



Missouri Ag News

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Grain Marketing Commentary

Corn

At last weeks Agriculture Outlook Forum, USDA gave their new crop supply and demand outlook. The projections for planted acres were based on economic projections and not on farmer surveys, which will be released on March 31. To no one's surprise, ending stocks will continue to remain large. Corn acres for 2016 were projected at 90 million and trend line yield of 168 bu./acre. Demand was increased 180 million bushels from last year to 17.725 billion bushels and ending stocks were increased 140 million bushels to 1.977 billion bushels. Season average farm price was projected at \$3.45.

If we use the Outlook Forum's supply and demand estimates, but cut corn yields 5% below trend to 160 bu/acre, ending stocks would drop to 1.29 billion. Therefore, with a modest cut in yield and with the uncertainty of this summer's weather with the diminishing El Nino weather pattern, there should be some opportunities to make some new crop sales above \$4.00.

Other potential supply risks include this spring's planting weather and Brazil's safrinha or second crop corn. The safrinha corn was a little late in getting planted because of delayed soybean harvest. This puts their corn crop at higher production risk given their growing season and pollination in dry season.

Technically, May has found some support at \$3.54. First resistance is at \$3.65 and then at \$3.74, and \$3.78. Seasonally, we get a rebound in prices from now until early May. If you still have some old crop corn, I would use any rallies to make sales. December futures is finding price support at \$3.73. If it holds, upside price targets would be \$3.82, \$3.90 and then \$3.95. The 200 day moving average is at \$4.00. I would keep the 200 day moving average on your charts. I believe a break above this moving average could open the doors to a 30 – 50 cent price rally depending upon the supply and demand situation at the time. For new crop, I would not make too many sales just yet and look to take advantage of weather rallies late spring and summer. If you are going to make sales, buying some call options at this time would be a good strategy.

.....Market Commentary continued

Soybeans

The USDA forum projected 2016 soybean ending stocks at 440 million bushels, down 10 million from 2015. Planted acres were cut 200,000 to 82.5 million. When farmer planting survey results arrive at the end of the month, many expect acres to be up at least 1.0 million. Use was increased 150 million bushels to 3.85 billion bushels and the trend line year was 46.7 bu/acre. Season average farm price was projected at \$8.50. If the yield is trimmed 5% to 44.3 bu/acre, ending stocks fall below 250 million bushels. Just as in corn, it does not take a big drop in yield to tighten up the ending stocks.

Technically, May futures has found support at \$8.57 with resistance at \$8.90 and \$9.00. The 200 day moving average is at \$9.06. November futures has support at \$8.70 and resistance at \$8.98. The 200 day moving is at \$9.00. Just as I mentioned in corn, a break above the 200 day moving average could trigger a significant rally depending upon the supply and demand situation at the time. For old crop soybeans, I would use rallies to make some sales. For new crop, I would target sales for this late spring and summer on weather rallies.

Wheat

Wheat ending stocks continues to grow. The Forum projects ending stocks at 989 million bushels up 33 million bushels. Acres were projected to be down 3.6 million to 51.0 million acres. Season average farm price was projected at \$4.20.

Technically, July wheat futures have traded in a downward channel for several months, but has seen a bounce recently off of \$4.50. The 50 day moving average has been price resistance and is presently at \$4.78. Seasonally, wheat rallies into May before turning lower into harvest.

Cotton

At the USDA Outlook Forum, planted acres were projected at 9.4 million acres up 820,000 from last year. Ending stocks were left unchanged at 3.6 million bales, based on a 1.2 million increased in exports. It is important for a cotton producer to remain in close contact with his cotton buyer to get the most current price quotes.

Technically, both the May and December futures have found support at 56 cents. First price target would be the 50% retracement from the December high at 61 cents. As I recommend for the other commodities, I would look to make sales for new crop more in the growing season as we get a better idea on acres and yields.

Rice

The Forum dropped the ending stocks of rice by 1.0 million cwt to 40.9. Acres were increase 200,000 to 2.8 million and use was increased 14.0 million to 237.0. For cash rice quotes, contact your rice buyer to get the most current price quotes and cash price outlook. Technically, May rice futures are still in a down trend but has some miner support at 10.44. Price resistance is at \$11.40.

For updated information go to <http://extension.missouri.edu/scott/marketing-resources.aspx>. Bill Reinbott, Agriculture Business Specialist, University of Missouri Extension, Benton, MO.

2016 Pesticide Collection Event

How to Safely Transport Your Waste Pesticides

Safety Precautions

- Wear nitrile or chemical resistant gloves when handling waste pesticides
- Do not smoke while handling or transporting pesticides
- Avoid bringing children or pets to the collection site

Procedures

- Keep waste pesticides in original containers
- Do not mix unwanted pesticides with other materials, like used motor oil or antifreeze
- Label materials that are not in original containers
- Make sure lids are tightly sealed
- If the container is leaking, place the container into a larger container with a non-flammable absorbent, such as clay-based cat box filler, to absorb any possible leaks
- Secure waste pesticides upright in a cardboard box during transport
- Transport waste pesticides in the back of a pickup truck, trailer or car trunk
- Keep flammables out of direct sunlight and away from sources of heat

The hazardous waste contractor will unload the waste pesticides from your vehicle at the collection event. Please stay in your vehicle until the contractor asks for your assistance.

New for 2016: Also collecting empty, triple-rinsed pesticide containers-up to 30 gallons in size (must be dry and residue free).



1. Portageville, March 12, 2016, 8 a.m.-1 p.m., University of Missouri – Fisher Delta Research Center, 147 W. State Highway T, Portageville, MO
2. **Poplar Bluff, March 26, 2016, 8 a.m.-1 p.m., Baker Implement Company, 1443 State Highway B, Poplar Bluff, MO**
3. Fairfax, April 9, 2016, 8 a.m.-1 p.m., University of Missouri, Graves-Chapple Research Center, 29955 Outer Road, Fairfax, MO
4. Canton, May 21, 2016, 8 a.m.-1 p.m., Canton Recycling Center, 509 N. 4th St., Canton, MO
5. Montgomery City, June 4, 2016, 8 a.m.-1 p.m., Montgomery County Road & Bridge Facility, 480 Benton St., Montgomery City, MO

2016 MU cattle protocols help calving ease, add quality

Beef calves born early in the calving season are worth more. Ranch records show those economics. Research from the University of Missouri Thompson Farm shows how to get more calves born early in the season.

Dave Patterson, MU Extension beef specialist, told that story to Taney County cattlemen, Feb. 25. When Patterson asked how many of them use AI (artificial insemination) to breed their cows, many hands went up. Next, he asked how many use fixed-time AI. Only a third of those hands went back up.

Fixed-time AI, or FTAI, allows breeding of all cows in a herd on one day. The very idea causes many herd owners to fear all calves will be born on one night. That's more than anyone wants. However, cows aren't alike: Some calve early while some calve late. Research from the MU herd at Spickard shows calving peaks at the "normal" 283 days of gestation.

Patterson said that the calving spread works in favor of the owner. With FTAI, in a 100-cow herd, about 12 calves will be born on peak days. There's another benefit for herd owners. With AI, cows can be bred with calving-ease genetics. It's not all genetics, however. Management helps. Prebreeding exams cull heifers that might need calving assistance or even C-sections at birth.

Show-Me-Select Replacement Heifer sales show that heifers with better genetics from proven AI sires sell for more dollars. Last year, SMS sales showed that the advanced AI-bred Tier Two heifers averaged \$422 more per head over bull-bred heifers. As buyers learn the value of better heifers they come back to bid more.

Stacked genetics add value as well. AI adds traits such as carcass quality and rib-eye area for steermates sent to feedlots. FTAI adds value to feeder calves that are uniform in age and size. Patterson told how 19 years of science went into refining protocols for fixed-time AI. The protocols, or recipes, are updated every year. "Use the 2016 sheet," Patterson said.

All the details are printed on two sides of a yellow card from MU Extension livestock specialists. Also, AI companies print the AI protocols in their sire catalogs. Cows and heifers need different protocols. Traditionally, heifers cause more problems; however, a new 14-day protocol works best for most heifers.

Patterson stressed that breeders must use protocols exactly. The steps are timed down to the hour. That fits the breeding cycle of most females in the herd. "When followed, the protocols work," Patterson said. Over the years, the MU scientists tried various methods so that farmers don't need to experiment.

Fixed-time AI makes for uniform calf crops as most calves are born in a 21-day period. Show-Me-Select buyers soon learn they like short calving seasons. That beats getting up on winter nights in a 120-day season. Producers can enroll in the [Show-Me-Select Replacement Heifer Program](#) with their area MU Extension livestock specialist. It's a yearlong program that offers SMS sales at the end.

Producers can learn to inseminate their cows. But Patterson warns beginners to not try to breed all cows in one day by themselves. In recent breeding research in large herds, Patterson and two MU graduate students were breeding 100 heifers per hour. They've practiced.

Newcomers should ask their local AI provider to help when getting started. Details count in timed breeding. However, premium prices for heifers and their steermates make AI worthwhile. Premiums add value in a time of dropping beef prices.

David Patterson, State Beef Extension Specialist, Columbia, MO

2016 Value-Added Producer Grant Program

The USDA **Value-Added Producer Grant** (VAPG) Program expects to announce a call for applications in March! With the March 10 webinar on the VAPG (previously circulated) that includes USDA VAPG staff, it will likely be released by then.

This is a great opportunity to plan a value-added business or to help fund early stage working capital expenses. Grants of up to \$75,000 for business planning and up to \$250,000 for working capital will be available.

“Value-added” is defined quite generously by the USDA. Not only can it mean changing the physical state of your raw product, but it can mean the fact that you are marketing and branding your raw product as local, *or* by your means of production, such as organically grown, *or* by the physical segregation of your raw product, such as non-GMO corn. Projects producing renewable energy from one’s own bio-based products can also be considered value-added. There are five ways to add value in the VAPG.

This year may be one of the best years to apply. The VAPG is considering providing a large pot of funds this year, which would mean much less funding available in 2017 and 2018. We will not know the exact amount until it is announced.

Military veterans, beginning farmers, minority farmers, or women-owned farming businesses can get extra points in the scoring of applications, as do some farmer groups that benefit these types of farmers.

There is a **50% matching funds** requirement. So please, **investigate this program now** at <http://www.rd.usda.gov/programs-services/value-added-producer-grants> to find out if it can help you achieve your business goals. Start on your application *before* the federal announcement. Use last year’s “application toolkit.”

Another great resource to use in considering this program is The Farmer’s Guide to Applying for the Value-Added Producer Grant program available at: www.sustainableagriculture.net/publications



Conference looks at opportunities with small acreages in St. Joseph

Save the Date

When: Saturday, April 2, 2016

Where: Blum Student Union, 2nd floor
Missouri Western State University
St. Joseph, MO

Places to Stay: <http://www.stjomo.com/stay-awhile/hotels-motels/>

Small acreages offer a variety of ways to generate income, ranging from raising fruits, vegetables, meat and poultry to enhancing your property for outdoor recreation or agritourism.

A University of Missouri Extension conference, April 2 in St. Joseph, will explore opportunities to put small acreages to work.

The third annual Small Acreage and Land Entrepreneurs (SALE) Conference gives small-acreage owners the opportunity to learn and network on a variety of topics, and to visit with area business and agencies of interest to this group, said Randa Doty, MU Extension agricultural business specialist and one of the conference organizers.

The SALE Conference will feature a variety of sessions in four concurrent tracks. Sessions are scheduled to last 30 minutes, followed by 10 minutes for questions, and are timed to allow attendees to move from track to track.

“We have several sessions focusing on youth, a couple urban agriculture sessions and some entrepreneurship topics,” Doty said. “That’s in addition to vegetable, fruit, livestock and other production topics.”

Other topics include ag leases, getting off the grid, agroforestry, permaculture and displays at farmers markets.

Presenters include MU Extension specialists, private landowners and representatives from the Missouri Department of Conservation and the U.S. Department of Agriculture.

The conference runs 9 a.m. to 3:30 p.m. in Spratt Hall on the Missouri Western State University campus, St. Joseph. For map and directions, go to <https://www.missouriwestern.edu/about/directions>.

A trade show starts at 8:30 a.m. and will run throughout the day.

The early-bird registration deadline is March 26. You can download a printable agenda and mail-in registration form at <http://extension.missouri.edu/nodaway/saleconference.aspx>.

For more information, contact Randa Doty at 660-582-8101 or dotyr@missouri.edu, or Tom Fowler at 816-279-1691 or fowlert@missouri.edu.

2016 Show Me Grape and Wine Conference / Symposium

Registration is now open!

Join your grape and wine colleagues for a comprehensive program of speakers from throughout the United States!

The Show-Me Grape and Wine Conference: educational workshops and presentations

Wednesday and Thursday, March 16 and 17, 2016
Hampton Inn & Suites Columbia (at the University of Missouri)

*For attendees who wish to make a reservation to stay at the hotel, a block of rooms is being held until **Sunday, February 14, 2016.***

The Show-Me Grape and Wine Symposium: presentations on scientific research in the Midwest

Friday, March 18, 2016
University of Missouri campus

Free to attend but you must register, as seating is limited.
Please see the [event web page](http://gwi.missouri.edu/events/) <http://gwi.missouri.edu/events/> for details on speakers, topics, schedules, and hotel reservation info.



Registration ends Monday, March 7, 2016. All registration is online through the [event registration website](#)

Prices:

Full Conference \$125
Day One only (Wednesday, March 16) \$90
Day Two only (Thursday, March 17) \$35

All of us at the University of Missouri Grape and Wine Institute look forward to seeing you.

March 16, 2016 – Conference Schedule

- 8:45 Managing complexity of pest management — Dean Volenberg
- 9:45 Adapting to Changing Science & New Challenges — Jim Wolpert
- 11:00 Useful Mobile Apps for Vineyards and Wineries — Ed Hellman
- 11:45 Complimentary Lunch Buffet
- 1:00 Monitoring Ripening for Harvest and Winemaking Decisions — Joe Fiola
- 2:00 Wine stabilization and finishing — Misha Kwasniewski
- 3:15 Enological tannins and maintaining their presence in non-vitis viniferous species — Amy LaHue
- 4:15 Wine Quality from a Sensory and Chemical Point of View — Helene Hopher

March 17, 2016 - Conference Schedule

- 7:00 Complimentary Continental Breakfast
- 8:45 State of the Industry / New promotions — Jim Anderson and Danene Beedle
- 9:45 Fine-tuning vineyard nutrient assessment and fertility recommendations — Tony Wolf
- 10:45 Services provided by the Mizzou Soil Testing and Plant Analysis Laboratory — Manjula Nathan
- 1:00 Missouri Wine Technical Group — Joe Fiola

March 18, 2016 - Symposium Schedule

- 1:15 Keynote: Adaptive grape growing in the mid-Atlantic's challenging climate — Tony Wolf
- 2:00 Effect of water availability and rootstocks on 'Chambourcin' vine physiology and grape quality
- 2:20 Investigation into the genetic basic leaf shape of grapes
- 2:40 Discovery and analysis of Grapevine vein clearing virus in *Ampelopsis cordata*
- 3:20 Characterization of the virions of Grapevine vein clearing virus
- 3:40 QTL analysis of problematic traits associated with North American grape species.
- 4:00 Long Non-Coding RNA Species in the Grapevine Transcriptome
- 4:20 Rootstock effects on Chambourcin scions in the Mount Vernon Experimental Vineyard.

Future Meetings & Events -

Annie's Project II – March 3, 10, 17, & 24 Van Buren, MO. 6 pm to 9 pm. If you are a farm woman with a passion for business involvement, you need to attend the four-week course designed just for you! This workshop will cover introduction to market terminology, basic hedging problems, futures contracts, cash contracts, options, livestock marketing, developing a marketing plan, and crop insurance. Contact Kevin Anderson at 573-323-4418.

Pesticide Collection Event: Free! - March 12, 2016 at the Fisher Delta Research Center, Portageville, MO. Time: 8:00 a.m. - 1:00 p.m. **March 26, 2016 at Baker Implement, Poplar Bluff, MO.** Time: 8:00 a.m. - 1:00 p.m. [Missouri Department of Resources Web Site More Information](#)

The Show-Me Grape and Wine Conference - Wednesday and Thursday, March 16 and 17, 2016. Hampton Inn & Suites Columbia (at the University of Missouri). All registration is online through the [event registration website](#)

Contributions to this publication are made by University of Missouri agriculture food and natural resource specialists. If you would like to be added to the list serve for this publication please send an email with request to: denklers@missouri.edu

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Commodities and markets - <http://extension.missouri.edu/scott/crop-budgets.aspx>