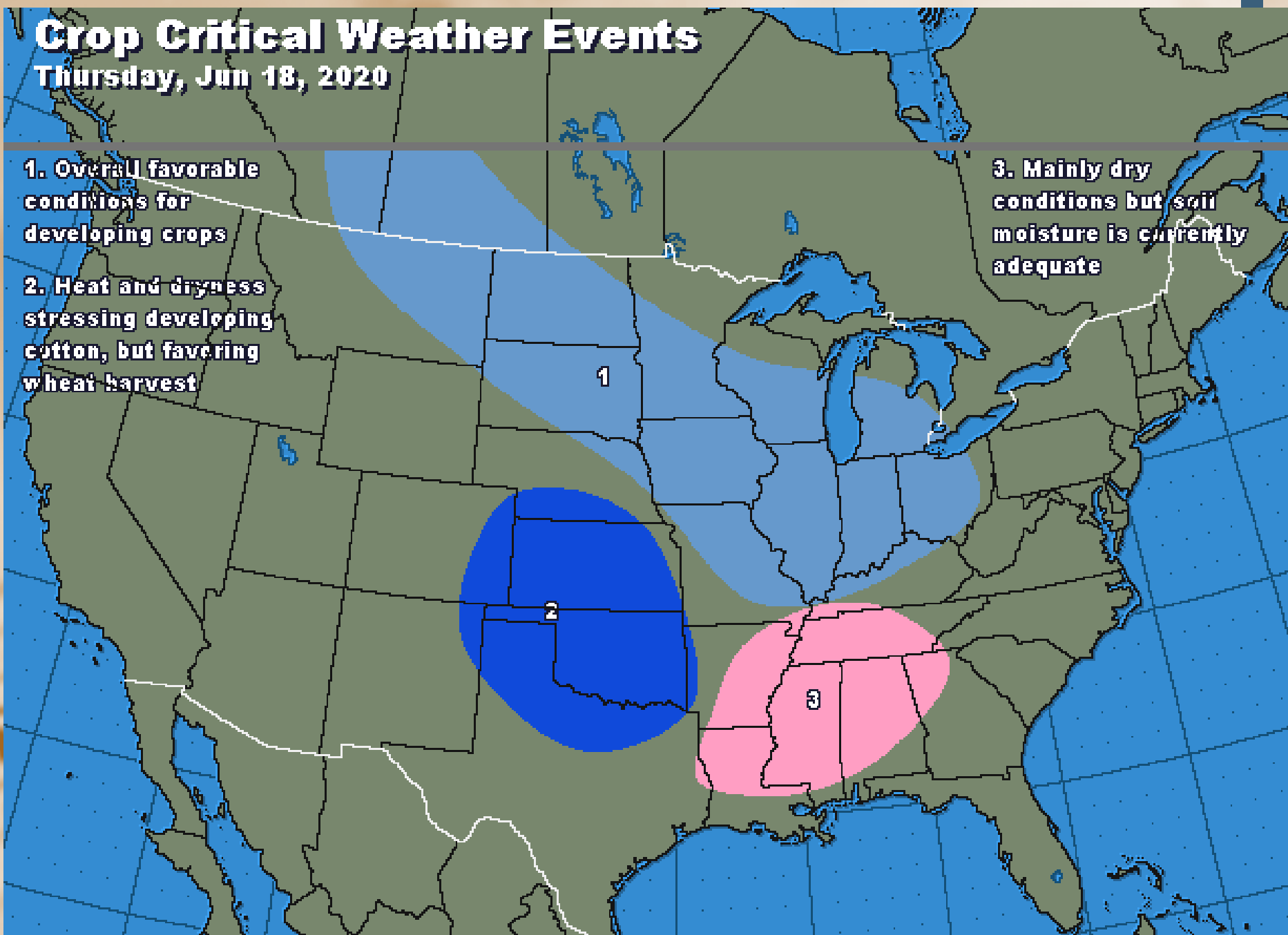
Crop Critical Weather Events

Thursday, Jun 18, 2020

1. Overall favorable conditions for developing crops

2. Heat and dryness stressing developing cotton, but favoring wheat harvest

3. Mainly dry conditions but soil moisture is currently adequate

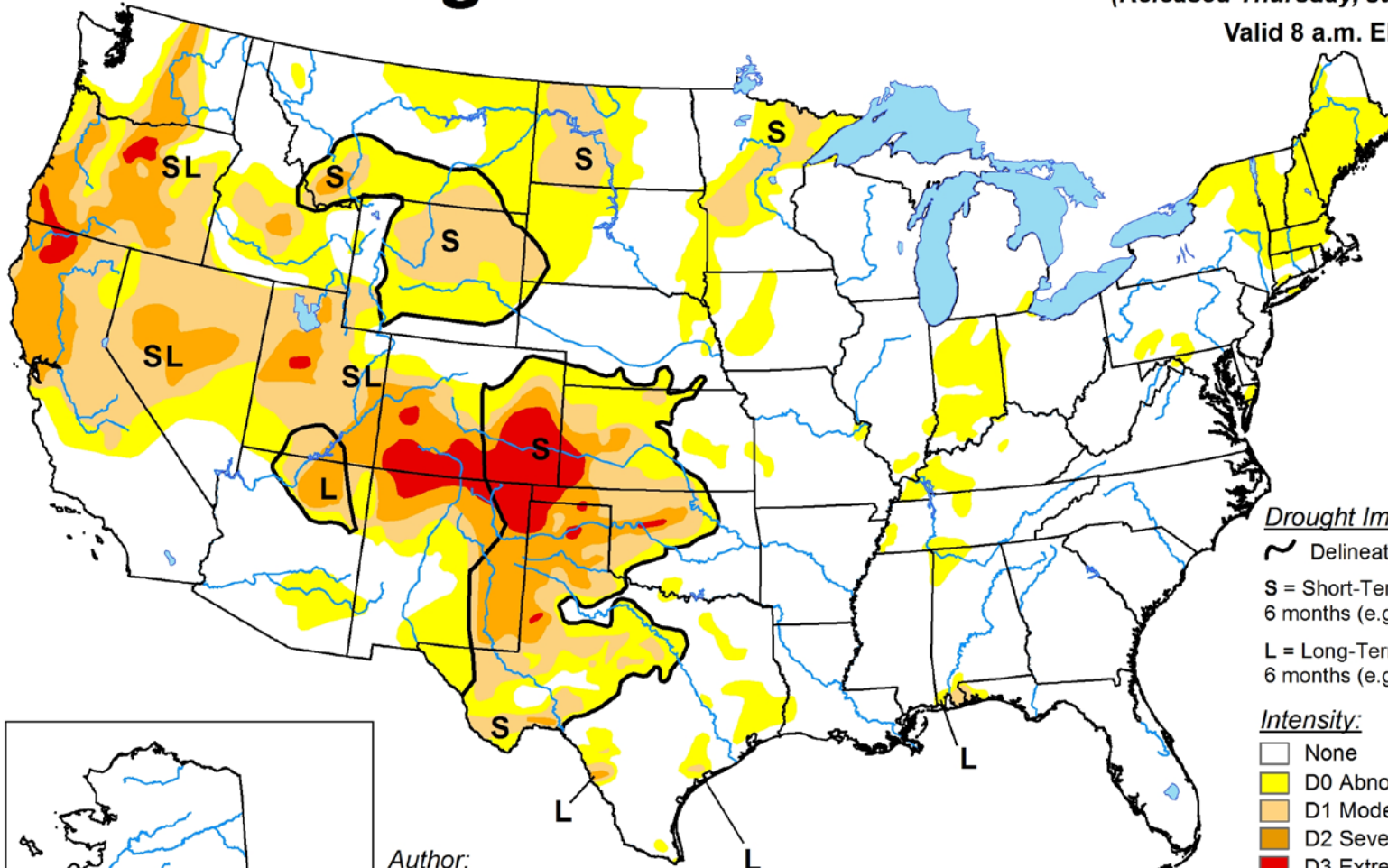


U.S. Drought Monitor

June 16, 2020

(Released Thursday, Jun. 18, 2020)

Valid 8 a.m. EDT



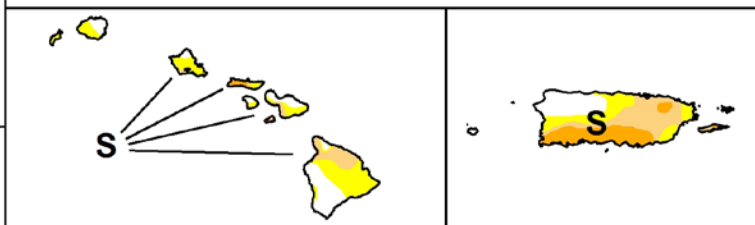
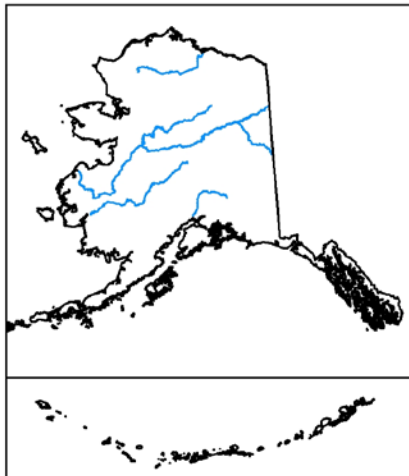
Drought Impact Types:

- ~ Delineates dominant impacts
- S = Short-Term, typically less than 6 months (e.g. agriculture, grasslands)
- L = Long-Term, typically greater than 6 months (e.g. hydrology, ecology)

Intensity:

- None
- D0 Abnormally Dry
- D1 Moderate Drought
- D2 Severe Drought
- D3 Extreme Drought
- D4 Exceptional Drought

Author:
Richard Tinker
CPC/NOAA/NWS/NCEP



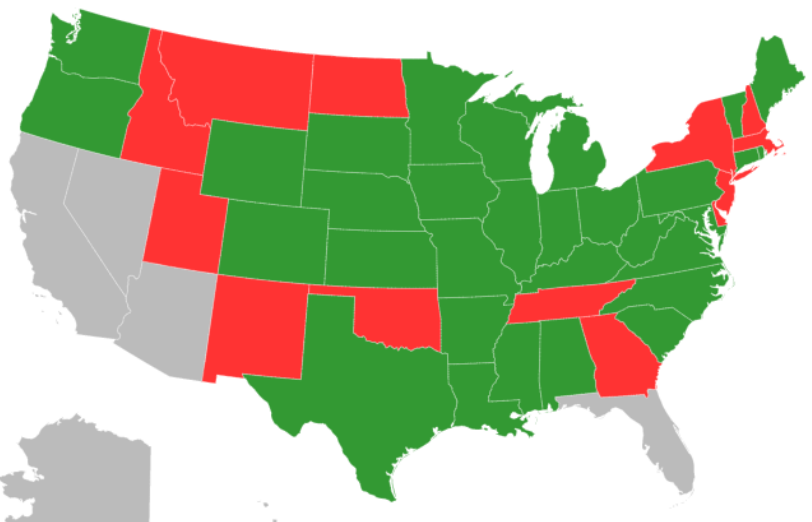
The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. For more information on the Drought Monitor, go to <https://droughtmonitor.unl.edu/About.aspx>



droughtmonitor.unl.edu

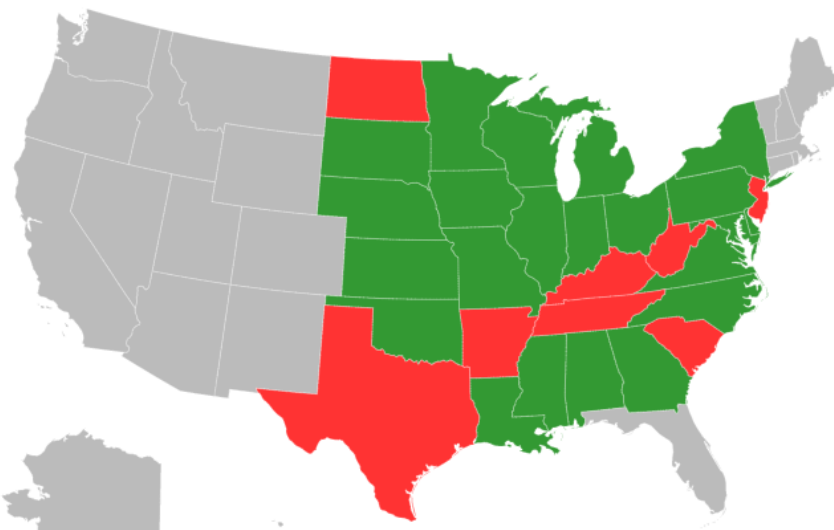
2020 CORN PLANTING-PROGRESS

U.S. THIS YEAR: 97%



2020 SOYBEAN PLANTING-PROGRESS

U.S. THIS YEAR: 93%



North Dakota Soybean/Wheat Progress

As of Week ending June 14th, 2020, Soybean planting was 90% versus 98% typical and emergence was at 59% versus 81% typical Spring wheat is 100% planted or switched acres, Emerged 93% versus 98%, jointed 29% versus 53%

Cash Prices for Old Crop and New Crop-Marketing Impact Factors

- Seasonally Grain rally in June-Weather Premium, Blohm says \$.15 rally for every 100,000 contracts of corn and they are holding around 300,000 contracts. Suggests being aggressive on a weather rally.
- Wheat-June is typical strong pricing timing, Drought Stress ND, Yields in Winter Wheat versus Spring Wheat planting, need to watch this summer, Decreasing US stocks but increase world stocks, Good Kansas harvest progress, OK to low protein, good test weight and variable yields.
- Corn-Debate on PP for Corn versus plant Soybeans-July Report will be watched closely, Weather Rally, Ending Stocks is large, Leave upside open, put orders in for rallies of \$.10-\$.15, Ethanol usage will be followed closely, increasing but still not to expected levels.

Cash Prices for Old Crop and New Crop-Marketing Impact Factors

- Soybeans-Likely most upside potential based on acres and current projections (tight ending stocks, ND issues/acres (1.7 mill acres), decrease of 2-3 bushels makes it very tight depending on usage)
- Look to reward rallies, Funds are near record of 2008 in short position. Soybeans at \$8.00, market shows a potential for \$0.30 more-New Crop Basis
- Election and China debate will be watched going forward
- PROFARMER-Summer rallies in November soybeans have occurred 90% of the time since 1980 and prices just confirmed an upside breakout to start June, The median date that rallies started has been June 25, but some began in early June to as late as early August in the past 40 seasons. The average gain in the 36 years was \$1.23. In 2019, the summer price rally was 58¢.
- BILL GARY-Although the market will start to focus more on weather, we still have China trade, Covid19, civil unrest, and an unstable meat demand sector
- 2020 Corn Bean Ratio: $8.770/3.424 = 2.561$ to 1 (Favors Beans-bean futures are down from two weeks ago (+\$0.07 beans and +\$.00 on corn))

US Soybean Statistics

US Soybean Supply/Demand
Million Acres and Bushels

	18-19		19-20		20-21	
	USDA	USDA	CIS Est	USDA	CIS Est	USDA
Plted acres	89.2	78.1	78.1	83.5	84.5	
% hvstd	98.2	98.6	98.6	99.1	98.3	
Hvstd acres	87.6	75.0	75.0	82.8	83	
Yield	50.6	47.4	47.4	49.8	50.0	
Beg stocks	438	909	909	585 ¹¹	554	
Production	4,428	3,552	3,555	4,125	4,150	
Imports	14	15	20	15	25	
Total supply	4,880	4,476	4,484	4,725	4,729	
Crush	2,092	2,140 ¹¹	2,130 ¹¹	2,145 ¹²	2,120	
Seed/Res	131	101	125	135	140	
Exports	1,748	1,650 ¹²	1,675 ¹²	2,050	2,100 ¹¹	
Total Usage	3,971	3,891 ¹³	3,930 ¹³	4,330	4,360	
End Stocks	909	585 ¹³	554 ¹³	395 ¹³	369 ¹²	
Stocks/Use	22.9%	15%	14.1%	9.3%	8.1%	

Note: Totals may not add up due to rounding

US Wheat Statistics

US Wheat Supply/Demand
Million Acres and Bushels

	18-19		19-20		20-21	
	USDA	USDA	CIS Est	USDA	CIS Est	USDA
Plted acres	47.8	45.2	44.8	44.7	45.0	
% hvstd	82.8	82.3	83.0	84.3%	82.6	
Hvstd acres	39.6	37.2	37.2	37.7	37.2	
Yield	47.6	51.7	51.7	49.8 ¹¹	50.0	
Beg stocks	1,099	1,080	1,080	983	1,018	
Production	1,885	1,920	1,923	1,877 ¹²	1,858	
Imports	135	105	105	140	120	
Total supply	3,119	3,105	3,108	3,000 ¹³	2,996	
Food/seed	1,014	1,022	1,020	1,025	1,010	
Feed/Res	90	135	120	100	50	
Exports	936	965 ¹¹	950	950	1,000	
Total Usage	2,039	2,127	2,090	2,075	2,060	
End Stocks	1,080	983	1,018	925 ¹⁴	936	
Stocks/Use	53.0%	46%	48.7%	44.5%	45.4%	

Note: Totals may not add up due to rounding.

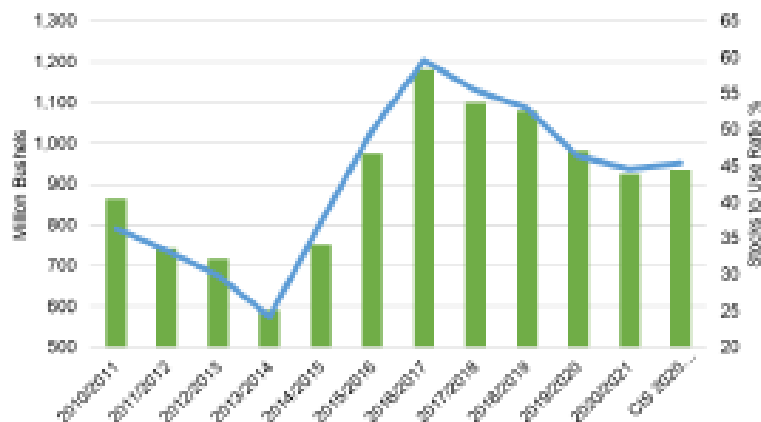
US Corn Statistics

US Corn Supply/Demand
Million Acres and Bushels

	18-19		19-20		20-21	
	USDA	USDA	CIS Est	USDA	CIS Est	USDA
Plted acres	88.9	89.7	90.0	97	94.5 ¹¹	
% hvstd	91.5	90.9	90.0	92.3	91.0	
Hvstd acres	81.3	81.3 ¹¹	81.0	89.6	86 ¹²	
Yield	176.4	167.4 ¹²	167.4 ¹¹	178.5	175.0	
Beg stocks	2,140	2,221	2,221	2,103 ¹¹	2,289 ¹³	
Production	14,341	13,617	13,559	15,995	15,050	
Imports	28	45	50	25	40	
Total supply	16,509	15,883	15,830	18,123	17,379	
Feed/res	5,432	5,700	5,700	6,050	5,700	
Food/seed	1,415	1,405	1,440	1,400	1,450	
Ethanol	5,378	4,900 ¹³	4,650 ¹²	5,200	5,200 ¹⁴	
Exports	2,065	1,775	1,800 ¹³	2,150	2,100 ¹³	
Total Usage	14,288	13,780	13,590	14,800	14,450	
End Stocks	2,221	2,103 ¹⁴	2,240 ¹⁴	3,323 ¹²	2,929 ¹⁴	
Stocks/Use	15.5%	15.2%	16.8%	22.4%	20.2%	



US Wheat Carryout



US Corn Carryout



National Marketing Year Price Update for PLC/ARC

- **ARC, PLC, and ARC IC for 2019 should have payments in Oct 20**
- Corn at \$3.60 below PLC Reference of \$3.70, Payment estimate \$0.10 per PLC bushel*.85
- *Soybeans at \$8.50 above PLC Reference of \$8.40*
- Wheat at 4.60 below PLC reference price of \$5.50. Payment estimate \$0.90 (May 12th was last update) per PLC bushel *.85
- Based on those prices PLC would give a payment for Corn and Wheat. Max ARC-Co Wheat likely
- Wheat has till May 31 for marketing year to end and corn has till August 31 for that marketing year to end.
- ARC-CO Estimates as of May 12th update:
- Clay-Corn=None, Soybean=\$18, Wheat=\$32
- Norman-Corn=None, Soybean=\$21, Wheat=\$35
- Wilkin-Corn=None, Soybean=None, Wheat=\$31

LOCAL CASH GRAIN PRICES

Northland College-<http://www.northlandfbm-moorhead.com/>

Ron Dvergsten 218-686-5448 / Josh Tjosaas 299-5863-Instructors

	6/18/2020 1:34 p.m.			6/15/2020 12:23 p.m.			6/8/2020 9:19 a.m.			6/1/2020 8:53 a.m.		
	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop
WHEAT:	July 20- June Del	July 20-July Del	Sept 20-Aug Del	July 20- June Del	July 20-July Del	Sept 20- Aug Del	July 20-June Del	July 20-July Del	Sept 20-Aug Del	July 20-June Del	July 20-July Del	Sept 20-Aug Del
Georgetown	4.89	4.89		4.79	4.79		4.69	4.69				
Maple River	4.69	4.69	4.65	4.59	4.59	4.56	4.57	4.57	4.54	4.63	4.63	4.52
Protein	+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5	
GFE	-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5	
Basis: Gtwn	-0.35	-0.35		-0.35	-0.35		-0.50	-0.50				
Breck	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.65
Felton	-0.37	-0.37	-0.27	-0.37	-0.37	-0.27	-0.37	-0.37	-0.27	-0.52	-0.52	-0.47
MRG	-0.55	-0.55	-0.70	-0.55	-0.55	-0.70	-0.62	-0.62	-0.77	-0.62	-0.62	-0.77
SOYBEANS:	July 20- June Del	July 20-July Del	Nov 20-Oct Del	July 20- June Del	July 20-July Del	Nov 20-Oct Del	July 20-June Del	July 20-July Del	Nov 20-Oct Del	July 20-June Del	July 20-July Del	Nov 20-Oct Del
Georgetown	7.85	7.85		7.83	7.83		7.77	7.77				
Maple River	7.86	7.86	7.99	7.81	7.81	7.98	7.80	7.80	7.92	7.57	7.57	7.68
Basis: Gtwn	-0.88	-0.88		-0.85	-0.85		-0.90	-0.90				
Breck	-0.65	-0.65	-0.65	-0.65	-0.65	-0.70	-0.65	-0.65	-0.70	-0.70	-0.70	-0.75
Felton	-0.82	-0.82	-0.67	-0.87	-0.87	-0.72	-0.87	-0.87	-0.72	-0.97	-0.97	-0.82
MRG	-0.87	-0.87	-0.77	-0.87	-0.87	-0.77	-0.87	-0.87	-0.87	-0.87	-0.87	-0.87
CORN:	July 20- June Del	July 20-July Del	Dec 20-Dec Del	July 20- June Del	July 20-July Del	Dec 20-Dec Del	July 20-June Del	July 20-July Del	Dec 20-Dec Del	July 20-June Del	July 20-July Del	Dec 20-Dec Del
Georgetown	2.81	2.81		2.79	2.79		2.74	2.74				
Cargill	3.01	3.01	3.13	2.89	2.99	3.06	2.94	2.99	3.13	2.83	2.88	2.99
Basis-Gtwn	-0.50	-0.50		-0.50	-0.50		-0.60	-0.60				
Cargill	-0.30	-0.30	-0.30	-0.40	-0.30	-0.35	-0.40	-0.35	-0.35	-0.50	-0.45	-0.37
Felton	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.77
MRG	-0.47	-0.47	-0.52	-0.47	-0.47	-0.52	-0.47	-0.47	-0.52	-0.52	-0.52	-0.52

Loan Rates

	2020	2020	2020
Crop	Clay	Norman	Wilkin
Wheat	3.96	3.95	3.97
Corn	2.05	2.02	2.03
Soybeans	5.96	5.92	5.98

Commodity Int. Rate: 1.125% June 1, 2020 Farm Storage Loans

Annual Interest Rate	Length of Loan Term	Annual Interest Rate	Length of Loan Term
0.250%	3 years	0.625%	10 years
0.375%	5 years	0.750%	12 years
0.500%	7 years		

Basis for Old Crop and New Crop

- New Crop Basis for Corn and Soybeans are relatively very good historically given the past several year. Consider looking for unable to store amounts of soybeans and even corn.

2019 and 2020 Crop Targets

- 19 Corn-July Futures 2020-\$3.80-\$4.00
- 20 Corn Dec Futures 2020-\$4.00-4.10 Start-Cash \$3.50-Cash Flow plan, Possibly start at \$3.00 cash (MFP#3?)
- 19 Soybeans Corn-July Futures 2020-\$9.40-9.50
- 20 Soybeans Dec Futures 2020-\$9.60 Start-Cash \$8.75 Cash Flow plan, Possibly start at \$8.00 cash (MFP#3?), lock current new crop basis?????
- 19 Spring Wheat-July Futures 2020-\$5.50-\$5.70
- 20 Spring Wheat Sept Futures 2020-\$5.75-5.80-Cash \$5.25 Cash Flow Plan
- 20 Spring Wheat Dec Futures 2020-\$5.95-6.00 , Start around \$5.50 Dec
- Dec Wheat at \$5.454 on 6/18-If get -\$0.10 basis, \$5.35 cash if better than the cash flow at \$5.25-something to consider

Current Efforts for resilience:



Rural Mental Health Specialists

* Supported in partnership with the
Minnesota Department of Ag and
Centers of Excellence



Ted Matthews

tedmatthews317@gmail.com

Cell Phone: 320-266-2390

**Monica McConkey-new*

monicamarielm@yahoo.com

Phone: 218-280-7785

ELEC. CORN (@C) [10]					ELEC. SOYBEANS (@S) [10]					ELEC. WHEAT (@W) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Jul-20	331'0s	0'6	333'6	328'6	Jul-20	873'0s	1'6	876'4	870'0	Jul-20	483'4s	-5'2	492'0	480'4
Sep-20	335'4s	0'4	338'4	333'2	Aug-20	872'4s	0'6	876'2	870'6	Sep-20	488'6s	-5'2	497'0	485'6
Dec-20	342'6s	0'0	346'4	341'0	Sep-20	871'0s	0'0	874'6	869'6	Dec-20	498'0s	-5'0	506'0	495'0
Mar-21	354'0s	0'2	357'2	352'0	Nov-20	876'0s	-0'4	880'2	875'0	Mar-21	507'4s	-5'0	515'4	505'0
May-21	361'0s	1'0	363'4	358'4	Jan-21	879'2s	-0'4	883'2	878'2	May-21	513'0s	-4'6	521'0	511'2
Jul-21	366'0s	1'0	368'2	363'4	Mar-21	875'0s	-1'2	879'4	873'6	Jul-21	514'6s	-5'0	523'0	513'0
Sep-21	365'4s	0'4	368'0	363'0	May-21	874'4s	-2'0	879'0	873'2	Sep-21	521'4s	-4'6	529'4	521'0
Dec-21	372'4s	0'6	374'6	370'2	Jul-21	882'2s	-1'4	886'4	878'6	Dec-21	532'2s	-4'2	537'6	532'2
ELECTRONIC OATS (@O) [10]					ELECTRONIC SOYBEAN MEAL (@SM) [10]					ELECTRONIC SOYBEAN OIL (@BO) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Jul-20	306'0s	1'0	307'6	301'4	Jul-20	288.8s	1.0	290.8	287.3	Jul-20	28.06s	-0.04	28.20	27.81
Sep-20	285'6s	2'2	287'4	283'6	Aug-20	290.6s	0.9	292.5	289.4	Aug-20	28.25s	-0.03	28.38	28.01
Dec-20	280'2s	3'0	282'0	276'6	Sep-20	291.4s	0.4	293.4	290.8	Sep-20	28.40s	-0.03	28.52	28.16
Mar-21	283'2s	2'0	---	---	Oct-20	292.5s	0.3	294.5	291.9	Oct-20	28.55s	-0.03	28.67	28.33
May-21	284'0s	0'6	---	---	Dec-20	295.2s	0.3	297.0	294.5	Dec-20	28.87s	-0.04	29.00	28.65
Jul-21	284'0s	0'6	---	---	Jan-21	295.9s	0.3	297.8	295.3	Jan-21	29.12s	-0.03	29.23	28.90
Sep-21	283'6s	0'6	---	---	Mar-21	295.3s	0.3	297.1	294.7	Mar-21	29.28s	-0.03	29.40	29.10
Dec-21	269'0s	0'6	---	---	May-21	294.4s	0.0	296.6	293.8	May-21	29.42s	-0.04	29.54	29.22
ELECTRONIC ROUGH RICE (@RR) [10]					ELEC. HRS WHEAT (@KW) [10]					ELEC. HRS WHEAT (@MW) [10]				
Month	Last	Chg	High	Low	Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Jul-20	14.040s	-0.505	14.630	13.960	Jul-20	428'4s	-4'0	438'0	428'2	Jul-20	523'6	3'4	527'4	520'0
Sep-20	12.075s	-0.025	12.170	12.020	Sep-20	436'6s	-4'2	446'4	436'4	Sep-20	534'4	3'6	538'0	530'0
Nov-20	11.885s	-0.025	11.940	11.850	Dec-20	450'4s	-3'6	459'4	450'2	Dec-20	545'6	4'0	549'0	541'4
Jan-21	12.040s	-0.025	---	---	Mar-21	464'2s	-3'2	472'2	463'6	Mar-21	557'6	4'6	560'2	553'4
Mar-21	12.190s	-0.025	---	---	May-21	472'0s	-3'4	479'6	472'0	May-21	563'4	2'6	567'6	563'4
May-21	12.190s	-0.025	---	---						Jul-21	575'0	9'0	575'0	563'0
Jul-21	12.190s	-0.025	---	---	ELECTRONIC CANOLA (@RS) [10]					ELECTRONIC MILLING WHEAT (@WA) [0]				
ELECTRONIC BARLEY (@BW) [0]					Month	Last	Chg	High	Low	Month	Last	Chg	High	Low
Month	Last	Chg	High	Low	Jul-20	472.7	-0.6	474.5	472.0					
					Nov-20	475.6	0.7	477.3	474.4					
					Jan-21	481.4	0.7	483.1	480.1					
					Mar-21	486.8	0.7	487.9	484.6					
					May-21	492.0	1.0	492.1	489.1					
					ELECTRONIC DURUM WHEAT (@DW) [0]									
					Month	Last	Chg	High	Low					

Quotes generated on: Thu, Jun 18, 2020 1:32 PM CDT *Quotes are in market time

LOCAL CASH GRAIN PRICES

Northland College-<http://www.northlandfbm-moorhead.com/>

Ron Dvergsten 218-686-5448 / Josh Tjosaas 299-5863-Instructors

	6/18/2020 1:34 p.m.			6/15/2020 12:23 p.m.			6/8/2020 9:19 a.m.			6/1/2020 8:53 a.m.		
	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop	2019 Crop	2019 Crop	2020 Crop
<u>WHEAT:</u>	July 20- June Del	July 20-July Del	Sept 20-Aug Del	July 20- June Del	July 20-July Del	Sept 20- Aug Del	July 20-June Del	July 20-July Del	Sept 20-Aug Del	July 20-June Del	July 20-July Del	Sept 20-Aug Del
Georgetown	4.89	4.89		4.79	4.79		4.69	4.69				
Maple River	4.69	4.69	4.65	4.59	4.59	4.56	4.57	4.57	4.54	4.63	4.63	4.52
Protein	+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5		+.03*1/5	+.03*1/5	
GFE	-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5		-.06*1/5	-.06*1/5	
Basis:Gtwn	-0.35	-0.35		-0.35	-0.35		-0.50	-0.50				
Breck	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.60	-0.65
Felton	-0.37	-0.37	-0.27	-0.37	-0.37	-0.27	-0.37	-0.37	-0.27	-0.52	-0.52	-0.47
MRG	-0.55	-0.55	-0.70	-0.55	-0.55	-0.70	-0.62	-0.62	-0.77	-0.62	-0.62	-0.77
<u>SOYBEANS:</u>	July 20- June Del	July 20-July Del	Nov 20-Oct Del	July 20- June Del	July 20-July Del	Nov 20-Oct Del	July 20-June Del	July 20-July Del	Nov 20-Oct Del	July 20-June Del	July 20-July Del	Nov 20-Oct Del
Georgetown	7.85	7.85		7.83	7.83		7.77	7.77				
Maple River	7.86	7.86	7.99	7.81	7.81	7.98	7.80	7.80	7.92	7.57	7.57	7.68
Basis: Gtwn	-0.88	-0.88		-0.85	-0.85		-0.90	-0.90				
Breck	-0.65	-0.65	-0.65	-0.65	-0.65	-0.70	-0.65	-0.65	-0.70	-0.70	-0.70	-0.75
Felton	-0.82	-0.82	-0.67	-0.87	-0.87	-0.72	-0.87	-0.87	-0.72	-0.97	-0.97	-0.82
MRG	-0.87	-0.87	-0.77	-0.87	-0.87	-0.77	-0.87	-0.87	-0.87	-0.87	-0.87	-0.87
<u>CORN:</u>	July 20- June Del	July 20-July Del	Dec 20-Dec Del	July 20- June Del	July 20-July Del	Dec 20-Dec Del	July 20-June Del	July 20-July Del	Dec 20-Dec Del	July 20-June Del	July 20-July Del	Dec 20-Dec Del
Georgetown	2.81	2.81		2.79	2.79		2.74	2.74				
Cargill	3.01	3.01	3.13	2.89	2.99	3.06	2.94	2.99	3.13	2.83	2.88	2.99
Basis-Gtwn	-0.50	-0.50		-0.50	-0.50		-0.60	-0.60				
Cargill	-0.30	-0.30	-0.30	-0.40	-0.30	-0.35	-0.40	-0.35	-0.35	-0.50	-0.45	-0.37
Felton	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.62	-0.77
MRG	-0.47	-0.47	-0.52	-0.47	-0.47	-0.52	-0.47	-0.47	-0.52	-0.52	-0.52	-0.52

Loan Rates

	2020	2020	2020
Crop	Clay	Norman	Wilkin
Wheat	3.96	3.95	3.97
Corn	2.05	2.02	2.03
Soybeans	5.96	5.92	5.98

Commodity Int. Rate: 1.125% June 1, 2020 Farm Storage Loans

<u>Annual Interest Rate</u>	<u>Length of Loan Term</u>	<u>Annual Interest Rate</u>	<u>Length of Loan Term</u>
0.250%	3 years	0.625%	10 years
0.375%	5 years	0.750%	12 years
0.500%	7 years		

- Check Elevators

	5/20/20	5/26/20	6/11/20	6/23/20	6/28/20	6/18/20
Old Corn-Ag Valley	-53	-53	-53	-49	-49	-49
Old Corn-Felton	-62	-62	-62	-62	-62	-62
Old Corn-Cargill	-55	-55	-50	-	-41	-30
Old Corn-Georgetown	-65	-65	-	-40	-60	-30
Old Corn-Tharaldson	-40	-40	-35	-35	-35	-35
Old Corn-CW Valley	-59	-59	-59	-50	-52	-46
Old Corn-HEC	-62	-62	-50	-52	-52	-52
Old Corn-Maple River	-52	-52	-52	-47	-47	-47
Old Soybean-Ag Valley	-85	-85	-84	-79	-79	-69
Old Soybean-Felton	-97	-97	-97	-97	-87	-82
Old Soybean-Minn Kota	-70	-76	-70	-70	-65	-65
Old Soybean-Georgetown	-97	-97	-	-90	-90	-88
Old Soybean-CW Valley	-83	-83	-80	-78	-78	-70
Old Soybean-HEC	-97	-97	-92	-87	-87	-87
Old Soybean-Maple River	-97	-97	-87	-87	-87	-87
Old S.W.-Ag Valley	-43	-43	-43	-42	-42	-39
Old S.W.-Felton	-52	-52	-52	-52	-37	-37
Old S.W.-Minn Kota	-60	-60	-60	-60	-60	-60
Old S.W.-Georgetown	-40	-40	-	-50	-50	-35
Old S.W.-CW Valley	-55	-55	-55	-55	-55	-45
Old S.W.-HEC	-57	-57	-57	-57	-57	-52
Old S.W.-Maple River	-62	-62	-62	-62	-62	-55
New Corn-Ag Valley	-58	-58	-58	-50	-50	-50
New Corn-Felton	-77	-77	-77	-77	-62	-62
New Corn-Cargill	-37	-37	-37	-	-35	-30
New Corn-Georgetown	-	-	-	-	-	-
New Corn-Tharaldson	-35	-35	-35	-35	-35	-30
New Corn-CW Valley	-62	-62	-60	-60	-60	-49
New Corn-HEC	-62	-62	-62	-62	-57	-57
New Corn-Maple River	-52	-52	-52	-52	-52	-52
New Soybean-Ag Valley	-81	-81	-79	-79	-79	-69
New Soybean-Felton	-82	-82	-82	-82	-72	-67
New Soybean-Minn Kota	-75	-75	-75	-75	-70	-65
New Soybean-Georgetown	-	-	-	-	-	-
New Soybean-CW Valley	-90	-90	-90	-90	-90	-70
New Soybean-HEC	-87	-87	-87	-87	-87	-77
New Soybean-Maple River	-87	-87	-87	-87	-87	-77
New Soybean-Ag Valley	-54	-54	-54	-53	-53	-49
New S.W.-Felton	-47	-47	-47	-47	-27	-27
New S.W.-Minn Kota	-65	-65	-65	-60	-60	-60
New S.W.-Georgetown	-	-	-	-	-	-
New S.W.-CW Valley	-60	-60	-60	-60	-60	-50
New S.W.-HEC	-67	-67	-67	-62	-62	-57
New S.W.-Maple River	-77	-77	-77	-77	-77	-70

Corn Quotes	5/26/2020	Spread		5/28/2020	Spread		6/1/2020	Spread		6/3/2020	Spread
Dec-20	3.344		Dec-20	3.34		Dec-20	3.36		Dec-20	3.374	
Mar-21	3.472	0.128	Mar-21	3.46	0.12	Mar-21	3.476	0.116	Mar-21	3.502	0.128
May-21	3.544	0.2	May-21	3.53	0.19	May-21	3.544	0.184	May-21	3.57	0.196
Jul-21	3.596	0.252	Jul-21	3.58	0.24	Jul-21	3.6	0.24	Jul-21	3.624	0.25
	6/8/2020			6/15/2020			6/18/2020				
Dec-20	3.476	Spread	Dec-20	3.41	Spread	Dec-20	3.416	Spread	Dec-20		Spread
Mar-21	3.59	0.114	Mar-21	3.524	0.114	Mar-21	3.53	0.114	Mar-21		0
May-21	3.652	0.176	May-21	3.592	0.182	May-21	3.59	0.174	May-21		0
Jul-21	3.702	0.226	Jul-21	3.642	0.232	Jul-21	3.64	0.224	Jul-21		0
		Spread			Spread			Spread			Spread
Dec-20			Dec-20			Dec-20			Dec-20		
Mar-21		0	Mar-21		0	Mar-21		0	Mar-21		0
May-21		0	May-21		0	May-21		0	May-21		0
Jul-21		0	Jul-21		0	Jul-21		0	Jul-21		0
		Spread			Spread			Spread			Spread
Dec-20			Dec-20			Dec-20			Dec-20		
Mar-21		0	Mar-21		0	Mar-21		0	Mar-21		0
May-21		0	May-21		0	May-21		0	May-21		0
Jul-21		0	Jul-21		0	Jul-21		0	Jul-21		0
		Spread			Spread			Spread			Spread
Dec-20			Dec-20			Dec-20			Dec-20		
Mar-21		0	Mar-21		0	Mar-21		0	Mar-21		0
May-21		0	May-21		0	May-21		0	May-21		0
Jul-21		0	Jul-21		0	Jul-21		0	Jul-21		0
		Spread			Spread			Spread			Spread
Dec-20			Dec-20			Dec-20			Dec-20		
Mar-21		0	Mar-21		0	Mar-21		0	Mar-21		0
May-21		0	May-21		0	May-21		0	May-21		0
Jul-21		0	Jul-21		0	Jul-21		0	Jul-21		0
		Spread			Spread			Spread			Spread
Dec-20			Dec-20			Dec-20			Dec-20		
Mar-21		0	Mar-21		0	Mar-21		0	Mar-21		0
May-21		0	May-21		0	May-21		0	May-21		0
Jul-21		0	Jul-21		0	Jul-21		0	Jul-21		0

MARKETING NEWSLETTER COMPARISONS

Northland College–Josh Tjosaas and Ron Dvergstén, Instructors

6-18-2020	WHEAT	SOYBEANS	CORN	OTHER
Pro Farmer:	20: 30% sold for cash sellers and 30% sold for HTA Trend is steady.	19: 85% sold for cash sellers and for H's 85% sold. Trend is lower.	19: 60% sold for cash sellers and for H's 50% sold. 20: 0% Trend is lower.	Cattle: No Sales Trend is steady.
Money Farm:	19-60% HTA-\$5.48 20-25% Hedged	19-60% Sold-\$9.73 20-10% HTA	19: Price 60% HTA Dec 2019-\$4.09	Luke Swenson writes this daily newsletter.
Martinson Ag:	18-90% sold FF at \$6.065 Sept 19-30% sold FF at \$6.15 Sept 19	18-90% sold FF at \$9.87 19: 25% sold FF at \$9.04	18-95% sold at \$4.09 Dec 19-50% sold at \$4.21 Dec 19	Randy Martinson writes this daily newsletter.
Roach Ag:		Day 10 Sell Signal Thursday June 18th 2020		
Farm Futures:	19: Price 60% of 2019 production at an average Minneapolis futures price of \$5.51.	19: Price 20% of 2019 production at \$9.70 basis July 2020 futures or HTAs.	19: Price 20% of expected 2019 at \$4.48175. Price 10% at \$4.3125 July Futures or HTA 20: Price 10% of expected 2020 at 4.21 Dec 20	Bryce Knorr, <i>Farm Futures</i>
Usset, U of MN:	<u>Updated 4/24/2020</u> 20: No sales	<u>Updated 3/13/2020</u> 20: 20% sold at 9.80 Futures	<u>Updated 3/20/2020</u> 20: No sales	You can check out Ed Usset's website at http://www.cffm.umn.edu/GrainMarketing/MarketingPlans.aspx
Terms:	CBT-Chicago Board of Trade	OC–Old Crop	P–Put Option	FC–Forward Contract
	MGE-Minneapolis Grain Exchange	NC–New Crop	C–Call Option	H-Hedge
	KC–Kansas City Board of Trade	OTM–Out-of-the-Money	ATM–At-the-Money	F/O-Futures/Options
NEXT USDA CROP REPORT: WASDE July 10th, 2020 Bold: indicates change from last week.				

“The information provided by Northland Farm Business Management is for informational and comparison purposes only. It is not intended to be considered marketing or trading advice for your individual operation. The risk of loss in trading futures and/or options is substantial and each investor and/or trader must consider whether this is a suitable investment. By accepting this communication, you agree that you are capable of making independent trading decisions, and agree that you are not, and will not, rely solely on this communication in making trading decisions.”

2019 Base Line Prices for Wheat, Soybeans and Corn

Local price (forward contract) quoted at Barnesville, MN (Wheat & Soybeans) and Cargill (Wahpeton Corn Plant) for 2019 grain on the second Monday of each month. County Loan is the Minimum Price.

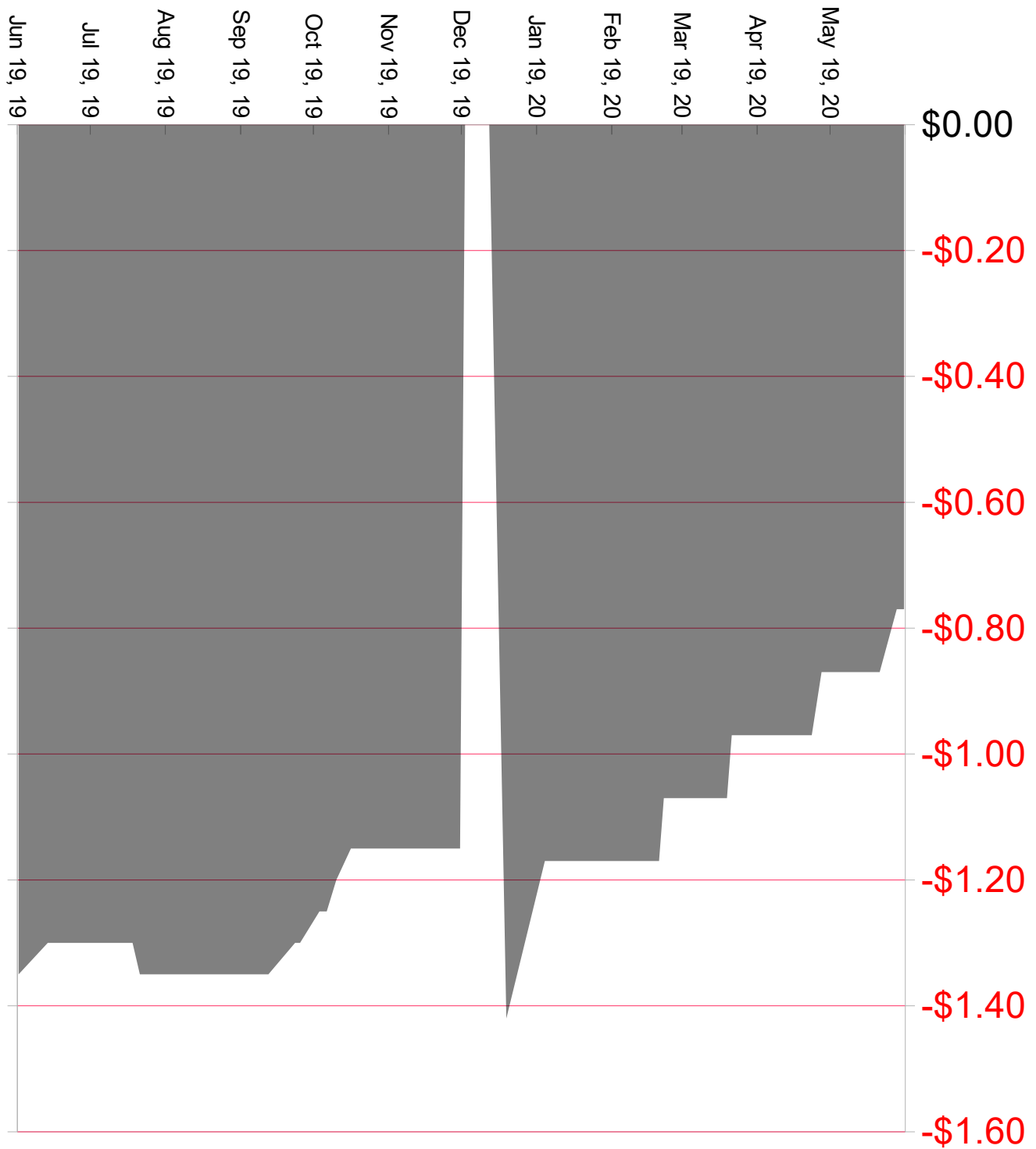
Month	Wheat	Basis	Soybeans	Basis	Corn	Basis
Jan 2019	5.28	-.60	8.28	-1.24	3.57	-.45
Feb	5.22	-.58	8.35	-1.23	3.56	-.43
Mar	5.06	-.50	8.04	-1.25	3.47	-.43
Apr	4.87	-.54	8.13	-1.23	3.51	-.40
May	4.67	-.56	7.01	-1.18	3.26	-.40
June	5.18	-.57	7.54	-1.29	3.91	-.40
July	4.75	-.59	7.90	-1.30	4.07	-.40
Aug	4.64	-.55	7.61	-1.25	3.78	-.57
Sept	4.21	-.74	7.32	-1.27	3.17	-.25
Oct	4.86	-.62	8.31	-1.05	3.53	-.45
Nov	4.61	-.55	8.03	-1.07	3.20	-.55
Dec	4.67	-.49	7.91	-1.07	3.32	-.45
Jan 2020	5.18	-.38	8.34	-1.06	3.42	-.45
Feb	5.02	-.33	7.86	-.95	3.42	-.38
Mar	4.81	-.35	7.77	-.97	3.30	-.40
Apr	4.97	-.39	7.79	-.84	2.75	-.55
May	4.72	-.48	7.70	-.86	2.65	-.55
Jun	4.77	-.42	7.88	-.79	2.93	-.40
Average	4.86	-0.51	7.88	-1.11	3.38	-0.44

2020 Base Line Prices for Wheat, Soybeans and Corn

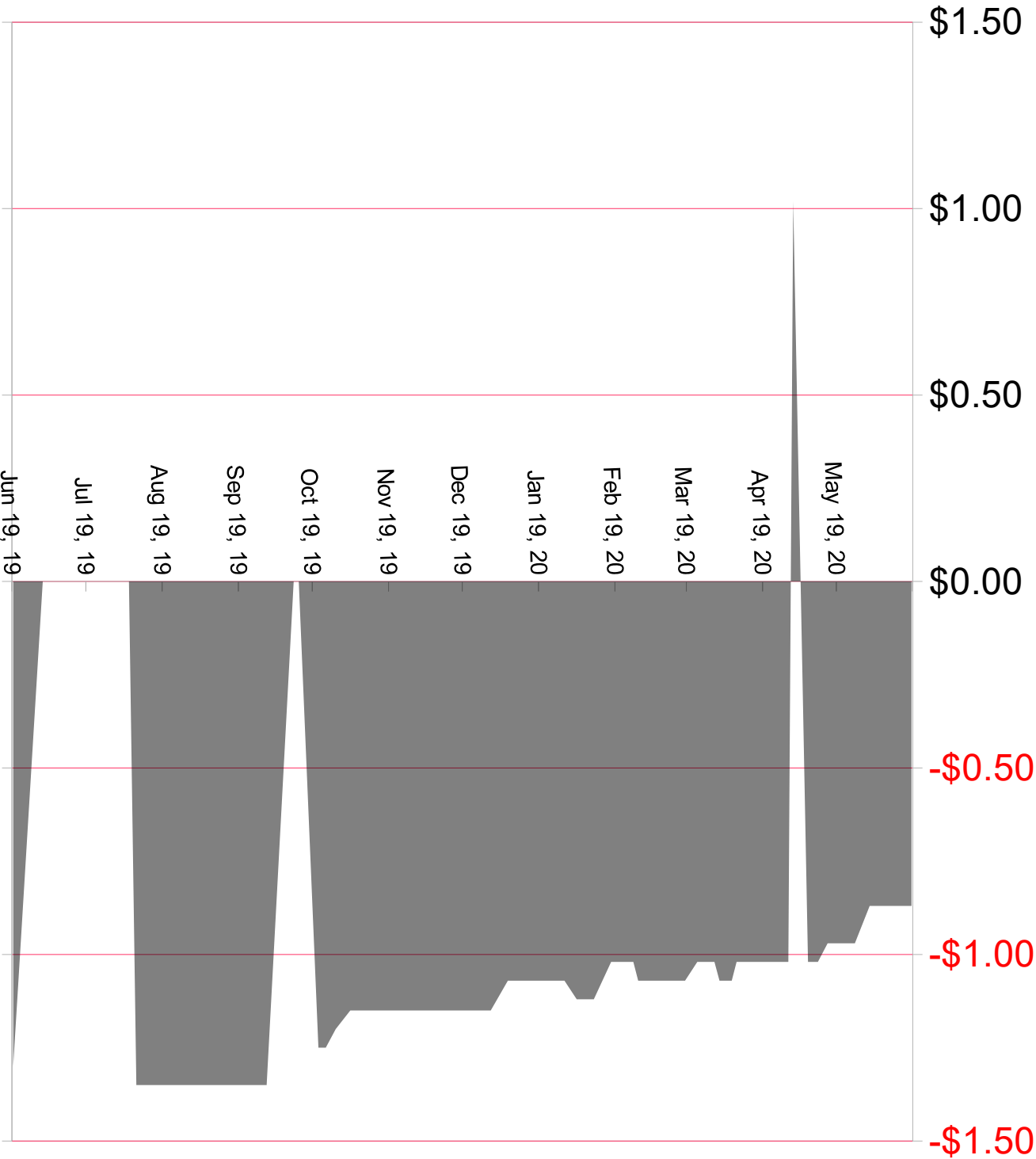
Local price (forward contract) quoted at Barnesville, MN (Wheat & Soybeans) and Cargill (Wahpeton Corn Plant) for 2020 grain on the second Monday of each month. County Loan is the Minimum Price.

Month	Wheat	Basis	Soybeans	Basis	Corn	Basis
Jan 2020	5.37	-0.50	8.48	-1.06	3.68	-0.35
Feb	5.03	-0.60	8.12	-1.06	3.56	-0.35
Mar	4.78	-0.58	7.90	-0.98	3.35	-0.40
Apr	4.96	-0.59	7.89	-0.86	3.09	-0.40
May	4.72	-0.58	7.74	-0.86	2.93	-0.43
June	4.78	-0.53	8.00	-0.79	3.12	-0.35
July						
Aug						
Sept						
Oct						
Nov						
Dec						
Jan 2021						
Feb						
Mar						
Apr						
May						
Jun						
Average	4.94	-0.56	8.02	-0.94	3.29	-0.35

New crop Soybean basis



Old crop Soybean basis



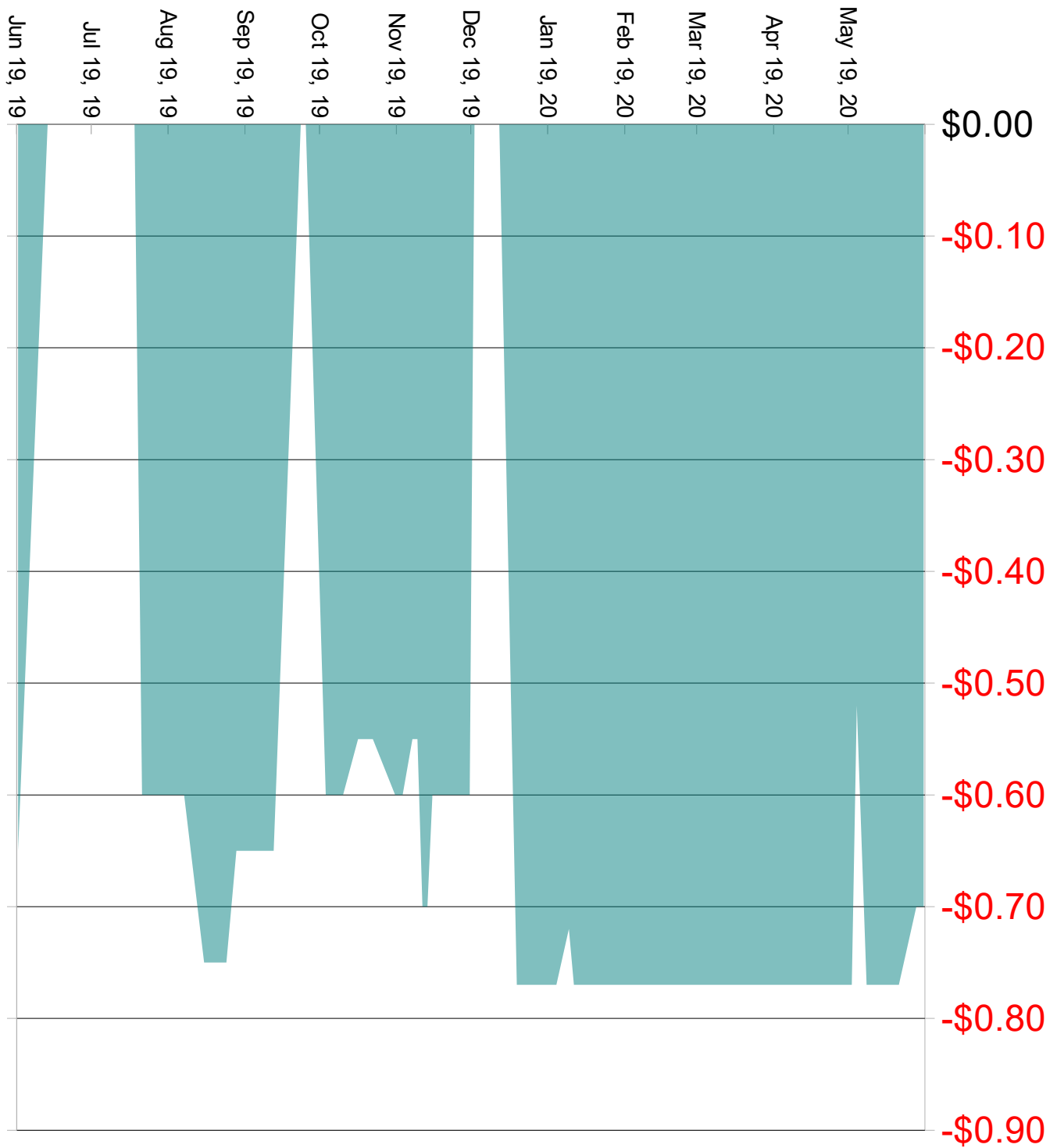
new crop Corn basis



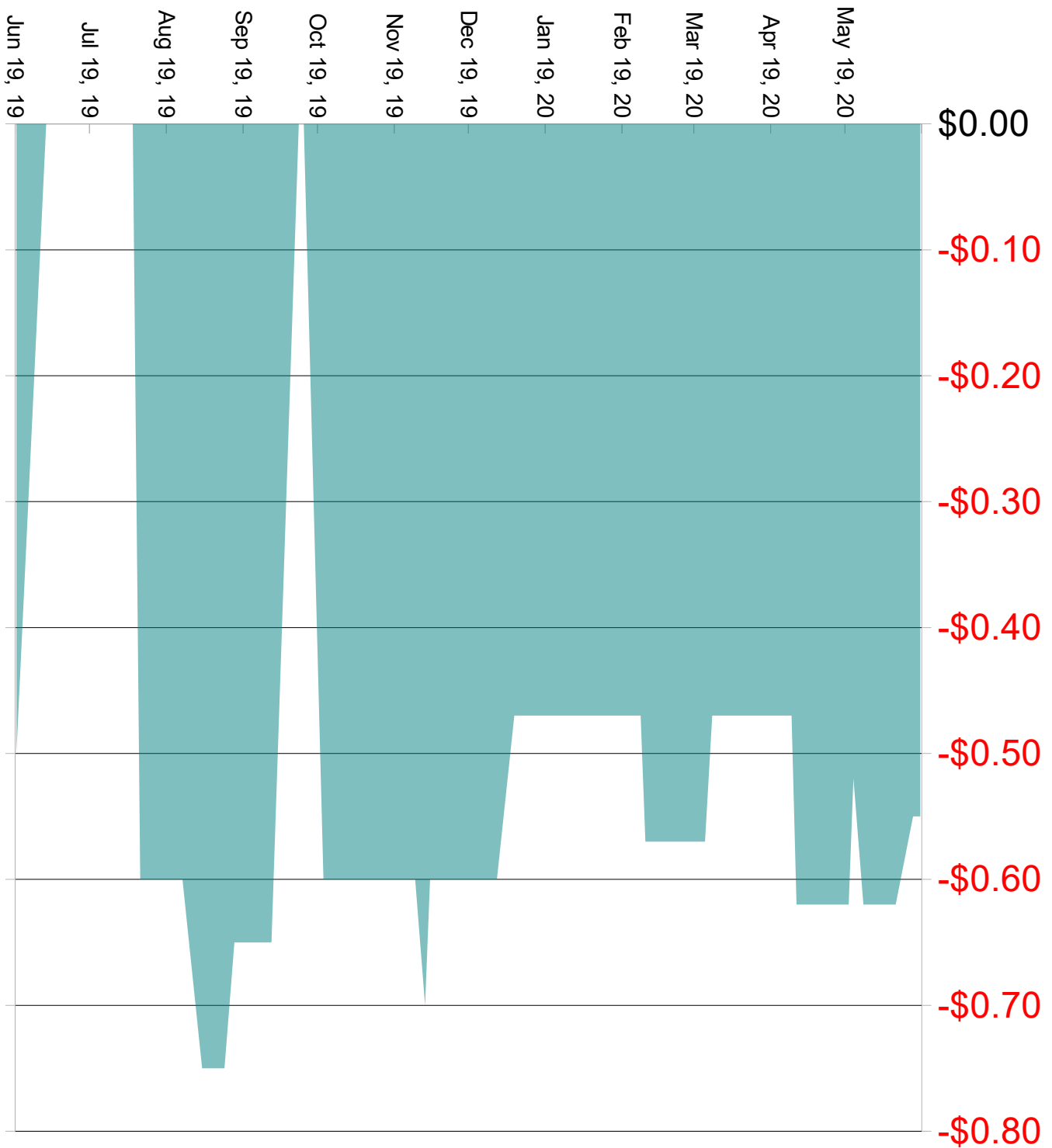
old crop Corn basis



new crop Wheat basis



old crop Wheat basis



2018 and 2019 Wheat



2018 and 2019 Soybeans



2018 and 2019 Corn



2019 & 2020 Wheat

2019 Red, 2020 Green



2019 & 2020 Soybeans

2019 Red, 2020 Green



2019 and 2020 Corn

2019 Red, 2020 Green



DAILY COMMENTARY

Thursday, June 18, 2020

DAILY COMMENTARY

Grain futures opened higher across the board this morning despite weak export sales. There are rumors of China buying a few cargoes of US soybeans, HRW and ethanol but no new export sales were announced this morning. Support can also be attributed to statements made by US trade representative Robert Lighthizer regarding China's commitment to the Phase 1 agreement. Lighthizer does not anticipate the recent clashes between the US and China over COVID-19 will impact the current trade deal. The news supported futures despite lackluster weekly export sales.

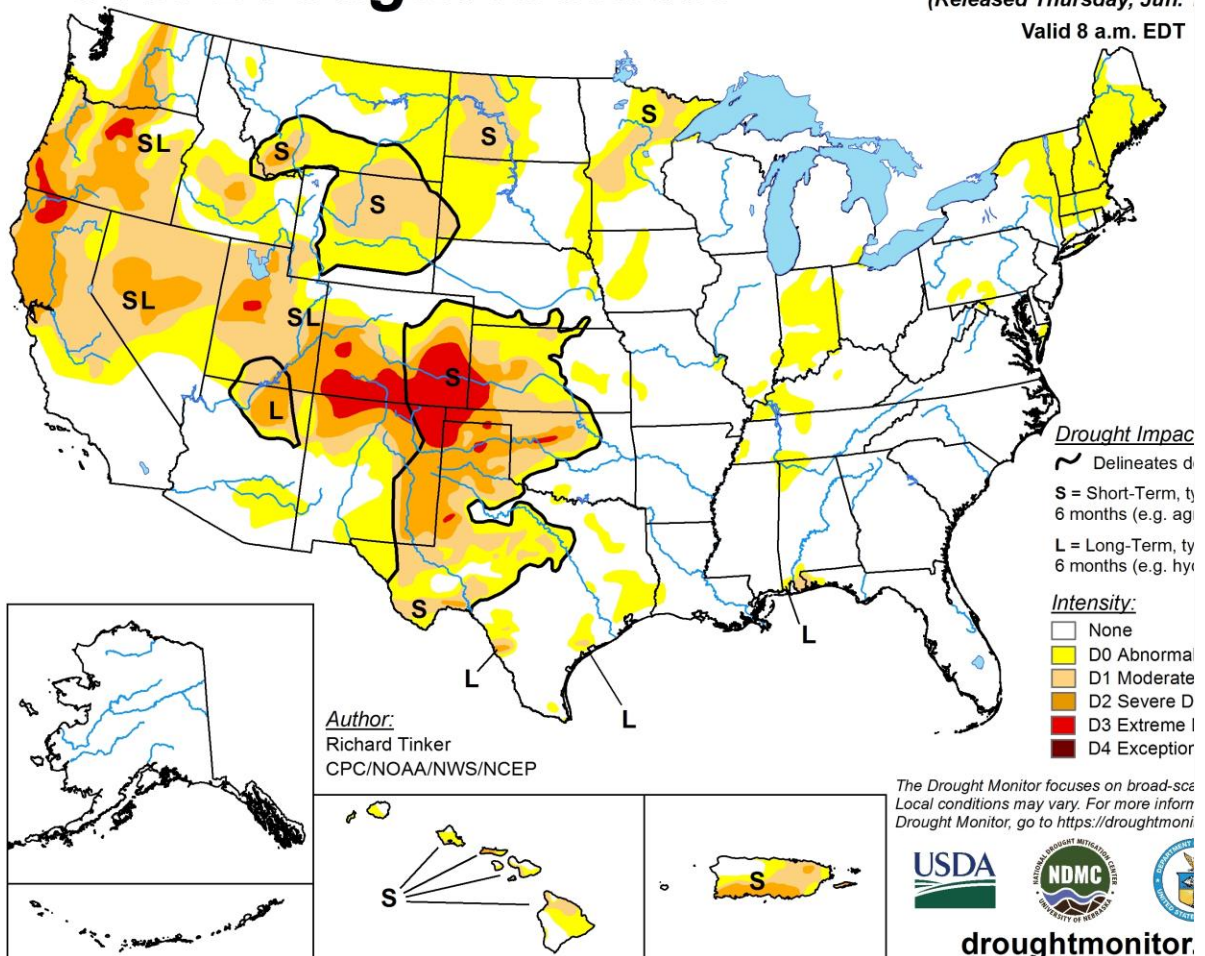
USDA Weekly Export Sales For the Week Ended June 11 2020				
<i>Crop</i>	<i>Reported (19/20)</i>	<i>Trade Estimates (19/20)</i>	<i>Reported (20/21)</i>	<i>Trade Es (20/</i>
Corn	357,800	450,000-850,000	114,800	50,000-3
Soybeans	538,100	500,000-1,200,000	1,382,100	600,000-1
Wheat	N/A	N/A	504,800	250,000-

Rain amounts from last night vary greatly throughout the Red River

Valley. Some customers we talked with today barely received any rain while others received 3-5 inches. Despite our recent rains, there are areas of the US that remain abnormally dry. The trade is watching the drought development closely especially through the Midwest and southern Plains. While rains are forecast over the next week in some dry areas, it will likely not be enough to replenish the current deficit. The updated drought monitor that was released today is below. It's worth noting that 70% of Indiana is now abnormally dry. Dry conditions are also worsening and starting to expand eastward in North Dakota.

U.S. Drought Monitor

June 16, 2022
(Released Thursday, Jun. 16, 2022)
Valid 8 a.m. EDT



Crude and the dollar opened slightly higher with equities remaining mixed. The Coronavirus remains a major headline as a few more states are set to start reopening next week including New York. There are also new reports of a few promising treatments becoming available. Lawmakers haven't made any further progress on another round of stimulus, but some expect something to get passed in July. Jobless claims released this morning showed another 1.5 million filings. This is the 13th straight week of filings topping one million. With the fear of a

second wave of the virus growing, outside markets will likely remain choppy.

CORN COMMENTARY

Corn futures opened higher this morning on condition concerns after a week of hot and dry weather. However, rain is forecast over the next couple of days and should alleviate some issues. The two week forecast, on the other hand, looks dry from June 24th-30th in the northern Plains. The trade will likely continue trading the two week forecast if conditions don't change in the near term. Funds will be watching Monday's condition ratings to see if issues were alleviated or grew more concerning as they still hold a large net short position.

Futures traded higher most of today's session before settling near unchanged. July corn futures finished up less than a penny at \$3.31.

SOYBEAN COMMENTARY

Soybean futures found support again today on rumors of Chinese interest in US soybeans. The US/China trade deal also looks to remain intact despite some recent conflict between the two countries. New crop weekly soybean exports were reported above expectations following multiple daily export sales last week to China. All are very supportive of China's commitment to the Phase 1 agreement.

July futures closed at \$8.73, up a penny.

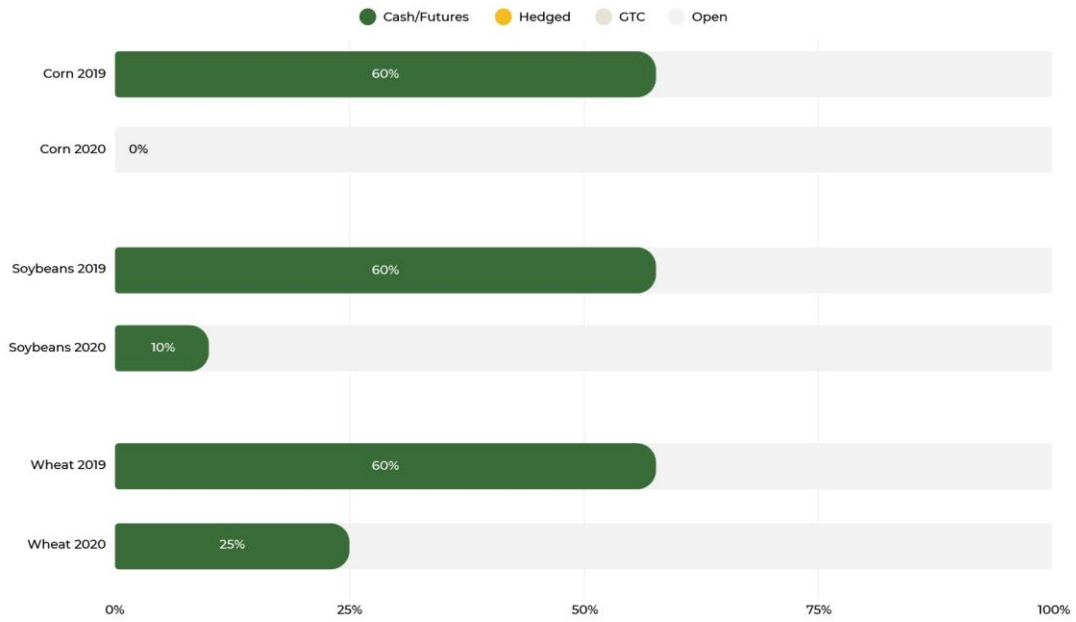
WHEAT COMMENTARY

Spring wheat futures are finding support as higher protein wheat is being sought after following poor protein in the current winter wheat harvest. The hot and dry forecast is also adding support. Rumors of China being interested in US HRW has many hoping for a flash sale announcement tomorrow. While wheat markets were able to find support early in today's session, harvest pressure remains on Chicago and Kansas City wheat futures.

July Chicago and Kansas City wheat closed down 4-5 cents while July Minneapolis closed at \$5.23, up 3 cents.

[Recommendations](#)

PRICE RECOMMENDATIONS



Positioning ahead of a government report and weather had the most influence on the commodities market. For the week, July wheat lost 13 cents while the nearby corn contract declined a penny. USDA provided the soy complex with some bullish numbers but other good news for the oilseed was harder to come by. The July soybean contract gained 4 cents. July soybean meal fell a dime per ton. July cotton declined \$1.95 per hundredweight. Over in the dairy parlor, June Class III milk futures improved 62 cents. Another down week in the livestock sector. August cattle dropped 85 cents, August feeders fell \$3.08 and the July lean hog contract decreased \$2.25. In the currency markets, the U.S. Dollar index added 40 ticks. July crude sold off \$3.10 per barrel. COMEX Gold jumped \$52.60 per ounce. And the Goldman Sachs Commodity Index shed more than 12 points to finish at 312.10. Joining us now to give us some insight is market analyst, Naomi Blohm. Naomi, good to see you.

Blohm: Hi, good to see you too.

Yeager: All right. Unfortunately it's not good to see if I'm looking at the wheat markets this week. A combination of maybe a little bit of weakness against corn, if corn has been weak. Or is it more of a harvest pressure issue? What's going on?

Blohm: A combination of harvest pressure and the USDA report for the old crop wasn't as friendly as people were hoping. So you hit the nail on the head, we've got wheat harvest going on and it's going to be interesting to find out where those yields are coming in at because some people feel that the yield numbers are going to be less than what the USDA is representing. Separately on the USDA report that we have this week the new crop number for the all wheat ending stocks was actually favorable coming in closer to 925 million bushels. It's one of the smallest numbers we've seen for five or six years but the market couldn't rally on that just because the global world carryout numbers, again, a new record large amount. So we're stuck with this battle of plenty of supplies around the world, things might get interesting here at home and then balancing that along with even spring wheat prices and what the spring wheat market is going to do because there's a lot of uncertainty as far as what did for sure get planted up in the Northern Plains.

Yeager: We'll talk about North Dakota in just a moment when it comes to corn. You also have the wheat, I was looking at my note here, it was Minneapolis that was strong for a little while but then that kind of tamped down. Did the weaker dollar have a bigger impact on say new crop or was it more of an old crop issue?

Blohm: The weaker dollar was helpful for a while this week because of the export markets but then with today the dollar finishing stronger everything was just more of a risk off environment and the stock market being down so hard on Thursday of this week really spooked investors I think as well.

Yeager: Are you making any sales right now on the deferred crop?

Blohm: Not quite yet, just kind of holding out a little bit of hope and optimism because of what we're hearing from producers about potential crop in Kansas and parts of Oklahoma and then that spring wheat market still has my attention as well.

Yeager: The WASDE report on Thursday kind of left the yield and production as is for corn. Market rebounded green for a little while. What is the dance going on with corn right now?

Blohm: It's the same song and dance we've had for a while. The USDA didn't do really too many major changes to the corn market in terms of the ending stocks number. So for old crop ending stocks we're still over 2 billion bushels, 2.1. But the new crop is what is really hindering the market for the most part. 3.3 billion bushel carryout is significant. So looking forward what we really need to see for the corn market is a weather rally. And I think one of the bigger things to keep in mind too is that ethanol demand is slowly improving just because people are getting out and about, but we still aren't where we need to be for that number and my bigger thing is, again, we want to watch the weather market because the funds as of today officially are short 297,000 contracts of corn. And what you need to know is that when the funds start exiting those positions every hundred thousand

contracts that they buy back historically that is good for about a 15 cent price rally. So if they exit those 300,000 contracts that is looking at closer, to a 45 cent rally which actually takes us up to the 200 day moving average on those charts. So there could be some momentum there and I think the momentum would end up coming from soybeans. When we talk about that, that new crop number is really friendly for the ending stocks.

Yeager: Well, and there's a good follow up you left there but I do want to get Glen's question in because this is a little bit about marketing new or old crop, which do you want to do. Glen in Bryan, Ohio is asking, historically June has offered pricing opportunities for most commodities. Considering all of the political, economical, social challenges occurring worldwide, should we protect the upside or the downside in this market?

Blohm: Well, I do think that we will see some sort of a weather rally here in the short-term and he hits the nail on the head. The summer high is usually between the middle of June to the first part of July and that's it. It will be a three or four week rally and you've got to make those cash sales as the market goes higher and the emphasis will be on making sure that we are really aggressive on making those cash sales on the rally because of the potential for the corn ending stocks to be so big and what if we get some sort of a black swan event and then the market prices fall apart lower. So do make sure that we're plugging away on the cash sales on the rally this summer.

Yeager: Okay, we just showed video of a lot of rain this week, but really it has become the heat the next 10 days. We're in day 1 of this. What is that going to do soybean wise? You talk about North Dakota a lot, I've read in your reports, they've finally gotten some of that corn out. I'm sure somebody is going to tell me, no Paul, I don't have the crop out yet. But we know that has impacted some of last year's crop. That is impacting a little bit of beans. I know North Dakota doesn't matter as much when it comes to beans in this discussion but why is the weather so important to that bean market right now?

Blohm: Well it's important because of how tight the ending stocks are. The ending stocks from the new crop are coming in at 395 million bushels and if we have a yield drop of just 2 to 3 bushels per acre from where the USDA is projecting and have carryout that goes under 200 million bushels so that is quite significant. And respectively, North Dakota actually matters a little more than you might anticipate. As far as acres go they're the fourth largest state that has planted acres and the USDA pegged them to have 6.6 million acres planted this spring and as of Monday's crop progress report they only had, they still have 26% of that crop to plant. And so that comes out to 1.7 million acres of soybeans that are not in the ground yet. So North Dakota does matter and I'm very curious to see what this Monday's crop progress report is going to be because if 1.7 million acres don't get planted with prevent plant being quite popular this year in North Dakota that's a whole new ball game.

Yeager: And I should clarify, one state doesn't, if you buy the conspiracy theory one state doesn't seem to impact the market as much is what I'm trying to say. But I know, yes, North Dakota, great land, great people, great everything. So let's talk soybeans here real fast. Let's finish up. Are we making a sale or are we holding? We've been rallying a little bit. Do you hold out for a little more right now? And what range?

Blohm: I'm waiting to see, Sunday night weather forecast like you talked about, is it going to be rainy, is it not going to be rainy, is the dry weather coming in? If the soybean market can clear the 100 day moving average, which is where the July contract finished today and the November contract we're right up against a major resistance area, if we can clear this hurdle it's another 25 cent rally on the futures prices. You're going to have November beans that are at \$9 for futures and then that is the point where we definitely want to start making sales. So Sunday night trade into Monday morning is really important. I'll put out a tweet on Sunday night to show where the markets are trading at.