

JUNE 2025

HARTMANN FARMS

NEWSLETTER

IN THIS ISSUE

PAGE 1 - MARKET INSIGHTS

PAGE 2 - MARKETING TOOLS

PAGE 3 - EMPLOYEE SPOTLIGHT



A MESSAGE FROM HOWARD HARTMANN

To the entire Hartmann Farms team:

As we wrap up another spring season, I want to personally thank each and every one of you for the tremendous effort you've put in this year. Thanks to your dedication, skill, and long hours, we had one of the smoothest planting seasons in recent memory.

The weather this spring gave us a window of opportunity, and because of your hard work, we were able to take full advantage of it. Planting went in on time, fields were finished cleanly and professionally, and the sprayers kept pace every step of the way - no small task during a fast-moving season.

Our planting and tillage crews did a phenomenal job preparing the fields and getting the crop started right. The spray team worked long hours and stayed on schedule, supported by those making sure the sprayers had what they needed - water, nitrogen, and fertilizer - delivered on time.

Behind all the fieldwork is the critical planning and coordination it takes to keep things running smoothly. I want to give a special thank-you to Danielle Messer for her tireless work ahead of the season and throughout planting. Her organization and attention to detail helped keep all the moving parts in order and on track. Her effort made a huge difference.

Every role - whether in the field, in support, or in planning - matters. It takes all of us, working together, to make this farm what it is. I'm proud of the work you've done, and I'm grateful to be a part of a team that shows up, works hard, and takes pride in doing the job right.

Thank you again for all you've done this spring.

Wishing you all a safe and successful growing season.

Sincerely,
Howard Hartmann
Owner, Hartmann Farms

CONTACT US

608-592-3764

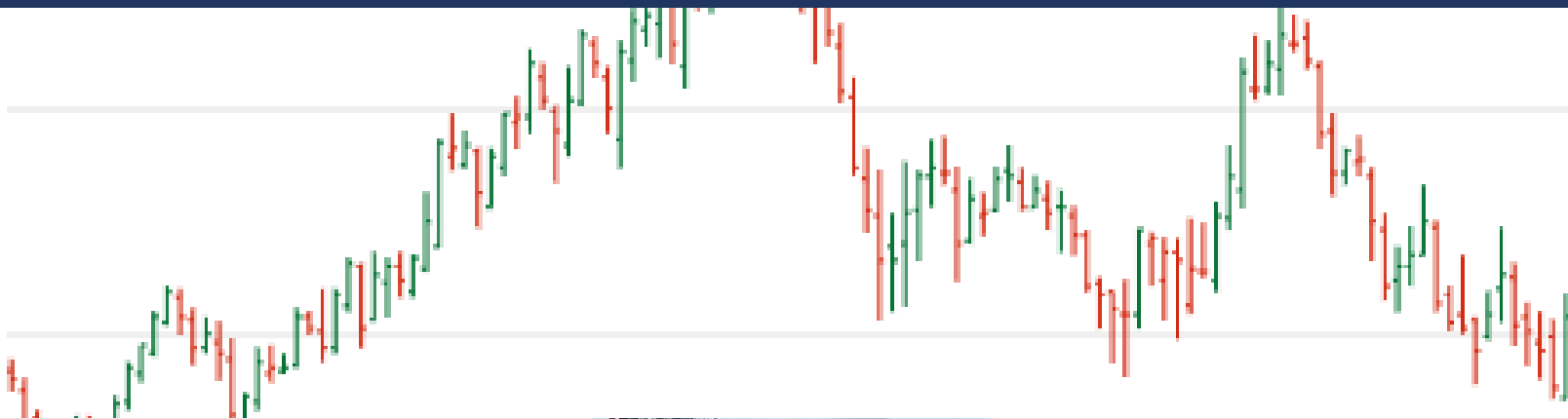
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GRAIN MARKET UPDATE - JUNE 2025



INCREASED VOLATILITY RETURNS TO THE GRAIN MARKETS

Since February grain markets have seen a notable uptick in volatility - with prices moving more frequently in both directions. In April, both corn and soybeans enjoyed brief rallies. Soybeans have since stabilized within a trading range, while new crop corn has faced pressure, falling more than 25 cents.

GEOPOLITICAL PRESSURES DRIVING MARKET SWINGS

Market volatility isn't just about weather anymore. Geopolitical events - especially shifting trade policies and tariffs have been major contributors to price movement. Earlier this year, expectations of new tariffs led to a surge in early soybean exports. Thanks to this, U.S. soybean exports are up 9% year-over-year.

China, which typically purchases around 17% of U.S. soybean production, is now looking more toward Brazil and other sources due to ongoing tariff concerns. This shift could have negative implications for 2025 crop pricing.

We saw something similar during the 2017-2018 trade disputes. Back then, falling prices were cushioned by government support. Today, with no active farm bill in place, similar support may be harder to secure.



CORN PRICES LAG BEHIND

New crop corn continues to struggle, with prices remaining near breakeven. According to the May USDA WASDE report, ending stocks for both corn and soybeans are down, but production estimates are up. Hedge fund selloffs are adding more downward pressure.

FAST PLANTING DESPITE SPRING WEATHER

Despite a wet, windy, and cold April, U.S. planting progress is ahead of last year. With warmer, sunnier weather in the forecast, many farmers are wrapping up. Timely rains and lots of sun will make crops grow. If we truly harvest 95 million acres of good corn, prices may reflect that level of production.

BLOCK OUT THE NOISE

With constant headlines around trade policy and global markets, it's easy to feel overwhelmed. But the best strategy remains simple:

- Focus on the crop you're growing
- Ignore the market noise
- Put a marketing plan in place before harvest

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.

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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

MARKETING TOOLS FOR PRODUCERS

TAKE THE GUESSWORK OUT OF SELLING

For many farmers, marketing the crop is the last thing on an already packed to-do list. Between planting, fixing equipment, and caring for livestock, marketing often ends up on the back burner - and we get it. It's not usually the most exciting part of farming. But it is one of the most important when it comes to protecting your profits.

At Hartmann Farms, we know marketing can feel overwhelming, especially when prices aren't where you'd like them to be. That's why we offer a variety of tools to help simplify those tough decisions and keep your farm financially healthy.

START WITH YOUR BREAK-EVEN



The first step in any solid marketing plan is knowing your break-even price - the number that reflects your actual cost of production. Every farm is different, so this number should be tailored to your operation. Once you know your break-even, you can make smart, strategic decisions about when and how to sell.

Not sure where to start? We have a simple worksheet that breaks down your expected costs and yields per acre. Enter up to three crops and set a profit goal per acre. The tool will then calculate the target cash price needed to hit that goal. It is a great way to bring clarity to your planning.

USE TARGET OFFERS

Target offers are one of the most effective - and underused - tools available. Think of them as a set-it-and-forget-it approach to pricing your grain.

Let's say the market is at \$4.40 and your break even is \$4.50. You'd like to lock in a price of \$4.55. Instead of watching the market every day, you can place a target offer at \$4.55. If the market hits that price, your offer fills automatically - no missed opportunity.

Target offers work for both old and new crop, and the best part? They're free - no cost to set up, cancel, or adjust before they fill.



LET'S TALK IT THROUGH



Need help working through it all? That's what we're here for.

Kelsey, our grain merchandiser, is available for calls, emails, or on-farm visits. She monitors the markets daily and is happy to share what she's seeing to help you build a plan that fits your operation. She won't make a decision for you - but she will give you the tools and information to make the right call for your farm.

We're here to help. Stop in, give us a call, or reach out to Kelsey directly to start building a plan today.

EMPLOYEE SPOTLIGHT

NEW EMPLOYEE - AARON ARNOLD

Please join us in welcoming Aaron Arnold, the newest member of the Hartmann Farms team! Aaron came on board in February as our On-Site Grain Operations Manager.

Aaron brings a wealth of experience to the role. Before joining us, he served over 15 years in the military and also worked as a grain operations manager at another grain facility. His leadership background and operational know-how make him a valuable asset to our team.

Aaron is passionate about agriculture because there is always something new to learn, and he enjoys the hands-on, outdoor nature of the work. Outside of the job, Aaron spends his time hunting, fishing, and making memories with his six-year-old son, Kurtis.

If you see Aaron around the elevator, be sure to say hello and give him a warm Hartmann Farms welcome!



CONGRATULATIONS, PHILLIP!

We'd like to extend a big congratulations to Phillip on his recent graduation from Southwest-Tech. While completing his degree in agronomy, Phillip is a member of our spray team and is doing a fantastic job.

His technical knowledge, attention to detail, and strong work ethic brings real value to the team during a fast-paced and critical part of the season. Phillip's dedication and willingness to take on responsibility has not gone unnoticed, and we're proud to have him as part of the Hartmann Farms family.

Thank you, Phillip, for all of your hard work - you've done an outstanding job, and we're excited to see what you continue to accomplish here at Hartmann Farms.



CARTER ALT

Let us introduce you to Carter Alt, a young member of the Hartmann Farms' team.

Carter worked as a part-time employee before graduating from Sauk Prairie High School in 2023. Upon graduation, Carter was hired as an equipment operator. Last year, he was a member of our sweet corn pack team. This season, Carter stepped into the role of planting soybeans. He also recently obtained his class A CDL.

Carter loves working at Hartmann Farms due to the flexibility to be self starting and self sufficient. He enjoys challenging himself to continue improving his already diverse skillset.

Outside of the job, Carter spends his time hunting, fishing, and making memories with family and friends.

If you see Carter around the elevator, be sure to say hello and congratulate him on his career advancements here at Hartmann Farms!

