2025 Grain Market Situation & Outlook

"Winning-The-Game" Grain Marketing Webinar

Monday, February 24, 2025

DANIEL O'BRIEN

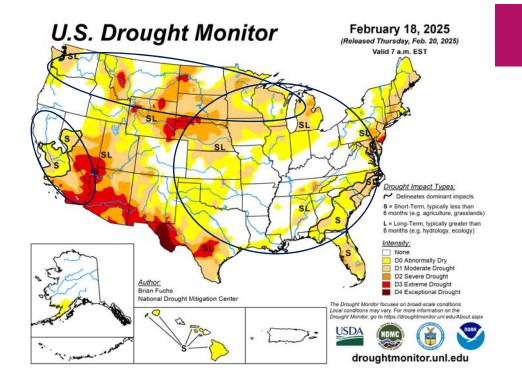
EXTENSION AGRICULTURAL ECONOMIST

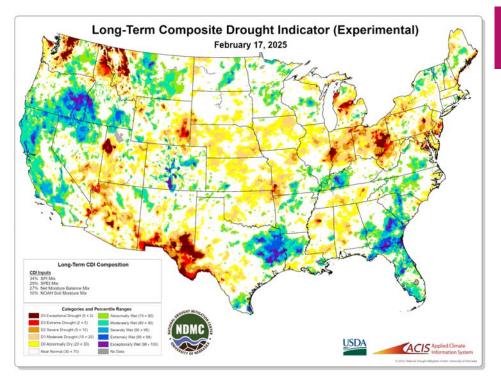


Department of Agricultural Economics

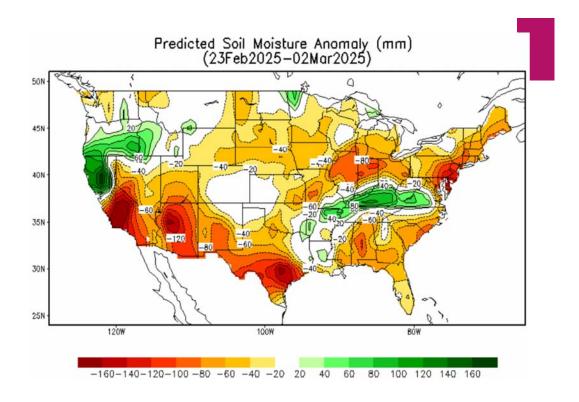


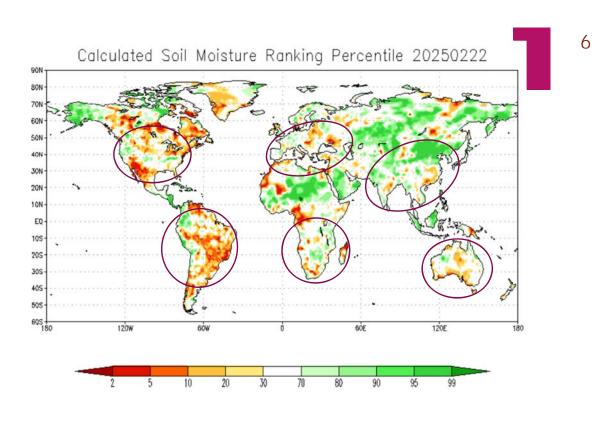


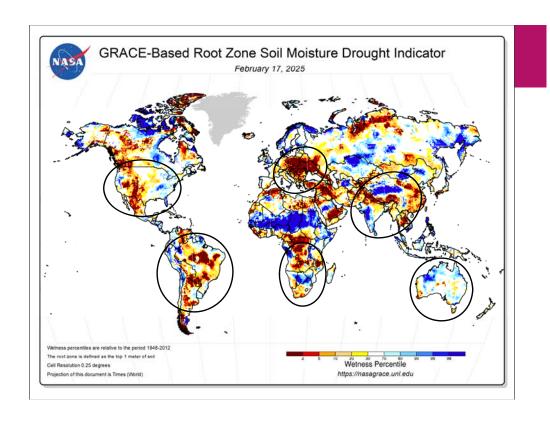














Key Feedgrain Market Issues 2/24/2025

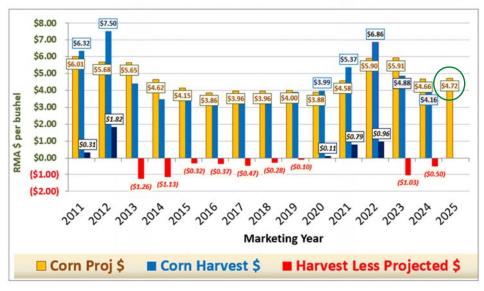
- 1) "Current" MY 2024/25: With ♥ U.S. End Stocks 1.540 bb & Stocks/Use 10.2% the Corn market IS "tight" & @Risk to 2025 U.S. crop-weather issues May-September 2025
- 2) "Moderating" crop risks in Argentina Drought & Brazil Late 2nd crop planting may impact 2025 South American Crops & Exports (+ U.S. Exports)
- 3) Poor U.S. Grain Sorghum exports reduction from China
- 4) U.S. Trade & Tariffs Policy? China, Mexico, Canada, Columbia, the EU & others

More Feedgrain Market Issues 2/10/2025

- 5) "Weak" Corn-Sorghum basis in parts of KS since Fall 2024
 What is the outlook for Kansas Feedgrain basis in Spring-Summer 2025?
- 6) Higher U.S. Corn Plantings likely in 2025 [↑] Corn vs ⇒ Soybean \$'s
- 7) Ethanol Regulatory Policy & Trade issues likely to be impacted by actions of the Trump Administration (45Z? E-10 vs E-15? Waivers? etc.)
- 8) Watching for Corn-Sorghum market seasonality Spring-Summer 2025

Corn Projected & Harvest \$'s RMA

Kansas \$'s, Years 2011-2025 RMA\$'s January 2025 (Price \$ 9 of last 14 years)



CME Corn Futures Closes, Changes & Market Carry

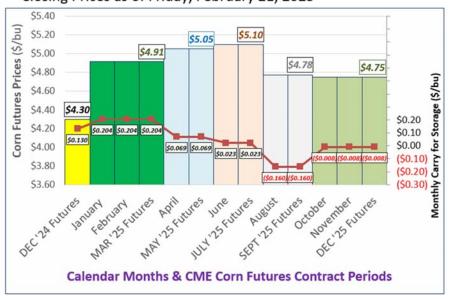
as of Friday, February 21, 2025

CME Corn Futures 2/21/2025 - Closes								
Month	Close	Change	Carry /mo					
Mar 25 Lead	\$4.91 1/4	₽ \$0.06 ¾						
May 25	\$5.05	₽ \$0.07 ¾	+\$0.06875					
July 25	\$5.09 1/2	₽ \$0.07 ¹ / ₄	+\$0.0225					
Sept 25	\$4.77 1/2	₽ \$0.05	-\$0.16					
Dec 25 Harvest	\$4.75	₽ \$0.04 1/2	-\$0.00 ⁸³³					
Mar 26	\$4.86	₽ \$0.04 ¼	+\$0.03667					
May 26	\$4.91 3/4	₽ \$0.04 1/2	+\$0.02875					
July 26	\$4.93 3/4	₽ \$0.04 1/2	+\$0.01					



CME Corn Futures Lead & Deferred Contracts

Closing Prices as of Friday, February 21, 2025

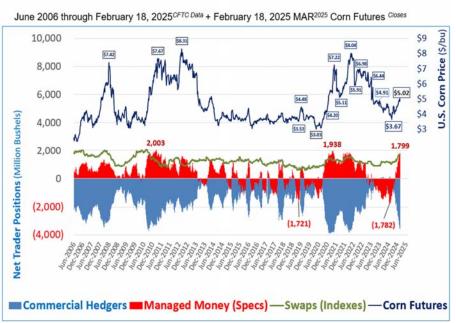


TFC Commodity Charts

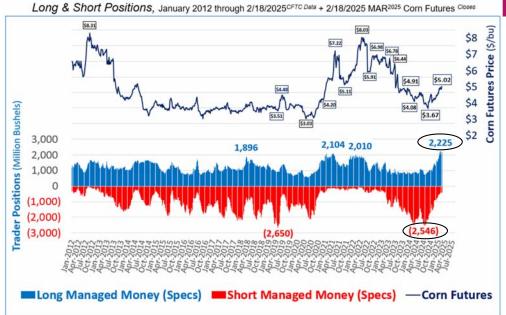
Daily MAY 2025 Corn \$5.05 /bu, Friday 2/21/2025



Corn Futures-Net Position of Traders



Corn Futures - Managed Money Traders Specs



U.S & Kansas Corn Seasonal \$'s

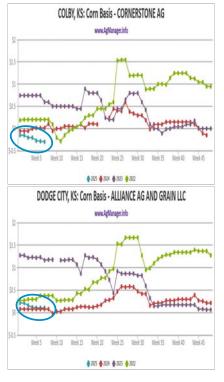
MY 1999/00 - MY 2023/24 plus "Current" 2024/25 as of 2/22/2024

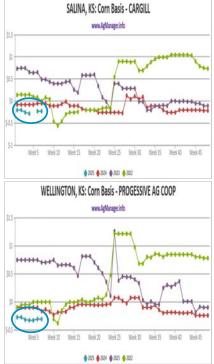


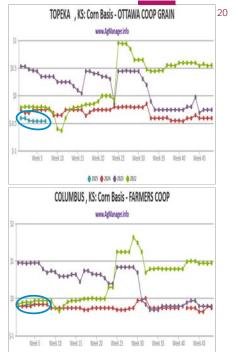
USDA WASDE Forecast on February 11, 2025

\$4.35 /bu
Season Avg Price
in "Current"
MY 2024/25

Kansas Cash & Futures Prices						
Date						
2/21/2025 - Closes						
Grain Futures Contracts	Closing \$					
MAR 2025 Corn "New" MY 2024/25 Post-Harvest Futures	\$4.9125					
DEC 2025 Corn "Next" MY 2025/26 Harvest Futures	\$4.7500					
2/21/2025 - Closes	Cash Grain & Har	vest Contract Pri	ices @ Kansas G	rain Elevators		
Cash Market Spot & FC Bids	Representing the highes Colby Area	t bids available at each Salina ^{Area}	location Topeka ^{Area}	Garden City Area	Hutchinson Area	Pittsburg Area
	NW KS	NC KS	NE KS	SW KS	SC KS	SE KS
Corn Spot Cash\$: Current	\$4.66	\$4.63	\$4.66	\$5.06	\$4.74	\$4.81
2024 Harvest Cash Market Basis	(\$0.25)	(\$0.28)	(\$0.25)	\$0.15	(\$0.17)	(\$0.10)
Corn Harvest FC\$: Fall ²⁰²⁵	\$4.50	\$4.40	\$4.30	\$4.80	\$4.55	\$4.62
"Next Crop" MY 2025/26 Harvest Frwd Contract	(\$0.25)	(\$0.35)	(\$0.45)	\$0.05	(\$0.20)	(\$0.13)
2024 "Spot Cash" Soybean vs Corn \$ Ratio	2.01	2.10	2.10	1.88	2.05	2.04
2025"New Crop" Soybean vs Corn \$ Ratio	2.12	2.28	2.31	2.02	2.21	2.18
"Spot Cash" HRW Wheat vs Corn \$ Ratio	1.15	1.27	1.24	1.07	1.24	1.15

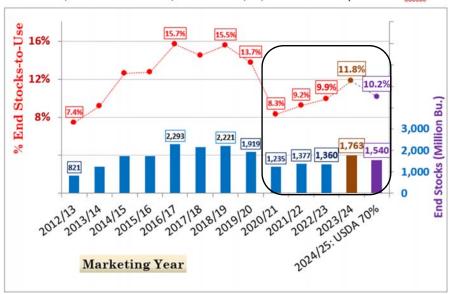






U.S. Corn Stocks & % Stocks-to-Use

MY 2012/13 - "Current" 2024/25 as of the 2/11/2025 WASDE Report + KSU ests.

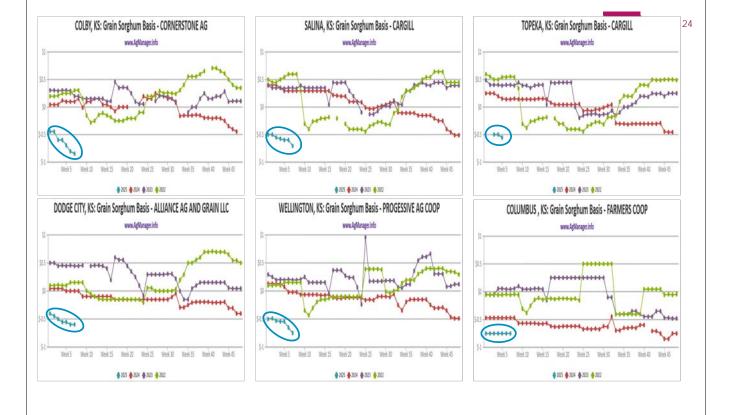


U.S. Corn % Stocks/Use vs Corn \$

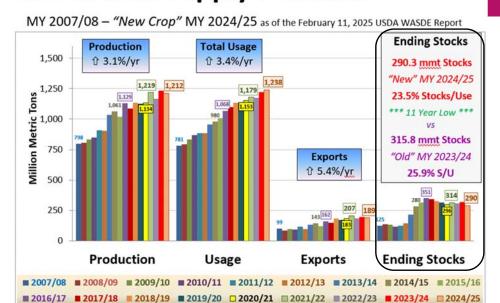
MY 2012/13 - "Current" MY 2024/25 as of the 2/11/2025 WASDE + KSU estimates



Kansas Cash & Futures Prices						
Date						
2/21/2025 - Closes						
Grain Futures Contracts	Closing \$					
MAR 2025 Corn "New" MY 2024/25 Post-Harvest Futures	\$4.9125					
DEC 2025 Corn "Next" MY 2025/26 Harvest Futures	\$4.7500					
2/21/2025 - Closes	Cash Grain & Har					
	Representing the highes	t bids available at each	location			
Cash Market Spot & FC Bids	Colby Area	Salina ^{Area}	Topeka ^{Area}	Garden City Area	Hutchinson Area	Pittsburg Area
	NW KS	NC KS	NE KS	SW KS	SC KS	SE KS
Grain Sorghum Spot Cash\$: Current	\$4.26	\$4.21	\$4.36	\$4.21	\$4.31	\$4.41
2024 Harvest Cash Market Basis	(\$0.65) (\$0.70) (\$0.55) (\$0.70)				(\$0.60)	(\$0.50)
Grain Sorghum Harvest FC\$: Fall ²⁰²⁵	\$4.10	\$4.30	\$4.25	\$4.40	\$4.35	\$4.01
"Next Crop" MY 2025/26 Harvest Frwd Contract	(\$0.65)	(\$0.45)	(\$0.50)	(\$0.35)	(\$0.40)	(\$0.74)

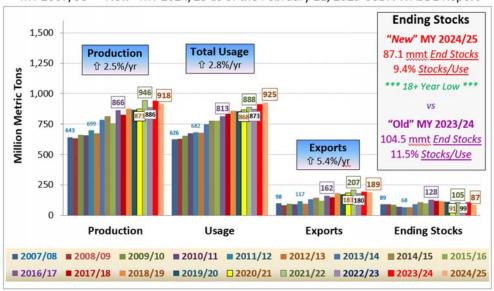


World Corn Supply-Demand



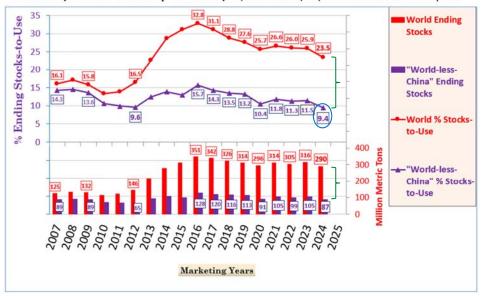
"World Less-China" Corn Supply-Demand

MY 2007/08 - "New" MY 2024/25 as of the February 11, 2025 USDA WASDE Report



World vs World Less-China Corn % Stocks-to-Use

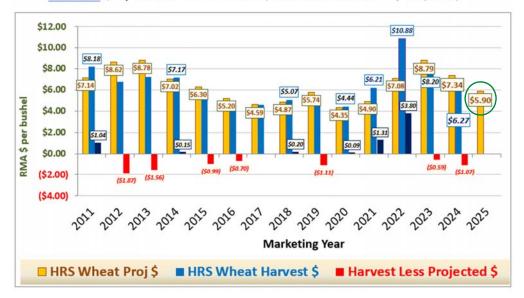
MY 2007/08 thru "New Crop" MY 2024/25, as of the 2/11/2025 USDA WASDE report





HRW Wheat Projected & Harvest \$'s RMA

Kansas \$'s, Years 2011-2025 (Price decreases in 7 of 14 years)



Key Wheat Market Issues 2/24/2025

- 1) "Current" MY 2024/25: with growing U.S. End Stocks 794 mb & Stocks/Use 39.6% the Wheat market is "over-supplied" BUT still @Risk to 2025 U.S. crop-weather issues March-May 2025
- 2) <u>Drought risks</u> in **Ukraine & Russia** are likely to impact future
 2025 Black Sea Wheat Crops & Exports (+ U.S. Exports)
- 3) Lagging U.S. Wheat exports To all major buyers, especially U.S. HRW Wheat
- 4) U.S. Trade & Tariffs Policy may impact U.S. Wheat markets (?)

More Wheat Market Issues 1/27/2025

- 5) "Weak" Wheat basis in KS since Fall 2024
 - Primarily caused by poor U.S. Hard Red Winter (HRW) Wheat Exports
 - o Due to the <u>high value of the U.S. dollar</u> & <u>aggressive competitive</u> export sales by Russia & Ukraine
- 6) Watching for market seasonality in April-May 2025

(ahead of 2025 HRW harvest in late June-July)

CME Kansas HRW Wheat Closes, Changes & Carry

as of Friday, February 21, 2025

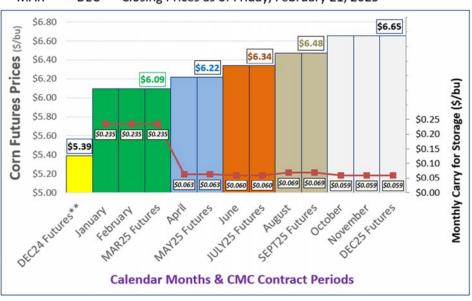
CME Kar	CME Kansas HRW Wheat 2/21/2025 - Closes								
Month	Close	Change	Carry /mo						
Mar 25 Lead	\$6.09 1/4	ग्रे \$0.01 ¾							
May 25	\$6.21 3/4	û \$0.01 ¾	+\$0.06 ²⁵						
July 25 Harvest	\$6.33 3/4	û \$0.01 ¾	+\$0.06						
Sept 25	\$6.47 1/2	û \$0.02	+\$0.06 ⁷⁵						
Dec 25	\$6.65 1/4	î \$0.02	+\$0.05917						
Mar 26	\$6.79	û \$0.02 ½	+\$0.04 ⁵⁸³						
May 26	\$6.83 1/4	û \$0.02 ¼	+\$0.02125						
July 26 Harvest	\$6.69 1/4	û \$0.02 ⅓	-\$0.07						

Daily CME MAY 2025 HRW Wheat



CME KS HRW Wheat Futures

MAR²⁰²⁵ – DEC²⁰²⁵ Closing Prices as of Friday, February 21, 2025

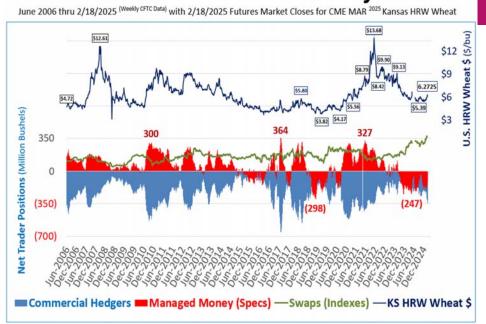


Monthly Commodity Futures Price Chart Wheat (Kansas) (Electronic) (КСВТ)

TFC Commodity Charts

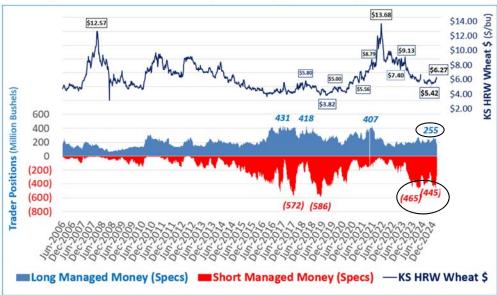


KS HRW Wheat ^{CME} - Net Position of Traders



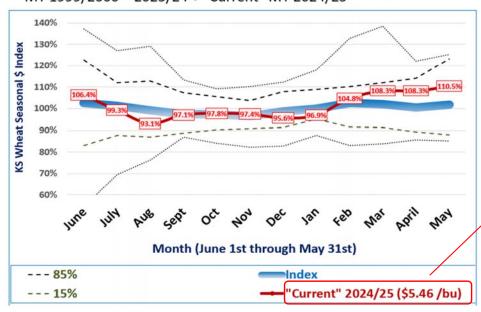
KS HRW Wheat CME - Managed Money Traders Specs





HRW Wheat Seasonal \$'s

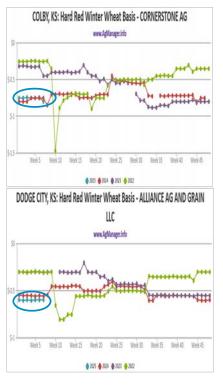
MY 1999/2000 - 2023/24 + "Current" MY 2024/25 as of 2/21/2025

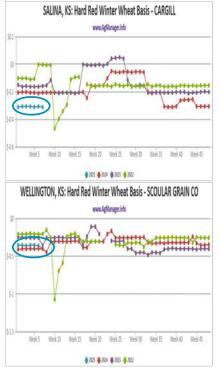


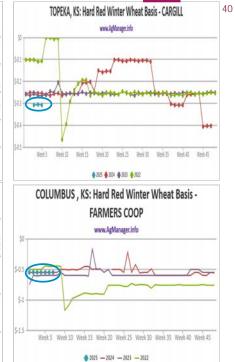
USDA WASDE Forecast on February 11, 2025

\$5.55 /bu Season Avg Price in "Current" MY 2024/25

Kansas Cash & Futures Prices						
Date						
2/21/2025 - Closes						
Grain Futures Contracts	Closing \$					
MAR 2025 KC HRW Wheat "Current" MY 2024/25 Futures	\$6.0925					
JULY 2025 KC HRW Wheat "Next" MY 2025/26 Harvest Fut	\$6.3375					
2/21/2025 - Closes	Cash Grain & Har	vest Contract Pri	ces @ Kansas G	rain Elevators		
	Representing the highes	t bids available at each				
Cash Market Spot & FC Bids	Colby Area	Salina ^{Area}	Topeka ^{Area}	Garden City Area	Hutchinson Area	Pittsburg Area
	NW KS	NC KS	NE KS	SW KS	SC KS	SE KS
KC HRW Wheat Harvest Spot Cash\$: Current	\$5.34	\$5.89	\$5.79	\$5.39	\$5.89	\$5.54
"New Crop" MY 2024/25 HRW Wheat Spot Basis	(\$0.75)	(\$0.20)	(\$0.30)	(\$0.70)	(\$0.20)	(\$0.55)
KC HRW Wheat FC\$ 2025 Harvest Futures	\$5.74	\$5.94	\$5.89	\$5.79	\$5.96	\$5.80
"Next Crop" MY 2025/26 HRW Hvst FC\$ Basis	(\$0.60)	(\$0.40)	(\$0.45)	(\$0.55)	(\$0.38)	(\$0.54)
"Spot Cash" HRW Wheat vs Corn \$ Ratio	1.15	1.27	1.24	1.07	1.24	1.15

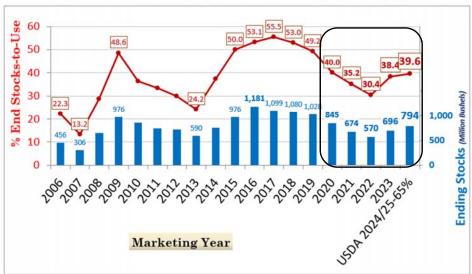






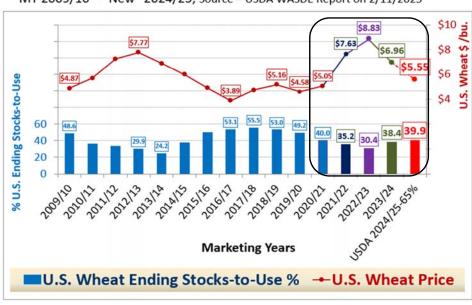
U.S. Wheat Ending Stocks & % S/U

MY 2006/07 - "Current" 2024/25; Source - USDA WASDE Report on 2/11/2025



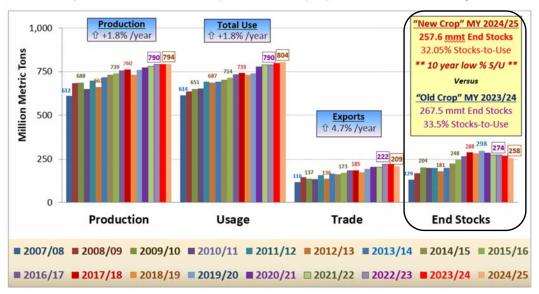
U.S. Wheat % Stocks/Use vs Cash \$'s

MY 2009/10 - "New" 2024/25; Source - USDA WASDE Report on 2/11/2025



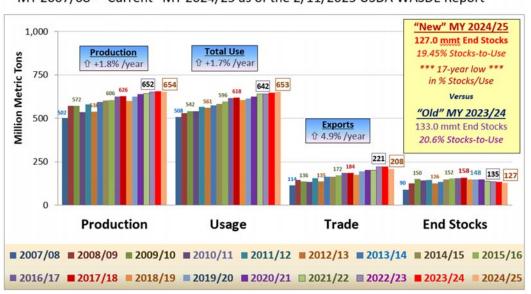
World Wheat Usage & Ending Stocks

MY 2007/08 - "Current" MY 2024/25 as of the 2/11/2025 USDA WASDE Report



"World Less-China" Wheat Usage & End Stocks

MY 2007/08 - "Current" MY 2024/25 as of the 2/11/2025 USDA WASDE Report



World vs "World Less-China" Wheat Stocks & % S/U

MY 2007/08 - "Current" MY 2024/25 as of the February 11, 2025 USDA WASDE





Soybean Projected & Harvest \$'s RMA

Kansas \$'s, Years 2011-2025 February 2025 (Price decreases in 9 of last 14 years)



Key Soybean Market Issues 2/10/2025

- 1) "Current" MY 2024/25: With moderate U.S. Ending Stocks 380 mb & Stocks/Use 8.7% the Soybean market is NOT "tight" BUT still @Risk to 2025 U.S. crop-weather issues May-September 2025
- 2) <u>Uncertain</u> Argentina crop <u>Drought likely to</u> impact 2025 South American Crops & Exports (+ U.S. Exports)
- 3) Strong U.S. Soybean Exports to date BUT South America "is coming"
- 4) U.S. Trade & Tariffs Policy may impact Soybean \$'s (China, others)

More Soybean Market Issues 2/10/2025

- 5) U.S. Exports of Soybean Oil Strong & Soybean Meal Moderately Strong
- 6) "Mostly Weak" Soybean basis in KS since Fall 2024
- 7) 2025 U.S. Soybean Plantings likely likely "level-to-lower"
- 8) **Biodiesel Regulatory Policy & Trade** issues likely to be impacted by the Trump Administration Renewable Diesel Other issues
- 9) Watching for Market Seasonality March-Sept. 2025, U.S. & South America

CME Soybean Futures Closes, Changes & Carry

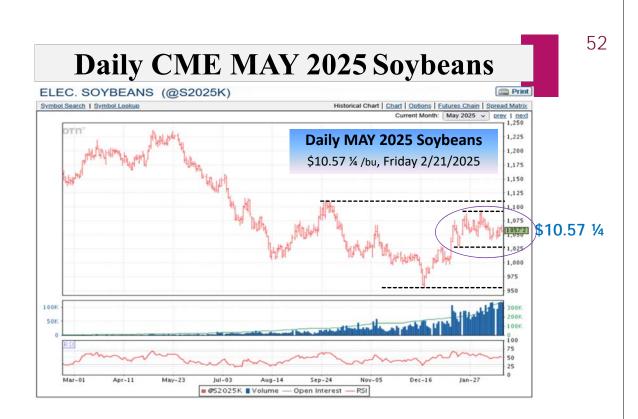
as of Friday, February 21, 2025

CME Soybean Futures 2/21/2025 - Closes							
Month	Close	Change	Carry /mo				
Mar 25 Lead	\$10.39 1/2	₽ \$0.06	8===				
May 25	\$10.57 1/4	₽ \$0.05 ¾	+\$0.08875				
July 25	\$10.73	₺ \$0.04 ¾	+\$0.07875				
Aug 25	\$10.71 1/4	₿ \$0.04	-\$0.01 ⁷⁵				
Sep 25	\$10.57 ½	₿ \$0.02 ½	-\$0.13 ⁷⁵				
Nov 25 Harvest	\$10.59 3/4	₽ \$0.01 1/2	+\$0.01125				
Jan 26	\$10.69 1/2	₿ \$0.01 ¾	+\$0.04875				
Mar 26	\$10.68 1/2	₽ \$0.01 1/4	-\$0.00 ⁵⁰				

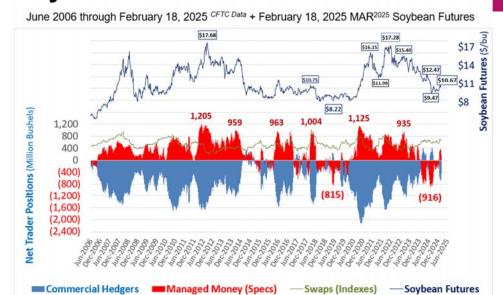
CME Soybean Futures Lead & Deferred Contracts

Closing Prices as of Friday, February 21, 2025

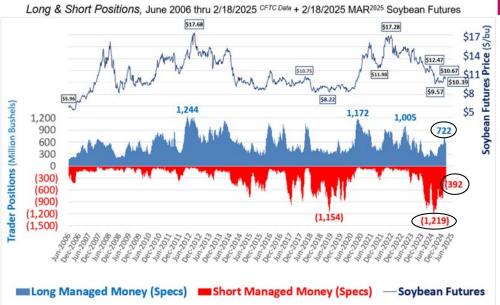




Soybean Futures Net Position of Traders

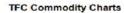


Soybean Futures - Managed Money Traders Specs





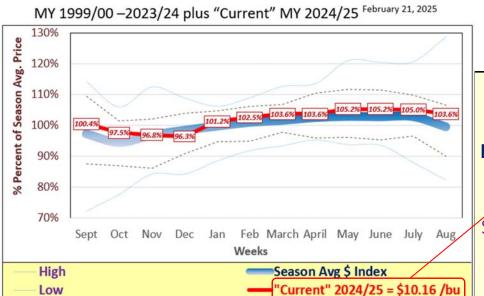
Monthly Commodity Futures Price Chart Soybeans (Globex) (CBOT)





U.S. & KS Soybean Seasonal Prices

56



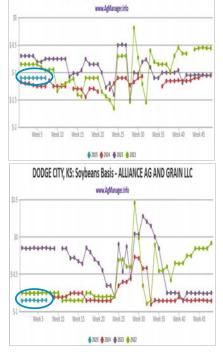
15%

85%

USDA WASDE Forecast on February 11, 2025

\$10.10 /bu Season Avg Price in "Current" MY 2024/25

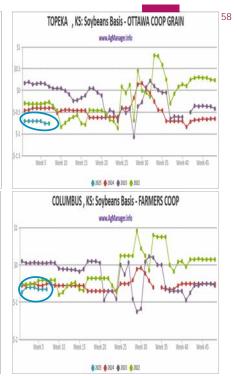
Kansas Cash & Futures Prices							
Date							
2/21/2025 - Closes							
Grain Futures Contracts	Closing \$						
MAR 2025 Soybean "New" MY 2024/25 Post-Harvest Futures	\$10.3950						
NOV 2025 Soybeans "Next" MY 2025/26 Harvest Futures	\$10.5975						
2/21/2025 - Closes	Cash Grain & Har	vest Cont	ract Pri	ces @ Kansas G	rain Elevators		
	Representing the highest bids available at each location						
Cash Market Spot & FC Bids	Colby Area	Salina A	rea	Topeka Area	Garden City Area	Hutchinson Area	Pittsburg Area
	NW KS	NC KS	,	NE KS	SW KS	SC KS	SE KS
Soybean Spot Cash\$: Current	\$9.35		\$9.74	\$9.79	\$9.49	\$9.74	\$9.79
2024 Harvest Cash Market Basis	(\$1.05)	(\$0.65)	(\$0.61)	(\$0.90)	(\$0.65)	(\$0.61)
Soybean Harvest FC\$: Fall ²⁰²⁵	\$9.55	\$:	10.04	\$9.94	\$9.70	\$10.04	\$10.05
"Next Crop" MY 2025/26 Harvest Frwd Contract	(\$1.05)		\$0.56)	(\$0.66)	(\$0.90)	(\$0.56)	(\$0.55)
2024 "Spot Cash" Soybean vs Corn \$ Ratio	2.01		2.10	2.10	1.88	2.05	2.04
2025"New Crop" Soybean vs Corn \$ Ratio	2.12		2.28	2.31	2.02	2.21	2.18



COLBY, KS: Soybeans Basis - CORNERSTONE AG

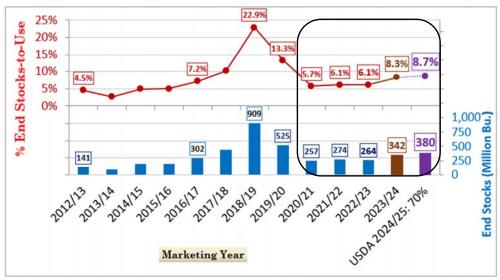


SALINA, KS: Soybeans Basis - CARGILL



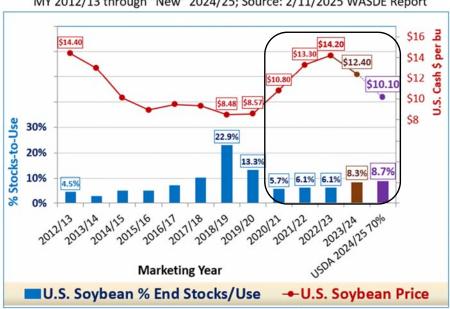
U.S. Soybean Stocks & % S/U

MY 2012/13 through "Current" 2024/25; Source: 2/11/2025 WASDE Report



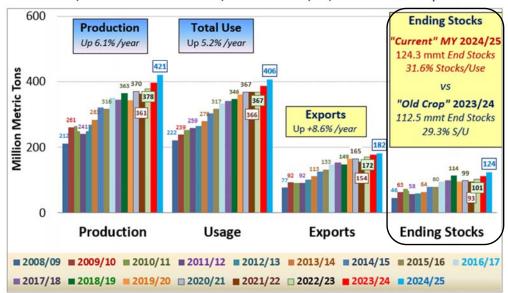
U.S. Soybean % Stocks/Use vs Price\$

MY 2012/13 through "New" 2024/25; Source: 2/11/2025 WASDE Report



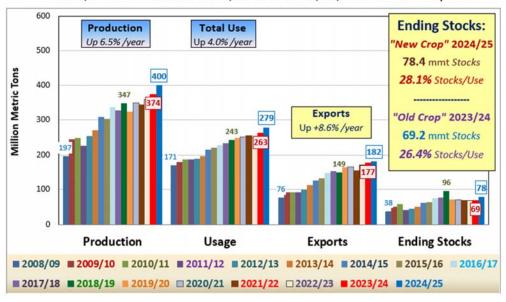
World Soybean S-D & End Stocks

MY 2008/09 thru "Current" 2024/25 as of the 2/11/2025 WASDE Report



World Less-China Soybean S-D & End Stocks

MY 2008/09 thru "Current" 2024/25 as of the 2/11/2025 WASDE Report



World vs "World Less-China" Soybean % S/U

MY 2007/08 through "Current" MY 2024/25, as of the February 11, 2025 USDA WASDE





Q? What impact could Trade actions by President Trump have on U.S. Grain Exports?

- The proposed tariffs on imports from China, Mexico, Canada & others
 could lead to retaliatory measures, making U.S. grain exports more
 expensive & less competitive globally
 - **Farm Machinery & other costs** due to higher steel, aluminum, other input \$'s
 - ♣ Grain Export Sales due to retaliatory import tariff's on U.S. grain
 - ☆ Grain Market Instability & Uncertainty trade tensions driving away buyers
- ☐ The U.S. has stated intentions to place 25% Tariffs on imported goods from Canada & Mexico (originally on February 1st, but delayed 1 month for each country)

Other U.S. Trade Considerations....

- ☐ Tariffs are part of a broader strategy to address **U.S. global trade imbalances** particularly with **China**, which has long been a major trading partner for **U.S.**grain exports especially for soybeans, corn, wheat & sorghum
- □ U.S. agriculture was seriously hurt during the previous U.S.-China trade war
 with the U.S. Government paying farmers \$23.2 billion due to trade war
 losses during 2018-2023 via the Market Facilitation Program (MFP)
 - o Non-specialty crops paid \$21.9 billion focused on soybeans, corn & wheat
 - o 3 "tranches" of payments 1^{st} covering 50% of the est. payment, \approx \$15 /ac.

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Trade Study: How Potential New Tariffs Could Impact U.S. Soybeans and Corn

Oct 15, 2024



Krista Swanson, NCGA Lead Economist Scott Gerlt, PhD, ASA Chief Economist Jacquie Holland, ASA Economist

 $\underline{\text{https://ncga.com/stay-informed/media/the-corn-economy/article/2024/10/trade-study-how-potential-new-tariffs-could-impact-u-s-soybeans-and-corn}$



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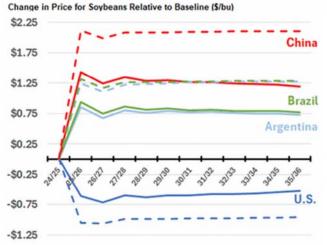
Chinese Tariffs on U.S. Corn, Soybeans, & Products

	Most Favored Nation	Round 1 301 Retalitory Tariffs	Round 2 301 Retalitory Tariffs	Reduction of Round 2 Tariffs by 50%	Total Tariff that Could be Applied	Tariffs with Waiver
Yellow soybeans, other	3.0%	25.0%	5.0%	2.5%	30.5%	3.0%
Soybean meal, other	5.0%	25.0%	0.0%	0.0%	30.0%	5.0%
Crude soybean oil	9.0%	25.0%	0.0%	0.0%	34.0%	9.0%
Other soybean oil	9.0%	25.0%	0.0%	0.0%	34.0%	9.0%
Corn (Maize) Excl. Seed, In-Quota	1.0%	25.0%	0.0%	0.0%	26.0%	1.0%
Corn (Maize) Excl. Seed, Out-of-Quota*	65.0%	25.0%	0.0%	0.0%	90.0%	65.0%
Corn Tariff Rate Quota	7.2 MMT					

* Import quantities suggest the over quota tariff rate is not being applied

Source: WAEES

Projected Change in Soybean and Corn Prices Under Tariff Scenarios



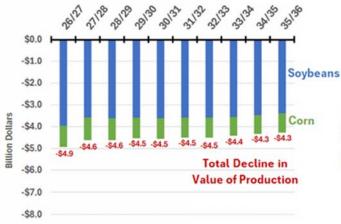


Solid Line = Scenario: China Removes Existing Waivers on Soybeans & Corn Dashed Line = Scenario: China Implements 60% Tariff on Soybeans & Com Data Source: WAEES

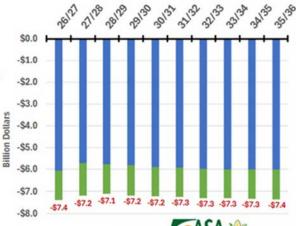
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Projected Change in Total Soybean Plus Corn Value of Production Under Tariff Scenarios









Data Source: WAEES

Other New U.S. Ag-Energy & Environmental Policies

- i. Expansion of U.S. Domestic Energy Production
 - Impact on U.S. Ethanol & Biodiesel/Renewable Diesel Production?
- ii. Development of new U.S. "45Z" Bioenergy Rules
 - Is this an opportunity for renewable energy credits \$\$\$ at the farm level?
 - Question? How much may farm level practices be impacted via "demand-pull" market forces & farmer incentives to provide Sustainable Aviation

 Fuels (SAF) to meet <u>EU-servicing Airline requirements</u>?
- □ What direction will U.S. Ag Energy-Environmental policy take?

