

Smart Strategies for Farmers Holding Last Year's Grain

Navigating grain markets can feel like a guessing game, especially if it's not your favorite part of farming. Many farmers excel at raising strong crops and yields but often tune out the markets, missing opportunities or falling into a wait-and-see approach. If you're holding onto unsold grain from last year, you're not alone – the USDA's September 2024 Grain Stocks report shows on-farm corn stocks jumped 29% from the previous year, reflecting a growing trend of delayed sales.

The good news? With a little time and effort, you can sharpen your grain marketing skills and make decisions that boost your prices and profitability. Here are some practical steps to help if you're undersold on last year's grain:

Assess Your Storage Costs

Storage gives you time to wait for better prices, and it comes at a cost. Factors like electricity, labor, depreciation, and interest add up quickly. According to Iowa State University's Ag Decision Maker, these costs can range from \$0.31 to \$0.97 per bushel per month depending on your setup. That means even a few extra months of storage can significantly impact your bottom line.

Take a close look at your storage expenses and ask yourself if holding onto your grain is still worth the cost. If prices aren't improving enough to offset your expenses, it might be time to sell some of that inventory. Being realistic about storage costs can help you avoid turning a tough situation into a worse one.

Monitor the Market for Short-Term Opportunities
Grain markets are always moving, influenced by glob-

al demand, weather, and other unpredictable factors. For example, recent USDA reports suggest that tighter U.S. corn supplies could support prices in the coming months. These short-term market swings can offer great selling opportunities if you're paying attention.

Even if watching the markets isn't your favorite thing to do, you don't have to do it alone. Set price targets and keep an eye on trends without letting it consume your time. Selling incrementally during price rallies allows you to take advantage of spikes while reducing your overall risk.

Consider Basis Contracts

A basis contract could be the right tool if you're hesitant to sell everything now and still want to lock in part of your revenue. Basis contracts allow you to secure the local cash price relative to futures while keeping the actual futures price open for later. This can be a valuable strategy, especially post-harvest when local cash markets tend to strengthen.

This approach gives you flexibility. You're locking in the parts you can control while leaving room to capture future market improvements. If managing all this sounds overwhelming, consider asking a trusted advisor to guide you through how it works and help you decide if it's right for you.

Address Cash Flow Needs

Holding onto grain ties up money that could be used elsewhere on your farm. Rising input costs and loan payments can make it tough to keep things run-

ning smoothly. If cash flow is tight, selling a portion of your grain now can give you the liquidity to cover essential expenses like seed, fertilizer, or equipment payments.

Remember, you don't have to sell it all at once. Selling just enough to relieve financial pressure while keeping the rest for better prices later can be a smart compromise.

Learn from the Experience

If you're undersold, it's a chance to look back and learn. What worked? What didn't? Many farmers fall into the trap of waiting too long or letting emotions cloud their decisions. Reflecting on these experiences can help you build a more proactive marketing strategy moving forward.

Grain marketing doesn't have to be perfect – it just has to be consistent and informed. By setting clear goals and following through, you can improve your results over time.

Develop a Proactive Marketing Plan

The best way to avoid being undersold in the future is to plan ahead. A proactive marketing plan involves setting price targets, diversifying your tools (like forward contracts or options), and staying informed about market conditions. When you approach grain marketing with a structured plan, it takes the stress out of decision-making and leads to better outcomes.

Farms that adopt diverse marketing strategies are better equipped to handle volatility. Instead of reacting to the market, you can take

control and make decisions based on what works best for your operation.

Looking Ahead

Grain marketing might not be the part of farming you love most. With a little effort, you can turn it into an area of strength. By evaluating your storage costs, watching for short-term opportunities, and planning ahead, you can take control of your grain marketing and make it work for you.

If you're feeling overwhelmed or unsure about grain marketing and moving last year's crop, you don't have to tackle it alone. Contact Storm Hostetter, Sales Director at Total Farm Marketing, at 701-719-8100 or Storm@TotalFarmMarketing.com. Storm and the team at Total Farm Marketing can help you build a marketing plan tailored to your operation, so you can focus on what you do best – farming – while knowing your grain marketing is in good hands. Total Farm Marketing utilizes a powerful rules-based approach that leverages artificial intelligence technology and data-driven tools to remove personal bias, help you manage market challenges, and seize price opportunities.

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Public Notice

The Federal Communications Commission (FCC) proposed an increase of the Federal Universal Service Charge (FUSC) which appears on your NDTC bill each month. This increase is a result of an increase in the FCC's universal service fund contribution factor from 35.8% to 36.3% and will become effective January 1, 2025. The new FUSC amount is calculated by multiplying the FCC's universal service contribution factor against your interstate access service charge. The federal universal service fund program is designed to help keep local telephone service rates affordable for all customers, in all areas of the United States.



SHEYENNE CITY COUNCIL REGULAR COUNCIL MEETING DECEMBER 2, 2024

Mayor Hanson called the regular meeting to order with Thumb absent. Minutes of November 6, 2024 meeting were read and approved. Motion Ames, second Hoffner, motion carried.

B. Rieger, Facilities Operator was absent. City will purchase a backup heater for building under water tower.

Ostby wall repair has been tabled until spring. Patty Larson gave updates on grants received. ARPA funds need to be used by December 31st. Reminder to all residents that vehicles need to be moved from streets during snow removal. Motion Ames, second Hoffner, motion carried to approve liquor license for Rindy's Bar. Fuel pumps in town will be ran by Cenex out of Tolna in the near future.

Treasurer's Report: Motion to accept Treasurer's Report Labrenz, second Ames, motion carried. Meeting adjourned.

Next regular meeting to be held Wednesday, January 8th, at 6:00 pm

GENERAL FUND:

Otter Tail Power Co.	699.61
MDU	47.83
NDTC	42.00
Eddy Co Auditor (Police) ..	2,558.00
Double M Sanitation	3,785.00
IRS	275.40
Transcript	42.00
One Call	6.80
Newman Signs	204.84
Jacobson	507.93

WATER & SEWER:

Otter Tail Power Co.	320.76
MDU	110.21
NDTC	43.95
Northern Plains	45.00
City of Fargo	14.00
ND Rural Water (cameras) ..	150.00
City of McVile (jetting) ..	3,343.72
Hawkins	1,184.60
Rieger	576.15
Jacobson	507.92

Published December 23, 2024

NEW ROCKFORD CITY COMMISSION SPECIAL MEETING DECEMBER 17, 2024

Richter called the special meeting to order at 9:00 a.m. with Belquist, Fleming, and Dauenhauer present.

Fleming made a motion to approve the agenda. Dauenhauer seconded the motion. All were in favor. Motion carried.

Amanda Hegland with the New Rockford Area Betterment Corporation (NRABC) was present to discuss the Region Workforce Impact Program (RWIP) grant NRABC received for a fire suppression system at the Brown Memorial. Hegland stated the grant amount is \$165,341.65 with a \$41,335.41 match from the City. Fleming made a motion to approve the grant for the fire suppression system. Dauenhauer seconded the motion. All were in favor. Motion carried.

With no further business, the meeting was adjourned at 9:09 a.m.

****MINUTES ARE SUBJECT TO APPROVAL AT NEXT SCHEDULED CITY COMMISSION MEETING****

Andrew Presnell, City Auditor
Stuart Richter, President
Published December 23, 2024

NOTICE FOR BIDS FOR LEASE OF PASTURE AND HAY LAND

The State of North Dakota, by and through the Office of the Adjutant General, will entertain bids for the lease of pasture land (5 units), hay land (3 units), and Crop/hay land (1 unit) in Eddy County, North Dakota near the Camp Grafton South Training Area. Additionally the lease of hay land (2 units/1 bid) in Ramsey County near Camp Grafton Training Site. Separate bids will be accepted for pasture land and crop/hay land. Bids for pasture land will be per Animal Unit Monthly (AUM), hay land will be per bale, and cropland will be per acre. All leases will be for a period of four (4) years and are located within the confines of the ND National Guard Camp Grafton Training Site. Leases are subject to the management practices prescribed by the Adjutant General of the State of ND.

Eddy County - Near Camp Grafton South

- Pasture 1: 527 Acres (91 Cow/Calf Pair)
- Pasture 4: 1,238 Acres (166)
- Pasture 5: 1,367 Acres (241)
- Pasture 6: 947 Acres (137)
- Pasture 7: 787 Acres (123)

Additional 80 Acres of Hay land will be included in the same bid

- Hay land 1: 84 Acres
- Hay land 2: 33 Acres
- Hay land 3: 62 Acres
- Cropland 1: 80 Acres Crop land and 77 Acres Hay land

Ramsey County-Near Camp Grafton Training Center

- Hay land 4: 34 acres and 18 acres (1 bid)

Timeline

January 23, 1:00 PM 2025: Oral bidding via in person at building 3000 Camp Grafton.

Call MAJ Malheim at 701-665-7513 or Steve Miller at 701-665-7526 to obtain an informational packet containing maps and specific unit details.

The Adjutant General reserves the right to reject any or all bids.
Published December 16, 23 and 30, 2024

Real Estate

Investment Opportunity House for Sale • Live in or rent out

918/920 1st Avenue North
New Rockford, ND

- Built in 2014
- In-floor heat and attached heated garage
- 3 bedroom 1 bath
- 1512 SF per unit
- No stairs – single floor level
- Walking distance to downtown amenities
- Located on primary snow removal route



Call for details 701-302-0639

Real Estate

Rental assistance is available



Great Plains Housing Authority rental assistance can help put money back in your pocket to better afford groceries, medical expenses, and more! Contact GPHA to apply at 701-252-1098 or apply online at:

WWW.GREATPLAINSHA.COM

Available only to residents in Stutsman, Foster, Eddy, Wells, Logan, Dickey and Sargent Counties.
300 2nd Ave NE – Suite 200 | Jamestown, ND 58401



TEACHER WORKSHOP

Please join the United States Holocaust Memorial Museum and Heart of America Library on Saturday, January 11th from 9AM - 4PM at the Heart of America Library in Rugby, ND for a free 6-hour workshop for educators.

This workshop will be held in conjunction with the United States Holocaust Memorial Museum's traveling exhibition, Americans and the Holocaust.

The workshop will be led by staff from the Museum with support from the Heart of America Library and NCEC.

🕒
9:00AM - 4:00PM

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SATURDAY, JANUARY 11, 2025

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201 3rd St SW
Rugby, ND 58368



www.rugbyndlibrary.com



Meadows Memorial Fund Application

-Now accepting applications-

Meadows Memorial Fund was established in 2000 to honor the memories of and contributions made by Wilbur, Sarah, and Mayo Meadows. The fund's intent is to provide financial assistance that will directly enhance both the long term health of and health care available to the citizens of Carrington and areas serviced by Carrington Medical Center. Through a process of application and merit selection, approximately nineteen thousand dollars (\$19,000) is distributed for various causes. Past funding has gone towards educational scholarships, training, public health education programs, and equipment.

Preference is given to those intending to return to the Carrington Medical Center service area.

Applications are now available at Carrington Medical Center Administration Offices (701-652-7166) call or stop by
Application Deadline: Monday, Feb. 24, 2025

Postmarked to: Attn: Becky Pretzer, 800 N 4th St, PO Box 461, Carrington, ND 58421



Dr. Robert Cudworth

Dr. Amy Ellingson

- Smile Makeovers (Cosmetic Dentistry)
- Dental Implants, Cerec Crowns, Bridges, Dentures
- Preventative and Children's Dentistry
- Traditional Orthodontics & Six Month Smiles (Initial Ortho Consult Free)
- Accepting new patients and same-day emergencies are welcome

Have you used your dental insurance benefits for 2024? Call us to get scheduled before the end of the year.



708 1st Ave N. New Rockford, ND
www.jamesriverdentistry.com
701-947-2354



One-visit dentistry