

### 2024 MARKET FORECAST & STRATEGIES

Omaha NE – Monday, Dec. 2 Sioux Falls SD – Tuesday, Dec. 3 Sleepy Eye MN – Wednesday, Dec. 4 Lansing MI – Monday, Dec. 9 Lafayette IN – Tuesday, Dec. 10 Bloomington IL – Wednesday, Dec. 11

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## Brock Winter Seminars

Commodity Outlook

> Richard Brock December 2024

### **2025 Agricultural Economic Symposium** Hilton on the Beach – Sandestin Resort, Destin, FL February 17-18, 2025



#### Dr. David Kohl



#### Eric Snodgrass



**Randy Hertz** 



**Richard Brock** 



David Brock



David Behrel



### <u>Disclaimer</u>

There is a risk of losses as well as profits when trading futures and options.

This market analysis is not a solicitation or recommendation to buy or sell any futures contract or other security.





**FARMING** (Farm-ing) n. The art of losing money while working 400 hours a month to feed people who think you are trying to kill them.

#### **Commodity & Financal Market Price Changes**

				5			
	11/22/2023	11/22/2024	Percent Change		11/22/2023	11/22/2024	Percent Change
Grains, Oilseeds and Fiber				Energy and Metals			
Corn (Central IL, \$/bu)	4.32	3.97	-8.1%	Crude Oil (Brent futures, \$/barrel)	77.50	69.60	-10.2%
Soybeans (Central IL, \$/bu)	12.99	9.56	-26.4%	Fuel Oil (Futures, No. 2, NY, \$/ gal)	2.83	2.24	-20.8%
Hard Red Winter Wheat (CME futures, \$/bu)	6.30	5.53	-12.2%	Natural Gas (Henry Hub, \$/Mmbtu)	3.04	3.51	+15.5%
Soybean meal (CME futures, \$/ton)	447	295	-34.0%	Ethanol (FOB Chicago, \$/gal)	1.87	1.62	-13.4%
Soybean oil (CME futures, ¢/lb)	53.3	41.0	-23.0%	Spot Silver (\$/oz)	24.30	30.28	+24.6%
Cotton (North Delta, \$/lb)	81.00	71.80	-11.4%	Spot Gold (\$/oz)	2,000	2,636	+31.8%
Rice (Long grain milled, white, AR, \$/cwt)	35.88	35.25	-1.7%	Aluminum (CME, \$/metric ton)	2,234	2,586	+15.8%
Sorghum (#2, Texas panhandle, \$/bu)	4.87	4.16	-14.7%	Copper (CME, \$/lb)	3.80	4.10	+7.9%
Thomson Reuters CRB Total Return Index	271	289	+6.8%	Steel (HRC,FOB U.S. Midwest Mills, \$/ton)	1,040	722	-30.6%
Livestock, Food and Dairy				Financial			
Eggs (\$/dozen, Lg grade A whls., Midwest)	4.00	4.14	+3.5%	U.S. Dollar Index	104.0	107.0	+2.9%
Broilers (\$/lb, Nat'l Composite, ¢/lb)	1.24	1.29	+4.0%	U.S. Prime Rate	8.50%	7.75%	-0.75%
Milk (Class III futures,\$/cwt)	16.40	18.35	+11.9%	U.S. 10-year Treasury note price	101.1	102.2	+1.1%
Butter (CME futures, \$/Ib)	2.50	2.54	+1.6%	S&P 500	4,580	5,991	+30.8%
Coffee (CME futures, \$/lb)	1.70	3.06	+80.0%	NASDAQ Composite	16,100	20,833	+29.4%
Flour (Hard red winter, Kansas City, \$/cwt)	15.54	17.60	+13.3%	Fertilizer, Transportation, Lumber			
Hogs (CME Lean Hog Index, \$/cwt)	72.00	86.48	+20.1%	Anhydrous Ammonia (Iowa,retail, \$/ton)	833	720	-13.6%
Steer/heifer ave, 5-area, dressed, (\$/cwt)	244.78	304.30	+24.3%	Baltic Dry Index (Ocean Freight Index)	2,259	1,537	-32.0%
Feeder Cattle (CME Feeder Cattle Index; \$/cwt)	231.50	255.70	+10.5%	Lumber (\$/1,000 bd. Feet)	547	590	+7.9%
Sources: CME, USDA AMS, Stockcharts.com, DTN Prophetx							

### **Incredibly Interesting Times**

- Farm wealth is still near its all time high, but has backed off about 20%
- Debt to Asset ratios are still low
- ➤ Farm size is accelerating
- > New technology is a strong market driver
- > Margins in grain production are razor thin....or non-existent
- Resulting in producers cutting back on spending
- Further resulting in agri-business downsizing and layoffs



## Looking Ahead

- New President and policies
- What will happen with wars in Ukraine, Middle East? Are we headed to WW III?
- Will Trump force China to abide by the trade agreement agreed to before Trumps last term ended?
- Foreign investments in China are down 87% from last year
- Wars are inflationary. Could be virtually impossible for trump to lower inflation and interest rates

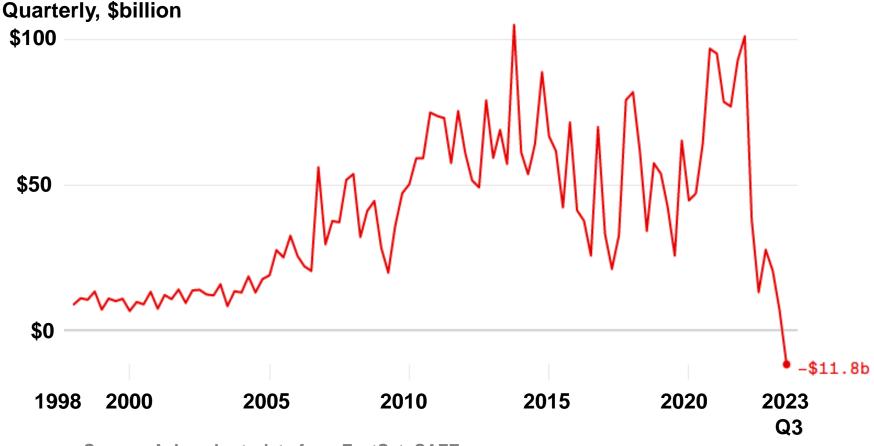


## Looking Ahead

- Labor issues... Trumps deportation plans will need adjustments. Damaging to much of California and Florida agriculture, dairy and pork industry, slaughter industry, etc.
- > Over 60% of our ag chemicals are manufactured in China.
- Russia oil production is down significantly, cutting oil exports and driving up world oil prices.
- Small and mid-size bank consolidation starting soon.

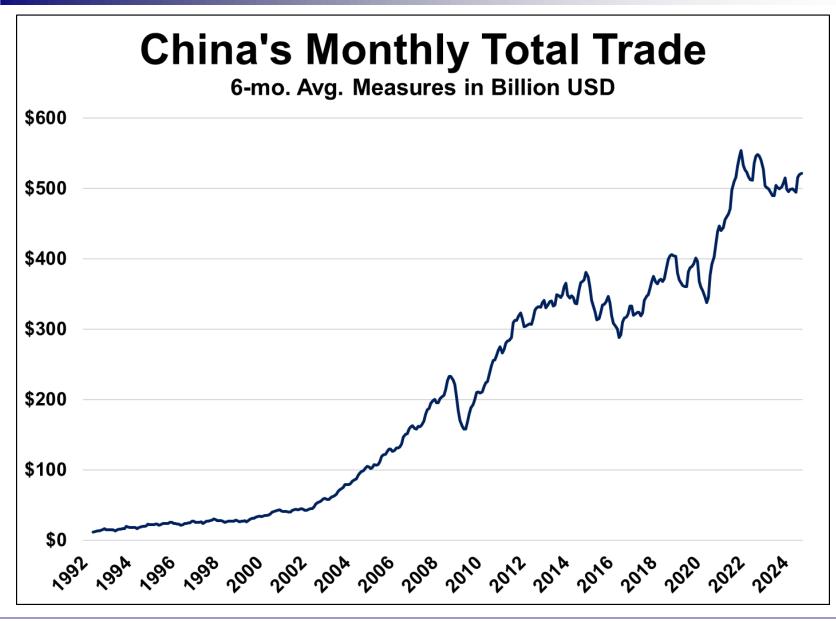


### Foreign Direct Investment in China Slumps to 25-Year Low



Source: Axios chart; data from FactSet, SAFE

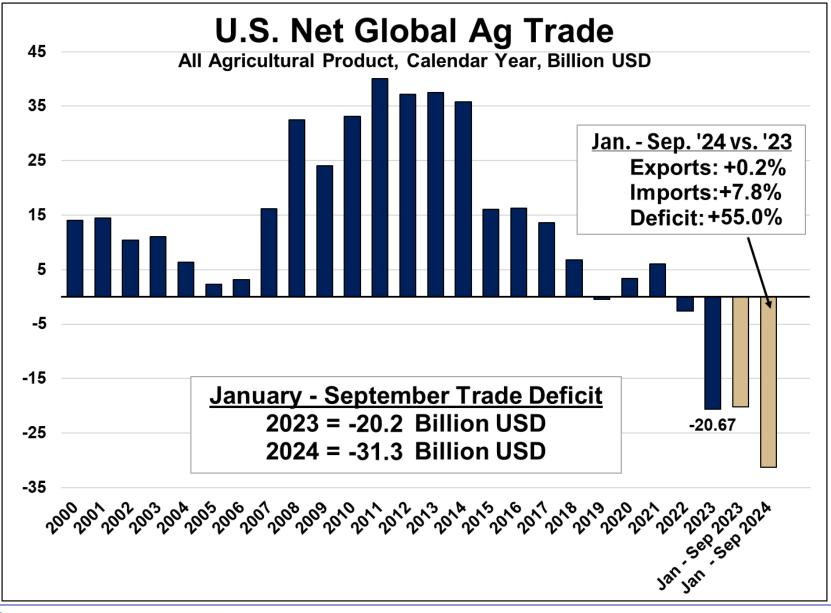




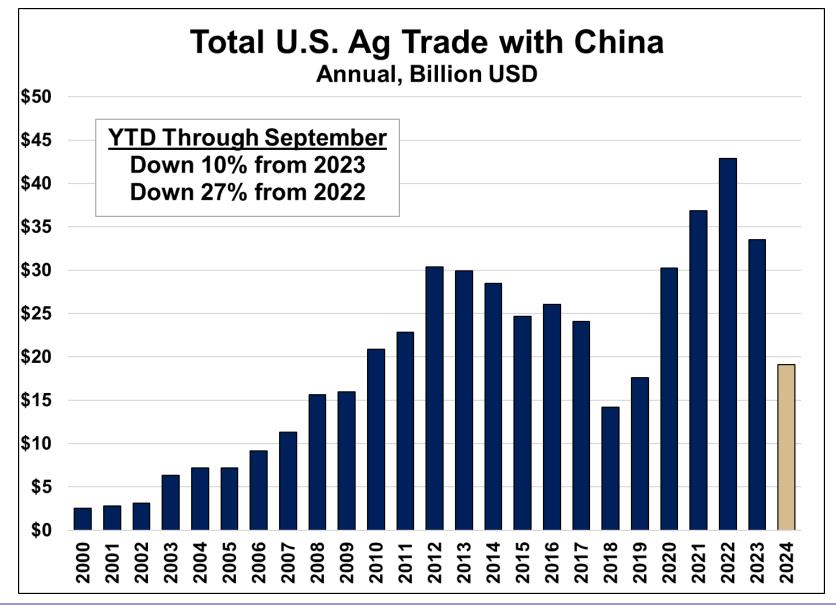




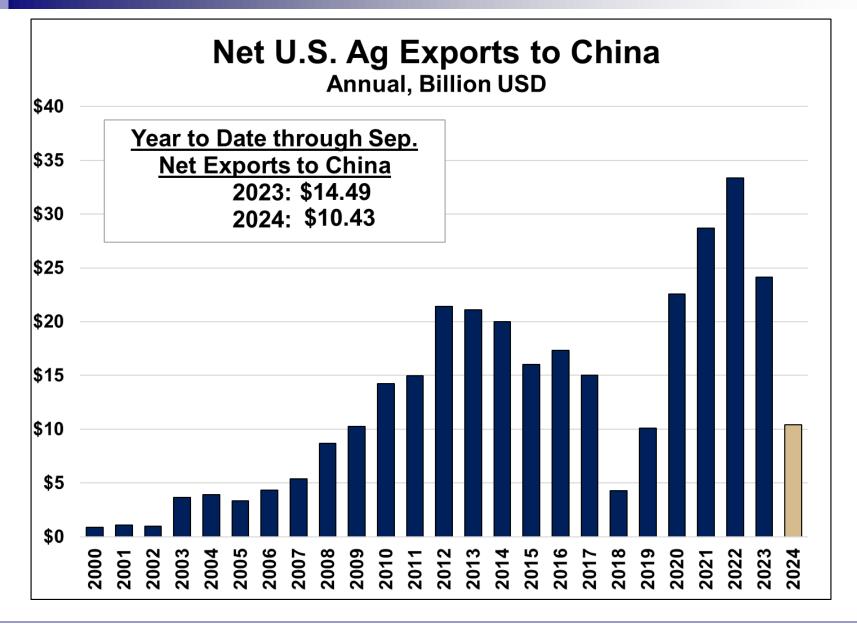
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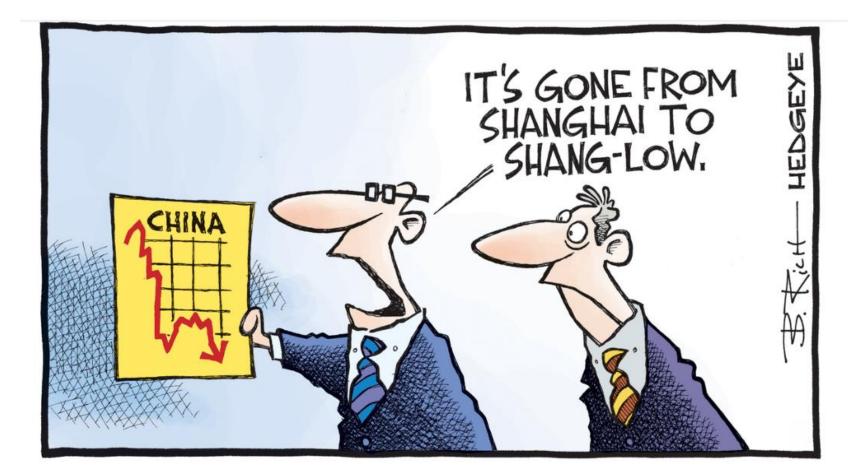




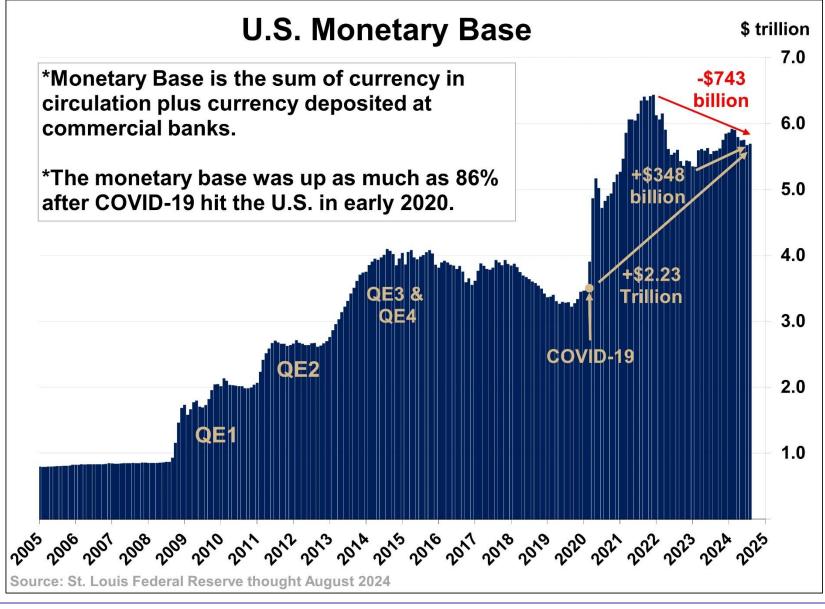




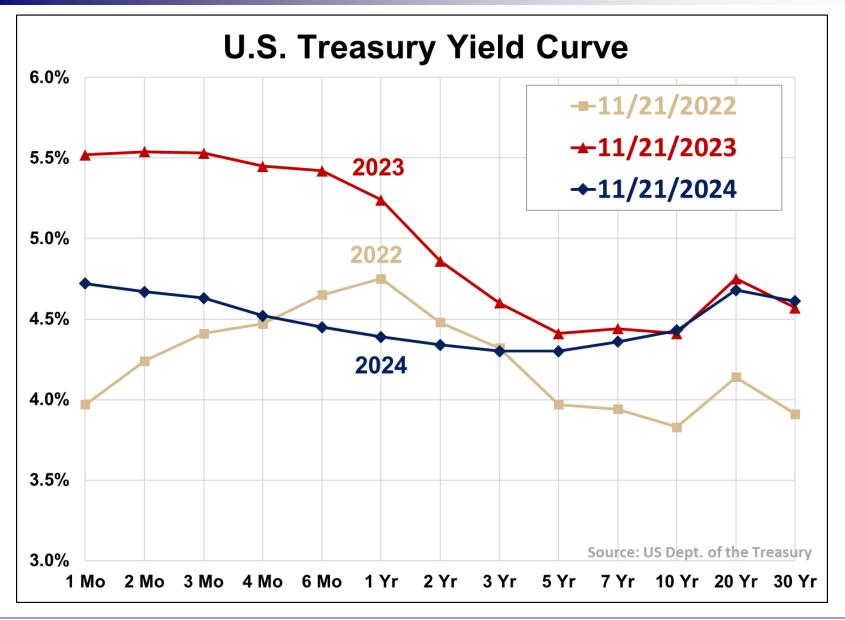
# How quickly Things Can Change



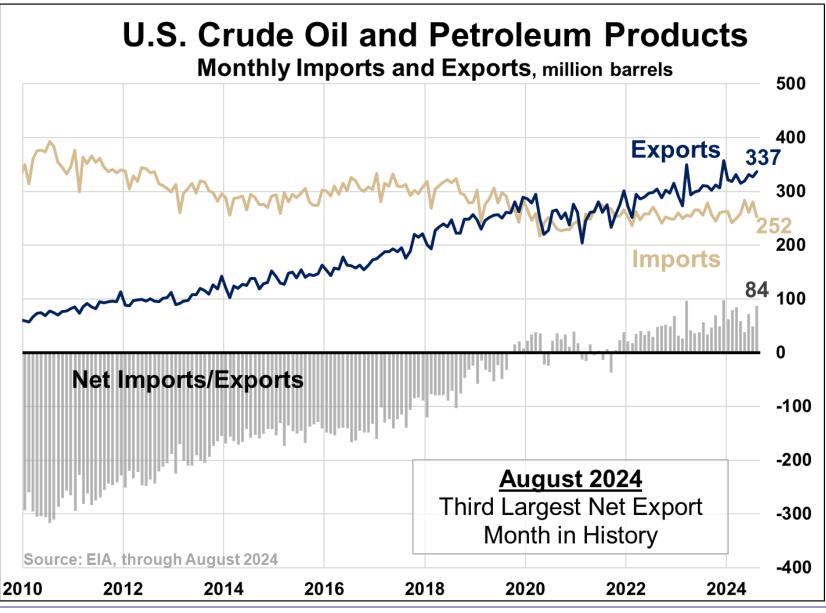






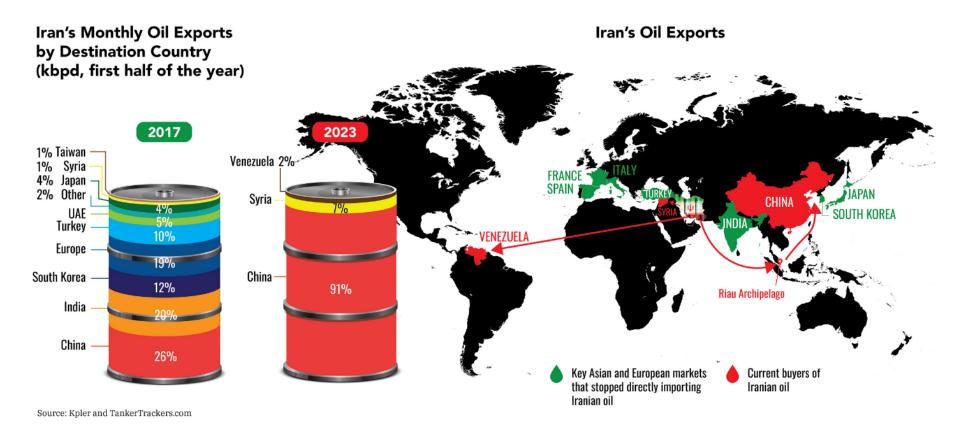








#### China buys almost all Iranian exports, in contrast to periods without sanctions





Due to U.S. sanctions, a large volume of Iranian oil cargoes is being transported clandestinely with unclear destinations. Shipping data, however, indicates that China has been the main recipient. Tankers laden with Iranian oil have been engaging in ship-to-ship transfers in some regions, such as the Riau Archipelago near Singapore, according to TankerTrackers.com.

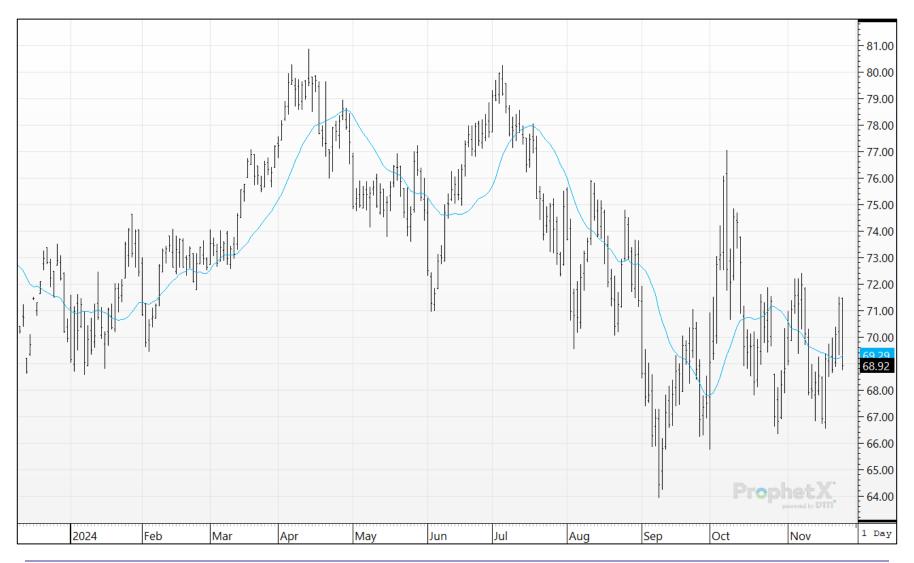
#### Source: The Washington Institute for Near East Policy

### **Monthly Continuous Crude Oil**





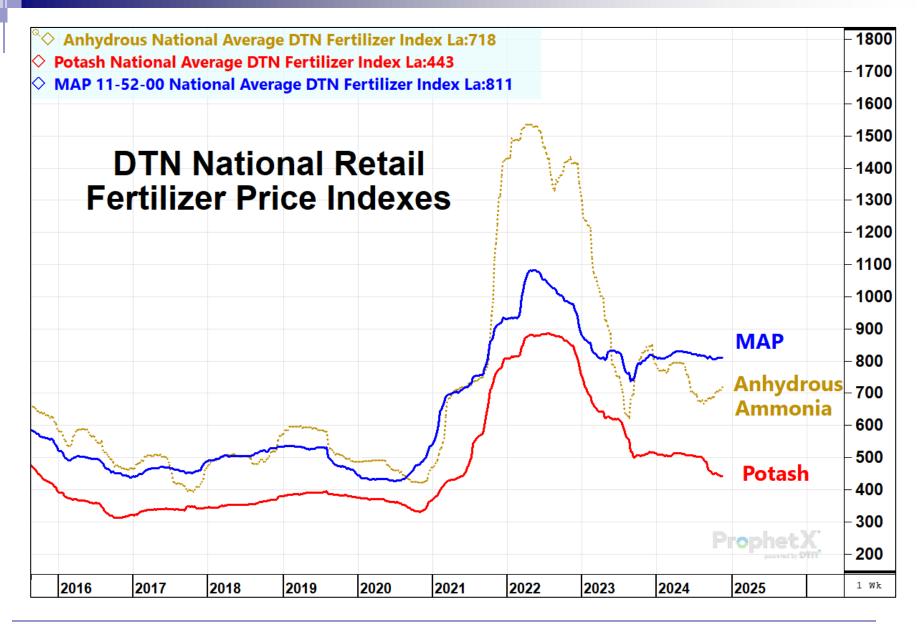
### January 2025 Crude Oil



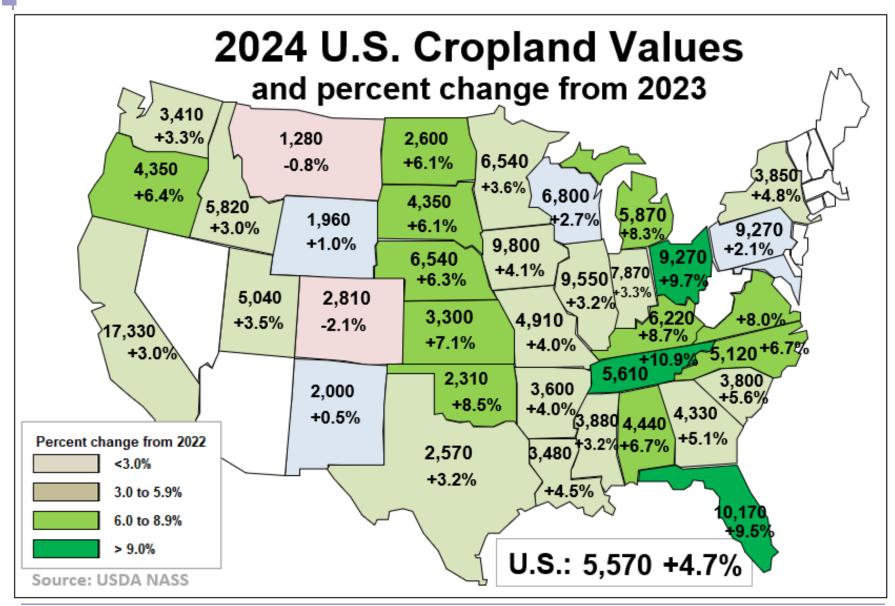


# **Farm Economy**

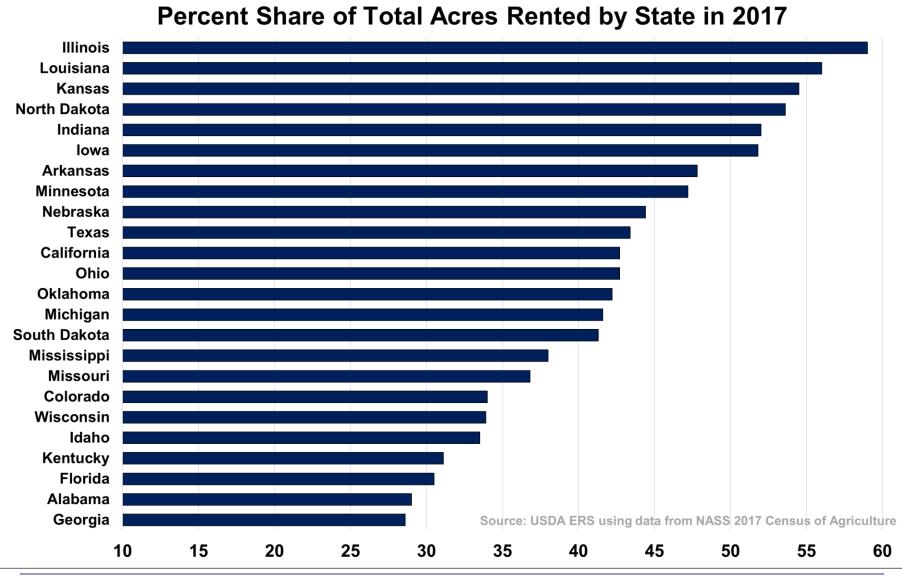
-7.42



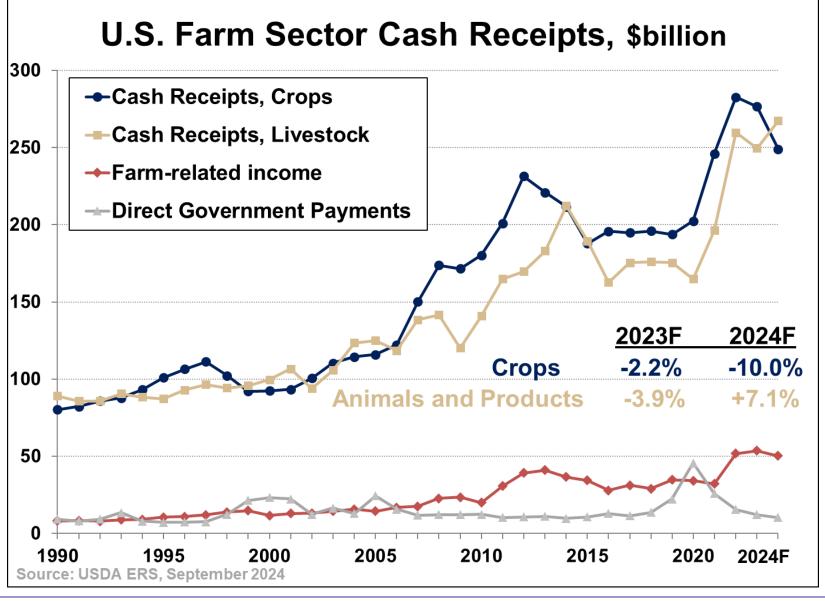




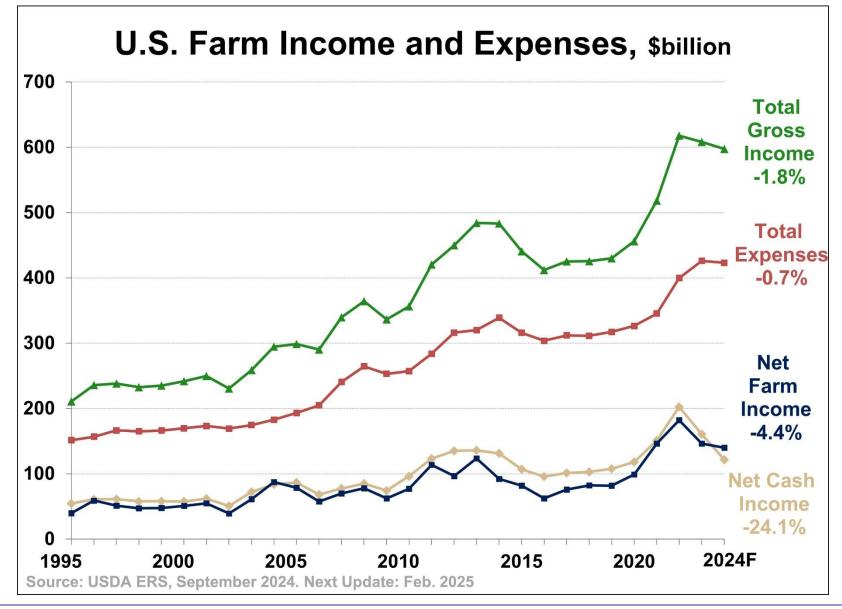




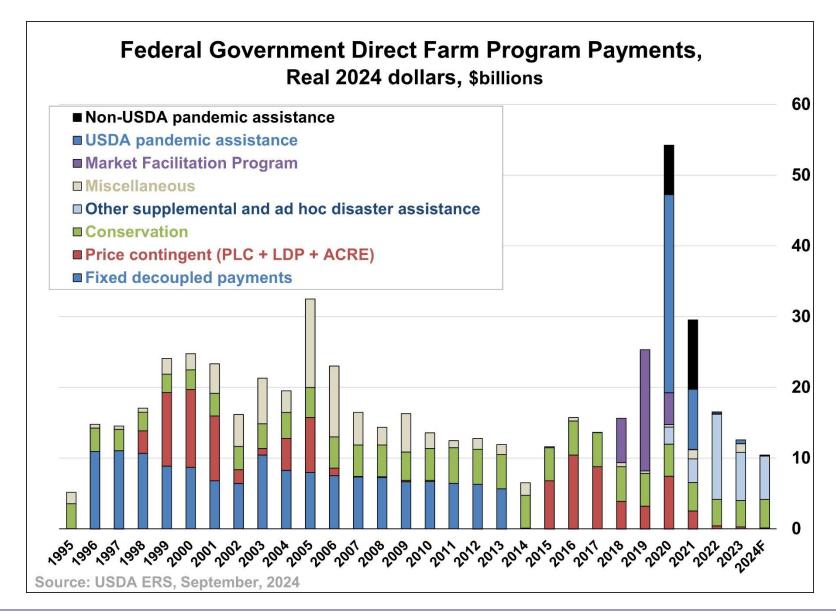
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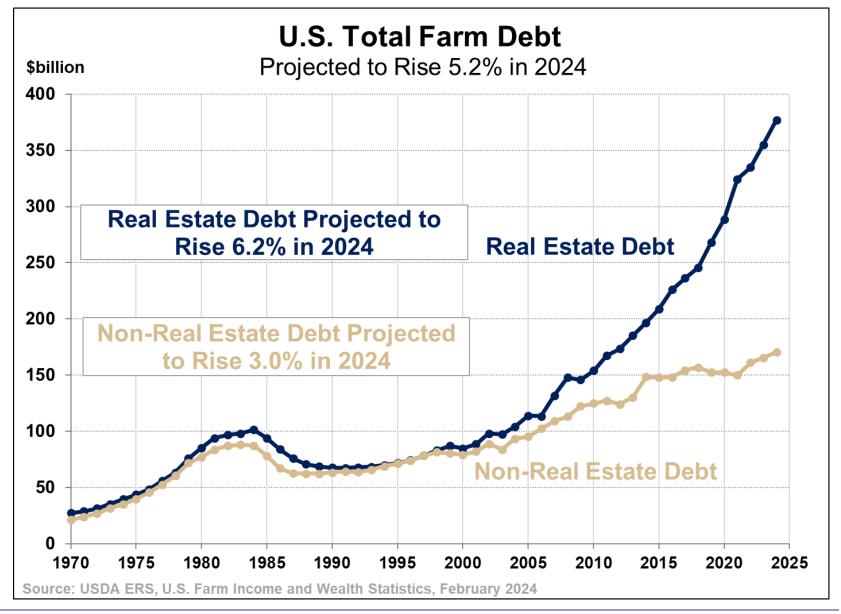




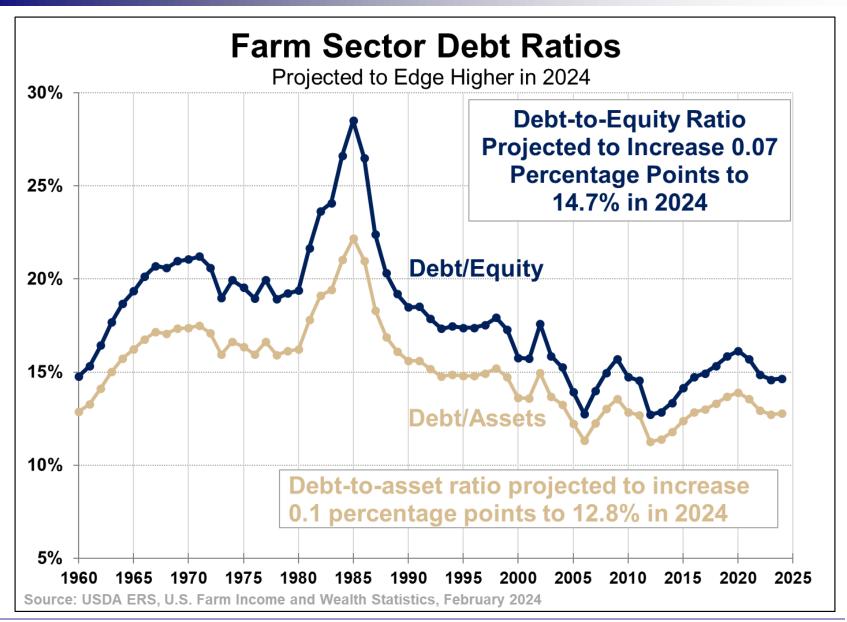




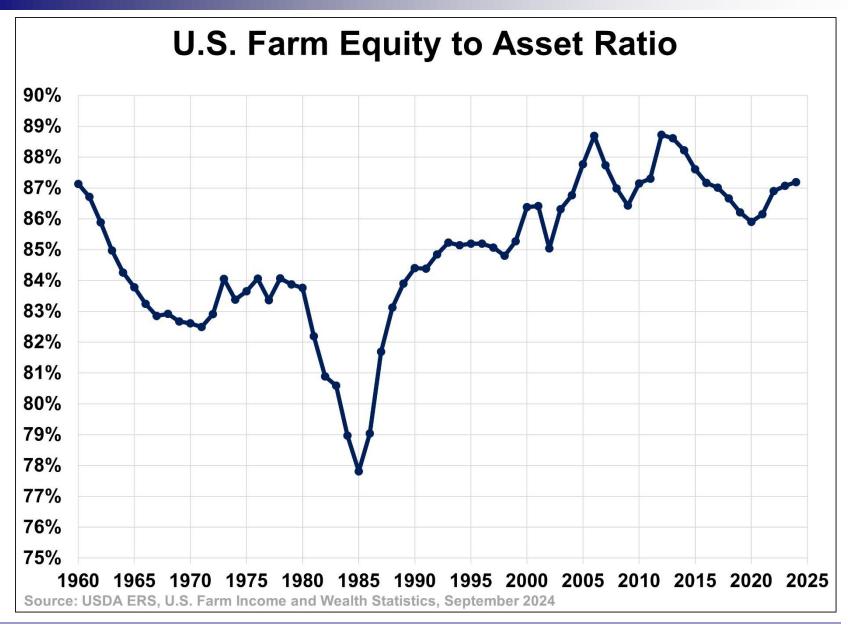




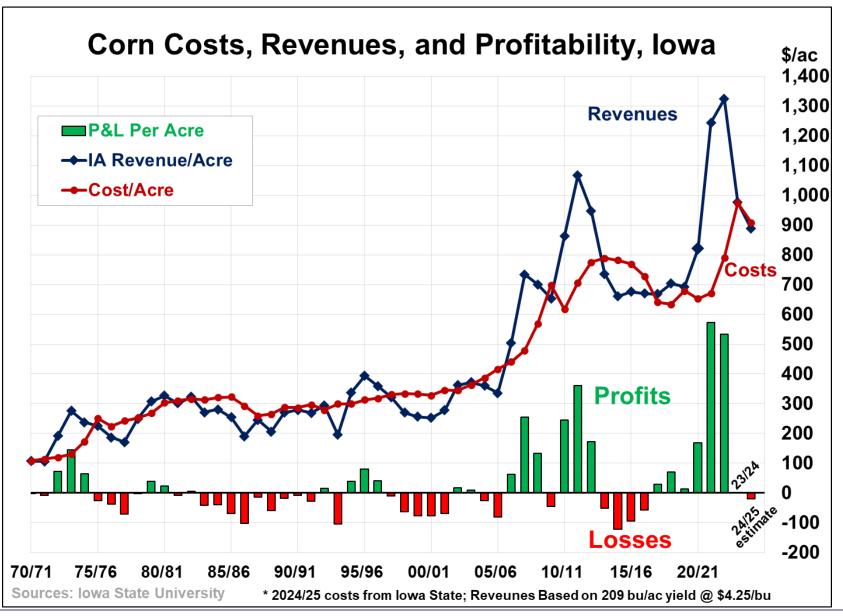




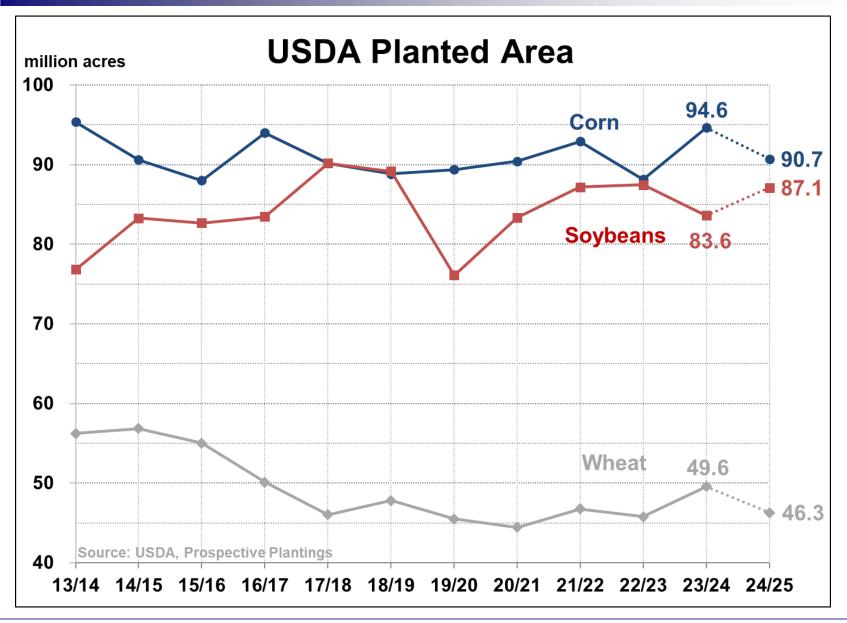




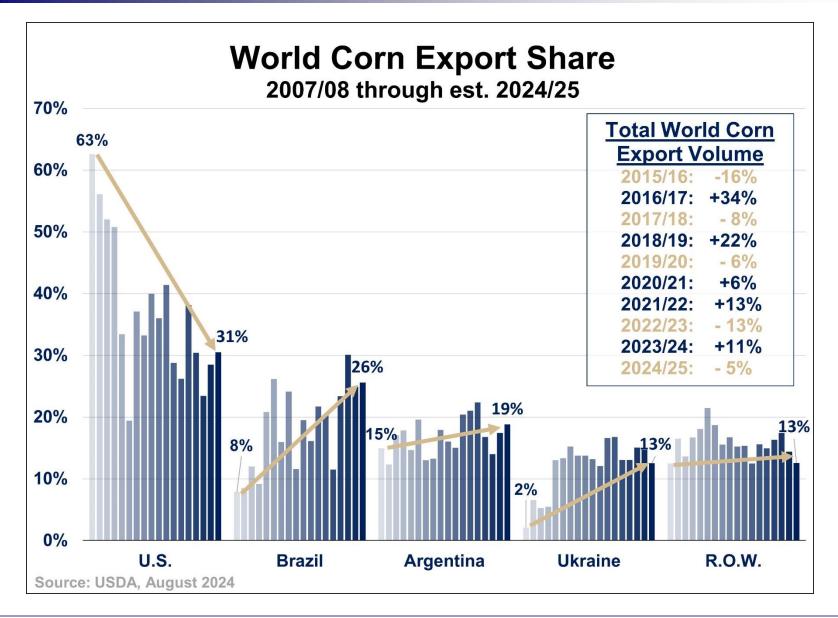




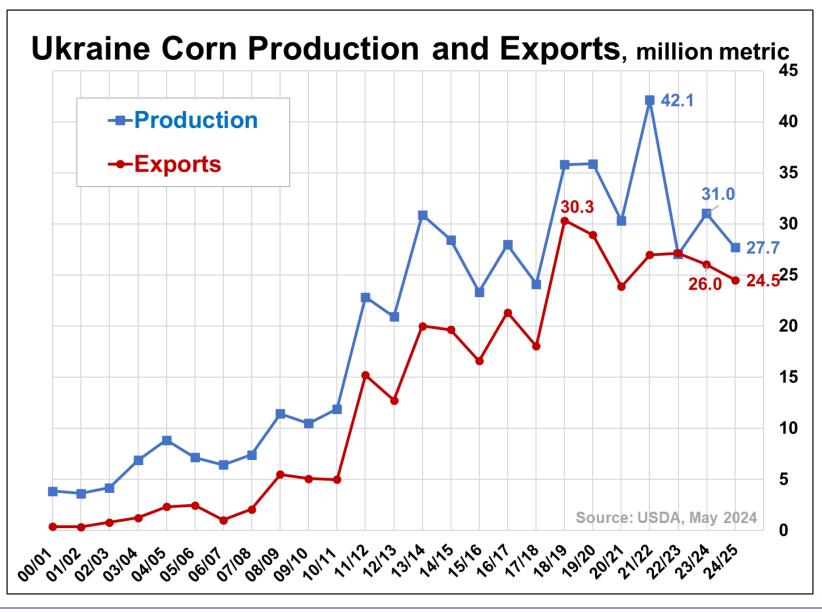
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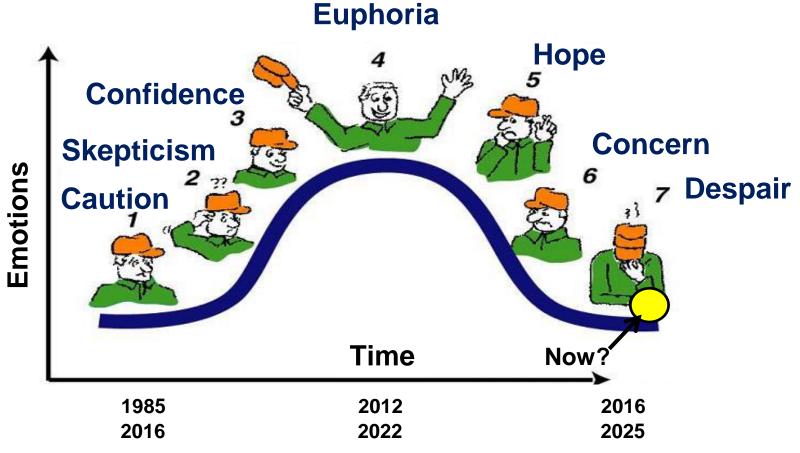








## **7 Stages of Agricultural Economic Cycle**



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# Habits account for about 40 percent of our behaviors on any given day. (Duke University)

- We are all creatures of habit (both good and bad) in everything we do.
- Habits ... are some of the biggest issues influencing marketing results.
- Results will NEVER improve if our bad habits stay the same.

*"The chains of habit are too light to be felt until they are too heavy to be broken." - Warren Buffet* 



# Market Decision Making Requires Three Important Steps

What to do

How much to do



How to do it (what tools to use)





Baron Nathaniel Rothschild

To what do you attribute your success?

*"I always took my profits too soon."* 



#### 2022-23 Corn - Summary Percent Average 100% equivalent cash HEDGERS: sold sale price Cash sales 100% 6.78 6.7849 Unsold marked-to-market 0.00 0.0000 0% Hedge profit (loss) Open/Closed -0.2200 Grand total: 6.565 Percent 100% equivalent cash Average STRICT CASH: sold price sale Cash sales 100% 6.67 6.665

0%

0.00



Unsold marked-to-market

Grand total:

0.000

6.665

### 2023-24 Corn - Summary

HEDGERS:	Percent sold	Average price	100% equivalent cash sale
Cash sales	100%	5.165	5.165
Unsold marked-to-market	0%	0.00	0.00
Hedge profit (loss) Open/Closed			0.334
Grand total:			5.499
STRICT CASH:	Percent sold	Average price	100% equivalent cash sale
Cash sales	100%	5.27	5.273
Unsold marked-to-market	0%	0.00	0.00
Grand total:			5.27



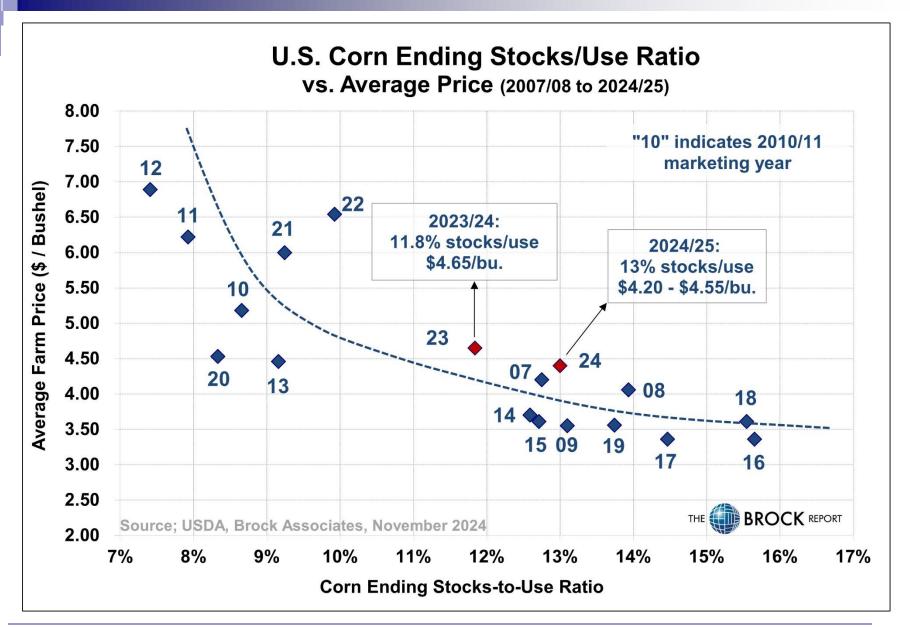
2024-25 Corn - Summary								
HEDGERS:	Percent sold	Average price	100% equivalent cash sale					
Cash sales	40%	4.98	1.9935					
Unsold marked-to-market	60%	4.90	2.9385					
Hedge profit (loss) Open/Closed			0.1519					
Grand total:			5.084					
STRICT CASH:	Percent sold	Average price	100% equivalent cash sale					
Cash sales	40%	4.98	1.993					
Unsold marked-to-market	60%	4.90	2.939					
Grand total:			4.932					



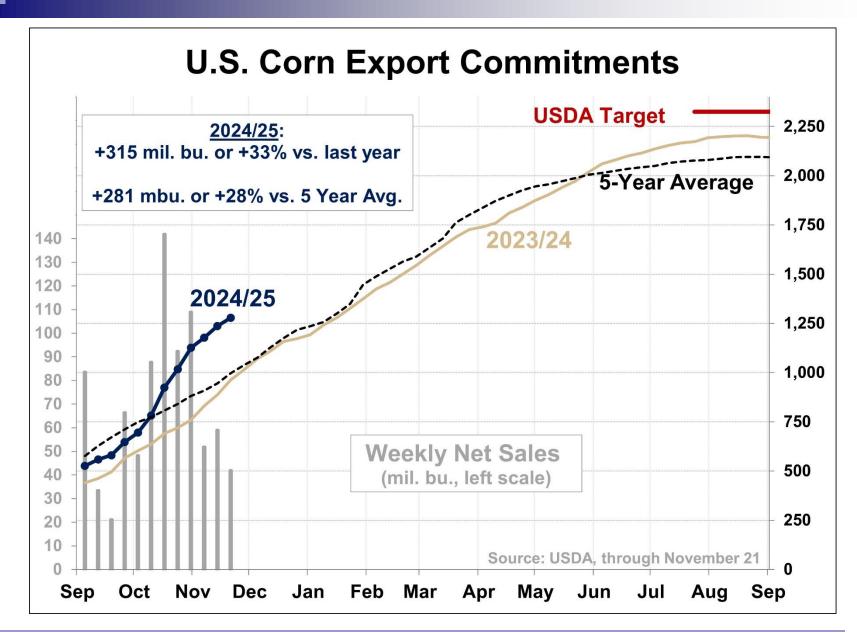
# U.S. Corn Supply & Demand

	US	DA	Brock		
Marketing year begins Sept 1	2023/24	2024/25	2023/24	2024/25	
ACREAGE (million)					
Planted Area	94.6	90.7	94.6	90.7	
Harvested Area	86.5	82.7	86.5	82.7	
Yield	177.3	183.8	177.3	183.5	
SUPPLY (mil bu)					
Beg. Stocks	1,360	1,760	1,360	1,760	
Production	15,341	15,203	15,341	15,175	
Imports	28	25	28	25	
Total Supply	16,729	16,989	16,729	16,960	
USAGE (mil bu)					
Feed & Residual	5,814	5,825	5,827	5,800	
Food/Seed/Ind	6,862	6,840	6,855	6,855	
Ethanol & By-Products	5,471	5,450	5,471	5,450	
Domestic use	12,676	12,665	12,682	12,655	
Exports	2,292	2,325	2,292	2,350	
Total use	14,969	14,990	14,974	15,005	
Ending Stocks (Aug 31)	1,760	1,999	1,755	1,955	
Stocks/use	11.8%	13.3%	11.7%	13.0%	
Farm Price (\$/bu)	4.55	4.10	\$4.65	\$4.20-4.55	

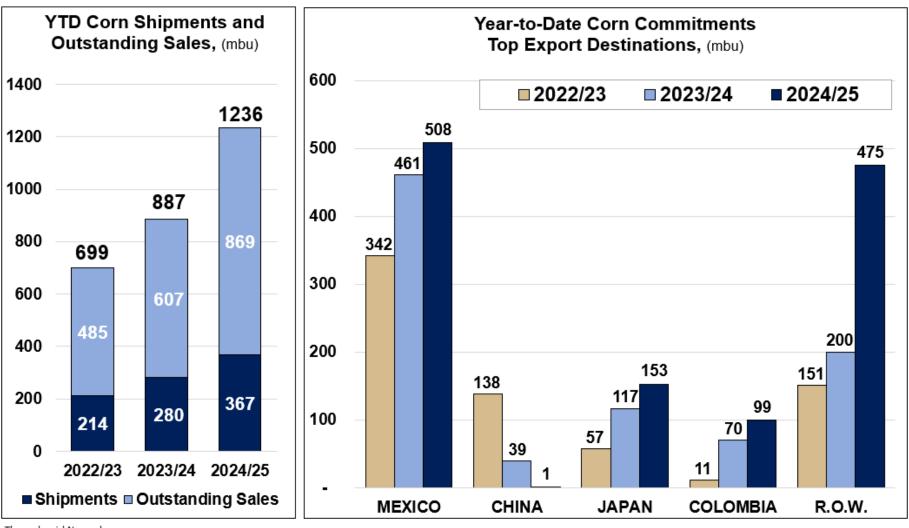






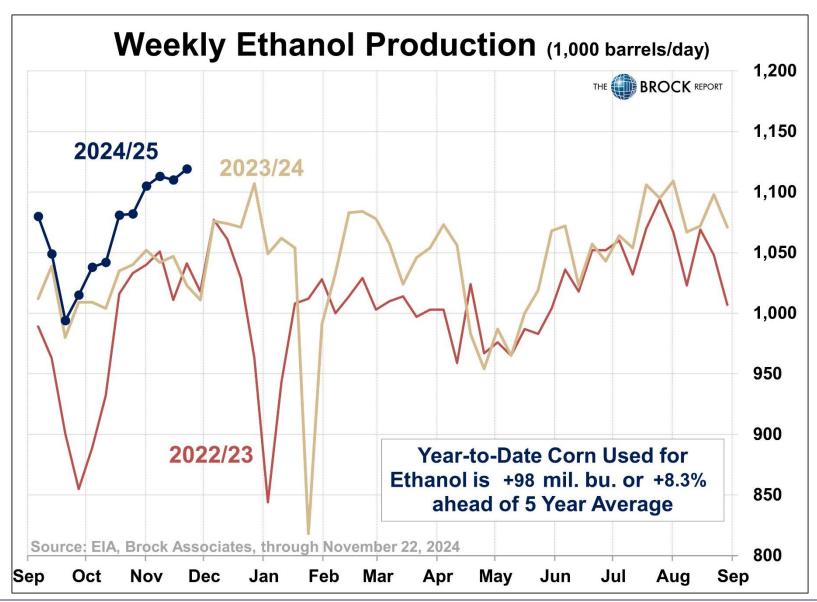




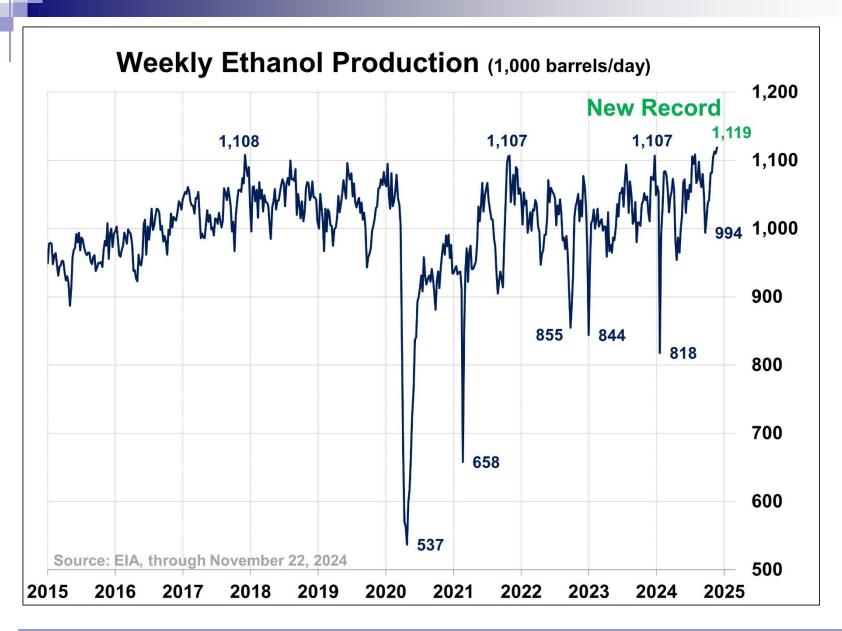


Through mid November

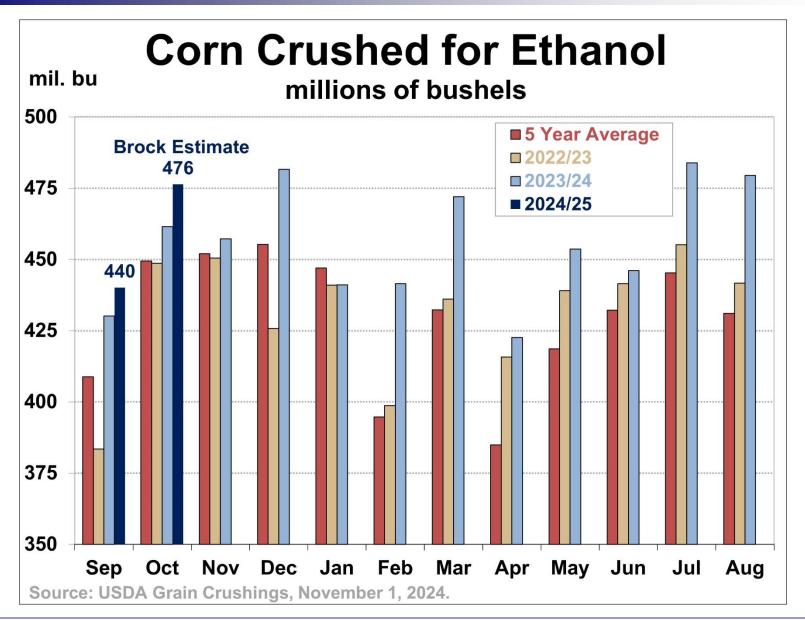




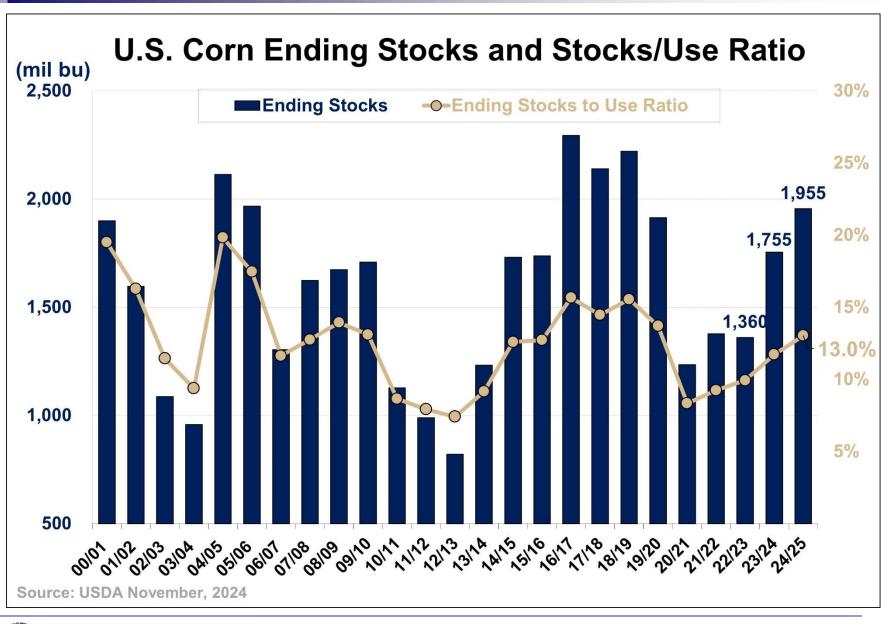






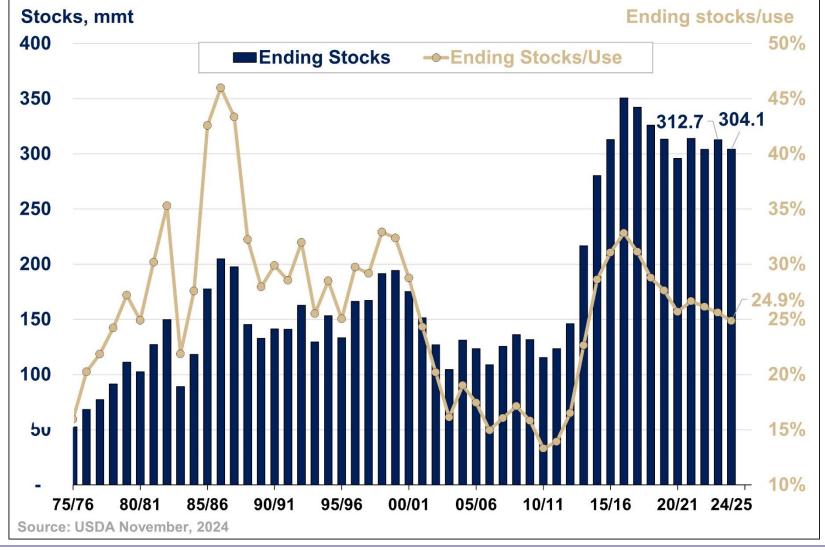








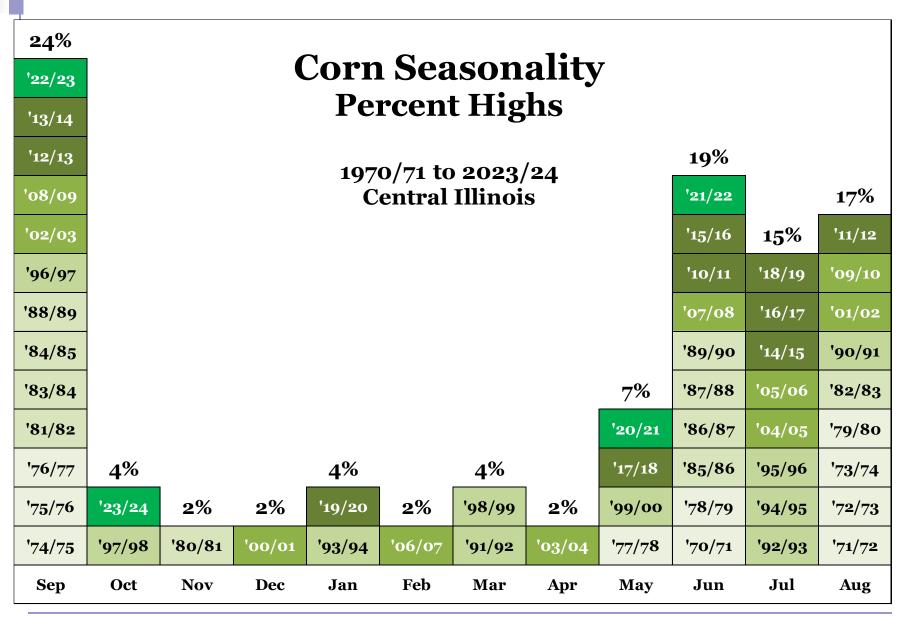
#### World Corn Ending Stocks and Ending Stocks/Use Ratio





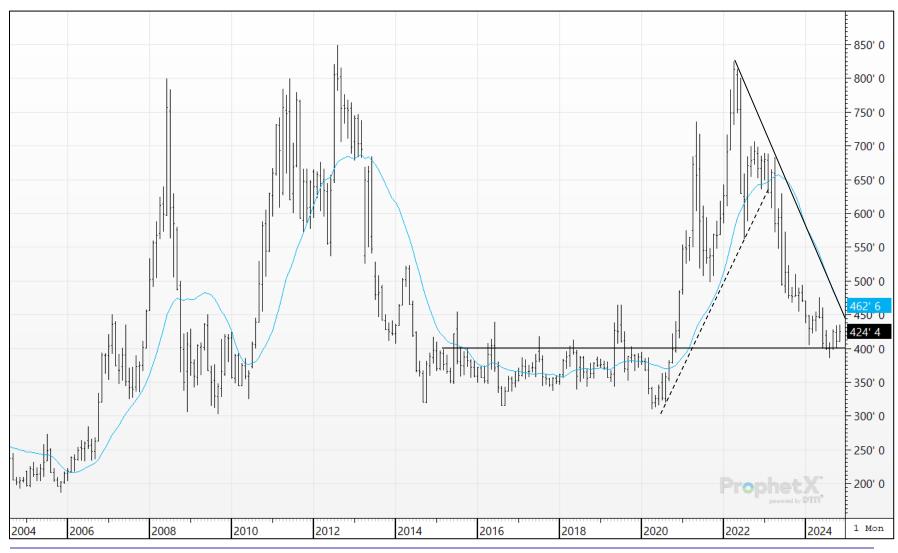
	<b>Corn Seasonality</b>									28%	
24%	Percent Lows								'23/24 '22/23		
'20/21			1970/71 to 2023/24							'17/18	
'18/19	20%		Central Illinois							'15/10	
'16/17	'21/22										'13/14
'10/11	'14/15										'12/1
'09/10	'05/06										'02/0
' <b>0</b> 7/ <b>0</b> 8	'03/04										'97/9
'06/07	'01/02									11%	'91/9:
'00/01	'94/95									'99/00	'88/8
'95/96	'92/93									'98/99	'85/8
'89/90	'90/91	6%	6%	_						'96/97	'81/8
'87/88	'86/87	'04/05	'11/12							'93/94	'80/8
'78/79	'82/83	'72/73	'08/09	2%	2%		2%			'84/85	'76/7
<b>'</b> 77/7 <b>8</b>	'73/74	'71/72	'75/76	'79/80	'74/75		'19/20			'83/84	<b>'70/</b> 7
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug







# **Monthly Continuous Corn**



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2024

# March 2025 Corn





# July 2025 Corn

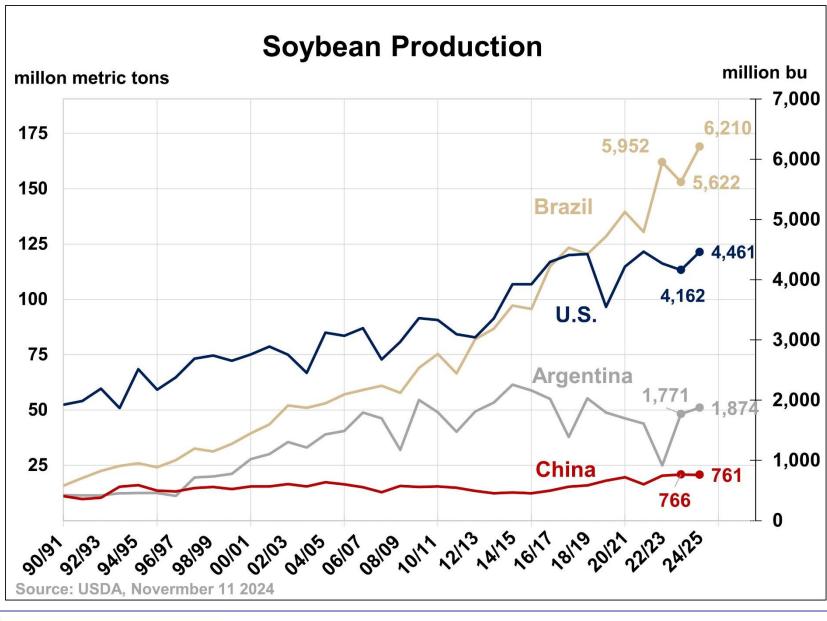




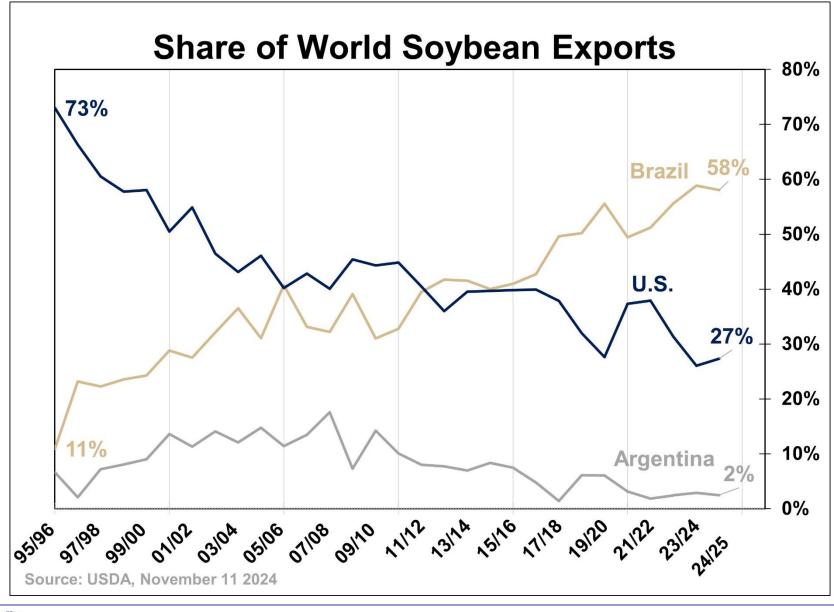
# U.S. Soybean Supply & Demand

	US	DA	Brock		
Marketing year begins Sep 1	2023/24	2024/25	2023/24	2024/25	
ACREAGE (million)					
Planted Acres	83.6	87.1	83.6	87.0	
Harvested Acres	82.3	86.3	82.3	86.2	
Yield	50.6	53.1	50.6	53.0	
SUPPLY (mil bu)					
Beg. Stocks	264	342	264	342	
Production	4,162	4,582	4,162	4,569	
Imports	21	15	20	15	
Total Supply	4,447	4,939	4,446	4,926	
USAGE (mil bu)		48			
Crush	2,287	2,425	2,287	2,425	
Exports	1,695	1,850	1,700	1,875	
Seed	78	78	78	80	
Residual	45	36	39	36	
Total Use	4,105	4,389	4,104	4,416	
Ending Stocks (Aug 31)	342	550	342	510	
Stocks/Use	8.3%	12.5%	8.3%	11.5%	
Farm Price (\$/Bu)	12.40	10.80	\$12.50	\$10.00-11.00	

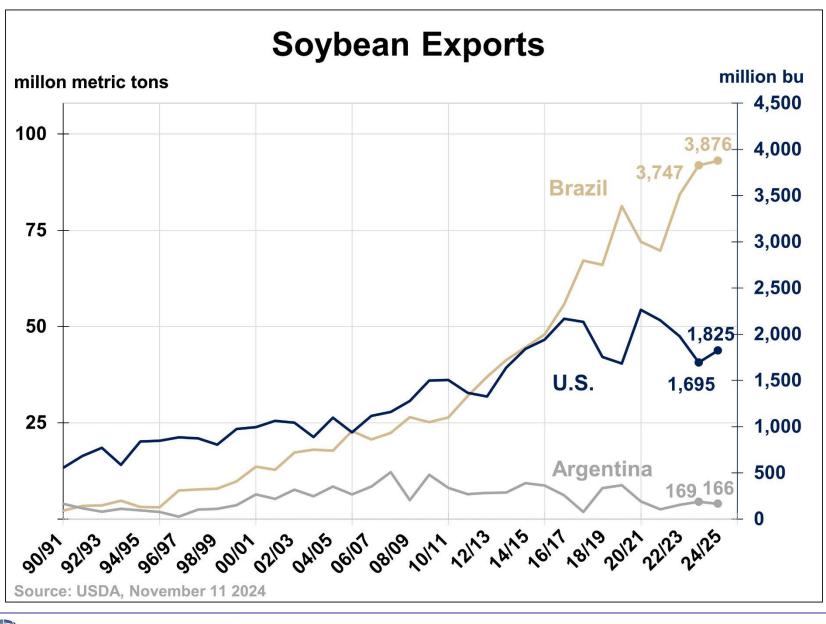




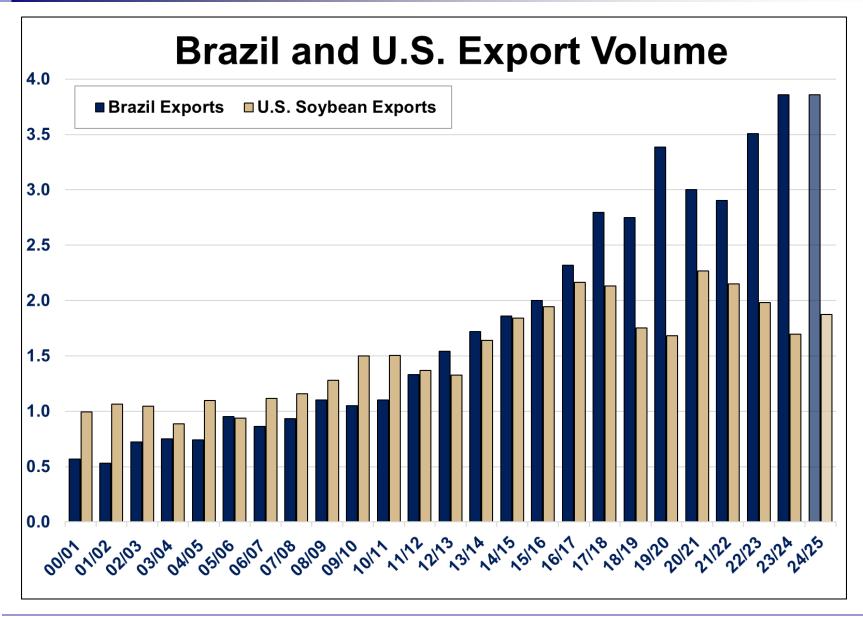




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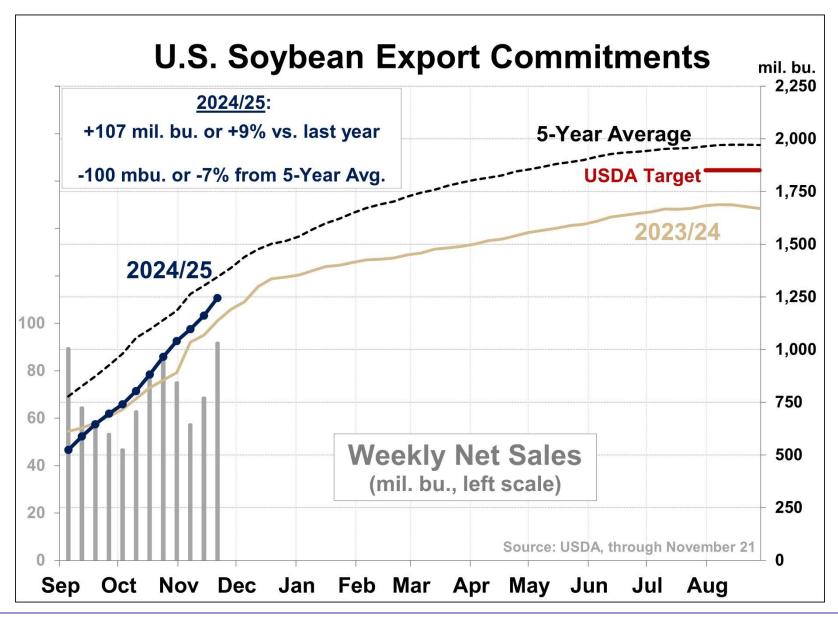




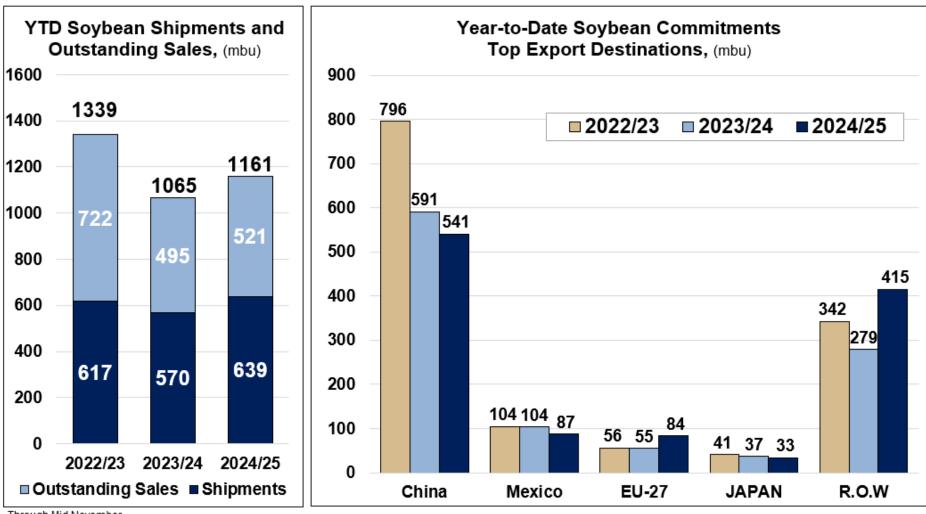


USDA Soybean Yield and Production									
	Area Harves	sted (mil ac)		Yield		Production (mill bu.)			
	2023	2024	2024 (Sep)	2024 (Oct)	Change	2024 (Sep)	2024 (Oct)	Change	
Illinois	10.3	10.8	67	65	-2.0	720	699	-22	
Iowa	9.9	10.0	64	61	-3.0	638	608	-30	
Minnesota	7.3	7.3	48	46	-2.0	352	337	-15	
Indiana	5.5	5.8	60	62	+2.0	347	358	+12	
Nebraska	5.2	5.3	59	59	+0.0	310	310	+0	
Missouri	5.5	5.8	51	47	-4.0	297	274	-23	
Ohio	4.7	5.0	52	52	+0.0	262	262	+0	
South Dakota	5.1	5.4	47	45	-2.0	254	243	-11	
Kansas	4.0	4.5	39	38	-1.0	175	170	-4	
North Dakota	6.2	6.6	38	38	+0.0	251	251	+0	
Arkansas	3.0	3.0	55	55	+0.0	166	166	+0	
Mississippi	2.1	2.3	58	56	-2.0	132	127	-5	
Wisconsin	2.1	2.1	53	49	-4.0	112	104	-8	
Kentucky	1.8	2.0	51	48	-3.0	104	98	-6	
Michigan	2.0	2.2	52	51	-1.0	113	111	-2	
Tennessee	1.6	1.8	47	45	-2.0	85	81	-4	
North Carolina	1.6	1.6	37	38	+1.0	60	62	+2	
Louisiana	1.0	1.1	52	52	+0.0	55	55	+0	
New York	0.3	0.4	55	55	+0.0	20	20	+0	
United States	82.3	86.3	53	52	-1.4	4,581	4,461	-120	



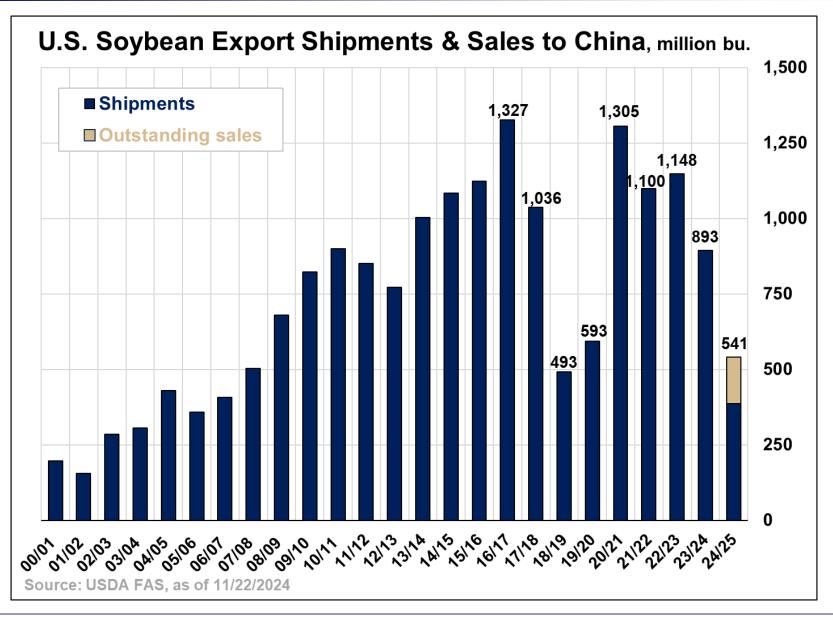




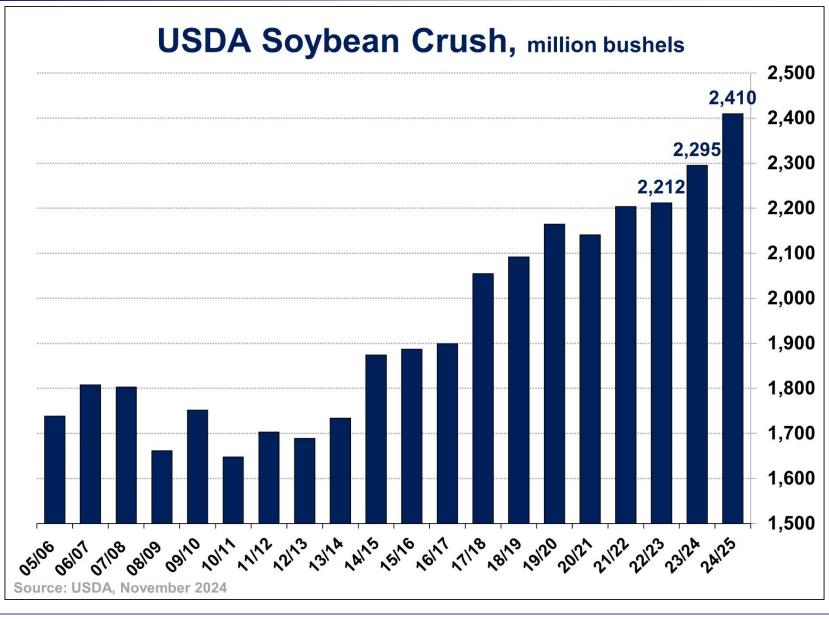


Through Mid November

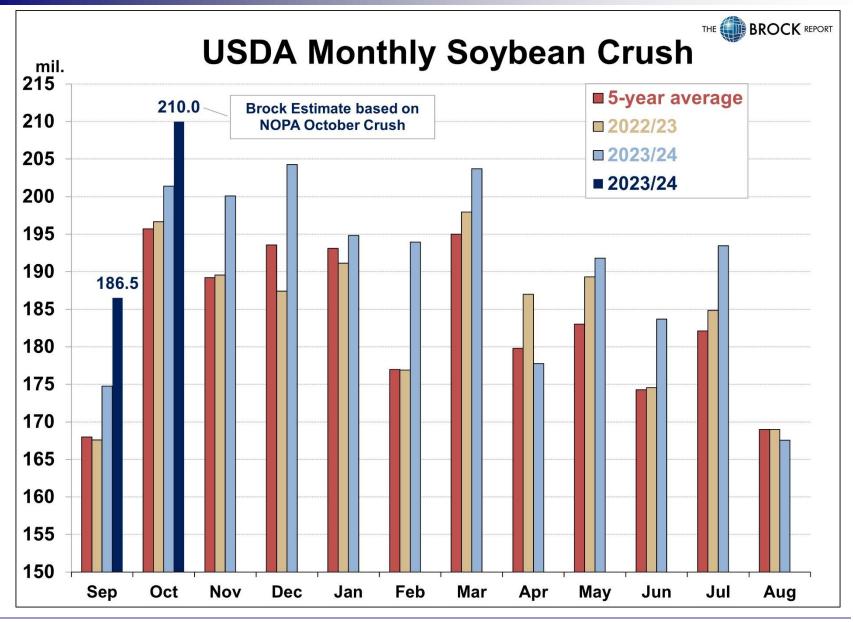




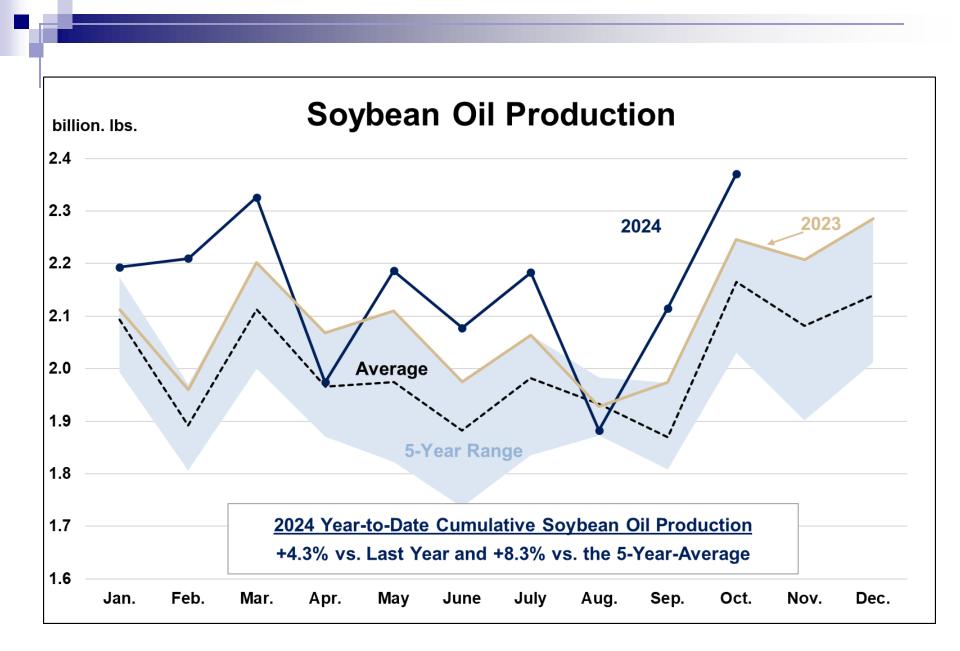




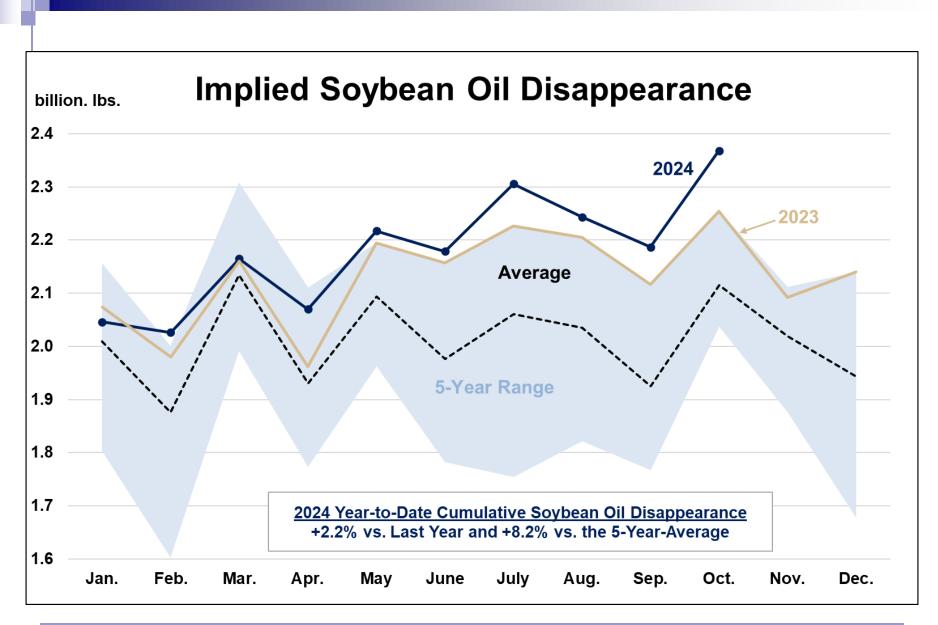




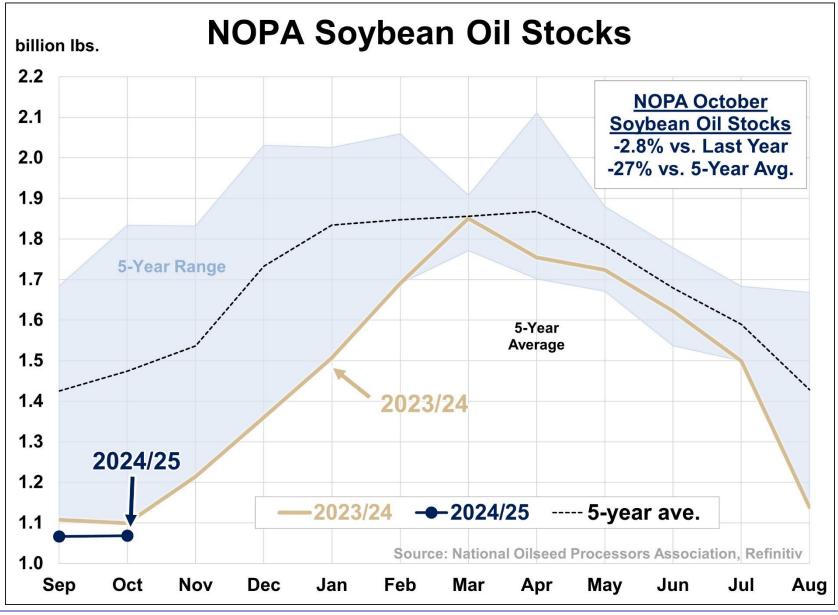




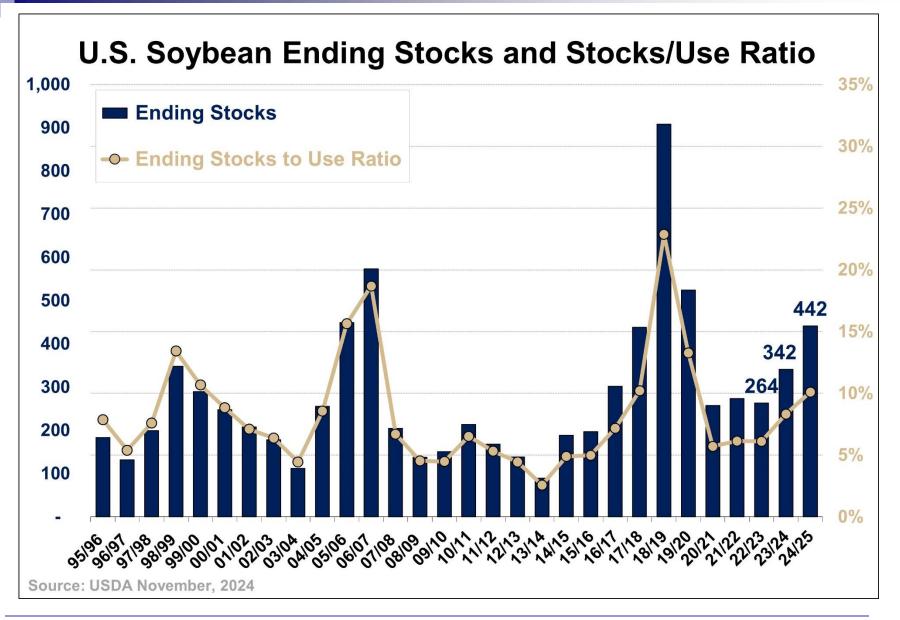














#### World Soybean Ending Stocks and Ending Stocks/Use Ratio mil. metric tons Ending stocks/use 140 131.7 40% 130 **Ending Stocks** <sup>114.3</sup> 112.<u>4</u> 120 35% --- Ending Stocks/Use 110 32.7% 100 30% 90 25% 80 70 20% 60 50 15% 40 10% 30 20 5% 10 0% 80/81 85/86 90/91 95/96 00/01 05/06 10/11 15/16 20/21 24/25 75/76



Source: USDA, November 2024

#### 2022/23 Soybeans - Summary

HEDGERS:	Percent Average sold price		100% equivalent cash sale		
Cash sales	100%	14.59	14.59		
Unsold marked-to-market	0%	0.00	0.00		
Closed Hedge profit/(loss)			-0.34		
Open Hedge profit/loss			0.00		
Grand total:			14.25		
	Percent	Average	100% aquivalant cash		
STRICT CASH:	sold	Average price	100% equivalent cash sale		
Cash sales	100%	14.59	14.59		
Unsold marked-to-market	0%	0.00	0.00		
Grand total:			14.59		



#### 2023/24 Soybeans - Summary

HEDGERS:	Percent sold	Average price	100% equivalent cash sale	
Cash sales	100%	13.30	13.296	
Unsold marked-to-market	0%	0.00	0.00	
Closed Hedge profit/(loss)			0.796	
Open Hedge profit/loss			0.00	
Grand total:			14.092	
STRICT CASH:	Percent sold	Average price	100% equivalent cash sale	
Cash sales	100%	13.40	13.40	
Unsold marked-to-market	0%	0.00	0.00	
Grand total: 13.4				



2024/25 Soybeans - Summary						
HEDGERS:	Percent sold	Average price	100% equivalent cash sale			
Cash sales	30%	12.84	3.85			
Unsold marked-to-market	70%	12.18	8.53			
Open/Closed Hedge profit/(loss)			-0.02			
Grand total:		12.36				
STRICT CASH:	Percent sold	Average price	100% equivalent cash sale			
Cash sales	40%	12.66	5.06			
Unsold marked-to-market	60%	12.12	7.27			
Grand total:			12.33			



# **Monthly Continuous Soybeans**





### March 2025 Soybeans





# July 2025 Soybeans

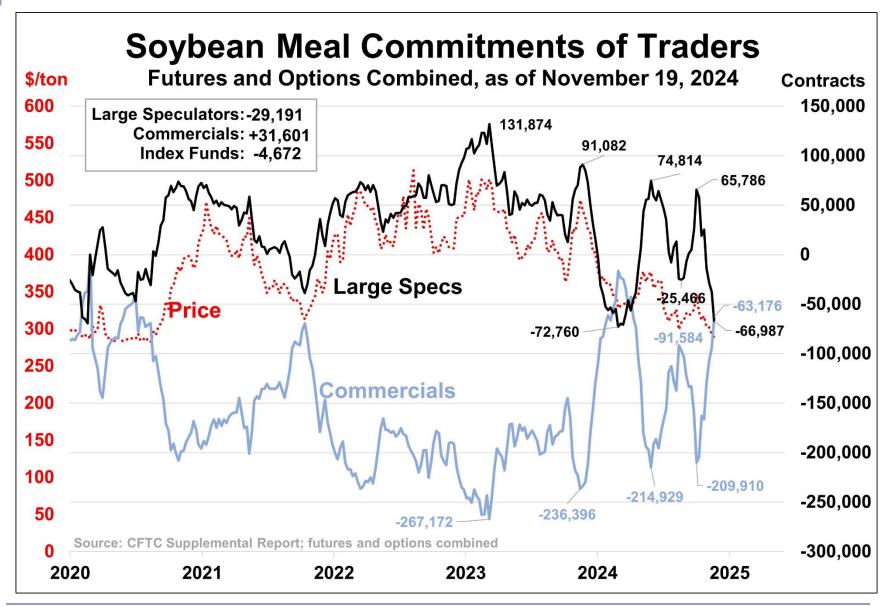




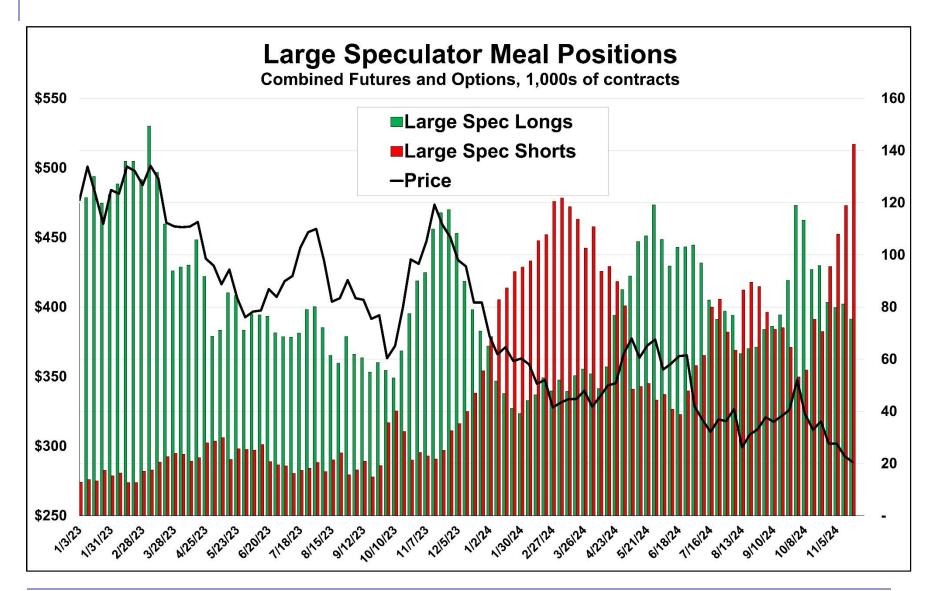
#### March 2024 Soybean Meal













#### March 2025 Soybean Oil

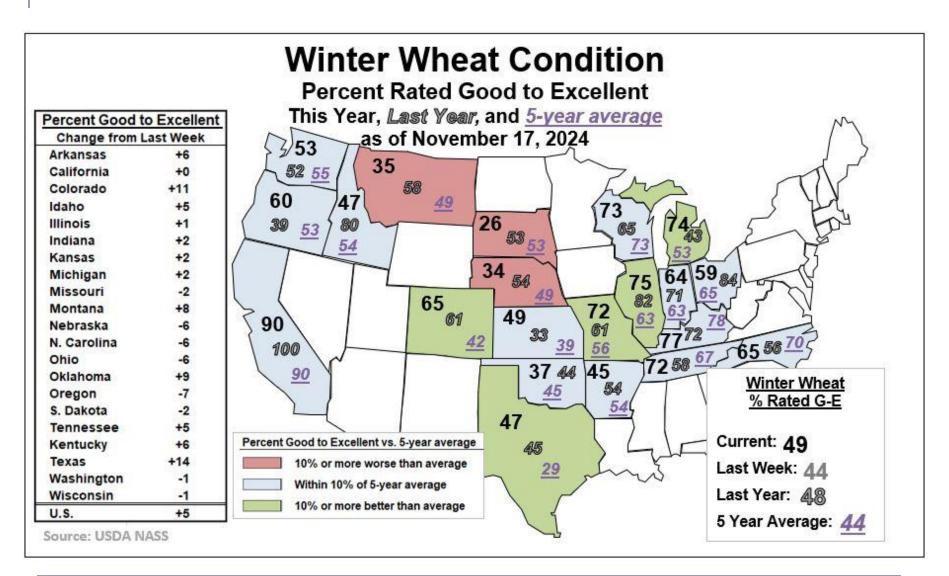




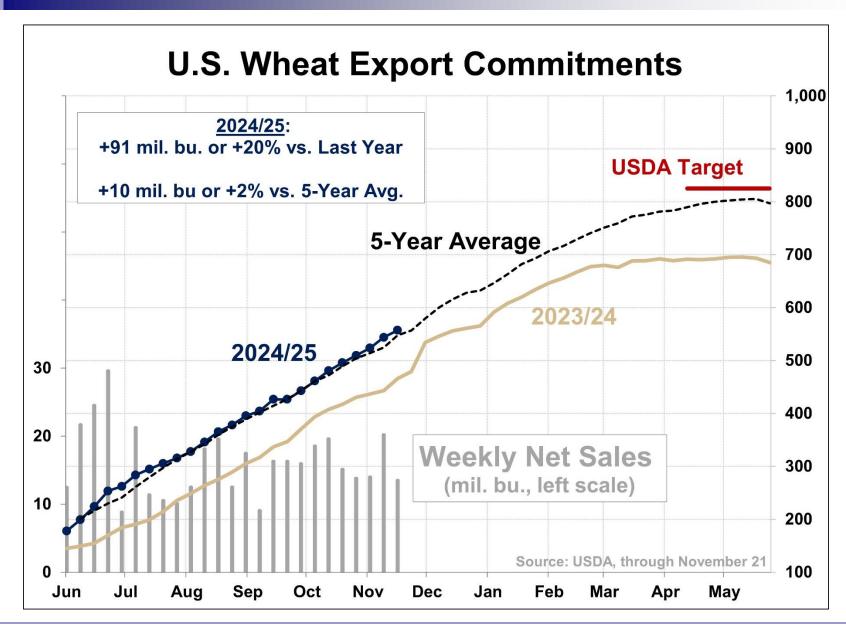
# U.S. All Wheat Supply & Demand

	US	DA	Brock		
Marketing year begins June 1	2023/24	2024/25	2023/24	2024/25	
ACREAGE (million)					
Planted Area	49.6	46.3	49.6	46.3	
Harvested Area	37.3	37.3 37.9		37.9	
Yield	48.6	48.6 52.2		52.5	
SUPPLY (mil bu)					
Beg. Stocks	570	702	570	702	
Production	1,812	1,982	1,812	1,990	
Imports	138	105	138	110	
Total Supply	2,520	2,789	2,520	2,801	
USAGE (mil bu)					
Food/Seed	1,025	1,026	1,025	1,026	
Feed & Residual	86	110	86	110	
Domestic Use	1,111	1,136	1,111	1,136	
Exports	707	825	707	820	
Total Use	1,818	1,961	1,818	1,956	
Ending Stocks (May 31)	702	828	702	845	
Stocks/Use	38.6%	42.2%	38.6%	43.2%	
Farm Price (\$/Bu)	\$6.96	\$5.70	\$6.96	\$5.50-6.00	

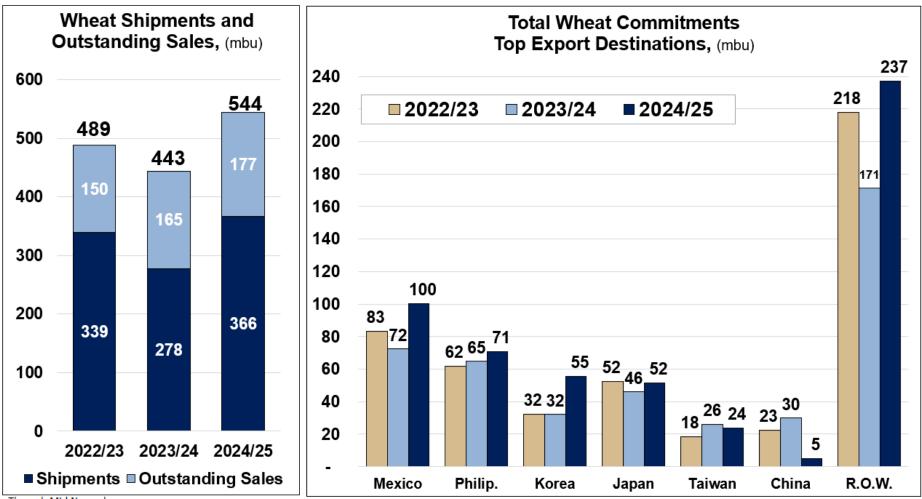






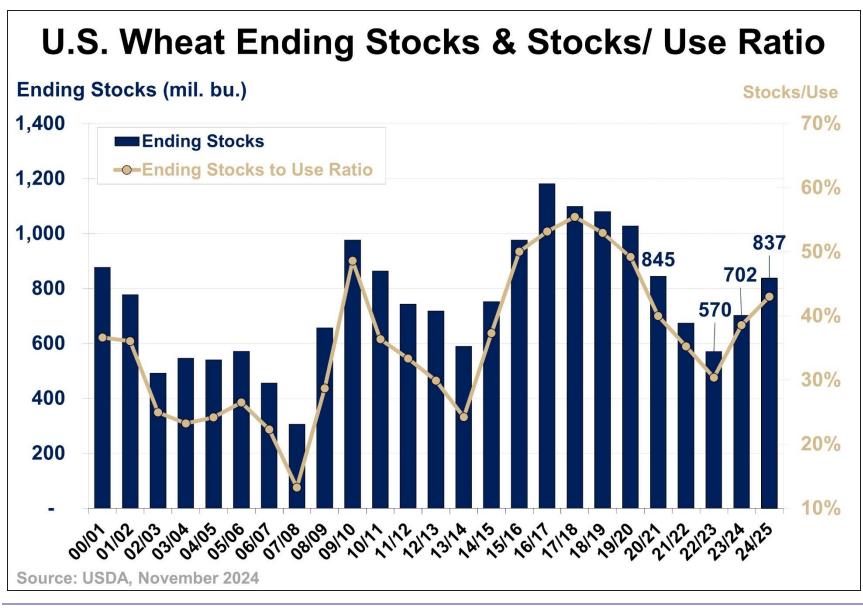






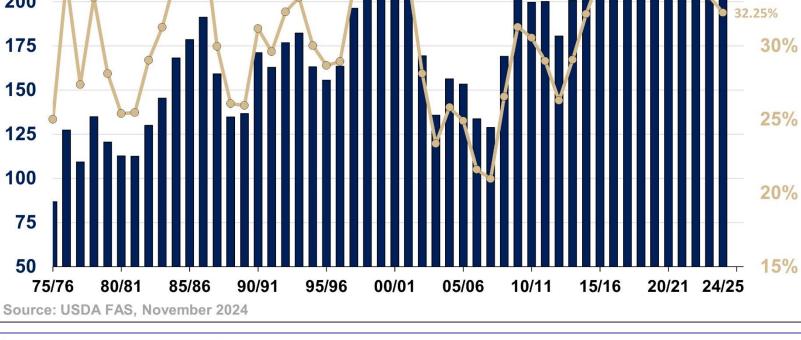
Through Mid November







#### World Wheat Ending Stocks and Ending Stocks/Use Ratio mil. metric tons **Ending stocks/use** 300 45% Ending Stocks --Ending Stocks/Use 275 40% 250 225 35% 200 32.25% 175 30% 150



## March 2025 Chicago Wheat





# July 2025 Chicago Wheat





## July 2025 Kansas City Wheat Futures

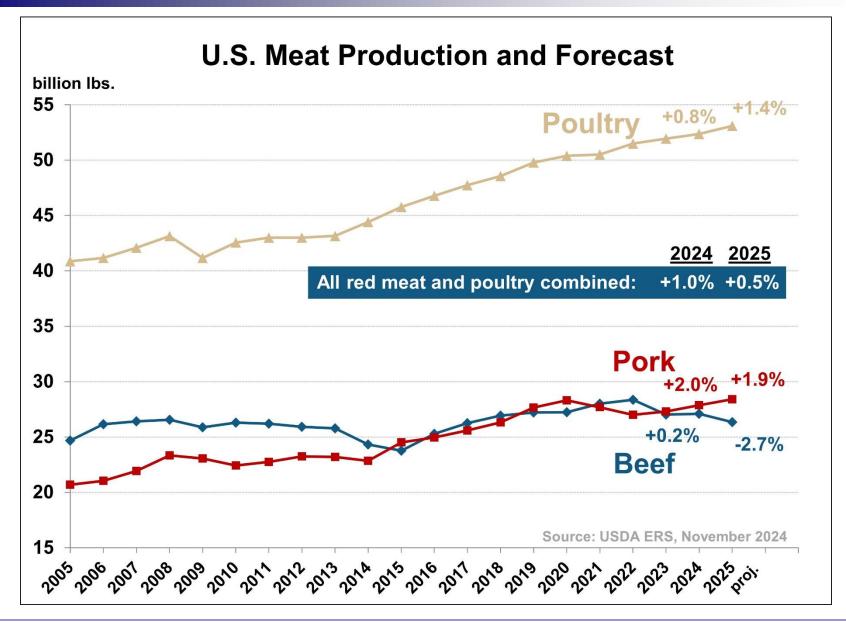




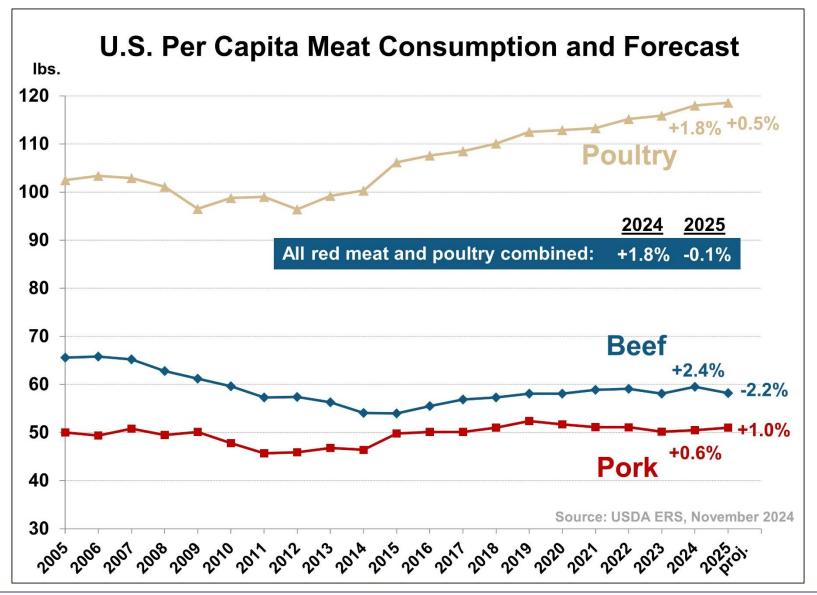
# **Cattle and Hogs**



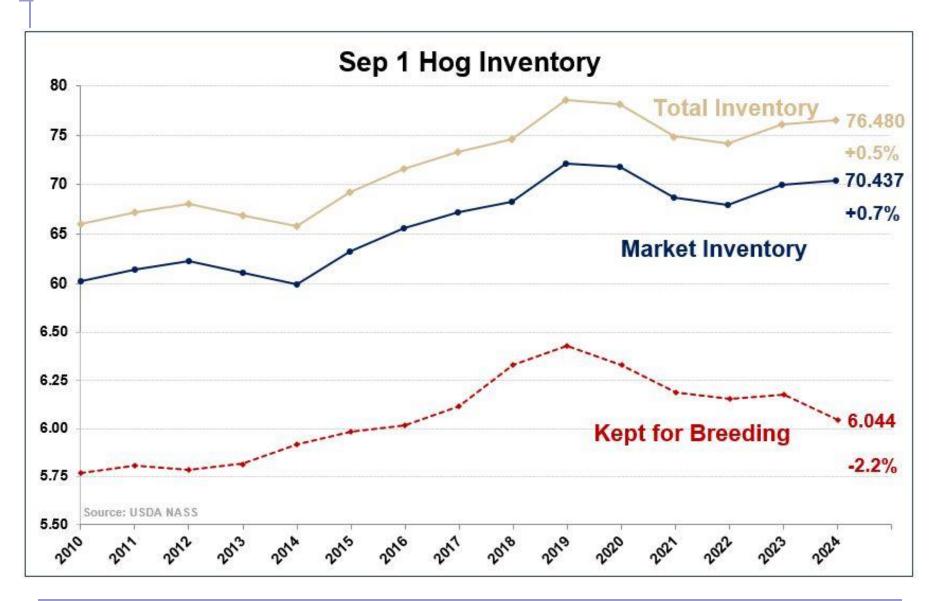




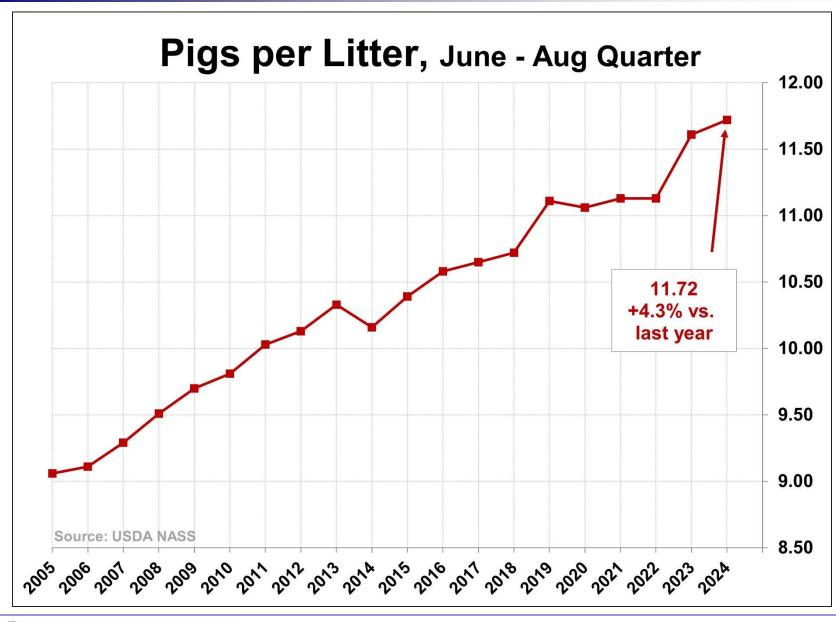




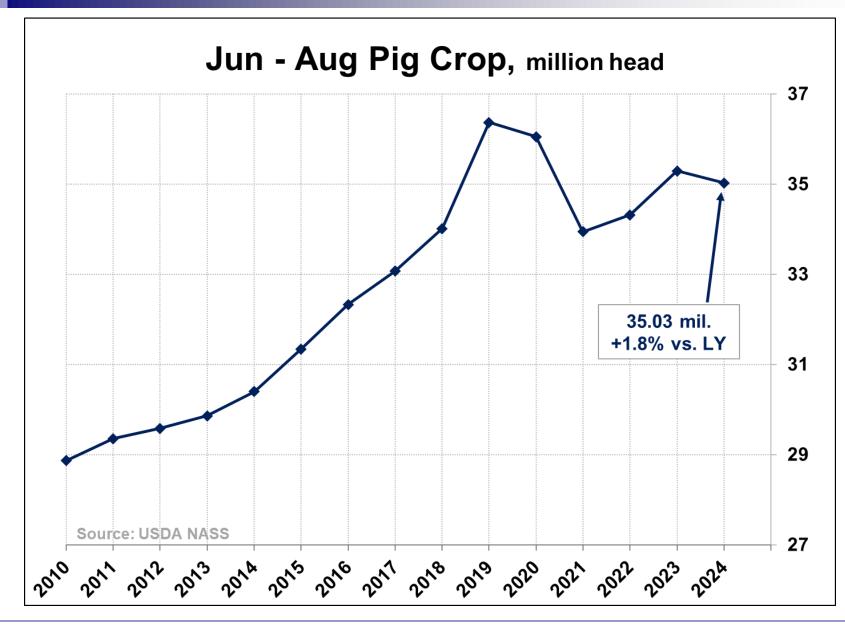




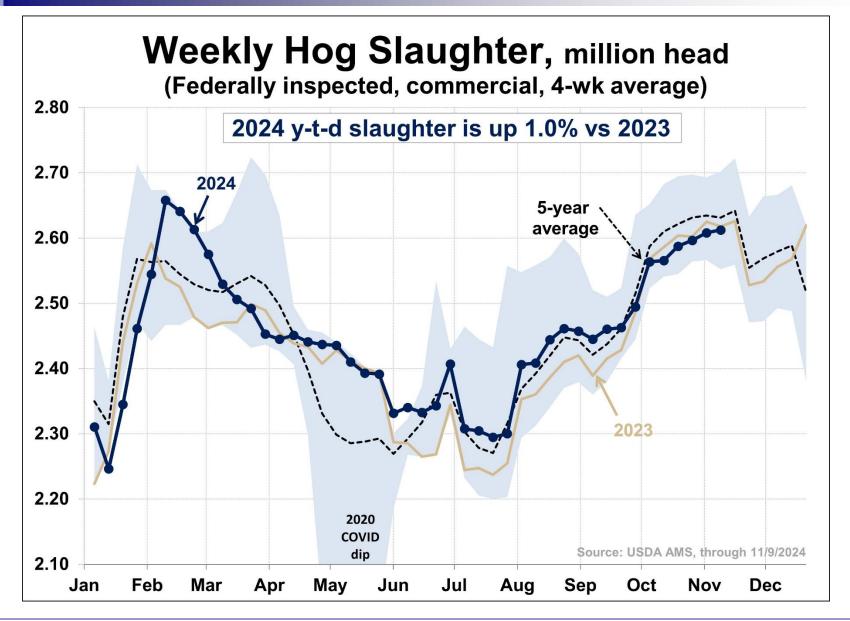




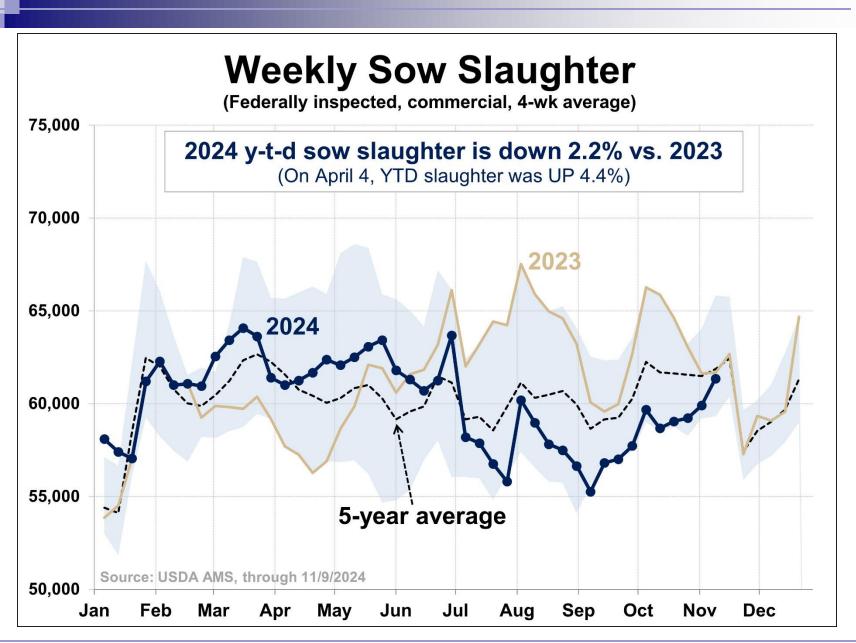




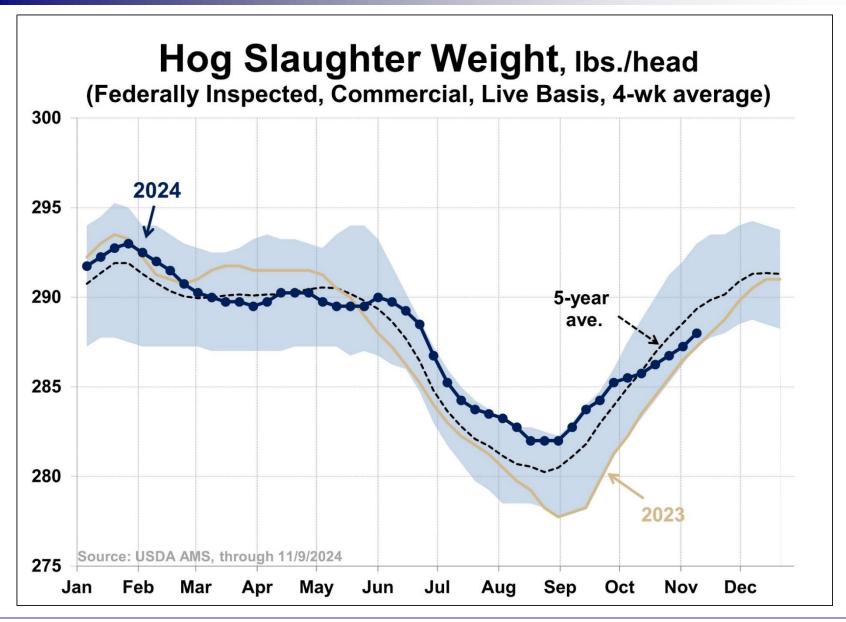




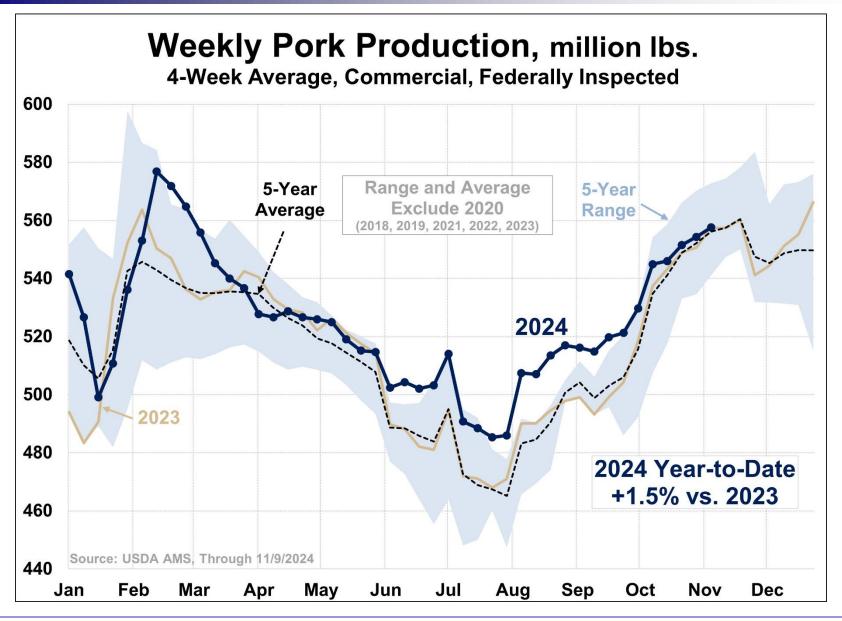












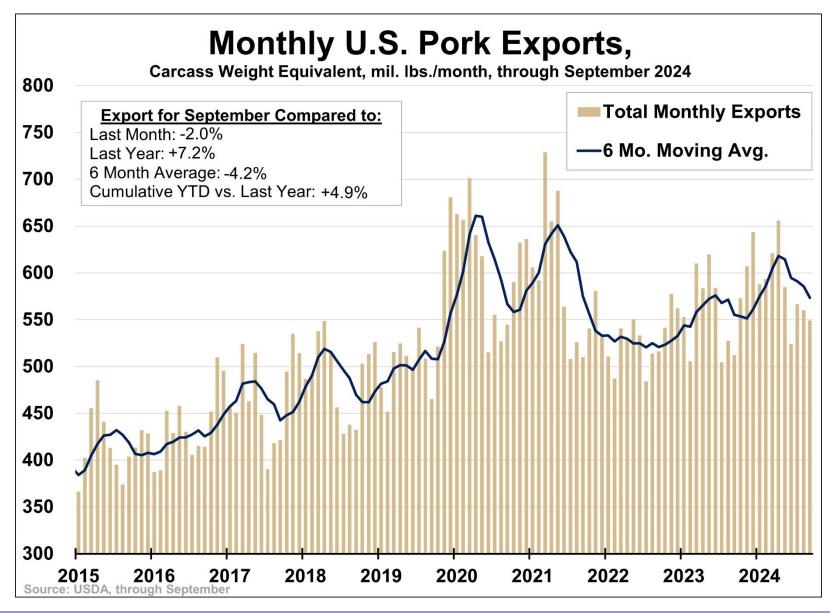


#### USDA Pork Production & Price Forecasts (from February WASDE)

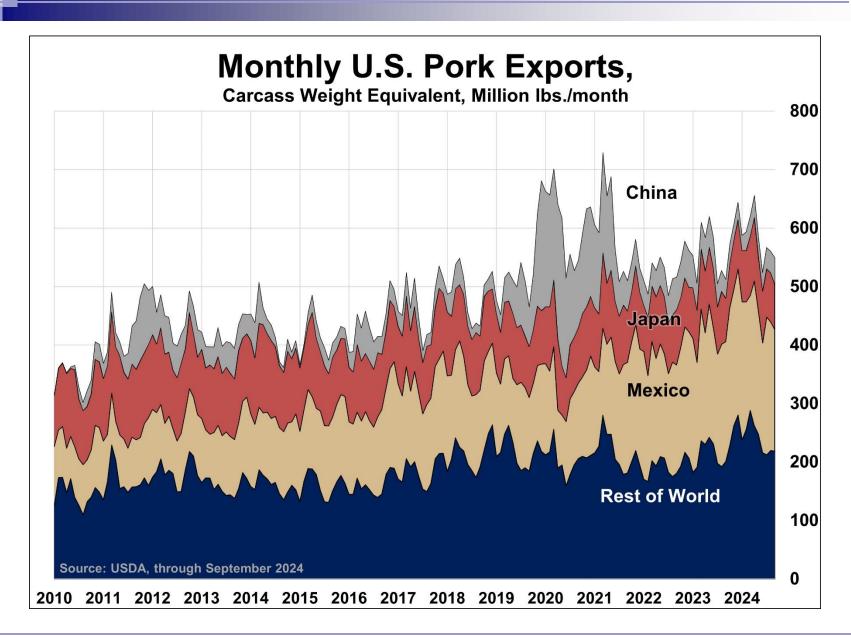
		Pork Production (mil.lbs.)	Production% change	** Cash price (Barrows & Gilts)	Year over year cash price % change	Futures Price Reference			
2020	Annual	28,303	+2.4%	43.18	-9.9%	58.35			
2021	Annual	27,675	-2.2%	67.29	+55.8%	90.93			
2022	Annual	26,996	-2.5%	71.21	+5.8%	96.23			
2023	Annual*	27,300	+1.1%	58.59	-17.7%	79.18			
2024	<b>I</b> *	7,094	+0.3%	54.97	+0.3%	74.28			
	<b>II</b> *	6,714	+1.8%	65.53	+15.6%	88.55			
	III*	6,775	+4.4%	63.71	-8.0%	86.09	Futures Price as of 11/22		Futures
	IV*	7,275	+1.8%	60.00	+12.0%	81.08			Premium to USDA Price
2025	l*	7,030	-74.2%	58.00	+5.5%	78.38	89.63	J25	+11.25
	<b>II</b> *	6,820	-3.9%	62.00	-5.4%	83.78	99.78	M25	+15.99
	<b>III</b> *	6,970	+3.8%	63.00	-1.1%	85.14	98.58	Q25	+13.44
	IV*						72.60	Z25	
	Annual*	28,400	+4.0%	59.00	+0.7%				

\* forecast \*\* Cash price = live equivalent 51-52% lean

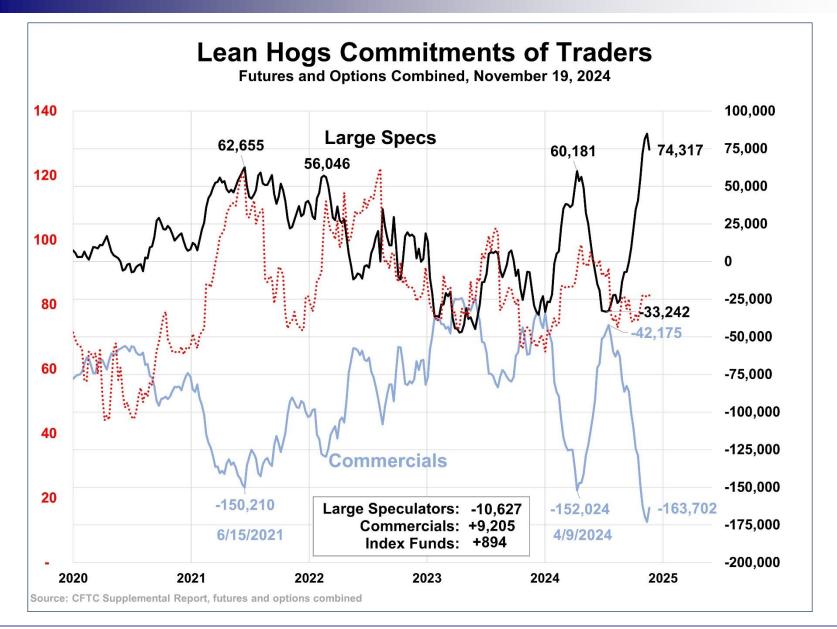






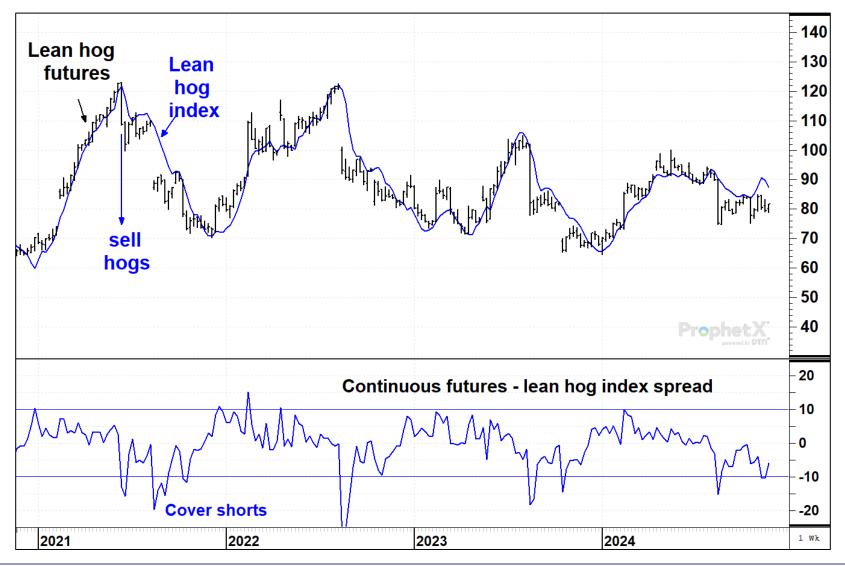








#### **Continuous Lean Hog Futures and CME Lean Hog Index**



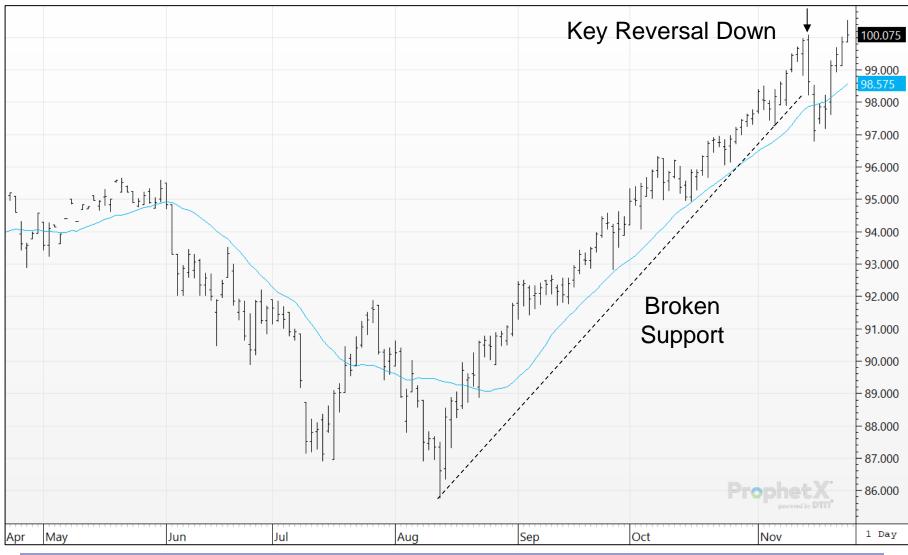


# February 2025 Lean Hog Futures

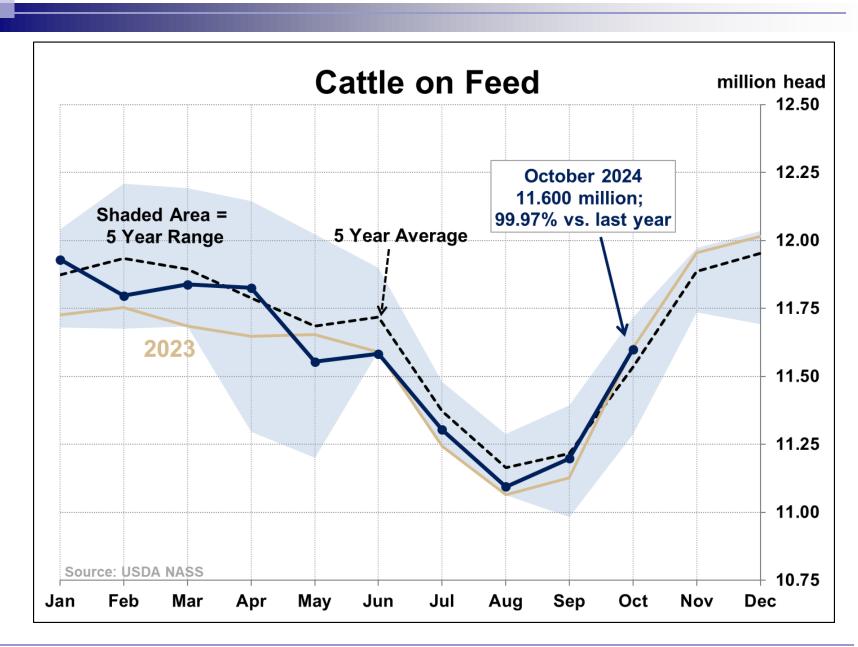




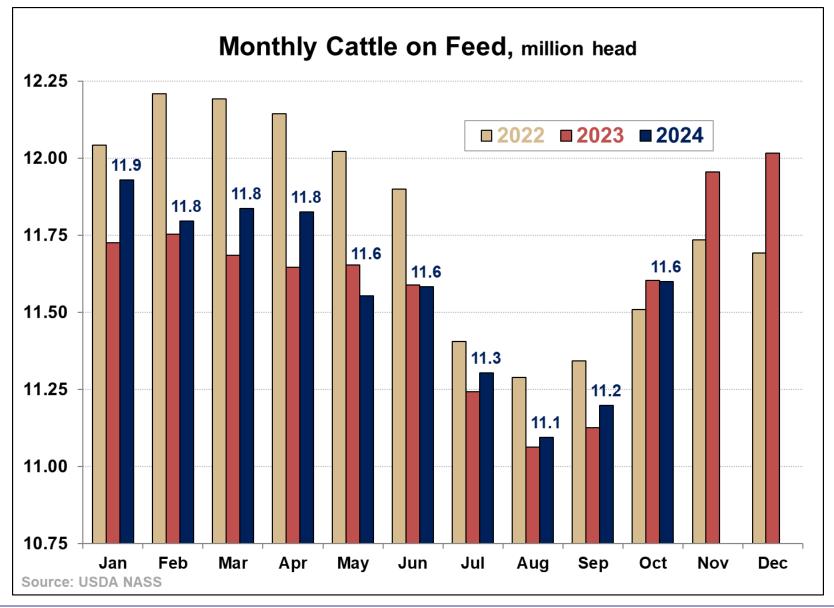
# June 2025 Lean Hog Futures













# February 2025 Live Cattle





#### **January 2025 Feeder Cattle**





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