

RIGHT TO REPAIR

AFBF signs right to repair deal with Case, New Holland.

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PALLETS FROM STOVER

Corn Board Manufacturing to break ground in 2023.

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LIVESTOCK SUPPLEMENT

The quarterly Livestock section includes articles on calving, rehabbing pastures.

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IOWA FARM BUREAU

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# SPOKESMAN

## VILSACK ANNOUNCES FUNDING INITIATIVES FOR RURAL COMMUNITIES

Opportunities for meat processors, fertilizer producers and conservation efforts aim to help rural middle class.  
By Corey Munson

Through a flurry of meetings and announcements last week, U.S. Secretary of Agriculture Tom Vilsack revealed several new funding plans and grant awards to small- and mid-sized meat processors, small-scale fertilizer producers and farmers who utilize conservation practices.

During a speech at the 2023 Commodity Classic, held last week in Orlando, Vilsack said the funds are aimed at strengthening the middle class in rural parts of the country to keep school districts from consolidating and rural healthcare from shutting down.



At the Commodity Classic last week, USDA Secretary of Agriculture Tom Vilsack revealed new ag funding and grants. PHOTO / COREY MUNSON

“This is truly something exciting that will allow us to have the family farm, and to pass it on for the next five, six or eight generations.”

Before attending Commodity Classic, Vilsack announced a new tranche of money for innovation in the meat processing sector, and for small- to mid-sized processors, at the National Pork Industry Forum, also held last week in Orlando.

The U.S. Department of Agriculture (USDA) will put more than \$43

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BRIEF

## Learn about Choose Iowa, conservation and water quality in this week's podcast

This week's episode of "The Spokesman Speaks" podcast features Iowa Secretary of Agriculture Mike Naig, who discusses a program to help Iowa farmers diversify and give consumers more opportunities to choose Iowa-grown products. Also in the episode, environmental scientist Shawn



Richmond discusses Iowa's conservation and water quality progress. Subscribe to "The Spokesman Speaks" in popular podcast apps, including Apple Podcasts, Google Podcasts, Spotify, TuneIn Radio, Stitcher, iHeartRadio, Amazon Music, Audible and Radio.com.



Twenty-five Farm Bureau members from Iowa met with Sen. Joni Ernst, as well as other members of the state's congressional delegation, in Washington last week to discuss policy priorities, including the upcoming farm bill and the importance of prioritizing risk management and funding for crop insurance and commodity programs. PHOTO / TOM BLOCK

## FB MEMBERS TELL LAWMAKERS TO PROTECT FARM SAFETY NET

During D.C. trip, Farm Bureau members prioritize risk management, crop insurance.  
By Tom Block

As farm bill discussions begin ramping up, Farm Bureau members from Iowa emphasized the importance of maintaining a strong safety net during visits with the state's congressional delegation last week in Washington.

Members said the farm bill should prioritize risk management tools and funding for crop insurance and commodity programs.

“Keeping the crop insurance program in place is critical. It's

a risk management tool that every farmer needs and uses,” said Geordan Hanson, a Clayton County Farm Bureau member who grows corn and soybeans and also works as an ag loan officer. Proof of crop insurance is essential for farmers to secure operating loans for their farms, he noted.

Twenty-five Farm Bureau members from across Iowa took part in the Iowa Farm Bureau's National Policy Trip. Members met with Iowa Sens. Chuck Grassley and Joni Ernst along

with Reps. Ashley Hinson, Randy Feenstra, Mariannette Miller-Meeks and Zach Nunn. The group also met with representatives from the U.S. Department of Agriculture (USDA), American Farm Bureau, British Embassy and Senate Agriculture Committee staff. In addition to the farm bill, the Iowa farmers outlined their concerns about the Biden administration's new Waters of the U.S. (WOTUS) rule and sought sup-

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## 'PRODUCT OF USA' MEAT LABELING PROPOSED

By Corey Munson  
A new rule being proposed by the U.S. Department of Agriculture (USDA) will update rules for labeling meat and eggs as Made in the USA or Product of USA. The USDA noted the change

is necessary to reassure consumers that only products that are “derived from animals born, raised, slaughtered and processed in the United States” can use the label. Under the current rules, an

animal raised in Canada but processed in the U.S. could potentially be labeled as a Product of USA. “American consumers expect

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LABELING

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that when they buy a meat product at the grocery store, the claims they see on the label mean what they say,” said Agriculture Secretary Tom Vilsack. “These proposed changes are intended to provide consumers with accurate information to make informed purchasing decisions. Our action today affirms USDA’s commitment to ensuring accurate and truthful product labeling.”

About 12% of all meat, poul-

try and egg products sold in the country carry the U.S.-origin labels, USDA officials said.

While some livestock groups touted the rules as a win for U.S.-grown products, others said the program still has flaws.

“There is no question that the current ‘Product of USA’ label for beef is flawed, and it undercuts the ability of U.S. cattle producers to differentiate U.S. beef in the marketplace,” said National Cattlemen’s Beef Association (NCBA) Executive Director of Government Affairs Kent Bacus. “Simply add-

ing born, raised and harvested requirements to an already broken label will fail to deliver additional value to cattle producers, and it will undercut true voluntary, market-driven labels that benefit cattle producers. We cannot afford to replace one flawed government label with another flawed government label.”

The National Pork Producers Council (NPPC) said it is important that the proposed rule not violate international obligations under the WTO and agreements with Canada and Mexico.



Rep. Ashley Hinson, left, visits with Farm Bureau members Mindy and Russ Rodamaker of Hardin County and Geordan Hanson of Clayton County last week in Washington. PHOTO / TOM BLOCK

POLICY

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port for year-round E15 legislation as well as new trade agreements to expand markets for their crops and livestock.

FARM BILL DISCUSSIONS

Congress has held hearings on the different farm bill titles over the past two months, and negotiations are expected to ramp up as lawmakers work to write new legislation before the current bill expires at the end of September.

It’s expected to be the most expensive farm bill ever with a 10-year cost estimated at \$1.5 trillion. While nutrition (SNAP) programs consume more than 80% of farm bill spending, Hardin County Farm Bureau member Mindy Rodamaker said it’s important to maintain a unified farm bill to gain support of urban lawmakers who might otherwise look to slash farm program spending.

“SNAP has to stay in the farm bill. If it’s not, they’re going to forget about us,” she said.

Jerome Fulsaas, a Winneshiek County Farm Bureau member, and other members also explained why it’s important that farmers continue to have access to affordable crop insurance under the next farm bill and cautioned against efforts to tie mandatory conservation or climate mitigation efforts to crop insurance.

“In the case of natural disasters, we need that safety net,” said Fulsaas, who raises corn, soybeans, cattle and hogs. He has adopted a number of conservation practices including no-till and cover crops to reduce soil erosion and build soil health on his farm.

“What I do on my farm might not work for someone else because we have so many variabilities on our farms,” Fulsaas noted. “We want a voluntary basis to implementing conservation rather than regulatory approach, because one size does not fit all in farming.”

Bret Hays, a Mills County Farm Bureau member, asked lawmakers to help find a fix that allows E15 ethanol blends to be sold in Iowa and other states year-round.

Hays said having two ethanol plants near his farm in southwest Iowa helps support corn prices.

“It’s going to cut our profits tremendously if we can’t keep expanding biofuels markets,” he said.

Members said the latest WOTUS rule, scheduled to go into effect March 20, will cause uncertainty on large areas of private farmland miles away from the nearest navigable water.

Rodamaker and her husband, Russ, explained that water pools in the middle of one of their fields nearly every time it rains. Even though the area is dry most of

the year, it could be considered a WOTUS under the Environmental Protection Agency’s latest interpretation.

“We’re a small farm. We need that corn to feed our cattle,” Rodamaker said.

Hays said expanding the reach of WOTUS would put more farmland at risk by expanding the reach of regulators to farmland that is normally dry. He recalled being told at a conservation meeting that land he farms alongside the West Nishnabotna River should be turned into wetlands because it had poorly drained soils.

“They told me that about 75% of my acres were deemed unfit for cultivation, which is ground that raises 200-plus bushel corn and 70 bushel beans,” Hays said. “They didn’t care about anything except for the type of the soil.”

Farm Bureau members also urged lawmakers to keep pushing for new trade agreements, noting that no significant talks have been held since the beginning of the Biden administration.

Rodamaker said the trip offered a good opportunity to tell lawmakers and government agency officials how their actions affect everyday farmers in Iowa.

“We need to remember these are people just like us,” she said. “If we have issues affecting our farms, we need to tell them about it.”



At the Commodity Classic last week, U.S. Secretary of Agriculture Tom Vilsack, center, signed agreements with ag organizations to support on-farm conservation efforts. Pictured are from left, seated, Suzanne Shirbroun, Iowa Soybean Association (ISA) president-elect, and Randy Miller, ISA president. Standing, Tom Adam, at-large director for ISA district 9, and Jeff Frank, ISA secretary. PHOTO / COREY MUNSON

VILSACK

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million toward meat and poultry processing research, innovation and expansion in support of its ongoing efforts to transform the food system at every stage along the supply chain.

LIVESTOCK GRANTS

Ames-based Biotronics Inc. received a grant to support its development and commercialization of technology that uses ultrasound scans for measuring backfat, muscle depth and intramuscular fat in livestock.

With this new funding, Biotronics will optimize its technology for small- and mid-size packers, facilitate online scanning and carcass processing, install a compact prototype system and train plant operators for scanning and maintenance procedures.

And across the border in Nebraska, Wholystone Farms will receive USDA funding to expand its pork processing facility, adding approximately 112,000 square feet to an existing plant, which will enable second-shift operations and add approximately 950 jobs. Second-shift operations will double the processing capacity.

FERTILIZER PRODUCTION

The USDA will give \$29 million in grants to independent businesses to increase production of American-made fertilizer.

Vilsack announced eight grants to companies in Alabama, Colorado, Massachusetts, Missouri, Ohio and Washington.

The department stated the funds will be used to modern-

ize equipment, advance climate-smart practices and build production plants, among other activities. They are also meant to “spur competition, give U.S. farmers more choices and fairer prices, and reduce dependence on unreliable foreign sources.”

AGREEMENTS SIGNED

Vilsack ended his visit to Orlando by signing two agreements with agriculture organizations and companies to support on-farm conservation efforts.

The USDA last year awarded \$95 million each to the Midwest Climate-Smart Commodity (MCSC) program and Farmers for Soil Health (FSH) to fund efforts incentivizing farmers to implement conservation efforts across the Midwest.

MCSC was developed by the Iowa Soybean Association to put into practice carbon sensing on farms with an end goal of developing “verifiable carbon emissions credits and improv(ing) water quality.”

“It’s a matter of pride for me that one of these first agreements is with Iowa Soybean Association,” Vilsack said. “Iowa farmers have always led the way. And this is what we envision, collaboration between government and industry. This is an exciting day for me.”

FSH will use its funding to pay farmers to plant cover crops on their fields.

Vilsack touted both programs for helping to create the “new ecosystem markets for conservation efforts on the farm.”

“Businesses can use what you’re doing on the farm and pay you for those efforts,” he said. “It’s a new commodity, a new source of revenue.”



# EDITORIAL



By Tom Block

## A WEEK OF GOOD NEWS, AND BAD NEWS

In a few weeks, farmers will trade in their suits for seed corn caps as we transition from winter “meeting season” into another planting season.

While speaking at a couple major farm conventions last week, USDA Secretary Tom Vilsack announced some helpful measures that will enhance fairness and increased market competition for farmers.

Vilsack announced that the USDA is tightening up the definition of Product of USA meat labels to make them more consistent with consumer expectations. He said the agency is also looking for ways to enhance competition in the seed industry and boost fertilizer production.

On the trade front, the U.S. Trade Representative’s Office finally announced it will seek formal consultations with Mexico over a proposed ban on certain biotech corn products.

But just as the government offers a helping hand in certain instances, it often seems like another agency is simultaneously putting up a roadblock.

We’ve seen numerous cases of that this year with the Environmental Protection Agency’s onerous Waters of the U.S. (WOTUS) rule as well as its unnecessary delay in approving year-round E15. And while the Biden administration has filed a few trade enforcement cases, negotiations on new trade agreements remain at a standstill.

If everyone consistently pulled together in support of agriculture instead of putting up unnecessary roadblocks, it would give farmers fewer things to worry about as they begin planting the crops that fill our stomachs, feed livestock and fuel our vehicles.

## FARM BUREAU MEMBER WARNS CONGRESS OF WOTUS OVERREACH IMPLICATIONS

A Florida Farm Bureau member, rancher, small business owner and environmental lawyer presented a first-hand account of the implications of the federal government’s overreach to the House Committee on Small Business last week.

Katherine English, who grows citrus and raises cows and calves in Fort Myers, Fla., participated on a panel comprised of small business owners. She provided an overview of the uncertainty faced by farmers, ranchers, homebuilders and more during the hearing titled “Small Business Perspectives on the Impacts of the Biden Administration’s Waters of the United States (WOTUS) Rule.”

“Farmers and ranchers’ livelihoods depend on healthy soil and clean water. We support the Clean Water Act and its goals,” English explained during her opening statement to the committee. “What we cannot support is a Waters of the United States rule that is so ambiguous it creates unmanageable risk and confusion for farmers.

“Farmers have struggled with uncertainty for decades, with near-constant rulemaking and litigation in regard to WOTUS. A workable definition of WOTUS is critically important to our members, and they are extremely disappointed that the Biden admin-



Temporary pools of water in farm fields or ditches could fall under regulation under the EPA’s latest WOTUS rule. FILE PHOTO

istration’s new WOTUS rule fails to provide that.”

### EXPANDING REACH

English testified that the proposed WOTUS rule greatly

expands the federal government’s reach over private property.

She said the significant nexus test, currently under scrutiny in the U.S. Supreme Court, allows

the Environmental Protection Agency and U.S. Army Corps of Engineers to aggregate and regulate waters that wouldn’t otherwise be subject to federal jurisdiction.

“It is impossible, with this new rule, for any farmer or rancher to know whether their irrigation drainage infrastructure in their fields are jurisdictional waters requiring Clean Water Act permits,” English said. “Considering these features (as) jurisdictional waters risks federal regulation of everyday farm and ranch activities.”

In answering a question from Chairman Roger Williams (R-Texas), English summarized the difficulty of interpreting the proposed rule: “This rule is simply unknowable, unless you have hired a lawyer, a biologist, an engineer and — in some instances — a geologist.”

## HOUSE VOTES TO BLOCK WOTUS

The U.S. House of Representatives voted last week to overturn the new Waters of the U.S. (WOTUS) rule issued by the Biden administration earlier this year.

The House passed the resolution of disapproval on a 227-198 vote, including support from nine Democrats.

House Agriculture Committee Chairman Glenn “GT”

Thompson, R-Pa., said “farmers, ranchers and landowners deserve a WOTUS definition that is fair to agriculture and maintains the historical reach of the Clean Water Act — neither of which is accomplished” by the Biden rule.

An identical resolution was introduced in the Senate and was co-sponsored by all 49 Senate Republicans. However,

President Joe Biden has vowed to veto the measure if it is also passed by the Senate.

The new WOTUS rule is due to take effect March 20.

A Supreme Court decision is expected soon in a case that will help determine the scope of authority given to the EPA and Army Corp of Engineers to regulate wetlands under the Clean Water Act.

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# CORN BOARD MANUFACTURING TO BREAK GROUND IN 2023

Company will manufacture pallets from corn stover, creating 25 to 30 new jobs and working with 50 to 75 farmers who will supply biomass.

By Bob Bjoin

Texas-based Corn Board Manufacturing last week announced plans to begin construction on a \$30 million manufacturing plant near Odebolt that will transform corn stover biomass residue into shipping pallets.

In conjunction with Biobased Products Day March 8, company founder and CEO Lane Segerstrom, an Iowa native with roots in Sac County, confirmed that despite two years of delays due to the pandemic and associated supply chain disruptions, all systems are go to finally construct the 50,000-square-foot facility in 2023.

The announcement was made at Landus Cooperative's Des Moines office with representatives from the U.S. Department of Agriculture (USDA), Iowa Economic Development Authority, Soylei Innovations, Iowa Corn, Iowa State University and Iowa Secretary of Agriculture Mike Naig on hand.

"We're in a new era of creativity and excitement in agriculture," said Segerstrom. "We were very close to breaking ground (in 2021) ... and we will be doing that this year, building our first full-sized corn board facility that will produce pallets.

"We'll have somewhere between 50 and 75 farmers we'll be working with to take just a little bit of their stover and push it into a board and share it with the world."

## TWO YEARS IN THE MAKING

First announced in December 2020, the manufacturing facility will convert corn leaves, stalks and husks into a pressed wood alternative called cornboard.

The pallets are the latest prod-



Corn Board Manufacturing founder and CEO Lane Segerstrom said the company will break ground in 2023 on a 50,000-square-foot facility near Odebolt to manufacture shipping pallets made from corn stover. PHOTO / BOB BJOIN

**"Biobased products contribute billions to the U.S. economy. Millions of jobs are created in this biobased economy."**



HERESA GREENFIELD

uct developed by the firm among additional offerings that include furniture, building materials, surfboards, skateboards, skis and snowboards.

Plans are to create 25 to 30 jobs at the plant west of Odebolt. About 100,000 corn stover bales will be needed to supply the factory annually, removing roughly 18% to 20% of the corn biomass that remains in the field after harvest.

The company will bale and transport the stover, mix it with resin and bond with heat and pressure to manufacture the

cornboard pallets, which will have the same, if not stronger, structural integrity as traditional wood pallets, while actually weighing less.

Ten million square feet of board, translating to 300,000 pallets, will be produced annually.

John Hunt, Corn Board investor relations, said given the extensive market for pallets, additional plants will be needed across Iowa and the Corn Belt.

"We are in negotiations with Frito Lay for a purchase order that could represent a significant percentage of the first plant's production," Hunt said. "We are also in the second phase of a relationship with Ralph Lauren."

Customers save money and meet their sustainability goals by utilizing these corn-based pallets, Hunt added.

## CELEBRATING BIOPRODUCTS

Corn Board Manufacturing announced its project on the USDA's first-ever Biobased Products Day, which raises awareness of biobased products and how

they're made, what they're made from, their benefits and the wide variety of products available.

The company prides itself on innovative solutions creating value-added products while reducing its global footprint through sustainability and environmental stewardship.

"Just the innovation of biobased products is something that we've been really working hard at," said Segerstrom.

Naig said having the company build in Iowa is a huge win, building on the state's long history of utilizing innovation to transform raw materials into value-added products.

"It is exciting to be celebrating what we see coming," Naig said. "We find ourselves smack dab in the middle of America's cultivation corridor. This is the home of global industry leading companies who are leaders in their space.

"We are home to a thriving and growing start-up ecosystem in the state of Iowa."

Theresa Greenfield, state director of USDA Rural Development for Iowa, pointed to other successful Iowa biobased companies that form a nucleus of 3,000 businesses nationwide, and growing, that are part of the USDA's BioPreferred Program geared to spur economic development, create jobs and provide markets for biobased commodities.

She made note of Single Use Solutions of Red Oak, which manufactures plant-based water bottles, and Kent Pet Group of Muscatine, which develops The World's Best Cat Litter with corn.

"Biobased products contribute billions to the U.S. economy," Greenfield said. "Millions of jobs

**"We find ourselves smack dab in the middle of America's cultivation corridor."**

MIKE NAIG

are created in this biobased economy. It's a really big deal for Iowa."

Matt Russell, state executive director of the USDA Farm Service Agency in Iowa, said there's no place better suited and able to address agricultural challenges than Iowa.

"We're really at the beginning of an agricultural revolution," Russell said. "We are figuring out what to grow, what we need to sustain human life on this planet."

Anna Lensing, Innovation Team Project Manager with the Iowa Economic Development Authority, said Iowa has seen significant progress in the biobased product platform.

There's been a high volume of research activity and innovation during this phase, she said.

"We are extremely proud of the work that has been done and dedicated to supporting growth of the Iowa bioscience economy," she said. "We must continue to innovate and advance our position."

Greenfield said the USDA has available resources for companies to build the capital needed to grow biobased products, and encourages those interested to reach out for information on loan or grant opportunities.

"This is a day for all of us in bioeconomy to bring attention to the great work being done to improve sustainability, to grow U.S. manufacturing, to reduce our reliance on petroleum and to benefit those rural communities," Greenfield said.

# AFBF SIGNS RIGHT TO REPAIR MEMORANDUM WITH CASE IH, NEW HOLLAND

The American Farm Bureau Federation (AFBF) and CNH Industrial brands, Case IH and New Holland, signed a memorandum of understanding (MOU) last week that provides farmers and ranchers the right to repair their own farm equipment. The MOU follows a similar agreement that AFBF entered into with John Deere earlier this year.

"Our members urged us to find a private sector solution that gives them access to repair their own equipment, and I'm pleased months of discussions have again

paid off," said AFBF President Zippy Duvall. "Farmers and ranchers are more dependent on technology than ever before, so it's critical they have access to the tools to keep things running on the farm so the food supply chain keeps running, too."

The agreement establishes a framework for farmers and independent repair facilities



Duvall

in all 50 U.S. states and Puerto Rico to access CNH Industrial brand manuals, tools, product guides and information to self-diagnose and self-repair machines and support from CNH Industrial brands to directly purchase diagnostic tools and order products and parts.

"This agreement underscores CNH Industrial's commitment to empowering our customers by providing them with resources and tools that allow them to safely self-repair their equipment in a timely matter," said Kurt Coffey, vice president of Case IH North America. "We know that agricultural

equipment is one of the most significant investments for the American farmer. As a farmer, Farm Bureau member myself and brand leader, this MOU is a positive step forward in continuing to put the customer at the center of everything Case IH does."

The MOU includes provisions respecting CNH Industrial's intellectual property rights and recognizes the need to ensure safety controls and emission systems are not altered. CNH Industrial and AFBF will meet semiannually to review the agreement and address ongoing concerns.



## ISSUE UPDATE

### FARM BUREAU PRIORITIES MOVE FORWARD AT STATEHOUSE

Bills concerning wildlife control, the forest reserve program and farmers market licensing advanced out of committee last week as the Iowa Legislature wrapped up the ninth week of the 2023 session.

#### WILDLIFE CONTROL

Senate File 358 and House File 317 allow for the taking of nuisance fur-bearing animals on agricultural property, including raccoon, skunk or opossum, without getting prior permission from the Department of Natural Resources.

House File 317 passed the House with bipartisan support. Senate File 358 is eligible for consideration on the Senate floor. Farm Bureau supports.

#### FOREST RESERVE PROGRAM

Senate File 548 reforms the Forest Reserve program to require property tax payments on a portion of the value of those acres. The bill states that, starting in January 2024, forest reserve acres would no longer be exempt from property taxes and would now pay property taxes on 25% of their value. The taxable rate increases to 50% in 2025 and beyond.

The Senate bill advanced out of the Ways and Means Committee and is now eligible for consideration on the Senate floor. Farm Bureau policy supports the elimination of the forest reserve property tax exemption.

#### FARMERS MARKET LICENSING

Senate File 134 and House File 661 streamline the licensing process for selling food products at a farmers market. The bills eliminate individual county fees, instead providing for statewide licensure.

The House bill advanced out of the Ways and Means Committee and is now eligible for consideration on the House floor.

Farm Bureau policy supports streamlining the process for entities to sell food products directly to consumers.

# IOWA FARM BUREAU ANNOUNCES EXPANDED HEALTH AND WELLNESS BENEFITS FOR MEMBERS

The Iowa Farm Bureau Federation (IFBF) has expanded its partnership with long-time member benefit partners Wolfe Clinics and Health Gauge (formerly Stroke Detection Plus) to offer Farm Bureau members exclusive savings on hearing aids and life-saving comprehensive screenings.

Through Wolfe Audiology, Farm Bureau members are now eligible for exclusive 10% savings off customary pricing of hearing aids and a free premium charger for rechargeable aids, or free batteries for life for battery operated aids. Wolfe Audiology also offers members free follow-up visits for hearing aid programming

and checkups for one year and a free hearing device "clean and check" service for the life of the hearing aids.

The exclusive member savings provide access to a wide variety of models, styles and features for audiology needs.

In addition to the Wolfe Audiology benefit, Iowa Farm Bureau members are still eligible to save 20% on LASIK eye surgery. Members simply present their membership card at their first appointment to receive the eligible discounts for the LASIK eye surgery or hearing aid benefit.



#### HEALTH SCREENINGS

Health Gauge, a Farm Bureau benefit partner since 2009, is now offering savings up to \$35 on bloodwork screenings to assess risk of several health concerns, including diabetes, anemia, infections, some cancers and more.

Health Gauge also continues to offer Farm Bureau members savings of \$35 on preventative cardiovascular ultrasound screenings.

Expanded health assessments and screenings can provide early detection and can aid in disease

prevention and progression for many serious conditions and diseases.

Health Gauge offers screenings at various locations in Iowa, and members can make a single appointment for a comprehensive health assessment, saving time, hassle and money while gaining peace of mind.

For more information on Wolfe Audiology member benefits, visit [www.WolfeAudiology.com](http://www.WolfeAudiology.com) or call 866-330-5787.

To find a Health Gauge screening location near you or to learn more about life-saving screenings, visit [www.HGScreenings.com](http://www.HGScreenings.com) or call 515-244-3080.

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# MARKET

## PORK EXPORTS ROBUST, SLOW START FOR BEEF

U.S. Meat Export Federation says Mexico imported another record amount of pork.

U.S. pork exports, which posted a strong finish in 2022, maintained momentum in January, according to data released by the U.S. Department of Agriculture (USDA) and compiled by the U.S. Meat Export Federation (USMEF).

Meanwhile, U.S. beef exports were record-breaking in 2022 but slowed late in the year. This trend continued in January, as shipments were well below the large totals from a year ago.

January pork exports totaled 236,767 metric tons (mt), up 13% year-over-year, while export value climbed 16% to \$643.4 million. Exports to Mexico, which finished 2022 on a strong run on the way to an annual record, set another volume record in January. Exports also trended higher year-over-year to China/Hong Kong, Japan, Canada, the Dominican Republic, Colombia, Honduras and the ASEAN region.

Beef exports declined to several major destinations in January, though shipments increased sharply to Mexico, the Dominican

Republic, the Philippines and Africa. January volume fell 15% year-over-year to 100,942 mt, valued at \$702.3 million (down 32%). Beef inventories swelled in key markets near the end of last year, contributing to a challenging environment for U.S. exports.

### U.S. MOVES TOWARD FILING TRADE DISPUTE WITH MEXICO

The United States last week requested formal trade consultations regarding Mexico's ban on certain biotech corn imports. The request for technical consultations marks the first step in a process that is expected to lead to dispute resolution panel under the U.S.-Mexico-Canada Agreement.

The two sides have 30 days to begin the discussions. A decree by Mexico's president would block the import of genetically modified white corn products.

American Farm Bureau President Zippy Duvall applauded U.S. trade officials for pressing Mexico on the biotech corn ban, which he said "is not based on science and

is a clear violation of the U.S.-Mexico-Canada trade agreement."

### RAIL CAR ACCESS TROUBLES RETURN IN LATE 2022

Recent data on rail traffic revealed an unexpected increase in the unfilled orders for some railroads, which continues to hinder farmers' and ranchers' abilities to move inputs and products efficiently and cost effectively, American Farm Bureau Federation economists noted last week.

Compared to the last quarter of 2020 and 2021, fewer grain railcars were loaded at the end of 2022 (2% fewer than quarter four 2021 and 6% fewer than quarter four 2022).

### USDA EXTENDS PORK PROCESSING SPEED TRIAL

The USDA announced it will allow New Swine Slaughter Inspection System establishments to continue operating at increased line speeds through Nov. 30. Pork industry advocates welcomed the news.

In March 2021, a U.S. District

Court in Minnesota had struck down the USDA's New Swine Inspection System rule relating to line speeds at six packing plants. The ruling effectively limited line speeds to no more than 1,106 head per hour starting in June 2021. According to statistics from

pork producers, this decreased the nation's pork-producing capacity by 2.5%.

Last March, the USDA established a 12-month, time-limited trial allowing higher speeds. That trial was set to expire had the latest extension not gone into effect.

## MARKETING INSIGHTS

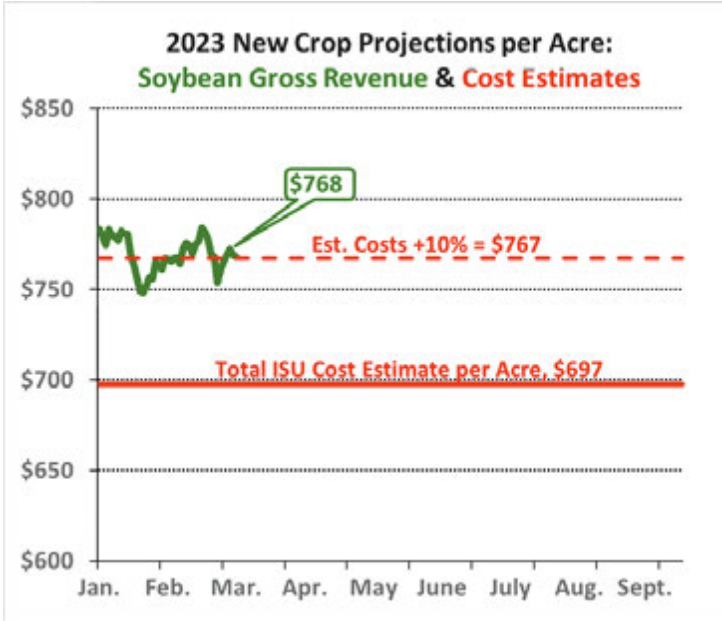
By Ed Kordick

Have you penciled out your soybean cost of production for 2023? As you set 2023 goals, cost estimates can build the base for the 2023 marketing plan. This week, the graph takes an early look at example 2023 soybean revenues (green line), which is daily new crop November futures minus a 70-cent basis estimate, multiplied by an estimated yield of 59 bushels per acre (bpa). The solid red line is Iowa State University Extension's cost estimate for soybeans following corn at that same anticipated yield of 59 bpa.

The dashed red line is 10% above those estimated costs. Current markets are right at that 10% line. Where the markets go from here is unknown, but with costs this high, risk is also high in 2023.



Kordick



## HAY AUCTIONS

### Dyersville, March 8

**Hay**, large square, good, \$170-225, fair, \$125-160; large round, good, \$140-180, fair, \$110-135. **Straw**, large square, good, \$175; large round, good, \$62. **Corn Stalk**, large round, good, \$45-50.

**Grass**, large square, good, \$185, large round, poor, \$135-180. **Mixed**, large square, good, \$170-200; large round, good, \$135-165.

### Fort Atkinson, March 8

**Hay**, small squares, first crop, \$165. **Straw**, small squares, \$170; big squares, first crop, \$115-155, second crop, \$120-170, third crop, \$135-185, fourth crop, \$145; rounds, \$105. **Grass**, rounds, \$65-145; big squares, first

crop, \$75-145, second crop, \$70-140, third crop, \$70-150, fourth crop, \$130-135, new seeding rounds, \$95-100. **Rye**, rounds, \$60. **Corn stalks**, rounds, \$75.

### Rock Valley, March 10

**Alfalfa**, large round, supreme, \$260, premium/supreme, \$230-247, premium, \$212-225; large square, premium, \$230, good, \$180-187; medium square, premium, \$210-230, good, \$190. **Mixed Grass**, large round, good/premium; medium square, good, \$165, large round, \$157. **Grass**, large square, premium, \$230; large round, \$240, good/premium, \$190-210, good, \$160-177, fair/good, \$150; utility, fair, \$142. **Straw**, large square, \$82-152. **Oat**, good, large round, \$180-187; large square, \$140-150. **Wheat Straw**, large square, \$110-140, round, \$177. **Corn Stalk**, large round, \$90-97.

### Contacts:

Dyersville: 563-875-2481  
Fort Atkinson: 563-534-7513  
Perry: 515-321-5765  
Rock Valley: 712-476-5541

\*Perry hay prices are per bale. All others are price per ton unless noted.

## LIVESTOCK MARKETS

### Price comparisons: Week ending:

	03/10/2023	02/10/2023	03/11/2022
Cattle - National 5 Area Confirmed Sales	25,783	49,700	70,008
5 Area 65-80% Choice Steers: Wtd Avg.	\$165.00	NA	NA
Average Weights (Estimate) Cattle	1378	1384	1396
Boxed Beef Choice 600-750 (5 day avg.)	\$284.91	\$269.66	\$254.71
Boxed Beef Select 600-750 (5 day avg.)	\$271.54	\$254.29	\$249.11
Five Day Average Hide and Offal Value	\$13.13	\$13.28	\$13.56
Cattle - Interior Iowa - Minnesota Supply:	6,071	26,747	18,574
Average Price Choice Steer: Live Basis	\$165.42	\$159.59	\$139.88
Average Price Choice Steer: Dressed Basis	\$264.64	\$253.81	\$219.99
Feeder Steers at River Markets (Neb. Feedlots)			
#1 Muscle Thickness 500-600#	\$241.37	\$224.59	\$201.57
#1 Muscle Thickness 700-800#	\$200.97	\$183.61	\$167.07
Hogs -- Interior Iowa - Minnesota			
ISM Friday Weighted Average Carcass Price	\$78.88	\$78.47	\$106.15
Average Weights (Estimate) Hogs	285.9	285.9	287.5
Sows 1-3 300# and up: Average Price	\$63.75	\$54.31	\$81.55
Pork Loins 1/4" trimmed 13 - 19 pound	\$92.26	\$103.34	\$106.91
51-52% 200 pound Pork Carcass (5 day avg.)	\$85.82	\$78.46	\$103.28
Feeder Pigs: National Direct Delivered			
Feeder Pigs 10 Pounds Basis - Wtd Avg.	\$51.69	\$64.15	\$79.22
Feeder Pigs 40 Pounds Basis -- Wtd Avg.	\$88.43	\$90.49	\$117.71
Sheep -- National			
Slaughter Lambs Negotiated Sales	NA	NA	NA
Choice & Prime Woolled and Shorn 130 -150 lbs	\$182.50	No Test	\$258.75
Slaughter Under Federal Inspection	Estimates	Estimates	Actuals
Hogs:	2,392,000	2,405,000	2,373,000
Cattle:	616,000	616,000	604,000
Sheep:	36,000	35,000	33,000

Estimated Numbers through Saturday. Source: USDA Livestock Market News

### CME Class III Milk Futures Closing prices March 10, 2023

#### Spot Prices

Block Cheese \$1.8325  
Barrel Cheese \$1.7015

Butter \$2.3370  
NDM Grade A \$1.1715

#### Milk Prices

MAR. Class III \$17.71  
MAR. Class IV \$18.30

# CASH STRATEGIST

BY  
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## USDA HIKES CORN CARRYOUT, REDUCES SOYBEAN SUPPLY

Changes to domestic balance sheets were greater than expected in the USDA's March supply and demand report. Corn ending stocks increased 75 million bushels (mbu) to total 1.342 billion bushels (bbu), which was on the high end of trade guesses. This increase was the result of lower export expectations. This is also very close to the ending stocks the U.S. had at the end of the 2021/22 marketing year. The average price forecast on corn is now \$6.60 per bushel.

The USDA trimmed its soybean ending stocks estimate to 210 mbu, down 15 mbu from February and the lowest carryout in seven years. Exports were bumped up by 25 mbu due to recent demand and expectations for continued sales given a smaller Argentine crop. The USDA did reduce its crush forecast by 10 mbu. The average cash value of soybeans is projected at \$14.30 per bushel.

Global corn ending stocks are now projected at 296.5 million metric tons (mmt), which was 3.4 mmt above the average trade guess and at the top of the estimate range. Soybean ending stocks are now forecast at an even 100 mmt, equal the average trade guess.

Argentine soybean production was lowered to 33 mmt, down 8 mmt from February and at the bottom of trade estimates. Argentine corn production came in under trade estimates at 40 mmt, down a large 7 mmt from last month. Brazil production estimates were left unchanged at 153 mmt on soybeans and 125 mmt on corn.

U.S. beef production for 2023 was raised 170 million pounds to total 26.67 billion pounds. This is still a decline of 1.63 billion pounds from 2022. Pork production for 2023 is predicted at 27.41 billion pounds, a 30 million pound decline from the February estimate. This is 420 million pounds more than the U.S. produced in 2022. Average steer values are projected at \$161.75 per hundredweight, and hogs are at \$65.75 per hundredweight. Meat export predictions were unchanged on the month with 3.09 billion pounds on beef and 6.35 billion pounds of pork.

Prior to this data being released, the trade received the January export numbers from the U.S. Commerce Department. For the month, the United States exported 124.8 mbu of corn, 20.5 mbu less than in December 2022 and a sizable 107.5 mbu less than January 2022 exports. Soybean shipments in the month totaled 314.5 mbu, 10.3 mbu more than in December 2022 and 79.6 mbu more than January 2022. Wheat exports in January totaled 65.7 mbu, an increase of 26.1 mbu from December 2022 and 2.2 mbu more than January 2022.

Iowa Corn & Soybean Basis					
CORN: (basis vs. May futures, 3/8/23)					
NW	\$6.57	NC	\$6.30	NE	\$6.12
	+0.31		+0.04		-0.13
SW	\$6.41	SC	\$6.26	SE	\$6.09
	+0.16		+0.00		-0.16
SOYBEANS: (basis vs. May futures, 3/8/23)					
NW	\$14.80	NC	\$14.54	NE	\$14.48
	-0.38		-0.64		-0.69
SW	\$14.97	SC	\$14.74	SE	\$14.83
	-0.21		-0.44		-0.35

## CORN STRATEGY

**2022 CROP:** Technical action in the market tells us another 10% of your old crop inventory should be marketed.

Sales of your 2022 crop should now total 80% of production. Interior basis remains firm and should be considered as buyers try to extend coverage ahead of the spring season. A lack of carry should also be factored into pricing as holding inventory has little reward.

**2023 CROP:** We feel you should now be marketed on 30% of next year's anticipated corn production.

The use of minimum price contracts may also be considered at this time.

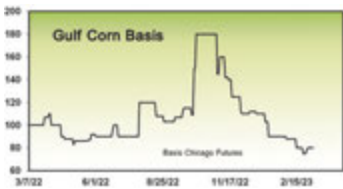
**FUNDAMENTALS:** The main hindrance for corn futures has been low demand.

This is mostly for exports,



but we are seeing lower usage domestically as well. It now appears the U.S. may produce a much larger corn crop this year, giving us a more comfortable outlook for corn reserves.

This has pressured corn values, but also made us more competitive in the global market, and sales have increased.



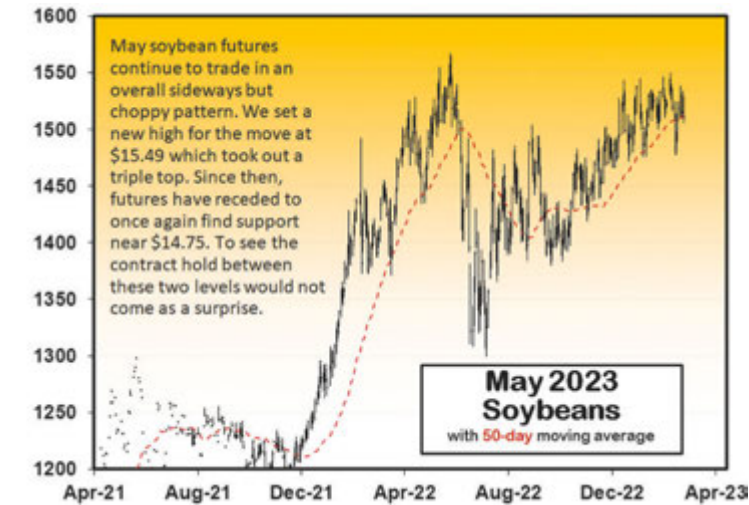
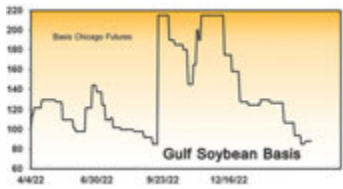
## SOYBEAN STRATEGY

**2022 CROP:** We feel you should now have coverage on your 2022 production of 80%. Basis values need to be closely monitored in today's market for pricing opportunities as well, as we are starting to see more incentives paid ahead of the spring planting season. There is no carry in futures and not enough to warrant making sales outside of the spot market.

**2023 CROP:** Given market factors, we feel you should have coverage of 30% on your 2023 production. We will wait for more clarification on global production and balance sheets before

extending this level.

**FUNDAMENTALS:** The main focus of the soy complex recently has been the size of the Argentine crop. While we have seen losses in Argentina, production in Brazil is record sized, and so is total South American crop size. We are starting to see more competition for U.S. plantings with soybeans needing to push for uncommitted acres. This is helping to keep a floor under the market.



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## Cash Strategist Sales Recommendations

Prices are new crop or nearby futures

### CORN

#### 2022

09-22-20 — 10% sold @ \$3.92  
10-08-20 — 10% sold @ \$3.98  
10-27-20 — 10% sold @ \$3.99  
01-21-22 — 10% sold @ \$5.64  
09-01-22 — 10% sold @ \$6.70  
09-26-22 — 10% sold @ \$6.75  
01-04-23 — 10% sold @ \$6.70  
02-24-23 — 10% sold @ \$6.60  
**80% sold**

#### 2023

09-01-22 — 10% sold @ \$6.24  
09-26-22 — 10% sold @ \$6.15  
01-04-23 — 10% sold @ \$6.05  
**30% sold**

### SOYBEANS

#### 2022

10-27-20 — 10% sold @ \$9.20  
12-22-20 — 10% sold @ \$10.05  
03-29-21 — 10% sold @ \$11.25  
01-21-22 — 10% sold @ \$13.20  
09-01-22 — 10% sold @ \$14.30  
09-26-22 — 10% sold @ \$14.25  
12-08-22 — 10% sold @ \$14.80  
01-27-23 — 10% sold @ \$15.25  
**80% sold**

#### 2023

09-01-22 — 10% sold @ \$13.55  
09-26-22 — 10% sold @ \$13.60  
12-08-22 — 10% sold @ \$14.00  
**30% sold**

**Cash Strategist Hotline:**  
309-557-2274





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