



Spring 2022

THE DIRT

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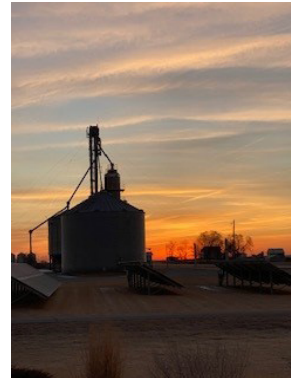
Welcome to the Spring 2022 edition of “The Dirt.” We had a nice fall to get the crops in and fall work done. The winter was pretty nice as well, as we only moved snow a few times. It’s currently the middle of April and we are anxious to get to the fields, but cold wet weather hasn’t allowed us to do that yet.

The world economy is certainly in upheaval and the agriculture economy is a huge part of this. As you probably know, commodity prices have gone up tremendously, right along with fertilizer prices leading the way. The costs are over 3X that of a few

years ago. Machinery parts and, of course, fuel all rising exponentially. This has all made my job as an operator very difficult to navigate and to plan for our operation.

We continue to implement and refine all our technology. This technology includes field guidance, satellite imagery evaluating growing crops, prescription seed population, variable rate fertilizer, and variable rate water on our irrigation acres.

We are proud of our sustainability and conservation efforts as well, participating in the Conservation Stewardship Program and many other environmentally sustainable practices. Our solar fields are working very well. I would encourage anyone to look into renewable energy.



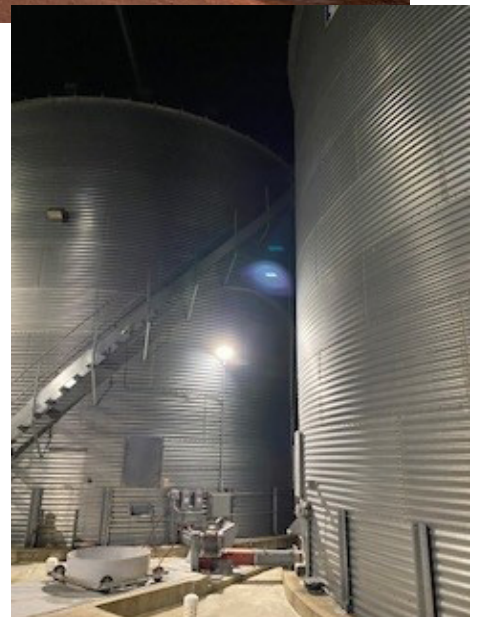
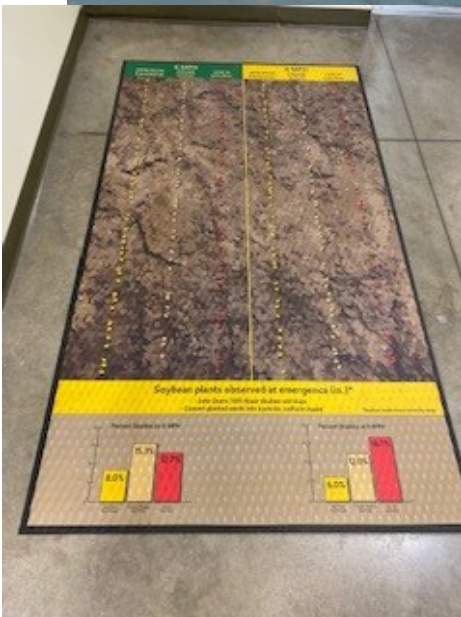
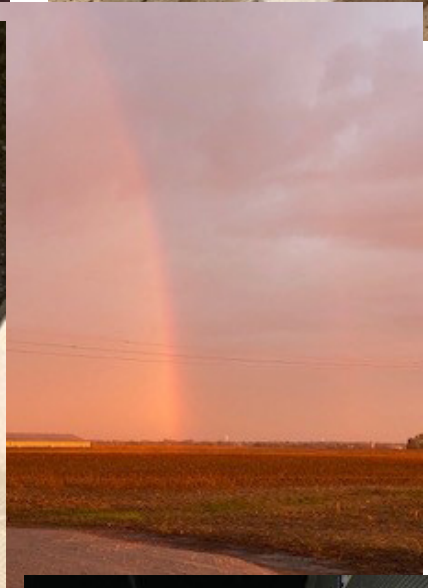
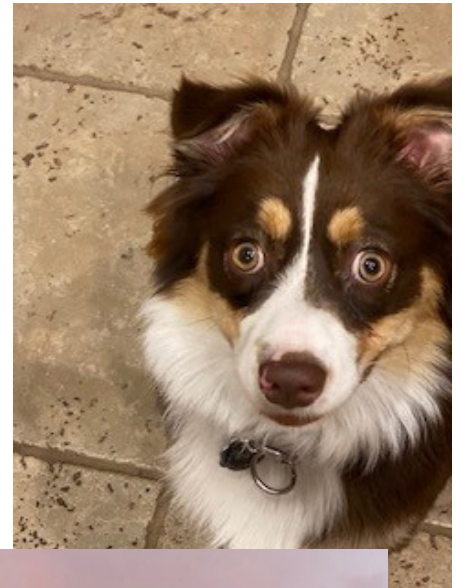
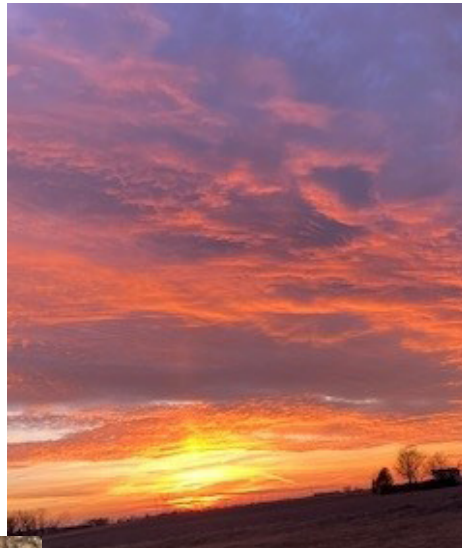
I attended a couple manager peer group meetings this winter. In December, we were at Parrott Family Farms in Mt. Pleasant, IA, and recently, in March, we were at Heartland Family Farms in Pratt, Kansas. I commend the Parrotts and the Finchams on their operations that are very well run and professional, with a tremendous passion for agriculture. Many thanks to the Parrotts and Finchams for hosting these meetings.

We have some new faces here at Danner Family Grain that you will read about in this newsletter. I would like to take this opportunity to thank this great crew we have here: Nicole Caster, Admin Assistant; Hank Berg, Operations Supervisor; Drake Jehle, Swine Supervisor; Marne Taute, Kayla Maurer, and my daughter, Gracie. We certainly appreciate everyone’s hard work and dedication to the success of our farm. Thank you!

Please reach out to us if there is anything we can do. Visit our website at dannerfarmsinc.com. We thank all our landowners and partners for trusting us to care for your land.

- Billie

Pictures



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New Additions to the Team

Drake Jehle

Drake Jehle started showing pigs when he was 10 years old and started working in the fields when he was 11. Since then, he has been interested in working in agriculture and is one of the newest additions to Danner Family Grain. Drake's hometown is Durant, Iowa, and he attended Kirkwood College studying Production Ag. Getting to work alongside great people who have strong passion for farming is his favorite part about working at Danner Family Grain. Some fun facts about Drake: He enjoys hunting, golfing, fishing, and spending time with his two-year-old son, Henry. The first time he flew on a plane was to a foreign country and his favorite dessert is apple pie.



Hank Berg

Hank Berg recently joined the Danner Family Grain team. A little about Hank: He is originally from Wisconsin and attended UW (University of Wisconsin) – Le Claire. He grew up on a farm and the passion for production agriculture has never left him. Outside of work, he enjoys watching sports, trying doughnuts of any kind, and attending sporting events. Hank has a beautiful fiancée named Maggie and two children, Aaron and Emma. His favorite part about working at Danner Family Grain is his coworkers.



Hank and fiancée Maggie

Nicole Caster

Nicole Caster-Reynolds is one of the newest additions to the Danner Family Grain team. She attended Scott Community College, receiving an Associate of Arts, and then Capri College for their Massage Therapy Program. She is from Davenport, Iowa, and has been married to husband Jesse Reynolds for almost 25 years. Their three children are Alyssa, 29, Joe, 24, and Kaylie, 21. Nicole enjoys watching her younger daughter play softball for Western Illinois University. Watching her youngest play softball has certainly kept her busy the past 12 years! A fun fact about Nicole: She loves music and even attended Lollapalooza, a musical festival held in Chicago, with her two daughters last summer. Her favorite dessert is peanut butter cookies from Cookies and Dreams. Nicole has fond memories of picking and selling sweet corn at her grandma's house in Davenport, visiting her aunt, uncle, and four cousins at their farm in Grand Mound, Iowa, and working for a while at Mississippi Valley Farm Business in Nichols with Marianne and Dean, who taught her well. These are all moments in her life that grew her interest in a career in agriculture. When asked her favorite part of working for Danner Family Grain, she stated, "Definitely my coworkers; we have a great crew!"



Nicole and her family in front of the Chicago Cheesecake Factory on Michigan Ave.

Marne Taute

Marne Taute, 21, is from Springbok, Northern Cape, RSA (South Africa) and he has had an interest in agriculture for as long as he can remember. He recently started at Danner Family Grain; his favorite parts about working for the operation are the team management, farming hogs, corn, and beans, the great coworkers, and awesome time management. In his free time, he enjoys being outdoors (dirt biking, horseback riding, and bonfires), going to arcades, and spending time with partner Carmen Meyer. Some of his favorite desserts include brownies, Rice Krispie treats, and Malva Pudding, a South African dish that we've included the recipe for in this newsletter as well!



Fork to Farm: Quality Assurance Plan Promises Traceback for U.S. Soy

By Dean Houghton, John Deere

To the conventional thinker, Eric Wenberg has it backwards. As the executive director of the Specialty Soya and Grains Alliance (SSGA), he describes U.S. Identity Preserved, a designation for premium crops with a verifiable origin, as a “fork to farm” effort.

“People usually say that the other way around,” Wenberg admits. “But in our industry, the customer tells the grower what they want, and the entire value chain works together to deliver the product exactly as it was ordered.”

The U.S. Identity Preserved mark—perhaps best described as a brand—was introduced by the SSGA in late 2021. Products qualified to carry the mark must be traceable from the field of origin and along the entire process of production, processing, packaging, and distribution. The mark and its associated website (at USidentitypreserved.org) were developed by SSGA, the national trade association of businesses and farmers involved in traceable premium grains and oilseeds.

The project was financed by a grant from the USDA Foreign Agricultural Service’s Agricultural Trade Promotion program and an allied partner of SSGA, the U.S. Soybean Export Council. Funding also was provided by state soybean boards in Illinois, Michigan, Minnesota, and Wisconsin. A number of U.S. crop improvement and identity preserved state and federal agencies are expected to be involved to help guarantee the program’s integrity.

The Specialty Soya and Grains Alliance manages this program. “You do not need to be a member of SSGA to use the brand,” Wenberg says, “but membership can go a long way toward supporting this program.” U.S. Identity Preserved is open to all exporters of U.S. grains and oilseeds—if they meet certain criteria, including a written, verifiable identity preserved plan. Associations supporting these exporters also are welcome to join as “IP Allies.”

To qualify to use the mark, SSGA must verify that production takes place under independent, separate audits and inspections. “The value that U.S. Identity Preserved processors offer comes through the strict protocols and safety measures that ensure the quality, consistency, and security of their products throughout the value chain,” Wenberg says. “Identity preserved products demand a premium because of the close attention IP farmers, processors, and shippers pay to quality requirements and safety, as well as the commitment to fulfill the needs of their customers.”

Visibility. Global Processing Inc., is a U.S. company that is in the process of getting qualified to use the mark for its 2022 production. Rob Prather, chief strategic ambassador at Global Processing, is anxious to get the U.S. Identity Preserved mark in front of customers—as well as the many additional people involved in getting an IP crop from the field, to the port, and, eventually, to the country where it will be processed.

“I want the dock worker to see that mark,” Prather says. Global Processing meets customer needs for soybeans with specific characteristics such as size and protein levels. The soybeans, which are planted, harvested, and stored on the farm of origin, are then hauled to Global Processing for cleaning and packaging before being placed in a shipping container and beginning a long journey to an end customer.

“I think it is a great opportunity for us to build our national brand when a person opening a bag in Japan sees that U.S. Identity Preserved mark,” Prather adds. “We also want to use the mark on our shipping documents so that all the hands involved in the shipment can see it. The mark is an indicator of the pride in making a great product.”

Midwest 2022 Weather Concerns

By Riley Smith, Iowa Agribusiness Radio Network



Severe weather is a concern for the Midwest this year, as it always is. Eric Snodgrass of Nutrien Ag Solutions cited the December 15th outbreak as a sign of more severe outbreaks to come.

“That December 15th event, it went from Colorado to Wisconsin and nine hours, that’s how fast it was moving, almost 700 reports of severe weather from that one event,” Snodgrass said. “What it exposed though, was what was behind it, which was all

the dust being pulled out of the plains where the drought areas. But you think about what this upcoming spring means in terms of severe weather, we’ve already had an outbreak in March in Iowa, we’ve already seen the recovery after some brutally cold air in Wisconsin, it’s already started to warm back up, and with each pulse of warmer air we start to increase the risk of severe weather. So, if we’re already getting this going now, remember this is just the very beginning of our severe weather season, it reaches a peak at the end of May, and it’s going to continue through July.”

Gearing up for the growing season, Snodgrass said La Nina increases chances of drought expansion.

“Right now, we’re still dealing with a La Nina, and it’s fading way slower than I thought it was going to fade,” Snodgrass said. “I thought we’d be done talking about it by May or early June, and the latest data suggests that it’s there and it’s still kind of kicking and screaming its way out. So, what does that do? Historically, that does increase the risk of drought expansion between the central plains and the Midwest and the Great Lakes. Is it a slam dunk forecast? No, it’s not, because a lot of different factors can come in and change that around. But it’s one of those years where, if we take our normal risk, we’ve added about ten percent to it on the risk of developing here.”

Snodgrass added that he’s very concerned about the drought in the west.

“California, Southern Oregon, parts of Nevada, they’ve now had their dry start to any year going back to 1893,” Snodgrass said. “Reservoirs are less than 50 percent of full pool and the snowpack in the mountains is down between 50 and 60 percent. So, they’re about to end their wet season anyway, it stops at the end of April and they go all the way to October without much precipitation, if any at all, because they have a Mediterranean climate. They’re just going into this already hurting and that’s going to mean that water allotments out of the reservoirs are probably going to be very tightly controlled this year. I’m very concerned about what’s going on California right now.”

Make sure you stay safe and tune in to your local weather provider when severe weather strikes. You can also visit [weather.gov](https://www.weather.gov) to keep track of severe weather alerts as they come out.

Malva Pudding Recipe

This is a recipe Marne Taute, one of our new employees, loves from back home in Springbok, Northern Cape, RSA. Copy this URL <https://www.food.com/recipe/malva-pudding-south-african-baked-dessert-118545> or scan the QR code to access the recipe for Malva Pudding from Food.com!



Looking for Land to Lease

We are looking to rent farm ground for 2022 and beyond. If you are aware of property owners who might want to lease their land to us, please pass our information along. Please visit our website.

Thank You!

Phone: (319) 430-9525

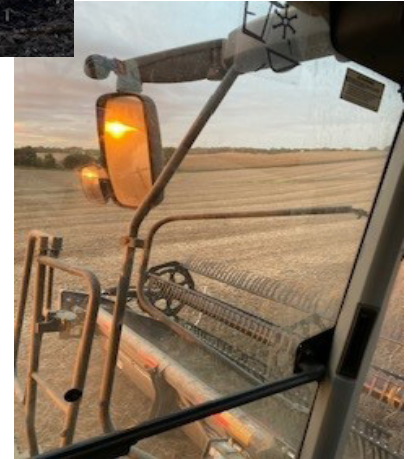
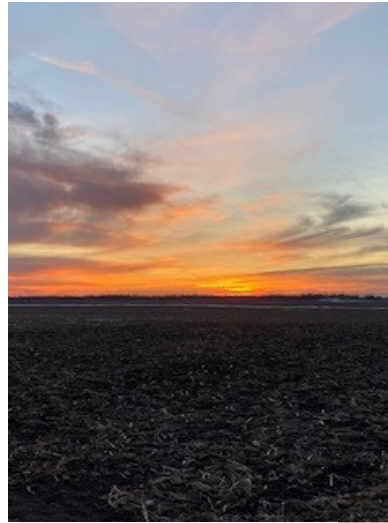
Email: billie@dannerfarmsinc.com
or ncaster@dannerfarmsinc.com

Website: dannerfarmsinc.com

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Billie Danner



1719 155th Street
West Liberty, IA 52776

