



SUNBASIN
GROWERS



Growers' Connection

SUMMER 2022



Your trusted partner throughout the seasons



Tyson Chick
General Manager
CHS SunBasin Growers

War, pandemic, inflation, and risk. Not a happy beginning to a letter with customers. I think it's times like this that the company you own starts to shine. CHS is a cooperative that focuses on commodities as well as risk management, logistics, and maintaining an efficient supply chain.

The expertise of our marketing and sales staff is here to help you manage those risks on your farm. CHS and its extensive supply chain and support services can provide you with farm planning, grain marketing, seed selection, and agronomic decisions throughout the growing season. CHS also provides financing packages to cash flow the timing needs of your operation.

At CHS we have had a great start to the year. Much of this is due to the relationships with your agronomy sales team that helped us to forecast your needs. April was one of the biggest single months for product movement that we have seen in years for the same time period.

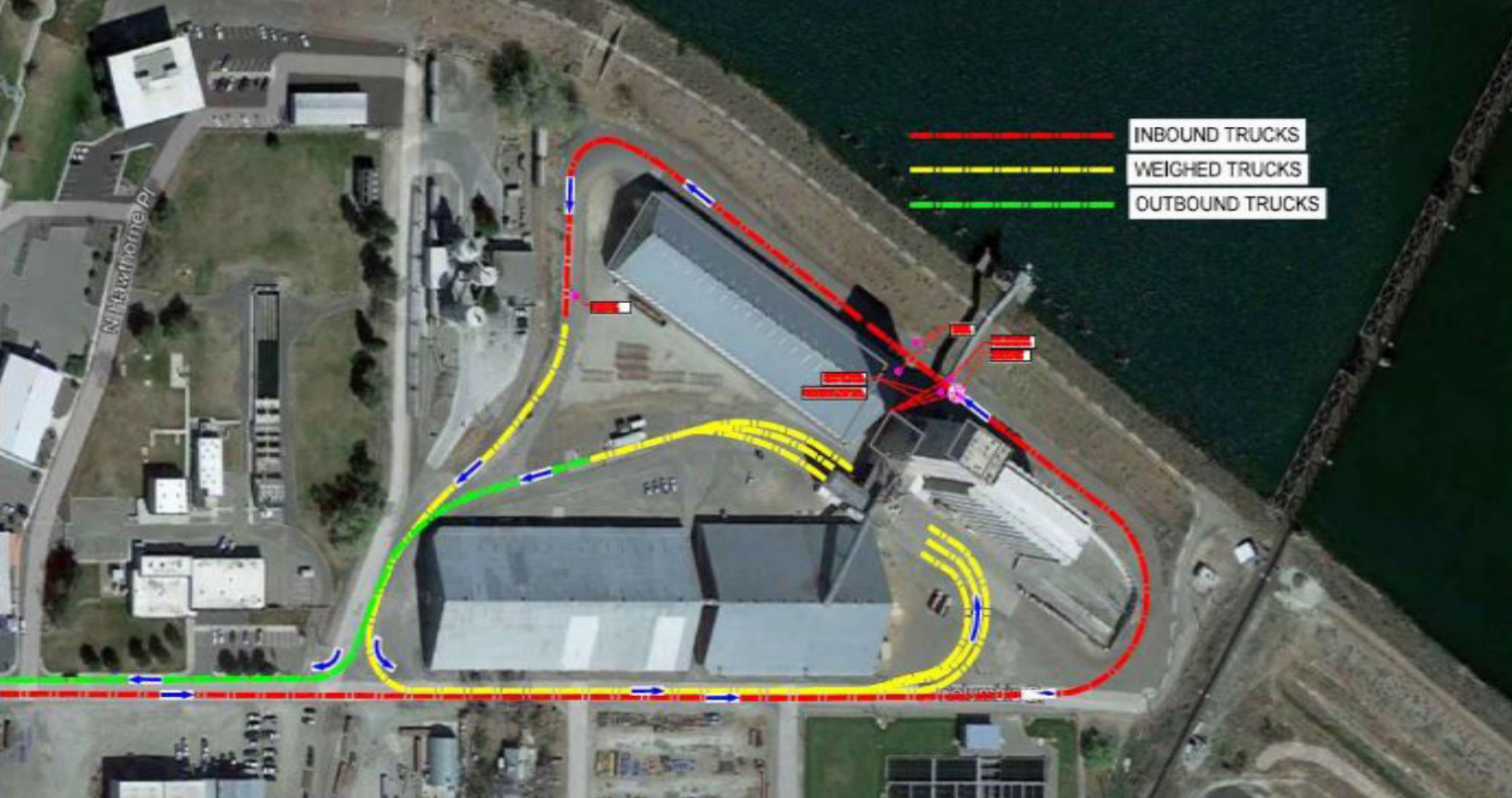
The operations staff went the extra mile to make sure the products you needed were available in a very compressed season.

We review every piece of the business to continually look for ways we can improve and offer even better service to you. I hope you will reach out to me with ideas or suggestions about how we can continue to strengthen the services and products we offer.

Finally, a thank you for allowing us to be partners with you, our owner-members. ■

INSIDE

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INBOUND TRUCKS
WEIGHED TRUCKS
OUTBOUND TRUCKS

New traffic pattern at the Kennewick Terminal

New traffic flow increases efficiency at Kennewick Terminal

Changes have been made to the traffic pattern at the Kennewick Terminal to speed the unload process and provide more staging room to remove tarps and and prepare for unloading. Please review the above map, which highlights the new traffic flow.

Truck drivers will need to stay in their trucks at all times during unloading, unless there is a mechanical issue with the truck. In that case, we have instructed our employees to move out of the immediate area to let the driver fix whatever may be wrong. At all locations, employees will be opening the gates on your trucks to unload the grain.

At the LOMO (Lower Monumental) facility, drivers will need to exit vehicles. When scaling in, the driver will need to pass the bill of lading through a mail slot that is installed in the door to the office. You will retrieve the scale ticket through that same mail slot after scaling out.

When delivering grain to our Kennewick and LOMO facilities, all loads delivered must have a bill of lading with the producer's name, account number and type of wheat delivered. ■

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Baling solutions you can count on



Rufino Gonzalez
Purchasing Specialist
CHS SunBasin Growers

CHS SunBasin Growers provides crop baling solutions for customers across all farming conditions. We want to keep you moving when the hay is ready to bale. Bridon™ USA guarantees product length and performance.

We have a local warehouse that has a substantial amount of inventory on hand, a group of expert agronomy sales representatives, and we are backed by Bridon USA's tremendous technical support.

This is the Bridon USA promise – Better Baling, Better Bales. Thank you for choosing CHS SunBasin Growers as your trusted partner. ■

Expect harvest yields to vary greatly



Roland Wynhoff
Agronomy Sales Rep.
CHS SunBasin Growers

Thank goodness for a cool and wetter than normal April for our dryland producers. The winter wheat crop is looking up. When talking to growers and looking around the countryside, it is a mixed bag of good, bad, and ugly.

What I expect for a harvest outlook on the rainfed area is anything from a crop insurance claim, (not worth harvesting) to above average yields. This could possibly be on a field-by-field basis. When seeding most dryland acres in our area last October, there was an inherent concern with what would be our normal head counts per acre. Seeding rates were upped but I am still not seeing normal head counts per acre.

Due to the lack of rainfall last spring and summer, we had tremendous pressure from cheat grass. A lot of acres were covered last fall with Anthem® Flex (a pre emerge herbicide) and Outrider® (a post emerge herbicide). Field-by-field cheat grass is a minor to a major issue. Yields will suffer where the pressure is high.

On the irrigated front the crop looks very good. Whether fall-seeded or spring-seeded the cool weather is what wheat likes.

Looking towards the fall season

We will have a very good supply of seed this fall with several winter wheat options. For the dryland we will have these soft white varieties available: Piranha CLP, Curiosity CLP, Devote, Otto and LCS Shine. For hard red winter dryland varieties, we will have Keldin, Sequoia, and LCS Jet.

For the irrigated acres we will have high yielding options as well. Forage Triticale Flex 719 is an industry leading forage producer, and our supply will be excellent. ■

Introducing Jacob Compton, credit manager for CHS SunBasin Growers

Hello! I am very excited to join the CHS SunBasin Growers team as the credit manager.

I am a central Washington kid at heart. I grew up in Wapato, which is where my parents still reside. I spent some time in Western Washington while attending the University of Washington, where I earned my business administration degree with a finance option.

After graduating, my wife and I moved to Ellensburg where she attended school at Central Washington University and I continued my career in banking. I had a 20-year career in banking, working in many positions.

Over the past 20 years our family grew to six. We have four children: three girls and a boy at the end. Their ages are 13, 12, 9 and 7.

My wife and kiddos are the joy of my life and as a family we love to be active. All my children have played some sort of sport but really enjoy soccer. We also enjoy hiking and taking family camping trips. I myself used to be a big sport junky as well and I tried to get out there and compete as much as possible. But as I have gotten older, I find it easier and more enjoyable to enjoy the competition through my kids.

I look forward to getting to know everyone and building relationships with not only my fellow employees but the farmers and their families. ■



Jacob Compton
Credit Manager
CHS SunBasin Growers



FINANCING AND PREPAY PROGRAMS

Keep CHS SunBasin Growers in mind for all of your financing needs. Be on the lookout for the release of the 2023 financing and prepay programs in late summer 2022. The credit team is looking forward to serving all your needs!



U.S. wheat production highlights



Camron Bishop
Grain Department Manager
CHS SunBasin Growers

With the 2022 wheat harvest just around the corner, I wanted to break down the United States and world wheat production highlights for this newsletter. As you will see in the chart there are many variables affecting our markets. Soft white winter wheat areas have seen much better moisture this year so we are hoping protein discounts become a non-issue, but we will not know

until the crop starts coming in.

We have sent out our letter asking for your information for this harvest. Please fill out the relevant portions for your crop and reach out if you have any questions.

The following are selected highlights from a report issued by the U.S. Department of Agriculture's (USDA) Foreign Agricultural Service:

- USDA attache cut India's 2022/23 wheat crop forecast from 110 MMT to 99 MMT due to excessive heat. Exports are estimated at 6 MMT in 2022/23 versus 8.5 MMT in 2021/22. India says it will ship wheat to countries in serious need. India exported \$650 million in wheat in March and April after announcing its export ban.
- In late May, the Biden administration launched a foreign policy initiative aimed at increasing economic involvement across southeast Asia. The initiative is called the Indo-Pacific Economic Framework for Prosperity or IPEF. According to the initial declaration issued by the participating countries, it "intends to advance resilience, sustainability, inclusiveness, economic growth, fairness, and competitiveness for our economies. Through this initiative, we aim to contribute to cooperation, stability, prosperity, development, and peace within the region."
- U.S. carryout continues to decline.
- USDA surprisingly increased 21/22 exports by 20 million bushels.
- Increased abandonment expected for 22/23.

- 22/23 carryout of 619 million bushels is the smallest since 07/08.
- Ukraine wheat: 2020/21 Production 25.4 MMT/ Exports 16.9 MMT. 2021/22 production 33.0 MMT/ exports 19.0 MMT. 2022/23 production 21.5 MMT/exports 10.0 MMT.
- Russian wheat: USDA at 80 MMT. Private Russian estimates at 88 MMT. U.N. is working to facilitate Russian grain and fertilizer exports.
- Australia wheat: Could Australia see a third straight year of good production? Planting is slightly ahead of pace with roughly one-third to one-half of the wheat crop planted. High-priced fertilizer is blamed for acreage and production declines.
- India wheat: Indian exports were supposed to fill the Ukrainian void. On May 14, India banned wheat exports due to a heatwave hurting production coupled with high domestic prices. ■

U.S. Wheat Balance Table

	18/19	19/20	20/21	21/22	22/23
Planted Acres (Millions)	47.8	45.5	44.5	46.7	47.4
Area Harvested (Millions)	39.6	37.4	36.8	37.2	37.1
Yield (Bushels per Acre)	47.6	51.7	49.7	44.3	46.6
Beginning Stocks	1,099	1,080	1,028	845	655
Production	1,885	1,932	1,828	1,646	1,729
Imports	135	104	100	95	120
Total Supply	3,119	3,116	2,956	2,586	2,504
Total Domestic	1,102	1,117	1,120	1,126	1,110
Exports	937	969	992	805	775
Total Use	2,039	2,086	2,111	1,931	1,885
Ending Stocks	1,080	1,029	845	655	619
Stocks/Use	53%	49%	40%	34%	33%

Source: U.S. Department of Agriculture