

DECEMBER 2023

HARTMANN FARMS

NEWSLETTER

Merry Christmas!



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CONTACT US

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 Hartmann Farms, LLC

2023 YEAR IN REVIEW



February -
Winter Meeting



April - last bag from
2022 picked up!



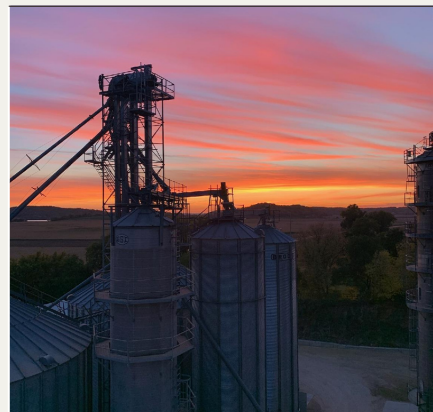
July - Lodi Ag
Fair "Buddy Seat"



October -
Harvest begins!

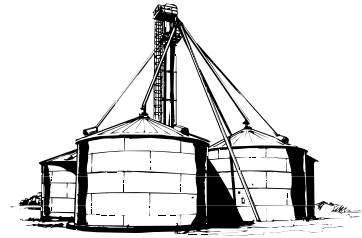


October - Tours



November -
Harvest wraps up

GRAIN MARKETING



Harvest is over and many of you will have grain in storage at the elevator or in an on-farm bin. What is your plan to get it sold? Are you actively listening to the market for your opportunity to sell? **Do you know what you are listening for?** Too often the plan is simply to wait for higher prices. But if you don't know what price you're looking for it's easy to always want more. This approach often leads to missed opportunity.

A better strategy is to have a specific goal. Crunch the numbers on your production and have a firm price you are willing to sell. Then you will know what you are listening for. With this information in hand, enter target orders to carry out your plan. Let the target orders do the listening for you! This concept works great for all unsold grain. Avoid spending all your energy on selling last year's crop, causing you to miss opportunity on the next crop. You need to be listening for those opportunities as well.

Farmers inherently always have grain to sell whether it be last year's crop or the next one. Always know what you have to sell and be listening for your opportunity.

2024 CROP

It's not too early to start thinking about the 2024 crop. As you purchase inputs, keep track of those expenses in one place to more easily calculate your cost of production for next year. This will become the base of your marketing decisions!

We have tools in the office to help you calculate your cost of production - please stop by or schedule a time to meet with us if you would like assistance!



CROP CORNER

**CROP QUESTIONS?
CONTACT THE OFFICE
AND ASK FOR
DANIELLE**

2023 was an interesting crop year for just about everyone. If you asked a farmer in June how their crops were doing, many would have said they feared not having anything to harvest at all. Fortunately, the majority of our customers were pleasantly surprised by yields. Wisconsin state averages as reported by the USDA below reflect estimated yield for 2023 in comparison to recent years.

CORN	
Year	Yield
2020	174
2021	180
2022	180
3 year avg:	178
2023 (est.)	165

SOYBEANS	
Year	Yield
2020	52
2021	55
2022	54
3 year avg:	53.7
2023 (est.)	44

The USDA is predicting high production expenses again in 2024, but they are also expecting a few input price improvements. Key inputs like fertilizer and chemicals will return to more normalized levels, while seed prices will continue to stay elevated during the 2024 crop season.

Our recommendation is to stay the course: plant resilient seed varieties, provide plants with adequate nutrients, focus on weed management, and lock in grain prices when they are profitable for your farm.

**RABOBANK
INDEXES**
Year-Over-Year

HERBICIDE
Down
~50%

FUNGICIDE
Down
~40%

INSECTICIDE
Down
~25%

SOURCE: RABOBANK



Important Notice

Hartmann Farms, LLC participates in Wisconsin's Agricultural Producer Security program. If we fail to return your grain on demand, you may file a claim under this program. The program may reimburse you for the loss of up to \$100,000 worth of grain. For more information, you may contact the Wisconsin Department of Agriculture, Trade and Consumer Protection, 2811 Agriculture Dr., P O Box 8911, Madison, WI53708-8911, phone (608) 224-4998.

Section ATCP 99.26(2)(a) of the Wisconsin Administrative Code – Grain Warehouse Keeper Disclosure to Producers.

Hartmann Farms, LLC participates in Wisconsin's Agricultural Producer Security program. If we fail to pay you for grain when payment is due, you may file a claim under this program. The program may reimburse up to 80% of the first \$60,000 of your allowed claim, and up to 75% of any additional amount. For more information, you may contact the Wisconsin Department of Agriculture, Trade and Consumer Protection, 2811 Agriculture Dr., P O Box 8911, Madison, WI53708-8911, phone (608) 224-4998.

Section ATCP 99.14(2)(a) of the Wisconsin Administrative Code – Grain Dealer Disclosure to Producers and Producer Agents