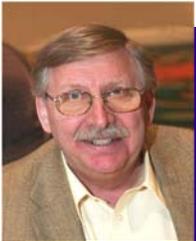


# Quarterly Combine

## Random Thoughts From The Dirt Peddler

Kirk Swenson, President, Broker, REALTOR®



The more things change the more they stay the same: What are interest rates going to do? What are land rents and where are they going? What is the direction of grain prices? Are input costs going down? What is the future of milk, hog, beef, and poultry prices? And finally - Where are land prices now and where are they going to be in one year?

I have been asked these same questions as long as I have been involved in agriculture. The difference now is the stakes are so high, small market swings become huge dollars in gross revenue. Small savings on input cost can also make big differences in profitability. The ability to control costs and take advantage of small market rallies is more important now than ever before.

Mark Schulz will join us again at the Winter Land Seminar to help us all get a better understanding of what our markets may look like in the coming years. We are also going to cover many of the questions you have sent us. If you have topics you would like covered in AZ, let me know and we will see what we can do. Our objective at that meeting is to provide as much useful information as we can. That end is best served with your input.

Despite what you may have heard, the land market is active. The fact that all land is local has never been more pronounced with some areas at or fairly close to the high levels they reached a few years ago. That is not to say there aren't also areas that have shown significant drops. There is still demand for good quality land. As many of you have heard me say, in times of high demand all land equates and when that demand changes the differential shows up first in a drop in lesser quality land. Is now a good time to sell or buy? That question has become more complex as "the times they are a'changin".

We are starting a new series of seminars here in MN covering farm management issues and succession planning. It has become a reality to me that many of my contemporaries are at an age that requires decisions on who farms, or even owns the farm, in the future. The first one of these will be in Kasson on January 13. If interest is great enough we will try to bring that to the Olivia area and elsewhere. It certainly is a timely subject for many.

Finally I would like to take this opportunity to wish you all a very blessed Christmas and a safe, prosperous, Happy New Year from all of us at 1 Stop Realty, Inc.

## Farm Estate Planning and Management Workshop

**Upcoming  
Event**

**Wednesday, January 13, 2016**

**Don't Miss  
Out!**

**Community Celebration Church, Kasson MN  
Check-in at 8:30 am - Workshop 9:00 am to Noon**

**Space is limited! Registration Deadline is Friday, January 8th**

**Call Julia at 507-634-7033 to register.**

**Family farms are the lifeblood of our rural communities.** Help yourself by preparing and planning for the future. We will discuss how you can play a vital role in helping to protect your assets and pass the family farm on to the next generation. This workshop will serve as an introduction to various techniques and tools used in creating an effective Farm Succession or Farm Transition Plan.

***Combining What's Happening With What You Need!***

# Annual Winter Land Seminar

*Returning As Our Featured Speaker*



**Mark Schultz**-Chief Market Analyst



- The Strongest El Nino on record. What crop impact will it have?
- Record global grain production the past two years is resulting record grain stocks
- Grain farmers are seeing red ink
- Input cost are slowly working lower
- If there is a grain rally soybeans will lead the way
- Fuel prices continue to work lower



**1 Stop Realty Staff**  
*Answering your questions on:*

- Farmland Price Trends
- Tile Drainage - ins & outs of government
- Land Management - is it for me?
- Transition Planning
- Cash Rents - where are they headed?
- Is now the time to buy or sell?
- Open Q&A.

**Friday, February  
26, 2016**

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**Holiday Inn & Suites  
1600 S Country Club Drive  
Mesa, AZ**

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**Sign-in: 8:30 am  
Seminar: 9:00 am  
until 3:00 pm**

\$30/person or \$50/couple  
Includes coffee, rolls, & lunch

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**Registration Deadline is  
February 18, 2016**

Contact Julia with any  
questions, or to register!

**1-877-306-3038** or  
**info@1stop-realty.com**

*Pre-registration Appreciated*



This information is from sources deemed reliable, but is not guaranteed by agent. All listings are subject to prior sale, price change, correction or withdrawal.

# SE MN Crop Report

Wayne Alberts, GRI, Broker, REALTOR®



The crop started off fast in June and lost a lot of momentum in August with the cool temperatures. In August we had timely rains and warm days and cool nights when the crops were pollinating. Overall we had a very good growing season. In mid-September, a couple weeks later than in recent years the moisture in corn was around 30% when silage was chopped; the plants were green but the corn was drying as it should.

When the silage chopping was done, the bean harvest started up. Things were slow going as the plants were still tough and the beans were dry. A lot of bean shatter was occurring as a result of the plant still being green. Some started to pick corn and wait on the bean harvest hoping for a frost to kill the bean stems. Yields were good with a lot of beans averaging 60+

bushels. There were some areas with white mold but it wasn't as bad as some thought it would be.

Corn harvest was in full swing the first week of October. Moisture was in the low twenties and high teens, the test weight was real good for the most part. The days were warm and the moisture kept dropping and some corn was put directly into the bin without having to dry it. For the most part the corn stood very well but we had some windy days and some corn went down and became lodged. Overall the yields for corn averaged mostly in the 190's to the mid to high 200's area. With the lower prices the good yields were really needed. The cost savings of not having to dry all the corn really will help along with propane being below \$1.00. It wasn't as profitable a year as in years past, but with good marketing it will still be a good year.

## West Central MN Crop Report

Roger Heller, A.F.L.B., A.F.M.



The weather in the spring of 2015 allowed very early planting in near perfect soil conditions. A few sugar beet producers planted in the first week of April. Those beets emerged, but a killing frost about the 18th of April killed them creating a need for re-planting. Other than that, all of the crops were planted in a timely fashion and plant populations were excellent.

Rainfall during the growing season was slightly below normal, but it came timely allowing good crop growth. Tile drainage systems had excess water outletting for only a brief period in June. The temperatures were also moderate with only a few days above 90 degrees F.

Some local areas experienced a shortage of moisture in late July, early August, which did hurt the corn and sweet corn yields in those small areas.

The first crop harvested was canning peas. The yield and quality was excellent. Sweet corn yields were in the 6 - 8 ton per acre range.

Dry bean yields were also exceptionally good as that is a crop that does not do well under extremely wet conditions. Almost without exception Navy bean yields were near or above 3,000# per acre. Kidney bean yields were 3,000 - 4,000# per acre. Some kidney bean harvesting got delayed due to

excessively dry conditions during harvest causing cracking and splitting of the beans.

Most soybeans were planted in late April or early May and the yields were mostly from 45 - 65 bushels per acre. The quality was excellent.

Corn yields were a bit more variable due to some dry pockets. Those smaller dry areas that failed to catch a thunderstorm at the right time had corn yields of 160 - 185 bushels per acre. Most of the West Central area experienced adequate rainfall and those corn yields were in the 190 - 240 bushel per acre range. Much of the corn came out of the field at 15 - 16% moisture, in most cases eliminating the need for drying.

The Southern Minnesota Beet Sugar Co-op reports the average sugar beet yields at about 29 tons per acre with excellent sugar content at 17%. All of the farmer owned sugar co-operatives started harvest in early August (the earliest ever) simply because that was the only way they could process such a big crop. They will continue to process beets into raw sugar right into the April - May 2016 period, running 24/7. Southern Minnesota Co-op reports their total production at 3,735,000 tons.

The scene in West Central Minnesota is large piles of stored sugar beets, corn and soybeans on the ground and in plastic bags and the bin space is full. For the grain crops that equates to a wide basis margin and low prices currently.

**Ye Old Required Disclaimer:** This newsletter is intended as general information to our clients and friends on agricultural subjects. It is not intended to render specific advice; such advice can only be given when related to actual situations and will be different for each person. If you have any questions, please contact "The Experienced Farmland Professionals" today at: **Kasson: 507-634-7033, or Olivia: 320-523-1050.**

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**Our Mission:**



**To handle all your Agricultural real estate needs, in a professional friendly manner, so that sellers, buyers, landlords, and tenants have a pleasant and enjoyable experience.**



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